

Pre-Inventory Sales of the Dry Goods Jobbers of Detroit December 9th-14th

During the week December 9th-14th you are invited to attend the first PRE-INVENTORY SALES by the FOUR WHOLESALE DRY GOODS JOBBERS OF DETROIT.

Each house will conduct its sale independently, and visitors to this market at that time particularly will profit by the naturally close competition between these four houses.

During these sales all Odd Lots, Short Lengths, Broken Sizes and Surplus Winter Goods will be offered at prices to close.

Merchants attending these sales will have the advantage of picking up Seasonable Holiday Goods.

A display of Goods suitable for January Sales, such as White Goods, Linens and Domestics, will be one of the main features.

The Dry Goods Jobbers have arranged with the Wholesalers Association of Detroit so that merchants attending these sales and buying goods will be provided by the Association with

RETURN TRANSPORTATION FREE

The usual terms will apply during these sales.

BURNHAM, STOEPEL & CO.
CROWLEY BROTHERS
A. KROLIK & CO.
EDSON, MOORE & CO.

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Investigate the

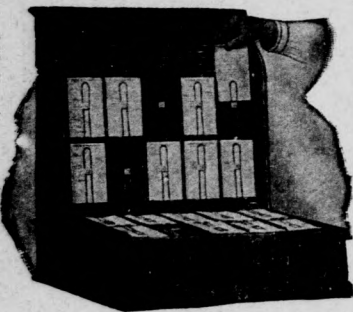
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It earns you 525 per cent. on your investment. We will prove it previous to purchase. It prevents forgotten charges. It makes disputed accounts impossible. It assists in making collections. It saves labor in book-keeping. It systematizes credits. It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

A. H. Morrill & Co.

105 Ottawa St., Grand Rapids, Michigan
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Pat. March 8, 1898, June 14, 1898, March 19, 1901.



Thirty Years Were Spent In Perfecting The Telephone

Yet you can pick it up and use it in an instant.

It took twelve years to perfect the McCASKEY SYSTEM, but you can install and adapt it to your business in less time than it takes to open a new ledger.

THE McCASKEY has been proven by every test that reason demands. THE THEORY is RIGHT.

THE TOTAL FORWARDING SYSTEM is the modern, permanent idea, as it does away entirely with copying.

It has stood the test of time, and four years in these hustling days means considerable.

It has been measured by the laws that rule the business world.

We are receiving daily hundreds of letters of congratulation and gratitude from users.

Imitations are now in the field, but the McCASKEY has special valuable features that are fully protected by patents, so beware of infringers.

We do not ask purchasers to sign notes for security, as we might be inclined to do if we were selling an inferior product.

Important: We have no connection whatever with any other Account Register Company, statements of the salesmen to the contrary notwithstanding, but have suits pending against several manufacturers for infringing our patents.

Our 64-page catalog is FREE. WRITE TO-DAY.

THE McCASKEY REGISTER CO.

27 Rush St., Alliance, Ohio

Mfrs. of the Famous Multiplex Duplicate and Triplicate Sales Pads;
also End Carbon, Side Carbon and Folded Pads.
Agencies in all Principal Cities

Every Cake



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

The Fleischmann Co.,

of Michigan

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

On account of the Pure Food Law there is a greater demand than ever for

Pure Cider Vinegar

We guarantee our vinegar to be absolutely pure, made from apples and free from all artificial coloring. Our vinegar meets the requirements of the Pure Food Laws of every State in the Union.

The Williams Bros. Co.

Manufacturers

Picklers and Preservers

Detroit, Mich.

Makes Clothes Whiter-Work Easier-Kitchen Cleaner.

SNOW BOY WASHING POWDER.

GOOD GOODS — GOOD PROFITS.

MICHIGAN TRADESMAN

Twenty-Fifth Year

GRAND RAPIDS, WEDNESDAY, DECEMBER 4, 1907

Number 1263

KENT COUNTY SAVINGS BANK

Corner Canal and Lyon Streets
GRAND RAPIDS, MICHIGAN

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You want your form letters SURELY to be read when received. They are not when simply mimeographed, printed or imitation typewritten. Our MULTIGRAPH typewritten letters are actually typewritten and prices are reasonable. Write us.

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

FIRE AND BURGLAR PROOF SAFES

Grand Rapids Safe Co.

Tradesman Building

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A VALUABLE VICTORY.

Recently there was a very serious and extensive outbreak of smallpox in this city, and a situation was presented where, had there been any timid temporizing on the part of our Health Officer or any deliberate, stubborn effort on the part of the institution affected to conceal facts and oppose the operation of our health regulations, Grand Rapids would by this time have been face to face with an all-winter campaign which would have been not only very detrimental to business interests in general, but would have been very expensive.

If such a campaign had been precipitated, what a howl would have been raised. The daily papers would have dealt in "scare heads," the merchants would have scolded because of the newspaper sensationalism and the city officials from Mayor down would have been hauled back and forth over the coals of public indignation without let or hindrance.

There was, however, no hesitancy, no timidity, no excitement. More than a score of individuals exposed to the disease, and with two or three of that group having unmistakable presence of the disease well developed, were quarantined within a stone's throw of both the retail business center and the center of the wholesale trade, and the fact was noted in the daily papers. These notices told also that cots for the young men thus isolated had been provided and that their meals would be served from a nearby hotel.

There was that about the whole proceeding which won public confidence and within half a day after the facts became known the episode was seemingly forgotten. Men, women and children passed to and fro in front of the quarantined building entirely without fear; other hundreds of citizens pursued their daily tasks within from 25 to 100 feet of the temporary isolation hospital, giving never a thought to the alleged danger of propinquity.

Chief among the values derived from such a municipal lesson is the unimpeachable fact that any attempt

to conceal truth on such an occasion is most unwise and always expensive. Next in importance is the reiteration of the value of immediate and unequivocal action on the part of health department officials and of corresponding and complete co-operation with those officials by those parties exposed to the infection and on the part of those individuals whose dwelling houses, factories or other buildings it becomes necessary to place under guard.

Finally, the experience in question has clearly demonstrated that an isolation hospital for the care of contagious disease may be—if the sewer system of a city is adequate and well planned and if the quarantine is maintained absolutely—conducted entirely without danger in the very center of a populous district. Such evidence was not necessary, perhaps, because Edinburgh, Glasgow, London and many other metropolitan centers have their isolation hospitals in their business districts, but our own recent experience comes with greater force because it has the nature of a personal, individual touch; and it shows, moreover, how silly and childish it is to indulge in foolish fears and frantic protests against the location of an isolation hospital a mile or more beyond the city limits and two hundred or more feet away from a country road such as is the northern extension of Fuller street.

A FEARSOME SITUATION.

Those people who have devoted themselves to the academic study of the problem of prostitution, and so have evolved many beautiful theories, should have heard the address at All Souls' church last Sunday by Dr. Victor C. Vaughan, Dean of the Medical Department of the University of Michigan.

Reduced to its last analysis Dr. Vaughan's position is that the social evil is not alone a medical problem. "It is, as its name indicates, a social question and society at large must seek its solution."

Therein lies the chief weakness in the ages-old struggle in behalf of personal purity and good morals. The physicians and surgeons the world over have solved every physical phase of the matter and have iterated and reiterated, publicly and privately, everywhere and at all times, the dreadful dangers accompanying the evil. They know whereof they speak when they lay the burden of the offense upon society.

On the other hand, society will not see its duty or, seeing it, declines to grapple the situation. Sometimes, much too often indeed, this inaction is due to a bogus modesty, a reprehensible pretense at ignorance; another excuse is a persistent and most unfair opposition to the establish-

ment and recognition of the single standard of morality. The chief weakness is an utter indifference, born of personal vanity and innate greed. The individual privilege of going and coming in grand attire and of living in state wherever one's fancy may dictate; of having and utilizing any and all luxurious resources at will and of being classed as very, very wealthy; the power to buy silence or whatever else may be required to complete the routine of an idle, aimless existence constitute the dominant causes of much that goes to perpetuate the social evil.

These practices, mis-called privileges, cause men and women who truly believe they are thoroughly moral in their lives to derive portions of their income through leasing properties for immoral purposes; and so these practices cause the same men and women to become habitual violators of municipal ordinances and State statutes—two prime offenses against decency and humanity in general. Following and as a result of these things other people who believe themselves to be moral in their lives develop that sort of sycophancy which enables them, knowing full well as to these transgressions on the part of their accepted superiors, to wink at and fail to comprehend the fact that, as factors in society, they, too, are violators of decency.

And so goes the row of upright bricks down before their predecessors. The less prominent people, lured on by the pretensions and seeming successes of the others, take the risks which they are poorly prepared to undertake and pay the awful penalties. Desperation follows. The indifference of those with money and influence who can shield themselves and fight unhappy circumstances becomes in those less powerful a deliberate and bitter challenge against law and order, and in the end those poor creatures fill our police stations, houses of correction, prisons, hospitals and insane asylums, with now and then, by way of emphasis, cases like those of Harry Thaw and Senator Brown.

Meanwhile, in a thoroughly impracticable fashion, students of the economics of life go on chattering. Government officials remain fearful and inactive and the masses remain firm in the conviction that the evil is necessary and unconquerable.

The great question for any church is not what contributions can it get but what contribution can it make to the life of the people.

His heart is dead who feels no drawing on things within when a child takes his hand.

The closer you get to men the nearer you come to God.



Feature Ladies' Skirts Strongly for Christmas Buying.

From now on until the night before the Nativity of Christ all thoughts will center on the subject of gift-giving. And, in our mad rush to find presents suitable for this, that and the other dear one, we are quite apt to lose sight of the world-stirring event which gave rise to the custom of "remembering" our loved ones on December 25.

Merchants are straining every nerve to cater to the Christmas trade. The windows are growing more resplendent every day. Even if one has no money with which to purchase it is a treat just to gaze in their depths at the lovely things that are to gladden hearts at the Yuletide Season. The hands of some people, at this time, wander to the pocket where the money's kept, and when they examine the elegant windows and then think of the persons they wish to please there's a bringing to light of gold, plus its quick transfer to the dealer's waiting coffer.

In a store where a "little of everything" is dealt in the window dresser falls into the habit, in pre-Holiday times, of putting into one window many samples of that "little of everything," while perhaps the better way would be to change the window (or windows) much more frequently and have the space devoted to but one sort of object and have many different styles. Let us say it is neckties. Then show all the different colors and shades of each sort of tie, grouped, so that the various kinds may readily be examined. Their sale will be greatly augmented by this manner of display. It is much more preferable to the way of showing a whole lot of ties of one sort all of the same color. People like to "take their pick" while standing in front of the glass as well as while standing in front of the counter.

And do put the prices on in the window at Christmas time if you are not in the habit of doing so at any other time, for busy buyers want to know prices then more than at any other season, and they don't want to take the time to go in the store and ask. If they see something in the window that they think would be appropriate for friend or relative they desire at once to know whether its cost would coincide with their buying capacity. If so well and good; the merchant is apt to see the color of their money at once. Thousands of sales are lost daily by this neglect—intentional or otherwise—to price-tag every object in a window. Leave plenty of space between the ties so that the eye may easily single them out.

The above applies to a variety of other goods—gloves, handkerchiefs, etc.

It does no good, during the Holi-

day Season, to exhibit with these things tanned skins, hackles of flax, bolls of cotton, and the like, for purchasers are not interested in these now—they care for only the finished product. Use the skins, etc., to give tone to an exhibit, if you wish, but don't expect them to receive so much as a thought at the present.

Don't be afraid to ask a little stiffer prices than usual for your novelties, as the public are more generous at Christmas time than during all the rest of the year put together. But if you ticket staples a little less than at other seasons you will not lose by so doing, as you will make it up in the increased quantity you will dispose of.

Go to the expense of having a floor-walker at this rushing season, also a boy to open the door. In my opinion, that store misses it that does not have these two factotums every working day in the year. They are as necessary to the convenience of patrons as the men and women behind the counter. A customer does not enjoy sidling up to one behind the counter and asking the location of the goods for which she is in search, any more than she likes to stop at the entrance and unlatch and push open by main force a great heavy door, and soil or rip her gloves into the bargain.

Study all little methods of making present shopping easier for patrons. Instruct clerks to care for their burdening bundles when they have articles to purchase in distant parts of the establishment. Don't let them wait for the customers to request the favor but have it offered them. This usually-overlooked courtesy will be greatly appreciated and commented upon. Indeed, if these small politenesses were carried out for the entire year the effect would be electrical. Merchants live off of the public and they should look upon it that they can not do enough for them.

Every store, I care not how small, should have a rest and toilet room for the women and for the men. Here should be provided a comfortable couch with clean pillow and coverlid where weary bones may rest. Chairs (a rocker and a straight-back) should not be omitted and a row of stout hooks to hold traveling or other bags, wraps, etc., while a customer is "cleaning up." There should be always a clean roller towel of goodly proportions and a comb and hand mirror—chained to the wall if you don't want to go to frequent expense of replenishing. We won't say that any one would walk off with them, but they do have a funny fashion of taking to themselves the "wings of the morning" and disrecollect to fly back home! If you add these you will find that patrons are a dozen times more in the mood for buying than when they entered the store. Especially is this true of people coming from out of town for some trading. Perhaps they are going to a hotel, perhaps not; at any rate, the opportunity to repair the ravages of travel are regarded in the light of a boon

and, although you don't get any expressed thanks for it, they are there just the same. Your store will be given preference every time over the ones that are minus all these necessities. Even the little country cross-roads store should not be unthinking of these trade-influencers. They will be surprised at the change in feeling towards their place of business.

Everybody try it and see if my suggestion is not an excellent one. If carried out its importance can not be overestimated.

Dry goods merchants who handle ladies' ready-to-wear black dress and silk and sateen skirts should feature them strongly from now until December 25. Allow them to see the daylight in your window. Have them on hangers on a rack as they are seen on their floor. Put nothing else in the window. Begin at one end with a dress skirt of the very cheapest you carry. Next to it hang a silk or sateen petticoat of a quality suitable to go with it. Go along to the very finest that you sell, placing next to each outside skirt the one necessary to complete it in the underwear.

Put in a light floor and background of the same color; but white would be better, as a color with black tends to cheapen. Use Turkish toweling for the floor and run a heavy white cotton cord around the edges and have large tassels at each corner and center of front. Use these freely with the soft drapery in the background.

In a conspicuous place have a plac-

ard setting forth the information that:

Our Line
Of
Ladies'
Ready-to-Wear
Dress Skirts
and
Petticoats
To Accompany
Is
Complete.
What
Nicer
For a
Christmas
Gift
?

Follow this up with a small neat booklet about these outside and underskirts, sending it by Uncle Sammy for 2 cents to every lady and young woman on your mailing list. Tell all the clerks to "talk skirts" to all the women customers. Easy to start in with a casual reference to the windowful of this merchandise. Extract a promise from them that they will look the "Line" over before buying elsewhere. These promises, quite naturally, would not all be kept, but you will be surprised how many of them are.

Break It To Him Gently.

Rich Uncle (to his physician)—"So you think there is hope for me?"

"Not only that, but I can assure you that you are out of danger."

"Very well; I wish you would inform my nephew, but break the news gently to him."

When You're Doing Your Christmas Buying

At Grand Rapids, remember that the most practical and appreciated gift of all is some article of furniture for your home.

Here the Furniture Is Right

Here the Price Is Right

Here the selection is greater than that of all other furniture stores combined.

Klingman's Sample Furniture Co.

Opposite Morton House

Ionia-Fountain-Division Sts.

Baggage and Passenger on Different Trains.

In a previous issue of this paper we called the attention of our readers to the decision of the Supreme Court of this State in regard to the necessity of a traveler accompanying his baggage, notwithstanding the fact that he bought a ticket and had the baggage regularly checked, for if he does not accompany the same, in case of loss or of damage to the baggage, through the company's negligence, he can not recover for such loss or damage and the railway is treated as a gratuitous bailee. In *Marshall vs. P. O. & N. R. R. Co.* the facts appear in the following statement, prepared by defendant's counsel:

"The undisputed facts in this case go to show that on the 11th day of August, 1899, plaintiff purchased a ticket at the office of the Detroit, Grand Haven & Milwaukee Railroad, in the city of Detroit, over that railroad and the Pontiac, Oxford & Northern Railroad to Imlay City, about 5 o'clock in the afternoon. Knowing that no train left until the next morning he had his trunk checked for Imlay City, with no intention of going on that train, or accompanying the trunk. The trunk was sent the next morning and at Pontiac was taken and carried over the defendant's road to Imlay City, arriving there about 10 o'clock the next morning, no one accompanying it. On the arrival of the trunk at Imlay City it was placed upon the platform of the station and remained there for an hour at least, waiting for the owner to call for it; but, he not calling for it, the trunk was placed in the defendant's baggage room, which has been in use as such for several years. This was Saturday, August 12. The baggage room was one used by the defendant. There was a window on the east side. This window was fastened down; and some time in the night of August 13, which was Sunday night, the baggage room was burglariously entered by prying open the screws from the casing which held the fastening, and feloniously taking and carrying away the trunk and the articles therein in controversy. The windows were not touched or in any way interfered with."

Upon this statement the Circuit judge was requested to direct a verdict for the defendant. This was refused, the court instructing the jury that the following questions of fact were for their determination:

1. Was the room such as is usually used by railway companies for the purpose of taking care of baggage which is uncalled for?
2. Was this particular baggage room such as were the others on the defendant's road?
3. Was the door properly fastened?
4. Was the plaintiff familiar with the construction of or safety of the room as a place of storage?

The court also instructed the jury that the defendant's liability as a common carrier had ceased and that it could be only held liable as a warehouseman; that, as a warehouseman, it was its duty to place the trunk in such a place as a man of or-

dinary prudence would store his goods in, and that it must be such a place as other railroad companies are in the habit of using under like circumstances.

The amount of plaintiff's claim was \$60.50. The jury rendered a verdict of \$40 for him.

Our Supreme court, Justice Grant delivering the opinion, stated: "Baggage implies a passenger who intends to go upon the train with his baggage, and receive it upon the arrival of the train at the end of the journey," and "we conclude that plaintiff was not a passenger; that the defendant was a gratuitous bailee and was not guilty of gross negligence; and that, therefore, plaintiff could not recover," reversing the judgment of the lower court.

This decision is not in accordance with those of other states and would seem to apply to the days of stage coaches and not to modern travel. But it is now the law of this State, and in order to get around it, it will be necessary to have a bill introduced in our next Legislature providing that if a traveler purchases a ticket and checks his baggage on a railroad the railroad will be considered a bailee for hire, regardless of whether the passenger accompanies his baggage on the same train or not; for the passenger having purchased a ticket to his destination and checked his baggage on said ticket, what difference should it make whether he accompanied the baggage on the same train or followed it on a subsequent train, the railroad having already been paid for the service? This view is accepted by the recent Minnesota decision in *McKibbin vs. Wisconsin Central Railway Co.*, 100 Minn., 270. In this case the court declines to accept the doctrine of the Michigan case above mentioned and says: "In view of modern methods of checking baggage and the custom of regularly checking it on the presentation of a ticket at stations, general ticket offices and the homes of passengers, we are of the opinion that there is now no good reason for the rule claimed, if ever there were, and hold that a railway carrier is not, as a matter of fact, liable only as a gratuitous bailee of baggage which it has regularly checked, if the passenger does not go on the same train."

It was therefore held that a salesman who checked his baggage and sent it on a train, intending to follow it on a later train, could hold the carrier liable for its value when it was destroyed by fire while in the carrier's baggage room, through the carrier's negligence.

Advice to a Theorist.

"What kind of views would you advise me to set forth in my next lecture tour?" inquired the habitual orator. "Well," answered the coldly practical theorist, "if I were you I'd get some stereopticon views."

Conclusive.

"Do you think that after death all is over?"

"By no means. Last week one of my creditors died and still I have to pay what I owed him."

The Drummer Who Fell From Grace.

One of a group of traveling men succeeded in having the laugh on his companions in the lobby of one of the local hotels last night. He was telling of an experience that he had on a Michigan Central train, in which he made the "acquaintance" of a certain young lady in a very short time.

"I was coming from Chicago," he began. "At Evanston, Ill., a young woman accompanied by an older lady, whom I presumed to be her mother, boarded the car. Although they selected a seat directly opposite mine, I did not pay particular attention to the girl, beyond observing that she was very good looking. I must admit that the fact of the young lady being accompanied by her mother, together with my natural bashfulness, might account for this seemingly impossible situation.

"We had gone probably 25 or 30 miles, when the young lady came over to my seat and offered me the book which she had been reading. As I said before, I am extremely shy, but I suggested that the book had a very pretty cover, and after that it was easy. We rode all the way to Jackson, Mich., together, and I must say we had a most enjoyable time.

"When we got within about 10 miles of Jackson she went back to where her mother was sitting, to get her hat and coat. I supposed she had left me for good, but in about five minutes she came back and staggered me with:

"Well, I guess I'll have to go now; but won't you kiss me good-by?"

The traveling man was interrupted by the laughter which followed, but when it ended he continued: "Well, I was never up against anything like this before, but the maiden looked at me so appealingly that I must confess that I fell from grace.

"I supposed this to be the end of our friendship, but I was mistaken. She made another trip to her mother's seat, and another to mine, with the request that I put the kiss that I had taken 'back where it belonged.'

"Well, I tell you I felt pretty embarrassed. I noticed an old lady who had observed the first performance pointing me out to the conductor, but the maiden insisted that I 'put it back,' so I did.

"Now," she said, 'give me just one

more.' Holy smoke! I was sorry that I ever left Chicago, but smiling femininity is a mighty hard thing to resist, so I gave the young lady what she was looking for."

Of course a series of lectures and admonitions followed the drummer's recital. He was assured that his conduct was, to say the least, indiscreet, and was told that he was indeed fortunate in not being arrested.

"Yes, I admit that it was wrong," he averred, "but you know that 'charity covers a multitude of sins,' and I think I was at least charitable.

"Anyway," he added by way of defense, "the entire performance occurred in the presence of her mother, and I think that 'parental sanction' somewhat lessens the enormity of the offense."

"How old do you suppose the young lady was?" inquired one of the older traveling men, who was evidently shocked by the drummer's frank recital.

"Well, you know they always try to make themselves out younger," he answered, "so when she told me she was 3, I thought she was fibbing, so I asked her mother, and she told me the girl would be 4 in April."

It is needless to say that the drummer will not find it necessary to buy any cigars for a week.—Detroit Tribune.

There's a lot of difference between sending a petition to Heaven and dispatching a prescription here.

Foresight

is better than hindsight.

Foresee your telephonic requirements and you will never suffer for the lack of service.

ORDER TODAY.

"Use the Bell"

IT
PAYS

CALL
MAIN
330



WORDEN GROCER COMPANY

Grand Rapids, Mich.

The Prompt Shippers

AROUND THE STATE

Movements of Merchants.

Pelston—Sutton Bros. have opened a new meat market.

Ashley—John Hatfield has purchased the B. F. Pease general stock.

Mendon—C. D. Ingersoll has bought the Palace grocery stock of D. L. Worthington.

Bethel Center—Mr. Spicer, of Coldwater, has purchased the G. A. Kemp stock of merchandise.

Glengarry—G. A. Lake succeeds E. A. Voice as manager of the Glengarry Mercantile Co.

St. Ignace—Smith & Rainey have opened a new general store adjacent to the Trout Lake House.

Reading—Mrs. Luella B. Bellamy will retire from the bazaar business here and remove to Coldwater.

Northville—James A. Dart, formerly of the firm of Cattermole & Dart, has purchased the L. E. Stuart bakery stock.

Collins—Thomas Frost, who has been conducting a general store here, is moving to Wood's Corners, having purchased an established business there.

Pontiac—S. A. Austin & Co. is the name of a new firm which has purchased the feed, wood and coal stock of W. H. Vermilyea, 13 East Lawrence street.

Petoskey—A. B. Klise has sold the Northern Hardware Co.'s business and stock to J. S. Bergin, of Lowell, who will continue the business under the same style.

Three Rivers—H. W. Schall & Co. have sold their drug stock to John W. Smith, who will continue the business under the style of the Three Rivers Pharmacy.

Benton Harbor—Chas. A. Stone, formerly connected with the grocery firm of Morrow & Stone, will open a grocery store at the corner of Pipestone and Washington streets.

Ludington—O. J. Wangen has the foundation in for a new paint factory on James street. The building will be 60x90 feet and will be fitted up with all the necessary furnishings for making paint.

Escanaba—The Escanaba Meat Co., which will retail meat and produce, has been incorporated, with an authorized capital stock of \$1,000, all of which has been subscribed and paid in in cash.

Union City—Burglars effected an entrance to Merritt & Balcom's dry goods store last night by breaking in a rear window, and got safely away with the contents of the cash register and several hundred dollars' worth of furs and cloaks. Although a wagon was used the thieves could not be tracked.

Battle Creek—Free railway fares, round trip, for out-of-town shoppers who spend their money in Battle Creek, will be the practice in this city within a week. Traders will be given rebate books, in which purchases are entered, and will present these books to any bank to be paid in cash for exact fare expended. One

bank will act as clearing house and will divide the cost of the fares proportionately among the business houses receiving the business.

Bay City—An involuntary petition in bankruptcy has been filed in the United States Court for the Eastern District of Michigan in this city by Edson, Moore & Co., of Detroit, and other creditors against William Ross and Ronald Ross, merchants and lumbermen of Beaverton. The petition was referred to Referee in Bankruptcy Joslyn, who, acting upon a request therein, appointed Miles J. Purcell, of Saginaw, receiver. The liabilities of the firm are roughly estimated at \$300,000 and the assets from \$125,000 to \$150,000.

Corunna—The butchers here appeared before the Common Council Monday evening and asked that the aldermen suppress the playing of keno in local saloons. They allege that the sport injures their business, but the saloon men declare they can not see how, as the fowls used are bought of the local merchants. The complaint was referred to the City Attorney, but as the Council does not meet for three weeks and by that time the keno season will be over the meat men seem to have the worse of the argument.

Manufacturing Matters.

Blissfield—The Blissfield Milling Co. has decreased its capital stock from \$12,000 to \$8,000.

Detroit—The capital stock of the Gray Motor Co. has been increased from \$30,000 to \$70,000.

Constantine—The capital stock of the American Carbolite Co. has been increased from \$1,500,000 to \$1,850,000.

Battle Creek—The E. S. Bowman Co., of Jackson, has established a branch of its Jackson shirt waist plant in the Penniman block.

South Haven—This city has voted to bond for \$12,000 to secure the removal of the Overton Wood Carving Co., Chicago, to this place.

Detroit—Edwain H. Humphreys, receiver of Crosby & Co., stove polish manufacturers, has filed an inventory in the Circuit Court, showing assets of \$29,772, against liabilities of \$30,150.

Kalamazoo—Leonard P. Foss, owner of the Foss Gasoline Engine Co., has merged his business into a stock company under the same style. The new company has been capitalized at \$10,000, of which amount \$5,200 has been subscribed and paid in.

Rexton—The Lake Superior Iron & Chemical Co. has sold to D. N. McLeod, an extensive operator in lumber, all the trees on its holdings in this vicinity that are suitable for logs. This purchase gives him sufficient timber to keep his mill at this place busy for four years.

Custer—The Custer Manufacturing Co. has started its pin mill with a long season's run assured. The mill has been operated for the last twenty-five years and most of its timber is still obtained in Manistee county. Sixty hands, including many girls, are employed at the machines turning out clothespins.

West Branch—A. W. Decker has started in business for himself. In

about four weeks he will have completed his work with the Michigan Cedar Co., with which corporation he has been connected for several years. Recently Mr. Decker purchased a tract of timbered land five miles west of Frederic, which he will cut off this winter.

Saginaw—A corporation has been formed under the style of the Automatic Faucet & Spigot Co., which will own, buy and sell patents and patent rights, particularly faucets and spigots. The new company has an authorized capital stock of \$100,000, of which amount \$65,189 has been subscribed and \$14,189 paid in in cash and \$51,000 in property.

Cheboygan—Rittenhouse & Lombard will not operate at Grand Marais this winter, but will continue their Carp Lake operations. The firm is extensively engaged in cedar operations and will devote itself largely during the winter to this industry. It expects to handle 1,500,000 pieces of cedar during the winter. It let contracts for 200,000 pieces last week. The fact that it has some heavy contracts with railroads will enable it to continue on a large scale.

Ludington—The Butters Salt & Lumber Co. and the Cartier mill and salt block at Ludington have shut down till navigation opens in the spring. The Butters Co. has turned out about 10,000,000 feet of lumber, besides shingles and staves, during the last season. The Cartier Lumber Co. has extensive improvements under way, including the installation of an 800-horsepower engine and an additional boiler. The shingle mill will also be remodeled. The company will employ over 200 men on its logging jobs at Hamlin Lake this winter. The cut of the mill this season, besides hardwood, pine and hemlock lumber, included a large quantity of shingles, also pine, cedar and hemlock lath.

How the Clerk Made a Permanent Customer.

Written for the Tradesman.

Paradoxical to say that trying to dissuade customers not to purchase more goods than absolutely necessary brings more trade to the house? Perhaps, but listen:

About three years ago a lady moved to Grand Rapids from St. Joseph, this State. Unaccustomed to even the names of the stores, much less to the goods and to the clerks, she had everything to learn in the school of experience. In time she came to know many of the employes in the stores, and grew to like and to respect numerous of them. One in especial gained her goodwill and that by a method apparently contravenient to right ethics of trading:

The lady went to one of the principal stores to purchase a good veil. She happened to fall into the hands of a clerk who, while not unmindful of the store's interests, has still a regard for those of the customers.

In this case she took the pains to lay out many nice veils for this lady's inspection.

Of one pattern there were two pieces. The lady is one of the kind who, while never wasteful, always buys enough and a little more, so as

to be certain of not falling short in requirements.

One of these veils mentioned in the preceding paragraph was a yard long, while the other measured a yard and a quarter.

The lady began to ask about the reigning style of wearing veils, whether just meeting at the back—no extra ends for "perkiness"—or hanging down over the hair a ways.

The girl clerk favored the former.

But the lady was holding the longer of the two veils against her face, trying the effect against her blonde prettiness, and liked much better to have the ends hang down over her fluffy tendrilly hair. However, for a moment she didn't say anything.

The clerk is of a frugal mind and so suggested:

"Now, what makes you take that yard-and-a-quarter piece when this shorter length will answer every purpose? You would be getting more than is necessary and have to pay for a quarter of a yard all for nothing?"

The lady saw the logic of the girl's reasoning, and, although she preferred—and purchased—the veil she wished, yet it is such a common occurrence for store help to try and influence a patron against her wishes and judgment as to what is expedient for her to buy that the unusualness warmed her to the clerk and cemented her to her department so long as she shall reside in the city where stands this particular store.

Janey Wardell.

Retribution.

At the cost of considerable trouble, much red tape and the use of a certified check, Mr. Hunks had succeeded in drawing \$100 in cash from his bank.

When he had reached his office, however, he made a discovery and proceeded to call up the banker by telephone.

"Hello, Mr. Means!" he said. "I have just found that your cashier gave me two \$100 bills by mistake, instead of one. They had stuck together."

"Much obliged, Mr. Hunks," answered the banker, "for calling my attention to it. You will bring it back, of course?"

"Not by a thundering sight! I'll send you a check!"—Chicago Tribune.

Immaterial.

The janitor of a small church on the West Side raises a few chickens in a small inclosure in his backyard. The eggs of these he sells to some members of the church in which he works.

Last Saturday one of his customers asked him if he could spare a dozen eggs within the next two or three days.

"Oh, yes, ma'am," replied the janitor, "I'll bring you a dozen fresh ones to-morrow morning."

"Oh, no," protested the housewife: "I shouldn't want you to bring them on Sunday—not on Sunday, John."

"Well," replied John, "all right, ma'am, if you say so, but it don't make no difference to the hens."



The Produce Market.

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

Beets—50c per bu.

Butter—Creamery grades have been marked down 1c per lb. The supply of fresh stock is still about normal. There is some movement in storage butter, and the present outlook is for a steady and unchanged market on all grades during the next few days. Creamery is now quoted at 27c for tubs and 28c for prints. Dairy commands 25c for No. 1 and 17c for packing stock.

Cabbage—40c per doz.

Carrots—40c per bu.

Celery—25c per bunch.

Cocoanuts—\$5 per bag of 90.

Cranberries—Wisconsin Bell and Cherry and Howes fetch \$9 per bbl. Late Blacks from Cape Cod range around \$8 per bbl. Supplies are adequate and demand promises to hold good for some time.

Cucumbers—\$1 per doz. for hot house.

Dressed Hogs—Dealers pay 6½c for 100@150 lbs. choice; 6¼c for 175 @260 lbs.; 5½c for stags and old sows.

Eggs—The market on fresh is very firm at an advance of 1c. The supply is still very low, and not enough fresh eggs are coming forward to supply the demand. The market for refrigerator eggs is about on last week's basis. Stocks of storage eggs are large for the season, and higher prices do not seem likely in the near future. Dealers pay 24c for case count, holding candled at 26c. Storage are moving out on the basis of 20c.

Grapes—Malagas command \$3.50@4 per keg, according to weight.

Grape Fruit—Jamaica and Florida command \$5 for 80s and 90s and \$6 for 54s and 64s. Florida fruit is in good supply and meets with a ready sale. Prices are pretty high except for high class trade.

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

Lemons—California command \$4.25 per box. Verdillas fetch \$4.25 per box. Messinas command \$4 per box. All varieties are about stationary with fair demand and adequate supplies.

Lettuce—10@12c per lb.

Onions—Red and yellow Globe command 70c per bu. Spanish are in moderate demand at \$1.25 per crate.

Oranges—California navels have declined to \$2.75, Jamaicas to \$2.50 and Floridas to \$2.75. The indifferent appearance of the early California navels was responsible for a lessening of demand and the situation is rather weak just at present. The quality and appearance will improve within a few days, it is thought.

Parsley—50c per doz. bunches.

Parsnips—75c per bu.

Pears—Kieffers fetch \$1 per bu.

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

stock is worth 5c per bu. less than white.

Poultry—Local dealers pay 7½c for live hens and 9½c for dressed; 8c for live spring chickens and 10c for dressed; 8c for live ducks and 10c for dressed; 14c for live turkeys and 18@20c for dressed. Receipts are moderate and the demand is good.

Squash—1c per lb. for Hubbard.

Turnips—40c per bu.

Sweet Potatoes—\$5 per bbl. for Illinois kiln dried.

Veal—Dealers pay 6@7c for poor and thin; 8@9c for fair to good; 9@9½c for good white kidney from 90 lbs. up. Receipts are moderate.

Advantage of an Oil Diet.

Every person requires a certain amount of oil in his food in order to be healthy. Our ancestors lived, to a large extent, on olives, peanuts, chestnuts and other nuts containing oils. The present generation uses too little oil in its diet. This can be taken in the shape of the pure expressed olive oil, as an emulsified salad dressing, or by eating nuts, olives, etc. It may be a matter of choice how the system gets its oil, but a certain amount is essential to the enjoyment of good health. The good results of the habitual use of the above articles in the diet are soon shown, especially where persons are inclined to colicky indigestion and constipation.

Business Change At Elkhart.

Elkhart, Ind., Dec. 3—Frank Ludwig has sold his grocery stock at 1201 South Main street to Calvin J. Shrock, and the new proprietor will open the store on Friday morning. Mr. Shrock has been employed in different groceries of the city for the past five years.

The four leading dry goods jobbers of Detroit, Burnham, Stoepel & Co., Crowley Brothers, A. Krolik & Co. and Edson, Moore & Co., will hold, during the week of Dec. 9-14, what they are pleased to call a pre-inventory sale. This is the first of its kind undertaken by these houses. They have made arrangements whereby the merchants who visit Detroit that week will receive return transportation free, the same as extended by the Wholesalers Association.

The Grand Rapids Notions & Crockery Co., at 1 and 3 South Ionia street, has undergone a change. J. J. Berg and H. A. Sprik have bought the crockery and glassware interests of the company. The dry goods notions part of the business will continue under the same name at the present location. The stockholders are J. A. Vander Veen, of Holland, W. H. Van Leeuwen and D. E. Vander Veen, of this city.

Mrs. A. R. Forbes, who conducted the Terrill Corner drug store at Muir for several years, until it was destroyed by fire a few months ago, will re-engage in the drug business in her own name. The Hazeltine & Perkins Drug Co. has the order for the stock.

Warm hearts do not grow in hot-houses.

The Grocery Market.

Sugar—The trade was treated to a surprise this morning by an advance of 5 points on all grades of refined. Whether the advance is due to the fact that raw sugars are firmer in Europe or that the Cuban crop is estimated to be 25 per cent. short or whether the refiners have decided to take the bull by the horns and end the era of uncertainty and distrust is a matter of speculation. As other staples follow the sugar market it is not unlikely that advances in other lines will be recorded during the week to come.

Tea—Prices are without change, but the demand is sluggish. The dullness is partly due to the season and partly to the lack of money. That values should be so steadily held under the circumstances shows the underlying strength of the market. Low grades can scarcely decline, owing to scarcity, and the better grades, which might decline if left to themselves, are in fairly strong hands.

Coffee—Rio and Santos are dull and the market is very narrow. Business is confined absolutely to spot wants, as the financial situation keeps buyers from going into large transactions. Milds are unchanged and dull, as are Java and Mocha.

Canned Goods—Packers of tomatoes seem to have more confidence in the situation and have made no further declines. Corn shows no new feature and is holding its own. Peas are getting scarcer every day and the market on all grades is very stout. Succotash, pumpkin and squash continue firm. Beans of all kinds are very firm. Asparagus continues scarce. California canned fruits continue in very strong position. Packers are short on many varieties. Gallon apples are firm. Peaches of all kinds are scarce. The same is true of pears. Eastern small fruits of all kinds are in very short supply and the market is stiff. All grades and kinds of salmon are very firm. Cove oysters are in short supply and prices rule stiff. Sardines hold their own at the advanced prices. Lobster is steady. Indications point to lower prices on some varieties of canned meats, in sympathy with the declining market in all meat products.

Dried Fruit—Apricots are dull at maintained prices. Peaches are dull and unchanged. Currants are active at ruling prices. Apples are weaker and have declined. Prunes are only fairly active and prices show no change. Seeded raisins have declined probably ½c, due to increased supply, but the demand is still active and the price fairly firm. Loose raisins are dull and weak.

Cheese—The market is stationary. Most of the factories are closed for the winter, and stocks on hand are considerably less than a year ago. High prices have curtailed consumption, and the demand is therefore not up to standard. There is hardly likely to be any change before the first of the year. Under grades are still scarce and sell on arrival at relatively lower prices.

Farinaceous Goods—Manufacturers of rolled oats are behind on orders and complain that they have trouble

in getting supplies of good milling oats. Cornmeal is firm. Package cereals show little change. Sago, tapioca and pearl barley are steady.

Rice—Good quality is in better supply. The money squeeze appears to have had no effect on this market. All grades are steady.

Spices—Everything in the list is in good supply and all prices remain steady.

Syrups and Molasses—Sugar syrup is moderately active at unchanged prices. Molasses is slow at ruling prices. New molasses is not yet cutting any figure.

Provisions—Hams are ¼c lower. The demand is scarcely up to normal for the season. The price is considerably lower than for a long time and consequently no lower prices are looked for in the near future. Picnic hams are unchanged. Smoked bacon has declined ½c, as have dry salt bellies. Pure lard shows a decline of ¼c, but the demand is absorbing all local make. Compound lard has declined the same amount in sympathy. The outlook is for a steady and unchanged market. Barrel pork, dried beef and canned meats are dull and unchanged.

Fish—Cod, hake and haddock are beginning to show some little demand at ruling prices. Salmon is a trifle easier owing to pressure to sell in certain quarters. Domestic sardines are steady to firm, but unchanged in price. The demand is light. Imported brands are very scarce, firm and high. All grades of mackerel are slow, but fully maintained as to price owing to light stocks.

The Grain Market.

The past two weeks have seen very little change in the grain situation, the markets having been down and up again. Prices have held very steady considering the panicky condition of the money market, which indicates considerable strength.

The visible supply of wheat increased for the week 1,523,000 bushels; rye, 5,000 bushels; barley, 285,000 bushels. Corn decreased 31,000 bushels and oats 52,000 bushels. This brings the total visible supply of wheat practically 2,000,000 bushels larger than last year, with corn about the same and oats 5,000,000 bushels less than one year ago. Wheat today is 22c per bushel higher than one year ago, corn 13c per bushel and oats about 10c per bushel. Rye is 10c per bushel off from top prices and the demand is slow.

Millfeeds have declined sharply, but show a slight reaction from bottom, and in all probability prices will react \$1@2 per ton from the present point.

Buckwheat grain is selling at a decline of 10c per bushel from top point and the demand for buckwheat flour is getting better each week, with prices steady at from \$5.50@6 per barrel, according to quality.

L. Fred Peabody.

Henry J. Vinkemulder is rejoicing over the advent of a brand-new baby—a third Theodore Roosevelt to grace his family circle.

NO HOLIDAY GIFTS.

Druggist Sidesteps on Santa Claus Game.

Written for the Tradesman.

The clothier stood at his showcase—the large one in the furnishings department—looking over an assortment of ties and medium-priced pins and cuff buttons.

The druggist from across the street stood watching him as he laid aside half a dozen articles and closed the case. It was after closing hours, and they two were alone in the big store.

"What is?" asked the druggist. "Buying your own stuff?"

"Presents," replied the clothier. "Oh! Christmas is soon! Well, make good ones."

The clothier snorted. He was not in love with the holidays except from a business standpoint. He had never worshiped the Christmas present idea.

"Just a few things for the clerks, out of stock," he said.

It was now the druggist's turn to snort. The clothier looked up quickly.

"What's struck you now?" he asked.

"Presents out of stock!"

"Well, why not?"

"The salesmen will laugh at them. You see, they know what the cost price is, and the gifts will look like seven cents to them."

"My son," returned the clothier, "these gifts are not to be presented for their intrinsic value! They are given to show the liberal heart and hand of the boss."

"Liberal for 27 cents! Say, why don't you cut this thing out?"

"Cut out present giving? I guess not! I've got about \$50 worth of goods done up for my best customers. This \$50 will bring me in \$500 before the ides of March. By the way, what are the ides of March?"

"You may search me about the ides of March," replied the druggist, "but I can tell you all about the present business. I've been up against it."

"Oh! And you would advise—"

"Cut it out."

"But the generous nature of the clothier seeks expansion in the glad—"

The druggist threw a package of underwear at him.

"The generous nature of the clothier seeks expansion of trade, and doesn't get it," observed the druggist.

"Why don't I get it?"

"Because you don't. That is a woman's reason, but it is the reason."

"I think I gain by it."

"You don't keep track of things, then. You please a few customers, and you make many angry. I cut the whole thing out last year, and I haven't noticed any falling off in the year's receipts."

"Come," said the clothier, "you've got to show me. You know very well where I am from."

"If it was entirely the peace-on-earth idea," said the druggist, "I'd keep right on giving presents to my good customers, but it is getting to be a mercenary proposition, so I quit."

I'd like to express my appreciation of their kindness, but I'm not prepared to be called names for not giving more."

"They do that, eh?"

"You bet they do."

"My customers don't."

The druggist laughed. The clothier was so much in earnest that it looked funny to the man of drugs.

"You recall the time, two years ago, when I got up such an elaborate Christmas tree at the house and invited in all my customers?"

"Of course. I was there, and got a mouth organ worth 15 cents off the tree."

"There you go!" shouted the druggist. "You remember just what the value was! All the others did the same. Well, that settled me in the holiday gift line."

"What happened?"

"I have never told any one outside of my wife what I heard that night," said the druggist, "but I'm going to tell you. It may do you good."

"Oh, you probably listened to a lot of cheap talk from cheap people."

"You wait and see! After the tree had been stripped, I had something of a headache and went into the back parlor and settled down on a couch behind a screen. Romantic, eh? I presume you can see the plot in the air!"

"Of course I can. The big, gruff man found fault because he had drawn a blue ribbon for his hair, and the pale little brunette kicked because she had drawn a monkey-wrench instead of a bottle of perfumery."

"Nothing of the sort. I bought a heap of presents, and marked them with names after the people arrived, so there would be none left out. It was a job, but I thought I was making my eternal fortune and worked cheerfully. I think it cost—"

"We left you lying on the couch in the back parlor," yawned the clothier.

"Oh, yes! All right! I wasn't half asleep, as you may suppose, nor did I dream this. Miss Cannon Ball and Miss Gunn Powder were the first ones to visit the seclusion of my retreat. Miss Ball asked what Miss Gunn had received, and Miss Gunn wanted to know what Miss Ball was lugging away. They were both good customers, and I had given them each a silver-back hair brush, worth about a dollar and a half."

"The two girls showed their presents and fell to cussing me in the soft, sweet language of the society girl. Miss Ball said I was a good deal of a pork, and Miss Gunn said I needn't think I could buy her trade with anything cheap like a pewter brush. I was overjoyed! I just lay there on my back and heard myself described from A to Z."

"Then Miss Cannon Ball and Miss Gunn Powder went away, and Mrs. Catt and Mrs. Datt came and showed their silver back combs to each other. They said they hadn't been so insulted since the crime of seventy-three. Mrs. Catt had been down to a reception given by my rival at his place of business, and had brought away a \$5 portfolio. They compared the port-

folio with my \$2 comb, much to my discredit. Then Mrs. Datt said she was going down to that reception, and the two lovely guests made their get-away."

"Come to the place where the poor but honest working man came in and thanked you with tears in his eyes!"

"I am not relating the vagaries of fiction," said the druggist, "I am telling you the truth. The only fiction about the tale is the names. Then, in a moment Mr. and Mrs. Gowan-away came in with the baby and placed it on the carpet while they used all their strength expressing their opinions of me. I had given them a lot of rubber goods for the child. I can hear 'em sobbing yet!"

"What did they seem to expect? A house and lot, or an automobile?"

"Oh, they didn't say what they had expected. They just laughed at me, and said I was a cheap skate. It was fine, lying there and hearing all about myself."

"That is the sort of trade a druggist has," laughed the clothier. "Now, in

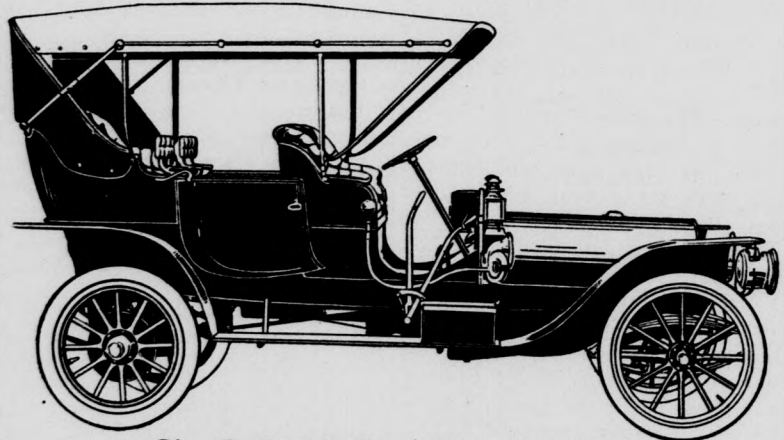
my line of business the young sports I usually favor at the glad holiday time want to do more business with me than I can stand. I've got to have a little cash, you see!"

"That's the idea! You give 'em a present and they think you can't get along without their custom! The only friendly remarks I heard that night came from an old man named Dryer."

Wanted SECOND-HAND SAFES

Grand Rapids Safe Co.
Grand Rapids, Mich.

FRANKLIN



Six-Cylinder Franklin, \$4,000
42 H. P. 2500 lbs.

What's six-cylinder for?

More power per weight—mainly more do; more go.

What a mistake, therefore, to add a ton of weight with the extra two cylinders.

The Franklin six-cylinder weighs only 300 pounds more than the Franklin four-cylinder.

Strong? What other automobile could have stood that 15-day trip from San Francisco to New York?

Don't waste money and power with a heavy automobile.

It takes gasoline and power to move weight. So every pound of weight that you don't need wastes your fuel (money) and keeps your engine from giving the greatest speed and hill-climbing ability. Excess weight bears down on tires and wears them out—expense. The heavy water-cooled automobile has more parts to get out of order—more expense.

The lightweight air-cooled Franklin weighs a great deal less than any other automobile of its power. No unnecessary weight to cut down speed and ability on hard roads and hills. The smallest cost for fuel and tires, and very little cost for maintenance and repairs.

1908 FRANKLIN MODELS

16 h. p. Touring Car	-	-	-	-	\$1,850
16 h. p. Runabout	-	-	-	-	1,750
28 h. p. Touring Car or Runabout	-	-	-	-	2,850
42 h. p. Touring Car or Runabout	-	-	-	-	4,000

Landaulettes and Limousines.

When you're in Chicago this week don't fail to look over the Franklin exhibit at the Coliseum Auto Show. It will please you. 1908 Catalog on request.

ADAMS & HART

47-49 North Division St.
Grand Rapids, Michigan

He was dryer. I never knew a dryer man than old Dryer. I gave him a sealed envelope, not to be opened except in the privacy of his own room.

"He pried it open in the privacy of my back parlor and nearly had a fit when he saw that it was an order for a quart of the best! He blessed me every minute of the time he was finding his hat and getting ready to go down and realize on the prescription."

"You tell the story well," said the clothier, thoughtfully, "but I should really like to know if it does pay to give presents to customers."

"I'm telling you, right now, that it doesn't."

"I don't like to think that we, as a people, are as commercial as you seem to think we are. I'd like to give a few presents to my good customers, and have them take the thing as a desire on my part to hold them in my memory, but if they get the idea that my idea is to impoverish myself and enrich them, why, of course, it is all off."

"I'm not done with my tale of woe," said the druggist. "For about a month after my Christmas swarthy the favored ones would wait until I was out of the store and ask the clerks to exchange the things I had given them for others of greater value. Oh, I quit right there. Anyway, I don't believe it is the duty of a merchant to go giving away his profits during the holidays."

"Your story looks reasonable," said the clothier, "and you've got me guessing. I can't decide the thing tonight. I'll think it over."

And that is just what a good many other merchants are doing during the week before the holidays. The druggist's experience may have been exceptional, but for all that—

Alfred B. Tozer.

Some Things Heard At the Country Store.

Written for the Tradesman.

City people who are accustomed to buy at smart shops and be waited upon by smart sales people scarcely realize the difference there is between this sort of purchasing and the trading at a country store. Both have their ills, but they are distinctive. The country clerk has an idea that if he or she can cipher they have attained the one accomplishment necessary to sell dry goods, not recognizing the difference between merely writing a check for goods asked for and the real science of selling. The country customer is deliberate, aggravatingly so. He would be appalled with the reckless extravagance of the city buyer who purchases a bill of goods all at once. The country store—not a cross-road place, but one of a dozen in a town of two thousand—has two long rows of counters and a line stretched down one side holding various articles of wearing apparel so displayed as to woo solitary dimes and quarters from reluctant pockets. Ribbons occupy a case by themselves. Tables of underwear and ready made skirts are across the center. Bargains in the way of remnants of flannelette and apron gingham are

pushed forward to catch the eye of possible patrons. I noticed a tall angular female, very comfortably clad and evidently well to do, debate the spending of a quarter one evening. "I want to buy a present for ma," she confided to the girl who approached her, "and I dunno whether to get finger mittens or stockin's. Lemme see the mittens anyway." Boxes of golf gloves were produced, which proved to be what she had in mind, and were looked over deliberately and the gamut of colors run, the clerk occasionally ejaculating, "You can't get no better ones. These will wear well." After revealing much of the family history in trenchant sentences the customer decided to turn her attention to hosiery. The clerk crossed over to that counter and began displaying her wares, using the same limited vocabulary as had been urged in regard to the finger mittens. The woman examined the stockings minutely, looked at various weights, all for a quarter, and then went back to the gloves. Finally she gathered herself together and announced that she guessed she would "look around a little," and the phlegmatic clerk proceeded leisurely to put up the boxes. "Couldn't decide, eh?" said the manager. "Why didn't you suggest that she take one of each?" But the stolid girl never winced. She had listened calmly to enquiries for a collar to wear "round my neck" and a pair of shoes "to follow the plow" and had patiently spent half an hour helping or hindering an old woman who was selecting material for a baby's dress and who explained that she didn't want to spend much on this as it was for a present and she would have no chance to get it back. But the habit of years was strong upon her and she made sure of getting full value in the wearing quality, which seems to be the great desideratum in a country community. One woman came in for a cloak. "I bought this one seven years ago," she said, "and if I can't get a bargain now I can wait until next year." The men's suits last them as long and one is tempted to believe they are own cousins to Barrie's Scots who "wore their blacks only to church and to burials."

L. M. Redmond.

Outlook Good at the Capital City.

Lansing, Dec. 1.—This city's industrial progress in 1908 bids fair to surpass the exceptional record of the past year. Currency shortage has not affected the business of the large plants and only a few men in the smaller factories have been laid off.

The orders received by the two large automobile concerns of the city are larger than ever before. The Reo Motor Car Co. has a capacity of 4,000 automobiles for the year, and has already received orders for almost the entire output, 3,100 machines having been sold. By the time of the Chicago automobile show the entire output of the factory will be disposed of, is the prediction of President R. E. Olds. The Olds Motor & Gas Power Works reports immense advance sales of machines.

"The company's contracts for 1908 at the present time run somewhat in

excess of \$3,750,000; the automobile factory is running full strength and even working nights to increase its product," said Vice-President F. L. Smith. Both R. E. Olds and Mr. Smith assert that reports from all over the country show that on medium priced, high-grade cars there is no let-up of interest or orders.

The Peerless Motor Co. is about to start on a \$100,000 contract from a California firm for the manufacture of marine engines, and the gas engine manufacturers are booking the usual number of orders.

The Pickle Look.

Prince Wilhelm, of Sweden, told a New York reporter that Americans all worked hard and looked happy, says an exchange.

"In my country," the Prince went on, "we work hard, too, but we have not your happy look. Perhaps it is the climate. At any rate, we tell a story in Sweden that is typical, a story that will give you some idea of our national expression, although not, I'm sure, of our national character:

"A Frenchman visited a Swede in Stockholm, and one morning the two friends set out for a walk. Suddenly the Frenchman exclaimed impatiently:

"You look as sour as a pickle. Why don't you smile? Why don't you have a pleasant, good-natured air when you are out of doors?"

"What!" growled the Swede. "And have everybody stopping me for a match or asking me how to get somewhere?"

JUST A LITTLE HONEY

It's in the comb; in the popular 1 lb. section. Gathered by the bees, owned by the most extensive honey producer in Michigan. Sold direct to the groceryman at from 15c to 20c a pound, f. o. b. Write the producer,

E. D. Townsend, Remus, Mich.

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

Walter Baker & Co.'s
Chocolate
& Cocoa



Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS
in Europe and America

Walter Baker & Co. Ltd.

Established 1780, Dorchester, Mass.

Retailers, Don't Countermand

IF you do you will be sorry, for as soon as Spring rolls around you will need all the goods you have ordered. Just stop and think the matter over. There never was a time in the history of this country when crops were more plentiful or the industrial conditions better. Further, the banks are loaded down with money, and the moment this hold-on-to-your-own-wad-of-ducats scare is over—and it is already on the wane—there will be so much cash on the market that it will be a drug. That's the time you will need goods, and you well know that they cannot be made in a week. The first of January, 1908, will see conditions satisfactorily settled, so in the meantime don't get mixed up with a herd that has left rich fields and is running like mad toward a precipice and death. Let the goods you have bought come along and blame us next Easter if you are not satisfied with the result.



DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, December 4, 1907

SERVING GOD AND MAMMON.

The Tradesman considers it a privilege to be able to reproduce this week from a Philadelphia publication of high merit an exhaustive review of the industrial work of the Salvation Army. The author of the review is a resident of Boston and stands high among writers on economic and philanthropic subjects. He reviews the work of the Industrial Homes Co. impartially and exhaustively, and clearly proves to the unprejudiced reader that the industrial feature of the Salvation Army is conducted along questionable lines. The same remarks may be applied to the prison reform work and the farm colonization schemes of the Army. With these features, however, the Tradesman has nothing in common, because neither scheme is undertaken within the territory in which the Tradesman most largely circulates.

The work of the Industrial Homes Co. appears to be based largely on misrepresentation and deceit. Men and women in the garb of the Salvation Army are sent out to solicit contributions for the poor. Pathetic stories are told of the sufferings of poor families, of the agony of invalid women and the pinching poverty of hungry children. By appealing to the sympathy of charitable people contributions of clothing and furniture and carpets and shoes and magazines and newspapers are obtained, but instead of these contributions being distributed among the poor of the locality in which they are assembled, they are sold in the open market to the best possible advantage and the proceeds are sent to New York to pay dividends on the capital stock of the Industrial Homes Co.

This scheme, which appears to be conducted in utter disregard of both the letter and spirit of true philanthropy, is gradually being fastened on every large city in the country, and it is therefore incumbent on the newspapers which really represent the best thought in every community to inform their readers as to the true character of an institution which is sailing under false colors, is maintained by false representations and cripples the other charitable institutions of the community in which it operates

by depriving them of contributions which properly belong to them and to the poor which look to them for assistance in time of need.

The Tradesman has no controversy with General Booth and his lieutenants in the matter of their engaging in a money-making business. They have as much right to embark in commercial pursuits as any one, but they have no right to operate under the cloak of religion and misuse the name, garb and prestige of the Salvation Army to assist in securing contributions from people who are led to believe that they are doing something for the worthy poor, when, as a matter of fact, they are adding to the income of the rich.

The Good Book says that no one can serve God and Mammon at the same time. The leaders of the Salvation Army, who own most of the stock in the Industrial Homes Co., evidently act on the assumption that they can ignore the Biblical injunction and at the same time hoodwink the public by soliciting merchandise for the poor, sell it to those able to purchase and pocket the proceeds.

GREAT FIGHT HALF WON.

There are unmistakable evidences that the saloon interests in this country are alarmed by the seemingly suddenly formulated antagonism to their business, and the notable fact in this connection is that in rehearsing the causes of the revolution the saloon interests fail to appreciate or else deliberately decline to understand that which is a most powerful force against their business. Another strange fact as to the situation is that the churches, with equal blindness, fail to see their opportunity.

The present widespread campaign of opposition to saloons is no sudden growth and it is the result of plain, practical business sentiments rather than the efforts of any organized assault by Prohibitionists or local optionists.

For many years the employers of labor have felt that the man who was an habitual and excessive user of intoxicating liquors was not fit for an employe, and that feeling has developed until now it is a rare thing for an employer to engage a drinking man in his service. This fact, which is indisputable, has done more than any other single influence to create the present state of mind against saloons.

Not so very many years ago there was a sort of unwritten law among union printers that excessive use of liquors was a necessary feature for the development of a true blue union man; the "drunken shoemaker" was a common term years ago but has no place in the business vocabulary today. When the practice of sending commercial travelers was inaugurated the term "drunken drummer" originated. To-day neither the word "drummer" nor the word "drunken" is applicable to the traveling salesman's craft. Moreover, the actor of forty years ago, who lived on the excitement of acting sustained by a "drunk" after each performance, could not to-day hold an engagement one week.

Employers of labor have performed and are performing their duties in the premises, and now it is up to the churches to seize their opportunity for wiping out the saloons completely. Let every church equip itself with a library and musical instruments, billiard and pool tables, bowling alley, gymnasium, refreshments of a rational, attractive quality at cost; once in awhile let there be dramatic entertainments, possibly a dance. Let the pastor and the deacons join in the games and pastimes of the boys and girls of the church, leading them gradually to think of the serious things of life, furnishing them lectures on popular topics and seasonable subjects, so that they will come to look upon the church as the headquarters for information and pleasure as well as the seat of theology.

Evangelistic effort might be made a perfect success at all times if that effort should get right down next to the young people, as do the saloons, with entertainment which they can not get elsewhere. Young men away from home, strangers among strangers, repulsed, unconsciously perhaps, but just the same repulsed, by the monotonous cant, the social distinctions and the eternal begging by the churches, turn as a last resort to the saloons. Let the churches co-operate with employers. The latter have provided a vital penalty for the offense of intemperance. Now let the churches provide a resource which shall compete successfully against the cause of that offense.

CUT OUT NEW YORK.

While the vast financial dealings of New York made that metropolis a natural and logical money center, recent events have indicated that the country at large has heretofore relied too implicitly upon the ability of the metropolis to supply all monetary requirements. Financial dependence of the interior banks is probably not as great as was formerly the case, but recent events have shown that it still exists to a much greater extent than it should.

Vast sums of money are sent by interior banks to New York during the summer months owing to the inducements held out in the way of higher interest, due to the constant needs of Wall Street. When, however, the time comes when this money is required by the interior banks to move the crops the New York banks yield it up grudgingly. This season they have not parted with it at all, with the result that the banks in the West and South have been caught with liberal balances in New York which that center was not prepared to repay in the shape of transfers of currency needed in this section and elsewhere to move the crops.

This recent experience should serve to convince the interior banks of the importance of becoming, as far as possible, independent of New York. Instead of accumulating large balances there the funds should be kept here at home to help local commerce and to be available for prompt use in moving the crops. No good

reason exists why all the money of the country should gravitate towards New York for use in Wall Street speculations when it could be so much better and profitably employed at home. The theory that New York exchange can be converted into cash at will has been exploded by the recent experience, as no sooner did the New York banks commence to feel the pinch than they declined to meet the demands of their interior correspondents and left them, in a great majority of cases, to shift for themselves as best they could. This fact should be remembered against New York, and should certainly impair the monopoly that city has heretofore held as the great "reserve" center.

What goes by the name of cold is such a common occurrence with almost everybody that it sometimes fails of the serious attention which it deserves, in view of its possible consequences. Colds lead to pneumonia and pneumonia to the grave. Colds lead to a great many other diseases and dangers. No panacea has ever been found for them and no absolute rule of prevention. The exercise of ordinary common sense, with some fairly intelligent appreciation of hygiene, is the most effective. The clothing people wear, especially that of the ladies who follow closest after the decrees of fashion, is an invitation to, rather than a protection against, this very ordinary though frequently perilous malady. Thin soled shoes without rubbers in the wet, attractive but not very warm wraps about the body, too much in one place and too little in another, offer fine opportunities for catching cold. On the other hand those exposed to all sorts of weather, and whose business requires that they stay out in it day after day, learn to take such precautions as are usually effective.

Andrew Carnegie celebrated the 70th birthday of his notable career one day last week. He made the event memorable by giving out the following observations: "The world is good because it's becoming a better world. All is well, since all grows better. That is the foundation of my philosophy of life and the world." The world naturally looks better to a man who has more money than he knows what to do with, than to one who has to take the hard knocks and finds no dollars in his pocket except what he earns. Still Carnegie is right. This old world is steadily becoming a better place in which to live.

The greatest scandal which has ever been visited on any state in the Union now confronts Michigan through the defalcation of State Treasurer Glazier. The fiasco not only reflects on the State official, but involves numerous banks which had been given the custody of the State money largely in excess of their combined capital and surplus. The disclosures are appalling because they indicate a degree of complicity and venality which will tend to stagger public opinion and very seriously retard the return of prosperity in Michigan.

THE CELERY CITY.

Why It Is a Good Town To Be Born In.*

Selecting Kalamazoo as birthplace was not with me as might very naturally be supposed a mere matter of luck or chance.

In casting about for a good place in which to be born, I had in mind the selection of some town which not only possessed certain advantages in the way of location, culture, refinement, etc., but also one which I believed would in a small measure at least appreciate the honor I was about to confer upon it. After giving the matter due consideration, I selected Kalamazoo as the logical point at which to pull off this important event, but in this decision I was vigorously opposed by both my father and my mother. My mother favored Battle Creek, while my father evinced a decidedly strong leaning toward Marshall.

Looking upon Battle Creek and Marshall to-day, and then allowing your eyes to rest lovingly upon Kalamazoo, you will be convinced without argument that Kalamazoo missed being in the class of the two cities mentioned only by the merest chance.

I will say this for Kalamazoo, however, while many cities would have become puffed up, proud and overbearing over an event of this kind, acting like the boy in school who was the only one in the room who was the proud possessor of seed warts on both hands, Kalamazoo modestly tried her best not to appear boastful and to a stranger it would have seemed she was at times trying hard to ignore the matter entirely.

This question of arriving and taking our places on life's stage, however, is of slight importance when compared with the question as to how we act our several parts after the curtain raises. Any town or city is simply a composite picture of the individuals whose names appear in the directory.

The subject you have assigned me compels me in spite of myself and against my wishes to make this short talk somewhat personal. I dislike always to refer to myself except in the most friendly and cordial manner, but truth is mighty and must prevail.

I was raised as were most boys of fifty years ago, principally on prunes and hard knocks. In addition to the regular routine of readin', writin' and 'rithmetic, I was unanimously elected to act as the family chauffeur. My father taught me the art of choffing the hair from off the backs of his four footed automobiles and twice each day for the 365 days of each year I gently chuffed the milk from the family cow. To be painstaking and exact, however, I will say that I early acquired the knack of drying up a new milch cow so that this job was eventually—and after I had spoiled two or three good milkers—taken away from me and given to an older brother and, as I remember it, very much against his judgment

and wishes. I had twenty rods of sidewalk from which to shovel snow in the winter and twenty cords of solid maple wood to buck up in the summer. The remainder of the time was mine for rest and recreation. My rest consisted in smoking the neighbor's hams for clothes money, and for recreation I split the aforesaid wood I had bucked up and piled it in the woodhouse. I wish it distinctly understood, however, that I had a normally happy boyhood. My father believed that for the best good of the boy he should do a reasonable amount of work, and my observation in later years leads me to believe that in this he was very far in advance of the present age.

Passing over several uneventful years I now come to a page in my life's history where is recorded an event which I would gladly, and no

when once attacked to be perfectly cured, and the only relief for the patient and the public is the icy hand of Death. I trust there is no one present afflicted with the disease, as I have no thought of being personal only so far as myself is concerned. Having reason to dread this malady, I promised myself early in life that I would never unnecessarily expose myself, and that upon the first intimation that I had contracted it I would petition the Probate Court to pass upon my lunacy and force myself into retirement until the paroxysm had passed. One fatal day, however, two of my friends came to my office, called me mysteriously to one side and whispered that there was a murmuring from the people—a murmuring which during the last few days had developed into almost a roar—that I should be snatched

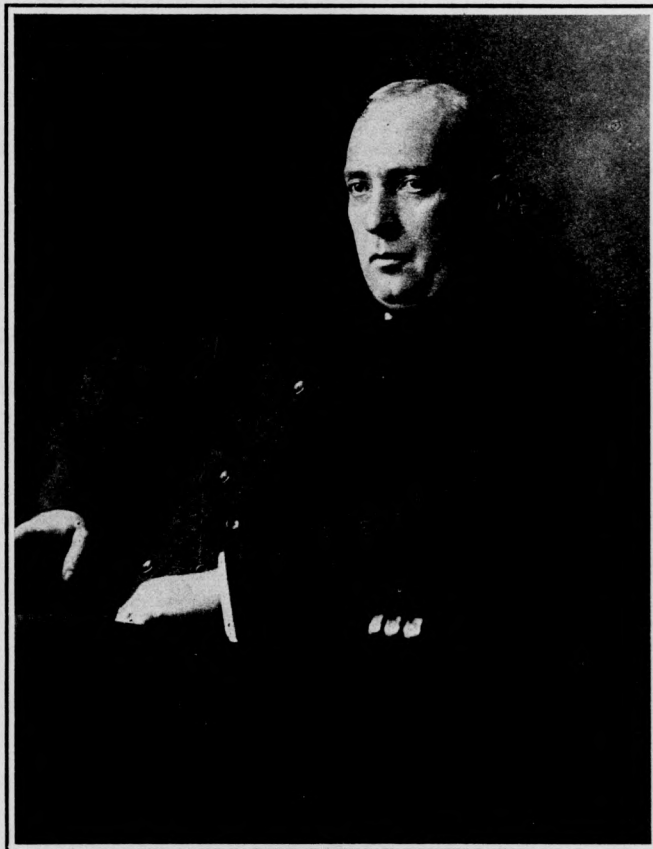
thrown in that I was a Catholic sympathizer and if elected had promised the Pope that I would have every Protestant in Kalamazoo burned at the stake. When the votes were counted it was found that I had six besides my own, making a grand total of seven. This circumstance confirmed my early judgment in selecting Kalamazoo as a birthplace.

Living in Kalamazoo for fifty years, I have, of course, made enemies and of some of them I am very proud, but just to show you how foolish I am I want to say to you that I would not exchange the warm-hearted, true-hearted friendships I have formed here for all of the gold that has been shipped into this country in the past thirty days. When my hands are stiffened in death I would have to drop the gold, but I expect to live with these friends of mine through an endless eternity. Another thing, it does not make any difference to me whether a man is black, white, green or yellow, whether he be Jew or Gentile, Catholic or Protestant, if he is a man and has in him the heart of a man he can swing in my hammock, and when you get right down to brass tacks there are only two kinds of people in this world anyway, men and jackasses. When you run across one of the latter kind just stuff your ears with cotton and let him bray himself to death.

As I am not a member of the Commercial Club of this city, I can, without violating good taste, say some things which otherwise I could not, and I am very glad of an opportunity to personally express my appreciation of the disinterested efforts put forth by the comparative handful of men who compose this organization, as they have worked faithfully for the upbuilding of Kalamazoo, sacrificing their own personal interests many times for that of the general good.

I am just naturally an optimist. A pessimist, you know, is bound to have it rain with never a cloud in sight. An optimist's feet are often wet, but his clouds are always bright. I have a large amount of faith in human nature. I believe that the average man intends to be a pretty decent sort of fellow, but do you know there are certain phases of human nature which disgust me. Selfishness is a trait which causes more sorrow and is the father of more injustice than other ones of the disagreeable characteristics in our make-up and with which we have to contend. I mention this because it is the one trait in human nature which more than any other hinders and retards the work of you gentlemen along the line of your effort for a bigger and better Kalamazoo. If any citizen or business man does not see fit for reasons best known to himself to join your organization, that is his business, but he has no business, neither has he any right to place obstructions in your path.

I was out the other day obtaining subscriptions for the Boys' Home, and one man said to me, "I'll bet the Commercial Club is back of this; that is about all they can do; some fool thing of this kind." I said to



W. L. Brownell

doubt my pride would insist upon my hiding from view only from the fact that it is known to so many of you, that I feel that in justice to myself I should give you the exact and unvarnished truth concerning it rather than longer to rest under the cloud which hovers over me due to the untruthful reports circulated by my enemies. As a boy and young man I felt and had a good reason for believing that my family had been inoculated with a fatal disease, but one which has always been very prevalent; in fact, it is nearly all of the time at the epidemic stage and is known to the profession as "office itch." Boiling the drinking water may head off typhoid fever, but if the germ of this disease once gets into the system the victim might as well throw off his gloves and grab everything in sight. No one has ever been known

from oblivion of private life and be seated on the School Board. I modestly stated that I did not believe I could control votes enough to enable me to take a seat on this or any other board, and I also intimated that all the office boards I had ever seen contained too many slivers for me to sit upon comfortably, but at this point my friends slapped me on the back and said—of course, just what I wanted them to say—that I was the most popular man in town and that it would be unanimous, and I am right here to-night, my friends, to say to you that it was. The Catholics voted against me because they said I was an A. P. A., and from early morn until dewy eve the Protestants and A. P. A. members stood around the polls giving the grand hailing sign of distress to every approaching voter with the statement

*Address by Wm. L. Brownell at annual banquet of the Kalamazoo Commercial Club.

him, "Well, my friend, as a matter of fact, the Commercial Club is not as an organization back of or connected with this movement in any way, but if it was, and you had a boy whom you could not or would not properly care for and they should take that boy off the street, give him a fair chance, prevent him from going to the devil and make a man of him, you would, providing you had a spark of manhood in you, think they were fulfilling their mission and doing something very creditable, providing they never accomplished anything more." I have discovered that it is a good deal easier to distribute dirty water than it is to gather it back in the dish.

Individual and collective enterprises, push and ambition are praiseworthy. Factories give employment to labor. More factories, better paved streets, a greater number and larger business houses are what every town and city with enterprise is striving after; but has it ever occurred to you that this mad striving for wealth, this frenzied desire for accumulation, is slowly but nevertheless just as surely eating, corroding and gnawing away our better manhood? Right at this point there are many of you I assume who will not agree with me, but I want to call your attention to the fact that no man, no city or no nation, will ever rise higher than their thinking, and there has never been a time in the history of this country when the thought of the people has been so madly, so insanely and so frenziedly fixed and centered on accumulation and money getting, and at any cost, as in the past few years. You know

You never can tell what your thoughts will do
In bringing you hate or love,
For thoughts are things, and their airy wings
Are swift as a carrier dove.
They follow the law of the universe—
Each thing must create its kind—
And they speed o'er the track to bring you back,
Whatever went out from your mind.

Let us think success and honestly strive for success, both individually and collectively, but let us not forget to be thoughtful of the rights of others. Let us not forget that every man is our brother, and while we try to get the most out of our life here, let us also try to get the best and give the best, for whatever there may be in store for us after we have slipped our moorings here we know that probably for all of us and certainly for most of us the intervening space between us and this life's final tragedy is indeed short, but if we have lived up to our best thought we can all subscribe to the sentiment contained in these words of an inspired writer:

Oh, a wonderful stream is the River of Time,
As it flows through the Realm of Tears,
With a faultless rhythm and a musical rhyme,
And a broadening sweep and a surge sublime
Ere it blends with the Ocean of Years.

How the winters are drifting, like flakes of snow,
And the summers like buds between!
And the years in the sheaf, how they come and they go!
On the river's breast, with its ebb and its flow,
As they glide in the shadow and sheen!

There's a magical isle up the River of Time,
Where the softest of airs are playing;
There's a cloudless sky and a tropical clime,

And a song as sweet as a vesper chime
And the Junes with the roses are straying.

The name of that isle is The Long Ago;
And we bury our treasures there;
There are brows of beauty and bosoms of snow;
There are heaps of dust—oh, we loved them so!

There are trinkets and tresses of hair.

There's a fragment of song that nobody sings,
And a part of an infant's prayer.

There's a lute unswept and a harp without strings,
There are broken vows and pieces of rings,

And the garments our loved used to wear.

There are hands that we waved, as the fairy shore
By the mirage is lifted in air

And sometimes we hear, through the turbulent roar
Sweet voices we heard in the days gone before,

When the wind down the river is fair.

Oh, remembered for aye be that beautiful isle,
All the day of our life until night;

And when Evening comes, with her beautiful smile
And we're closing our eyes to slumber awhile,

May that Greenwood of Soul be in sight!

To cut out the sentiment and put it tersely, however much or little we may accomplish in this life in building up ourselves or building up our cities, this one idea must always be reckoned with and constantly borne in mind: "Laugh and the world laughs with you, sob and you go it alone."

Bill-Board Nuisance Being Carried Too Far.

Commenting editorially on the contribution on the bill-board nuisance, republished elsewhere in this week's paper from the Outlook, that publication remarks:

Some weeks ago the remarkable advance in the English view of the bill-board nuisance was mentioned in these pages. In America the growing campaign against objectionable outdoor and bill-board advertising has just been substantially encouraged by a decision rendered by Judge Welch, of the Superior Court of Santa Clara county, California, as reported to the American Civic Association. Heretofore most attempts at the restraint, regulation, or abolition of bill-boards have been legally combatted with success either upon the ground that such action was not properly within the police power of a community, or upon the contention that enforced reduction or removal of signs was taking private property without due compensation. Both contentions rested upon the fact that no offense to the eye had yet been declared a nuisance under the common law, which long ago provided adequate remedy against offenses to the senses of smell and hearing by such declaration. Now comes the hoped-for advance of just such a decision, in an issue taken by the town marshal of East San Jose, a residence suburb of the city of San Jose, against Varney & Green, the leading California bill-posters. The municipality having enacted an ordinance forbidding "the erection or maintenance of any bill-board, sign-board, or other structure, for the purpose of painting or otherwise delineating or picturing or displaying thereon or thereby any advertisement of any goods, wares, or merchandise whatsoever," the marshal duly notified the concern mentioned to remove the bill-

boards. Refusing to submit, Varney & Green began a suit in equity to obtain a perpetual injunction to restrain the town marshal from enforcing the ordinance. A temporary writ was issued, and the case argued on its merits, the side of East San Jose being ably represented by Jackson Hatch. The question concerned the power of the municipality to prohibit bill-boards on the ground that they were offensive to the sight and to good taste. In orally rendering his decision, Judge Welch covered the whole related ground broadly, and found without qualification in favor of the municipality. Quoting Freund on Police Power, he said: "It is conceded that the public power is adequate to restrain offensive noises and odors. The same protection to the eye, it is conceived, would not establish a new principle, but carry a recognized principle to further application." With this as authority Judge Welch declared that a "glaring bill-board, set opposite a man's house in a vacant lot bordering upon a public highway in a country town devoted to homes, is just as offensive to the immediate residents as would be the maintenance of a pig-sty giving forth offensive odors, or the maintenance of a stone-breaking machine." Stating the fact that "a business, otherwise lawful, may become a nuisance by extraneous circumstances, such as being located in an inappropriate place," he adds: "It would be a singular result of our laws if relief could not be had against the maintenance, for purely advertising purposes, of an uncouth bill-board erected opposite my house, having painted upon it grotesque advertisements, and constantly, hourly and daily a detriment to my property, and a serious injury to the feelings of myself and family * * * or if an ordinance having for its object the suppression of this nuisance could not be declared valid."

Two other notable advances in the crusade against bill-board ugliness are also reported. One refers to the agreement of some three hundred advertisers on bill-boards in Cincinnati not to renew their contracts, under pressure from the Municipal Arts Committee of the Business Men's Club of that city. The other has to do with the attempt of the assessors of a township near New Brunswick, New Jersey, to put a proper valuation for tax purposes upon some of the glaring signs within their territorial bounds. The firm taxed appealed to the State Board of Equalization of Taxes, which body decided that the assessors were right, and that the sign-boards are personal property and thus as fully subject to taxation as other property. The attorney for the sign-erecting company gave notice that he would appeal to the Supreme Court, and urged that the tax should lie against the real property upon which the signs stand—in any case a view which only strengthens the position of the authorities who believe in equal taxation. If, as seems only fair, these revenue-producing structures can be taxed upon a valuation which has relation to their productive capacity, as

is the practice with other structures, there will be no hesitancy in collecting such a tax in many communities. The consequent increase in cost to the bill-posters may act as a wholesome deterrent.

The Outlook has already reported the action of the American Civic Association looking to the control of the smoke nuisance in the cities. All these various activities register a slow and wholesome growth of a recognition of public rights in the matter of landscape and sky which have hitherto been disregarded. The country is learning not only that the public has rights which must be respected, but that care for the landscape and protection of the skies have definite values which are of great importance to communities. Beauty is to-day in many parts of the world an asset of the very highest value. Switzerland has grown rich, not on its soil, but on its landscapes; and a town can make no more permanent investment than to secure beauty of arrangement and environment, ample grounds for pleasure and recreation; to make a village or a city not simply an aggregation of houses, but of homes for the development of the most vigorous children and the education of the most intelligent citizens. The day can not be far distant when travelers will not be accompanied to Philadelphia by continuous announcements of whisky, breakfast foods, automobiles, hams, teas and kindred merchandise, all eminently useful, many of them of the best quality, but entirely inappropriate as parts of a landscape. Every man has a right to close his office door against the importunities of salesmen who come out of due time; and the public has a right to choose its own time for examining the claims of the different articles which minister to its comfort. It is little short of an outrage that these claims should be urged upon it at all times without its consent.

Will Probably Move Factory South.

Charlotte, Dec. 1.—George M. Fenn and Postmaster W. M. Beekman, owner of the Fenn Manufacturing Company, are home from a prospecting trip in the South, with Memphis as the prospective point. The trip was made with the idea of looking over that territory with a view of sometime moving their plant to the Southern city. After paying the heavy freight charges the company finds it cheaper by several dollars a thousand to buy Southern timber than home grown.

"The possibilities of our plant are limited so long as it is operated in this place," said Mr. Fenn. "If we were in Memphis or that vicinity we could triple our snath output and add a handle line that would be a big dividend payer. The stock we require in our work abounds in the vicinity of Memphis and the supply is certain for many years to come."

The man who loves himself exclusively always has room to give sin a lodging.

As soon as the minister becomes a mendicant the church loses a man.

These are the brands that have made a big hit and won a big Patronage.

Mayer

The Quality Lines that make good and stand on their MERITS



Glazed Dongola with Patent Tip, Hand-turned Sole, High Perforated Vamp and Military Heel.

"Leading Lady"



Ladies' Glazed Dongola Blucher, Goodyear Welt, Single Sole, Patent Tip, Military Heel and Medium Toe.

Leaders in Fine Shoes

THESE are our leading brands of Men's and Women's fine shoes.

The illustrations do not do them justice. You must see them to appreciate their style and elegance—examine them, to understand the quality features of these shoes. Every piece of material is sound.

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THE TRUE TEST.

How Adversity Discloses the Real Character.

Written for the Tradesman.

A keen observer once remarked, "No person can tell when the time may come for him to be turned down." A decline in the value of a supposedly infallible security may wreck a fortune in less time than it takes to tell it. Some sudden calamity which the shrewdest and most conservative of financiers could not foresee sweeps away a business that it has taken long years to build up. Some change in conditions may make inevitable, not, perhaps, a swift and total failure, but a gradual decline in prosperity. Professional and, to a great extent, business success depends upon popular favor. What is more fickle? The hero who rides on its high tide one week may see himself supplanted the next by some other favorite. Highest praise is due the strong souls who, having endured the hardest blows that adversity has to offer, pull themselves together and go bravely on in whatever walk in life their changed circumstances have placed them.

Some twenty-five years ago a Chicago family accustomed to wealth and luxury met with severe business reverses. The means of keeping up their wonted style of living vanished as in a night. There were two daughters, one an invalid, the other a society belle. The latter felt she must do something, and for the first time in her life she considered her talents and acquirements seriously. What could she do to earn money? Her school education had been superficial—a little music, a smattering of languages, a very light touching on science and mathematics. She could not pass the examinations for teaching in the public schools, nor did she have the "pull" necessary for securing a position. In her days of prosperity she had been persuaded by a friend to take a course in kindergarten training. This friend had a hobby that every girl, no matter how wealthy, ought to be able to earn her own living, if need should ever come for doing it. She had taken the course and enjoyed it, being naturally fond of children, but she had not dreamed she would soon be under the necessity of using it in dead earnest.

The crash came, but she did not go to the wall. She started a little private school for children. She had good business and executive ability. The ease of manner, the poise, the "mixing" qualities she had learned in society now stood her in good stead. The little school grew. Now it is large and flourishing and many wealthy and fashionable families are glad to patronize it.

An Englishman of aristocratic birth and antecedents has for a number of years been traveling for a large seed house in this country. His father was an officer in the British navy and this son was trained for the merchant service. Seeing fit to give this up, he came to this country. He tried his hand at different kinds of work, settling upon that in

which he is now engaged as best suited to his abilities. He has no thought of grumbling that Fortune has granted him only the moderate gifts of a steady position and a modest although sufficient income. He has "Yankied over;" there is hardly a trace of the exclusiveness and other qualities which in some worthy Britons are a little offensive to all but Anglomaniac Americans. He is a welcome guest to all of his customers, for he carries everywhere with him the indefinable and indescribable air of good breeding which generations of blue blood have made his rightful heritage.

These two instances are given to show that from what are called the higher walks of life gifts and accomplishments can be carried which will serve for profit as well as adornment in some humble employment.

It not infrequently happens that a merchant who has had a business of his own loses his capital and has to "go on the road." Or it may be that the close confinement of a store threatens to break down the health, so that a man is compelled to take a traveling position. There are no better drummers than some of these ex-merchants, provided they take a cheerful and philosophical view of the situation and waste no time lamenting over the decline in their fortunes.

There are many standards of success. Some one has said: "The ideal of youth is very generally a dazzling dream of wealth and power. Measured by what was once our notion of success, most of us in middle age must count ourselves flat failures."

The sturdy heart that goes cheerily on in pursuit of high ends, in spite of losses and disappointments, is never a failure, nor ever so regarded by anyone whose opinion is of the slightest value. Quillo.

Why Snow Is White.

The reason snow is white is that all the elementary colors are blended together in the radiance that is thrown off from the surface of the crystals, which may be examined in such a way as to detect these colors before they are mingled together to give the eye the impression of whiteness.

Whiteness of the snow is also in some degree referable to the quantity of air which is left among the frozen particles. Considerably more than a thousand distinct forms of snow crystals have been enumerated. These minute crystals and prisms reflect all the compound rays of which white light consists.

Pink and various other tints may be seen reflected from sheets of snow under certain angles of sunshine. So much light is reflected by snow in the day that the eyes often suffer from it, and enough is given in the night to guide the traveler in the absence of artificial light or moonlight.

Trying To Avoid It.

Patient—What would you think of a warm climate for me?

Doctor—That's just what I'm trying to save you from.



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Our salesman will be pleased to show you

NOT GUILTY.

Confession Which Resulted in Discharge of Prisoner.

Written for the Tradesman.

"Not guilty" rang in loud, clear tones from the lips of the trembling wretch as he stood before the bar of the police court in one of the thriving western cities one cold January morning, as the clerk in metallic, unfeeling words read from a complaint in which the prisoner was charged with being a vagrant.

Not anything in the appearance of the man would have awakened a deeper interest in him than in any other of the score of prisoners who were seated in the prisoner's dock, but the voice ringing out in clear distinct tones caused the magistrate to look up, the onlookers to straighten up in their seats and even the clerk, whose work from long years of service had become almost mechanical, looked the second time at the prisoner who stood erect before his desk.

"Tell your story to the judge," said the clerk and motioned the prisoner toward the higher desk of the magistrate on his right. The prisoner stepped smartly up to the desk of the court, while the arresting officer came quickly from his chair and, half facing the prisoner, waited for the command of the judge to tell the circumstances of the arrest.

"I found this man sleeping in a box car near the depot," said the officer at the command of the judge to tell his story. "He was not drunk, your honor, just sleeping."

"What have you got to say for yourself?" said the judge to the prisoner.

"I am no vagrant, although I am not in possession of any money," said the man, looking the magistrate straight in the face. "I came into your town last night having beat my way on the railroad from the next station west. I found that night had overtaken me and, as I had no money, I applied at the municipal lodging house for a bed and first was ordered to take a bath. I was only too glad to do this, as the water was refreshing and I needed it from my long journey. The supper they gave me to eat was welcome and I deeply appreciated it, but when as I was about to be shown to my bunk I was asked to tell how I became a tramp. This I could not stand. I did not want to tell a lie, but the truth has been locked in my breast and I will go to jail for years before I will recite the incidents of my life and bare the secret which I have so long carried."

"No, it is not a criminal one," said he, as he noticed the look of suspicion which crept over the face of the judge. "I never did a criminal act in my life, but I have simply slipped and everything is gone."

"This court is not to be trifled with," said the stern judge, "and I will brook no falsehood. Either you will explain fully to me the causes which led to your present condition or I will send you to jail under this charge or hold you as a suspicious person."

The man's head drooped, tears welled into his eyes and his hand

trembled until his body swayed from side to side from the emotion which filled his entire being.

"Jail I can not stand," said he at last. "I will tell you my story."

"A few years ago I was a prosperous merchant in a city not far from here. I enjoyed a good business. The confidence of the people was mine. My increasing bank account afforded means for the enjoyment of every pleasure. My home was to me the dearest spot on earth and the evening at home was the heaven of my existence. All went well until one day there came into my life that which was to forever blight it and cause me to begin the journey which was to lead me here. I fought the tempter with all the energy I could command. I struggled with the foe night and day, but steadily inch by inch it crept up and on until I was fairly within the meshes of its control and was a hopeless victim to the overpowering foe. Inch by inch I lost my foothold and went down, down, and, one by one, business, family, social standing and all went until I was struggling on the verge of perdition.

Mustering all my remaining strength and courage I decided to make one stand for myself and character. At first my efforts seemed useless and then they seemed to bring some measure of relief and I fancied that I could see my strength grow and, in a measure, I recovered my self-control. Partial success finally crowned my efforts and I again stood higher in the esteem of my fellow townsmen. My wife volunteered to return to me if I kept on and improved. I saw victory again and redoubled my efforts to again stand on my former social plane. Then, as I was rejoicing in my victory, I suddenly saw that my bauble of success had burst and I fell again into the slough of despair. Since that time I have sunk lower and lower until here I am gracing the prisoner's dock in a police court with my undesirable presence."

The story had awakened the humane spirit in the officials. The judge stepped down from his bench and placed his hand on the shoulder of the prisoner. The clerk took him gently by the arm, while the spectators, used to the exhibitions of the court, drew near with tear dimmed eyes.

"My man," said the kindhearted judge, "tell us your great sin. Confide in us and I am sure that all will give you a helping hand."

"What was the misstep, friend," said the clerk, and in sympathy the crowd drew near with hands in their pockets fingering the coin which they would gladly give to their fellow man.

"I tried to invent a plan which would ensure a customer remaining loyal to the merchant who carries him through a period of idleness or misfortune and extends him credit in the belief that he will appreciate the service, instead of turning against the merchant and transferring his customer to a competitor as soon as he gets on his feet so he can pay cash for his purchases," said the tearful

man as he again broke into sobs.

"Prisoner is discharged," said the judge. "Take him to the Detention Hospital." S. E. Hull.

Too Much of a Good Thing.

George Marshall, a philanthropist who always kept a sharp lookout never to be wasteful, decided to go for a week's camping, taking as his guest some ragged street urchins. One morning he used the bits of meats left from the evening before and made hash for breakfast. There was some left over, which he concluded to reheat and serve again at noon.

"Johnnie, will you have some hash?" he asked one lad.

"Bet your life," replied the lad, who was constitutionally hungry.

"Peter, pass your plate for some hash"—to another freckled-nosed lad. "Not if I knows it," was the unexpected reply.

"I thought you liked hash, from the way you ate it this morning," replied Mr. Marshall.

"I did like it for breakfast," replied the lad, "but none of yer review of reviews for me for dinner."

Couldn't Discharge Him.

When the jury had filed in for at least the fourth time, with no signs of coming to an agreement in the bribery case, the disgusted judge rose and said, "I discharge this jury!"

At this one sensitive talesman, stung to the quick by this abrupt and ill-sounding decision, obstinately faced the judge.

"You can't discharge me, judge!" he retorted.

"Why not?" asked the astonished judge.

"Because," announced the talesman, pointing to the defendant's lawyer, "I'm being paid by that man there!"

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LOST THE COMBINATION.

How a Surgeon Snuffed Out a Budding Genius.

Written for the Tradesman.

Percival St. Germaine Schnitzler came by his name through the dreamy temperament of his mother and a good old German ancestry on the part of his father. His rather euphonious cognomen was the result, in a great measure, of a too frequent attendance at the meetings of the Beanville Ladies' Literary Club upon the part of Dame Schnitzler. If he could have chosen his own name it would have been Bill, but, unfortunately, Percival was too young at the time the name was thrust upon him to make any protest.

Percival himself was of rather an inventive turn of mind. In his early youth he had perused the works of Jules Verne, Nick Carter and Old Slouch and the lives of Thomas A. Edison, Jesse James and William Jennings Bryan, so that he was the possessor of a good store of knowledge along the line of invention.

He had already made several inventions, including a patent nursing bottle for the baby, warranted never to grow cold. This bottle had worked through a liberal amount of red pepper inserted into the milk without the knowledge of Dame Schnitzler. The matter had been brought to light, however, when the baby had gone into spasms. It was torture for Percival to sit down for many moons afterwards. On another occasion the undaunted youth attempted to invent a gun which would shoot around a corner, but after Percival had killed three of the neighbors' cows the invention exploded, carrying a piece of Percival's ear with it on its upward flight.

In the cellar of the Schnitzler home Percival had installed a workshop. Here he kept electric batteries, pieces of sewing machines and other paraphernalia with which to experiment. Although his parents lived in constant suspense—in fact, in about the same state of mind as that of Damocles, who sat under a keen edged sword, said sword being suspended by means of a thread—they made no objections, because the strenuous work of inventing things prevented Percival from cultivating the habit of playing pool or smoking cigarettes.

One summer day Rudolph Schnitzler, Percival's male parent, decided that Percival should no longer eat kuchen from the Schnitzler table without contributing something to the family coffers. Rudolph himself was a hard-working man, being employed as head stuffer in a sausage factory, and he believed his son should also aspire to the field of labor. Dame Schnitzler had high hopes for Percival along cultured lines, but Herr Schnitzler could see nothing in it. He decided the affairs of the family—sometimes—and this time he had his way.

The smiling sun shone brightly down upon the verdure of the hills, the bobolinks and blue jays caroled gaily in the old poison ivy swamp

and Nature seemed at its best when Percival hied himself forth in search of a job.

He plodded wearily about the village of Beanville in search of a cinch, but there were none to be found. Tired and footsore he at last found a haven of refuge, for there in a window in front of his eyes was the sign, "Boy wanted."

It was in the window of Horatio Dobbs, the village groceryman. Percival hadn't a very close acquaintance with Horatio, so he went in. Horatio was overjoyed, for he had been without an errand boy for some time on account of his miserly habits. He paid only \$2 per and the lads of the village, such as had worked for him, had usually left at the end of a few days of extraordinarily hard work.

Percival, however, was unaware of all this. He didn't mingle with the boys who had worked for Horatio, terming them "sissies." It would have made small difference to Percival if he had known all about it for he knew that unless he returned home with prospects at least there would be no kraut on the supper table for him.

He passed boldly into the establishment and enquired for the proprietor. Horatio appeared and Percival stated his business. He was engaged so quickly it made his head swim, for Horatio was at his wits' end to find an errand boy. When Percival had regained the street he began to think that \$2 per, which he then remembered that Horatio had

stated as the salary for the position, wasn't such a large start toward frenzied finance after all. Then he thought that he could at least dodge parental wrath by accepting.

Percival appeared at the Schnitzler homestead in the fading twilight with the announcement that he had secured a position. He got his kraut all right and also a pat on the back from Herr Schnitzler.

Next day he started in his new position. Before the day was over, however, he wished that he hadn't seen Horatio's sign in the front window. He worked early and late wrapping up bundles, waiting upon customers, trotting errands and doing the many other things that go to make up the life of the village grocery boy. When he reached the domicile that night he was tired.

He knew that it would be of no use to relate his troubles to Papa Schnitzler, however, so he went early to bed. Next day it was the same old round. After a week of work Percival began to get used to it.

In this time his brain had become busy and he had evolved a scheme for lightening his labors. In the presence of Horatio, however, he knew that he could never demonstrate the practicability of his scheme, so he bided his time.

"All things come to him who waits," runs the old saying, and so it was with Percival. The annual fair was being held at the county seat and Horatio informed Percival one sunny day he would be absent the next day on business at the

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by the size of his feet. Maybe he's wearing two pair of socks.

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county seat. Percival well knew that that business consisted in driving over to the county fair in company with Miss Petrunia Prindle, the Je-mure but aged spinster, rumored to be the richest woman in the village.

Percival knew that Horatio had a soft spot in his heart for Miss Petrunia, for had he not discovered numerous sonnets, odes and verses—poor in meter but teeming in mushy expressions—in an abandoned cookie tin in the back room of the store.

The inventive youth welcomed the opportunity to demonstrate his scheme during the absence of his employer and when informed that Horatio would start before sun up the next day he was overjoyed. That night he made many journeys to the store, carrying with him many queer looking pieces of machinery, bags full of electric batteries and other sundries from his collection of junk in the basement of the Schnitzler home. It was in the wee sma' hours when he sought his couch, but he smiled a happy smile, for he knew that his labors would never more be so strenuous while his term of employment with Horatio Dobbs continued.

Next day he was at the store bright and early. He set out the small stock of green stuff and swept out the store. Then he seated himself on a high stool behind the counter and waited for customers. In a short time the first one appeared in the person of Auntie Dobson, the village gossip. Auntie stared about her for the ceiling of the store was criss crossed with wires. Here and there the edge of an iron wheel peeped suspiciously from behind a box of soap or a barrel of sugar.

"Boy, I want half a pound of butter, half a dozen eggs, two cents' worth of yeast and a pound of crackers," she reeled off without stopping for breath. Then she again gazed around, for well did she know the slowness of the inventive Percival in putting up orders.

"Yes'm," said Percival, pressing several buttons under the counter.

There was a whirring of machinery, a crackling of paper and the buzzing of an electric motor. Then the articles stood upon the counter. Auntie saw the articles moving down the counter, but, without waiting to possess herself of them, she fled shrieking from the store, confident that the devil had something to do with it.

It was the same with each customer who entered. Finally came Perkins, the village undertaker, who, in spite of his solemn calling, was a little fat, good-natured man. He had seen enough dead persons to disabuse his mind of any thought of the supernatural and he only stared when his package of tobacco and box of matches came rolling toward him down the counter.

"What's all this?" he demanded.

Then Percival explained, showing Perkins the many electric batteries under the counter, the numberless wheels concealed about the store and the electric motor. "I would have explained before," he said, "only nobody gave me time."

Perkins laughed and departed. Soon he had informed many of the village people of Percival's invention and the store became the center of attraction for those who had failed to attend the county fair. Trade began to flow in from all sides and each customer had a chance to see the invention work.

When Horatio returned next day he was overjoyed, for the sales during his absence had been treble those of any previous day in the history of his business. He would have been happy anyway for while at the fair Miss Petrunia had promised to become the third Mrs. Dobbs. When Horatio had estimated the profits and had been enlightened as to the workings of the invention he graciously raised Percival's salary a dollar a week.

The invention pleased Horatio greatly, aiding in his work as it did and allowing him more time for writing poetry to Miss Petrunia's eyes.

It has been said that every dog will have his day, but it was a sad day for Percival when Fudge, Miss Petrunia's pet poodle, had his.

Miss Petrunia had been in the store several times since the invention had been installed, but on former occasions Fudge had been noticeable for his absence, he being generally kept in the house out of reach of mischievous small boys and stray canines. On the fateful day, however, he accompanied his mistress.

"Half a gallon of vinegar," lisped Miss Petrunia and Horatio hurried to the vinegar barrel. He placed Miss Petrunia's jug under the spigot and lifted the lid of the barrel to see if the supply of vinegar was plentiful. As he pressed a button in the rear of the barrel Fudge took alarm and started for the shelter of the counter. As the vinegar began to flow there came a terrified yelp from the region beneath the counter and the next moment the purp appeared with a piece of his tail missing and scooted for the street.

A whirring of machinery, evidently disarranged by Fudge, was heard. The wheels creaked erratically and with the creaking of the machinery came other awful sounds. The ripping of belts, the jarring of bottles, the crashing of canisters and the falling of cans were heard. The vinegar spigot gave a few crazy twists and the large canister of baking soda on the shelf above the vinegar barrel fell with a splash into the fluid.

A combination of Niagara Falls and a Yellowstone geyser struck Miss Petrunia full upon her Grecian nose as she stooped to rescue the jug. She fled for the door with the jug in her hand and her eyes, hair and mouth full of vinegar and soda. As she reached the outlet a half pound of red pepper, which was being swung across the store on a belt, fell upon her unsuspecting head. She dropped the jug and clawed wildly at her face.

Horatio swore as he saw bottles and packages flying about the store through the means of Percival's invention, which had gone crazy by Fudge's interference with the machinery under the counter. As he

started for the door to escape the flying articles he saw Percival go down under the weight of the contents of a sack of flour. Just then a can of sardines struck him in the eye.

He put his hand over the injured optic and continued his course, careening into Miss Petrunia and causing that worthy spinster to make a somewhat hasty and undignified exit. The fair spinster fled screaming up the street, but as her eyes were of little use to her she smashed into the wooden Indian in front of Huggins' cigar store next door. The Indian retaliated by toppling over and attempting to scalp Miss Petrunia with his wooden hatchet. He succeeded, however, only in raising a lump on Miss Petrunia's head. The spinster picked herself up and continued her wild flight.

When the noise of crashing glass had subsided Horatio entered the store. The erratic Kansas cyclone could have done very little better than Percival's invention if it had

been given the contract of wrecking the grocery. Percival lay, white and still, under the contents of several sacks of flour. Tenderly the curious villagers, who had been attracted by the hubbub, picked him up and carried him to his home.

As soon as he had recovered the Ladies' Literary Club took an interest in him and he was sent to a noted specialist who performed an operation on his brain to remove his criminal instincts, for it was generally conceded that nothing else had caused such a catastrophe.

Percival is now a missionary in Senegambia. Miss Petrunia never spoke to Horatio again. The latter succeeded in recouping his fortunes and is prosperous, but Percival is still selling tin whistles to the heathen to get money to repay Horatio. When the surgeon took Percival's brain apart the youth lost the combination to all his inventions and the results of his early labors were lost to the world. Percival will never make another invention. Charles A. Angell.



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References—Valley Bank and Home Savings Bank.

GOD AND MAMMON.

Salvation Army Serves Both at Same Time.

The extraordinary development of the Salvation Army during the forty years of its existence, not alone in England and the United States but in many other countries of the civilized world, has stamped it in the minds of a majority of people as a successful enterprise whose policies have been justified by its widespread success and whose work does not, for that very reason, require the careful scrutiny to which other charities should be subjected. How far this popular attitude is due to the worship of success and how far to the attitude of the Salvation Army's officers it is difficult to determine. It is doubtless true, however, that the Salvation Army fosters the impression that this is a different kind of philanthropy to which the usual tests should not apply.

It is the purpose of this paper to question the wisdom of this attitude on the part of the giving public toward the work of the Salvation Army and to point out certain tests which may very well be applied to any large charitable enterprise and by which the success of the Salvation Army also should be measured.

The contributors, subscribers or donors to any charity—in short, that part of our community by means of whose gifts an enterprise continues to exist and which in the case of the Salvation Army has caused it to grow to national and international dimensions—have a responsibility in any philanthropic undertaking which but few of the donors realize. The donor is not swayed as much as in times past with the benefit he himself derives, but even now his motives are not singly for the interest of the charitable beneficiary; he still considers his own interest or his soul's welfare. This generation has, however, made great progress in applying tests to determine what benefits will result, and it has learned to keep such control of many an enterprise as will ensure its careful administration and adaptation to the needs of the day. In the ultimate analysis the donors to the Salvation Army must get much of the credit for the good results which General Booth's family has been able to accomplish with the funds placed at their disposal, and likewise must, to a considerable extent, be held responsible for any evils that may have resulted or for their failure to place their money in other hands where it might have done even more good.

Perhaps a philanthropist is still entitled to the privileges of establishing such an enterprise as is dear to his heart and of lavishing upon it his thousands or millions, granting that it is clearly for a moral purpose, although an increasingly large number of thinking men and women would place even such individual enterprises under the supervision of a governmental agency. The giving public is, however, less and less ready to give large funds unless they can be placed in the hands of trustees who work

without pay and who give an account of their stewardship to their constituency every year in such terms as will make it clear to the contributors where the enterprise stands.

To what extent does the Salvation Army answer these simple safeguards? The work of the Salvation Army in the United States is carried on through three distinct corporations: The Salvation Army, incorporated under the laws of the State of New York, May 12, 1899; the Salvation Army Industrial Homes Co., also incorporated in 1899, and the Reliance Trading Co., incorporated November 29, 1902.

The organization of the Salvation Army is as follows: Miss Booth, President; William Peart, Vice-President; William Conrad Hicks, Treasurer; Gustav H. Reinhardsen, Secretary; Madison J. H. Ferris, Legal Secretary. The directors are the above-named officers with the exception of George A. Kilbey, who is substituted in the place of Mr. Reinhardsen. This is then clearly not a board of trustees in the usually accepted meaning of the word in charitable enterprises, but more like a board of directors of a financial corporation, each director and officer being an employee of the company.

The Salvation Army Industrial Homes Co. and the Reliance Trading Co. are New Jersey corporations, of both of which Miss Evangeline Booth, Commander of the Salvation Army, is President, and Ransom Caygill, a capitalist, who is not officially connected with the Salvation Army, is Treasurer and Business Manager. A number of the directors of the Salvation Army are also said to hold a considerable amount of preferred stock of their business philanthropies.

Donors of old clothes, shoes, furniture, magazines, newspapers and books give them not to the Salvation Army, but to a corporation which pays 6 per cent. dividends on preferred stock, guaranteed by the Salvation Army. Housewives have generally supposed that the salvage, so far as it could be used, went direct to the poor instead of being sold for a profit, and that magazines and newspapers and books were distributed to hospitals, prisons and the homes of the poor instead of being baled for profit to pay interest on a loan with which to finance the corporation. Likewise, the profits from the sale of the "War Cry" and the "Post" fountain pens go not to the Salvation Army, but to the Reliance Trading Co.

In England a much more critical attitude has been taken on the part of the general public toward these business philanthropies, and in well-informed circles the financial policy of the Salvation Army has been watched with considerable concern. Under the title of "The High Finance of Salvationism" Mr. Manson, in his recent book, gives a chapter of interesting information regarding the Army's financial history during the last twenty years. The earliest large enterprise of its business philanthropies was the Salvation Army Building Association, Ltd., formed in 1884. Its object was principally the negotia-

tion of loans to advance the aims and objects of the Salvation Army. The management of the enterprise remained independent of the Army, and on this account, it seems, trouble arose which led to its liquidation. "The directors were not willing to lend their shareholders' money to the Army on the conditions as to interest or security to which the Army might have been prepared to agree."

In "Darkest England" General Booth had, among other plans, proposed the founding of a poor man's bank, but when the Reliance Bank, Ltd., was founded the original design of lending money to the "little" man had become altered to that of borrowing money from him. The bank lends money to the Army. In its balance sheet for March 31, 1904, one-third of its apparent assets consisted of "loans on mortgage of Salvation Army house, shop and hall property." The arrangement then amounts to this: General Booth is substantially the Reliance Bank, Ltd. As banker he borrows money from the public and lends a large proportion of it to himself as General of his religious organization; as General he receives from public contributions to his corps money wherewith to pay himself interest in the capacity of lender, and it is this money which enables him to pay his investors their interest at the starting point.

The bank has not been able to find enough capital for the Army, so the Salvation Army Assurance Society, Ltd., was incorporated. The bankers of this Society are the Reliance Bank, Ltd., which again is General Booth. About five-sixths of the Society's 293,108 policies in force in 1903 were industrial and 54 per cent. of its premium income was swallowed up in management expenses and agents' commissions. As long as investors keep their confidence in business philanthropies that maintain no safeguards but the personal honesty of General Booth and his associates and successors, the enterprises may remain prosperous. But will this confidence last?

The Salvation Army is apparently as much a church denomination as the Methodist Episcopal church, the Church of Christ, Scientist of Dowieism, with whose doctrine of faith-healing General Booth's church has much in common. There is this important distinction: that the Salvation Army members do not bear the total expense of its maintenance and, therefore, the general public is asked to contribute. This "people's church" has a religious and social programme. By means of the latter it has succeeded in interesting a large segment of every other church denomination, and has obtained large funds, part of which are used in the furtherance of its religious plans, with which, however, many of its largest donors have little or no sympathy.

The amount of money expended in the religious work of the Army in the United States during the last fifteen years is estimated at \$30,000,000, while only about \$2,500,000 has been expended upon social work, a ratio of twelve to one. If an accurate statement of each of the two de-

partments of the Army's work could be made, and an accounting for monies expended in each department could be rendered, any unfair criticism that may now be current regarding the use of the funds gained by means of the "social" appeal would disappear. So far the public has not been given the proper means of judging of the efficacy of the organization's work in proportion to its cost, and therefore the question arises whether the Army's hesitation to give accurate figures is a necessary part of its plans.

For some years the Salvation Army has published annual statements of its three corporations. These contain balance sheets of the various departments of the New York and Chicago headquarters. Annual statements for 1906 were audited by the Audit Company, of New York City, 43 Cedar street, and mark a large advance over those of previous years. They are, however, but a fragment of what the public should have. They give even those accustomed to examine financial reports but a slight notion of what has been done during the year with the money that has flowed into its treasury and they are quite unintelligible to the average person who may get a chance to see them. No annual report containing an account of the work the Army has accomplished during the twelve-month is published. No detailed statement of the contributors and the amounts of their contributions or of the detailed expenditures is made public. To the large majority of the intelligent public the "annual statements," with their formidable array of figures, serve but to hide the true state of affairs of the Army.

The nearest approach to an "annual report" is a little pamphlet called "Where the Shadows Lengthen," published by the Reliance Trading Co. in 1907. This contains various groups of statistics, but, with the exception of the Prison Gate Mission, nowhere tells the period to which these statistics apply. If the Salvation Army is not willing to state with accuracy the time during which this work has been done can it blame the public if the reliability of its figures is questioned?

Important as an adequate and intelligent statement of its work and an annual statistical and financial report are, the Salvation Army should, in the second place, be judged as other enterprises are judged: by the purposes it is aiming to accomplish and the measure of its success in carrying them out.

What and how much is the Salvation Army actually doing with the human beings for whose benefit it was called into existence? As before referred to, it has two aims: to reach both body and soul. Its doctrine of salvation promulgated in large measure in its daily meetings is, however, not the basis of its appeal to the general public, but rather its social work, and it is because of the Salvation Army's social efficiency that large and small contributions come to its support from outside of its own ranks.

It is not an easy task to get an es-

timate of the work of any large enterprise, even where careful reports are available, but in the case of the Salvation Army, with the divergent character of its work in different places, its inadequate statement of results and its unsatisfactory statistics, this is almost impossible. But one can certainly not be blamed for taking a critical attitude toward an enterprise which has stood so much in a class by itself.

We shall prefer to attribute the establishment of the rather shaky business philanthropies and the weaknesses in administration to the necessity of borrowing large lump sums, for which General Booth believed the public would furnish the interest through their annual contributions, but which he could not hope to obtain as gifts. General Booth undertook a large scheme and his ambitions, fostered by the devotion of his staff officers and many of the rank and file, outran his resources.

It is, however, reasonable to suppose that a "people's church" like the Salvation Army has reached its position of confidence which enables it to appeal successfully year after year without making full, accurate and intelligent accounting because it has also on the credit side of its ledger a large measure of beneficent, religious and social work which has satisfied the community's rough-and-ready test in individual cases. The community has learned that while possibly the "Salvation lassie" could not boast of college training or foreign travel, her garb was the symbol of a life of simplicity and devotion; it has learned that the enthusiasm and self-sacrifice and devotion of its men and women, with an optimism that overcomes obstacles, often led them into hovel, gutter or brothel from which others would hold aloof, but from which they would not, and then win back some sinking soul to decency and self-respect. Some of its rescue homes for women are among the most effective and some of its lodging houses for men are among the best that can be found in their class.

But while we give credit for a large measure of self-sacrificing work, is it unfair to enquire what the Salvation Army is doing with a group of more or less clearly defined social tasks, or, if its activities have not run in these channels, to consider what other social task it has set itself to do? One of these tasks with which the Salvation Army has come in contact is to find an effective means of dealing with that most unsatisfactory of human beings, the homeless man. With few exceptions the homeless belong to the vagrant class which live from hand to mouth, avoiding honest toil in every possible way, to whose mischief the officials of railroads ascribe many wrecks, loss of many lives and untold expense, and of whom police courts are full every day on account of serious or trivial offenses. For at least twenty years the Salvation Army has had these homeless ones in its lodging houses and has provided them bed and board at nominal expense. The physical and moral condition of

thousands has come intimately to its notice. Has the Salvation Army recognized its problem? Has it sought to stem the tide of homelessness by taking steps or considering ways and means to dry up the stream at its source? Has it even to any great extent given the men good, cleanly care?

To ascertain what was done with the homeless in the various cities of this country enquiries were sent some time ago to persons in Boston, Buffalo, Washington, Cincinnati, Cleveland, Chicago, Grand Rapids, St. Louis, Minneapolis, Kansas City, Denver and Seattle, to men who were intimately acquainted with the activities of organized charitable work. From one of the cities came this reply: "The Army maintaining what it calls the Working Men's Hotel, a typical lodging house, which, in the judgment of well-informed people here, accentuates rather than assists in solving the problem of homeless men and boys." This from another of these cities: "The Salvation Army lodging houses are of no assistance in solving the problem of homeless men and boys; gathering them together without enquiry, they unwittingly increase the tramp problem and add to the burden of the other charities of the city." And yet another writes: "The Salvation Army lodging house, as conducted in this city for the past four or five years, is the worst we ever saw. A committee of our Board of Trustees has investigated and found the conditions indescribably bad. We do not consider its efforts in behalf of homeless men of the slightest value." The correspondents from other cities echo these criticisms.

In justice to the Army it should be said that the Salvation Army Hotel, Chatham Square, New York City, is a clean twenty-five cent lodging house, and its appointments and management suggests what each community should expect the Salvation Army to do if it undertakes to provide for the vagrant class. The People's Palace in Boston is a splendidly equipped lodging house, having many of the features of a well-equipped Young Men's Christian Association building. The minimum price for rooms is twenty-five cents, and for that reason it does not reach many of the vagrant class.

In the summer of 1906 two women, who were anxious to learn for themselves what the problem of work with homeless women implied, spent a night in the Salvation Army's Women's Lodging House of New York City. The change of scene might account for the sleepless night they spent, but the filth, vermin and lack of ordinary sanitary conveniences they found were extreme. No effort was made to befriend the women or to bring religious or other uplifting influences to bear.

The Salvation Army appeals for funds on the plea that it is lodging thousands of homeless. Should not the giving public insist, if it is asked to contribute toward the maintenance of these lodging houses—which, according to the "annual statements" of 1906, are all but self-supporting (in 1905, according to the statement

filed with the Secretary of State of New York, there was a balance of \$21,730.12)—that no houses be maintained that are not sanitary and where the congregating of men and boys or of women may become demoralizing?

The further interest that the Salvation Army has in remedying the problem of homelessness is best expressed through the work of the sixty-five industrial homes: During 1906, 8,552 passed out of these homes after a stay of from six to eight weeks. They are said to have passed out to "permanent positions," but as a "permanent position" is defined as one taken by the week, and the Army has no statistics that would show how many stayed at least a week or how many came back to the homes, there is grave question as to whether the Salvation Army has taken more than the first step toward solving homelessness. Does not the giving public expect the Salvation Army to join hands with those who are addressing themselves to the task of ending vagrancy and homelessness?

A second type of social work in which the Salvation Army has been interested for some years is in the relief of needy families. In this most delicate of charitable tasks, namely,

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that of providing proper and ample relief under the best social control, the helpfulness and effectiveness with which this task is accomplished is generally measured by the extent to which all charitable agencies work together. In charity, co-operation spells efficiency. In fifteen of the large cities of the United States from which enquiry was made it was learned that the character of the Salvation Army relief work varied in proportion to the intelligence, devotion and experience of individual officers, but in ten there was no co-operation; in four slight, and in but one (Buffalo) good co-operation. The correspondent from one city writes: "We are not able to learn that the Salvation Army in its relief work co-operates with any charitable agency. Although, a portion of its Christmas list was sent us, the volume of its co-operation is unworthy of mention." From a second city: "The Army has no desire to co-operate with other helpful societies or agencies." From a third: "The Salvation Army absolutely declines to co-operate with other agencies."

A former private secretary at headquarters explained this lack by attributing it to a fear that the Salvation Army had of "being frozen out" unless it did relief work, the need for which would disappear through intelligent co-operation with other agencies. The notion that the Salvation Army deals with families that do not come to the attention of other charitable societies, both before and after becoming known to the Army, has no foundation in fact. For these reasons one is forced to the conclusion that, instead of being willing to profit by the success and mistakes of other agencies, the Salvation Army remains unwilling to prevent duplication and is content to work at cross-purposes rather than to join hands with others, for fear of indirectly subjecting its work to others' scrutiny.

An enterprise that co-operates so slightly with other charitable agencies may be expected to have organized its own thrift agencies, such as fuel or stamp-saving societies, its own model pawn shops, its own campaigns for clean milk and for cleaner, safer and sunnier tenements, its anti-tuberculosis committees and camps, that it may do all that modern philanthropy deems essential in social work. Perhaps work of this sort is done, but the public is not made aware of it, and the impression is current that the Salvation Army does not fail to advertise thoroughly all of its enterprises.

It is obviously unfair to test the efficiency of any social enterprise by laying down certain specific lines of development to which it must conform in order that it may be called a success. It is reasonable, however, to expect a large national enterprise which has assets of several million dollars to turn its face in the direction of preventive measures, to dry up the sources of crime and poverty and to reduce the number of deaths and the amount of sickness, working along lines which science is clearly pointing out.

The Salvation Army points to its farm colonies as such an enterprise. General Booth has regarded them as the foundation stones of its regenerative social work and large sums of money for its various forms of activity have flowed into Salvation Army coffers because of the experiment. The farm colony at Hadleigh, England, was to be the prototype of a large number which the Army hoped to establish in all parts of the United States and Canada. General Booth's statement that the proper solution of the problem of poverty is to place the "landless man" on the "manless land" is appreciated more as an epigram than as a remedy. The twentieth century still waits to see how that can be effectively done with men who lack capital, initiative and character, for it is such that make up the pauper class in every land. Of the three colonies which were started with an imperfect knowledge of American conditions the one at Fort Herrick, Ohio, has ceased to be a farm colony and is now used as an inebriates' home. The colonies at Fort Amity, Colo., and Fort Romie, Cali., have, in most instances, become self-supporting and have acquired a considerable equity in their homesteads, but no data are adduced as proof that they were, just prior to the period of colonization, dependent upon public or private charity; on the contrary, there is a considerable amount of proof that few, if any, belonged to that group which corresponds to what William Booth calls, "the submerged tenth," for whom the farm-colony was hailed as a panacea. It is not surprising, therefore, to find the Department Committee of the English Parliament appointed to consider H. Rider Haggard's report on the Salvation Army colonies in America, saying, with regard to Fort Romie and Fort Amity, "the settlements, then, do not prove that, so far as colonization is concerned, unskilled and untrained persons can be taken from towns, put upon the land and thrive there."

The enthusiasm of the colonists at Fort Romie and Fort Amity is easily explained. Their industry is to be commended and they are to be congratulated for having been the fortunate ones with which to try this "experiment." American colonies who have "certificates of both physical and moral soundness," and who have a desire to till the soil, will succeed where land is provided on easy terms. It is impossible, however, to understand how Mr. Haggard could see in it a solution for England's difficulties with its pauper class.

There are other enterprises which the Salvation Army has undertaken, and among these is one that deserves a large measure of commendation and support, namely, the establishment of its rescue and maternity homes. In a number of the cities of this country these are among the most effective of their kind. We fear, however, that the claim that 93 per cent. of the fallen women who passed through them are "restored to lives of virtue" is a statement both of optimism and ignorance of results.

Our communities are grateful for

the Salvation Army's interest in the welfare of children, but we have not learned that the Army has taken any part in such important movements as the agitation against child-labor, or that in favor of the establishment of city playgrounds, recreation piers, or seaside or city parks.

The Salvation Army preaches temperance and points out in vivid colors the effects of the curse of drink. It has an inebriates' farm at Fort Herrick. Has the Salvation Army also considered searching out preventive measures by which the moribund thousands may be kept from sinking prematurely into drunkards' graves?

By means of its national organization and its wide-spread corps the Salvation Army is peculiarly well fitted to make itself felt in urging questions of moral reform and agitating for such appropriate legislation as will strengthen the hands of those who are bringing about better civic and moral conditions. There are, however, no data at hand that in these directions this large national organization, doing social work, has taken any part in such reforms, national or local, or has at any time tried to bring about a better social condition by proposing more stringent laws or by taking any part in actively supporting such measures as may be proposed by others.

Instead of striking at the root of social evils, the Army is too frequently inclined to take part in remedies that catch the applause of the unthinking public, but are apt to be shallow and rather sensational.



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When, in the winter of 1905-6, the newspapers misrepresented certain statements of Mr. Robert Hunter's, so as to make him say that 70,000 children in New York were going breakfastless to school, the Salvation Army at once, without a study of facts, causes or social consequences, opened breakfast rooms. To their credit it should be said that these were closed as soon as it became apparent that few children came and the parents of most of those that came were amply able to provide their children breakfasts. In the spring of 1907 the Salvation Army established its Anti-suicide Bureau with similar haste, and the Sunday newspapers got material for a new story. Meanwhile others were making a careful study of causes of suicide, and when it became apparent that poverty and loss of employment had but little to do with the suicides' deeds in these prosperous times, the Anti-suicide Bureau came to the end of its career.

As before mentioned, the public is not inclined to require that the Salvation Army shall undertake all or a majority of these tasks outlined, but it may reasonably expect that an organization that has been entrusted with millions, and is constantly emphasizing its social work, should have performed some of these well, and that it should have begun to study causes and attack the evils at their source.

A rather intimate knowledge of the Salvation Army's work leads one to the conclusion that the rank and file of the Army's officers and members who are actively engaged in the social work are a devoted band who make up much in devotion for what they lack in intelligence. They do not realize that society is a complicated organism whose elements must be well understood in order that constructive work can be done and that the social worker needs a well-trained mind as well as a good heart and good intentions. That General Booth recognizes the value of these requirements is attested by his desire to establish a University of Humanity, for which, it may be noted, at least four of the American universities have already provided through their courses in practical social work. It is also quite apparent that the Salvation Army's field of social work has thus far been restricted. It has resourceful leaders, however, and large support, and it may be expected that the Army will become increasingly useful in the future.—C. C. Carstens in Annals of the American Academy of Political and Social Science.

Selecting a Husband.

Because it is the duty of every woman to marry some man, it by no means follows that she is deprived of the privilege of making acute discrimination; on the contrary, to fulfill her mission as completely as possible, she should exercise the greatest care in selecting a mate. Time was when she had no say in the matter, and in some countries she has little or none to-day; but in this happily civilized land she still possesses, and

will undoubtedly hold for all time, the right first to choose and then ensnare.

It is a noble prerogative—one, in our judgment, that should be appreciated and cherished above all others. And yet, as we have observed, it should be exercised with caution. Let nothing be left to chance, as Plots would have had it when he decreed that pairing should be done by lot; while not over-nice, be at least particular, in order that the one chosen may feel honored by the distinction

conferred upon him, and so be the more readily induced to show his undying gratefulness.

Much that was thought and written years ago on how to choose a wife was good enough for the time, but the recent reversal of the relative attitudes of seekers and sought renders it valueless. Nevertheless, despite the fact that, in considering the points to be heeded and the precautions to be observed by womankind, we find ourselves in a fallow field, certain general principles may be re-

garded as established. It is best, for example, to capture a husband while he is still young, docile and plastic. Preferably also he should be in love. He may then be trained after the manner best calculated to serve the convenience of her for whom thenceforth he must and should toil.—George Harvey in North American Review.

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PRESUMPTION.

How a Youth Exhibiting It Lost a Fortune.

Written for the Tradesman.

Ridgeville, boom-born and so boom-cursed, has so far overcome the accidents of birth and unfortunate parentage as to be classed among the best towns that are thriving on the banks of the Platte. To this town when the boom was at its height came "Old Hatch," whose early training in hedge-blooming England prevented him from pronouncing his own name correctly. Here like the boomlog he stuck, at first with the idea of going out on the next freshet.

Before that time came, however, he settled down into his humble place in the life of the city—of 1,500 souls!—and when the slow-coming prosperity began to show signs of life he had so far become a part of that life as to desire to remain a part of it. Without kith or kin to influence him he fitted up a couple of rooms in the rear of his junk shop and there in the midst of the rubbish which drifted in and out of his front shop door he managed in some way to live a quiet, respectable, almost hermit life, a reproach to no one and an occasional comfort to the struggling English church which received his contributions gladly and wonderingly, so out of proportion were they with the supposed resources of the giver.

Aside from the noticeable loss of his h's, Old 'Atch clung with all the Saxon in his make-up to a single peculiarity which he had brought from "hold Hengland" and which made him a marked man in the little church, every function of which was enlivened by his constant presence. In his early days he had learned by heart the Prayer Book and before coming to America had satisfactorily filled the duties of clerk or clerk, as the English call it—making prominent his "Hamens," which, delivered in tones as loud as they were hearty, startled and astonished the stranger who for the first time listened to his devotional explosions. So pronounced did these finally become that the rector, observing that the effect of Old Hatch's "Amen" was not conducive to that frame of mind he depended upon for the best results of his sermon, took occasion to suggest to his earnest parishioner that his vehemence and tone be considerably modified.

"I think, maybe, there is some'at in hit," was the good-natured rejoinder, "for sometimes hI forget my whereabouts and with me eyes shut and you areadin' hI'm back in the hold 'ome with the 'awthorn buds a hopenin' and the breath of the green grass hand the spring flowers creepin' hin; and hI'm that glad and 'appy that w'en the Hamen comes it do come good hand strong;" and after that when the earnest responses made it seem to the rector that the roof-timbers must start he didn't have the heart to remind old Hatch of his promise and so interfere with the pictures of English sunshine and English landscape which memory

was holding before the eyes of his devout worshipper.

Following thus the simple life that Fate had marked out for him, a law unto himself—only remember the law, as he practiced it, was a wholesome one—the community and Old Hatch, as if by common consent, let each other piously alone and were correspondingly benefited. There were times when it did seem as if the rain from heaven and the old man were too great strangers and the people in his immediate neighborhood were heard to say that the rooms and the backyard were a credit neither to him nor to them; but his peaceful, lonely life appealed to them, and when matters approached a climax the Widow Wadleigh, whose backyard was separated from his by a fence, insisted on coming in and straightening out the old man's curiosity shop.

At times Mrs. Wadleigh brought with her her little son Jack, and from the first the child's name, which was also his own, and the artless ways of the boy attracted the man's attention and finally won more than a passing regard. He liked, too, the widow's way of meeting the world on its own ground. She didn't flinch. She didn't whine and above all she never tried to entertain her friends with the story of the abundance which once was hers. Fate had brought her to Ridgeville and left her there to her own resources, consisting only of two willing hands and a brave heart and the three were doing their level best to take things as they found them and to turn them to the best account. So what little washing Old Hatch had she did. She saw to it that holes and buttons received due attention and this made easy the semi-periodical invasion which had to be made to make life in the junk shop not only endurable but possible. To equalize these obligations the Wadleigh garden was spaded in the spring and cared for in the summer, and when a load of wood came to the widow's backyard the saw and the ax that made it available were heard and seen in the early morning hours in the hands of Old Hatch.

From this it happened that Jack and Old Hatch became the warmest friends. At first the mother little liked the idea of the boy's being too much in apartments where dirt abounded; but when she saw that her influence over the child was making itself felt on Old Hatch and on whatever belonged to him, she smiled approval and the good work went on. "A little child shall lead them" was the idea and Old Hatch, recognizing it and rejoicing at it, entered upon a system of keeping even which benefited all concerned. So when Jack needed things the old man bought them—an arrangement which the boy highly approved of, especially when the time came for wants which his mother's meager income could not furnish.

So fair weather favored them until the swaggering age came to Jack and then after a lingering illness the devoted mother quietly closed her eyes and slept the sleep that knows no waking.

Of course the neighborhood query was what was to become of Jack, and then it became known that the widow was not so poorly off as it had been imagined; for the little house and lot were found to be hers, together with a modest sum in the City Bank, which, carefully husbanded, might bridge the stream separating the boy from his voting day. A tenant was found for the little home where care for Jack was one of the conditions of possession, and so the old home life went on, but always with the great difference which the missed mother makes.

When the time came for the old proverb—"Boys will be boys"—to assert itself neither man nor boy was found equal to its requirements. Old Hatch could not and simply would



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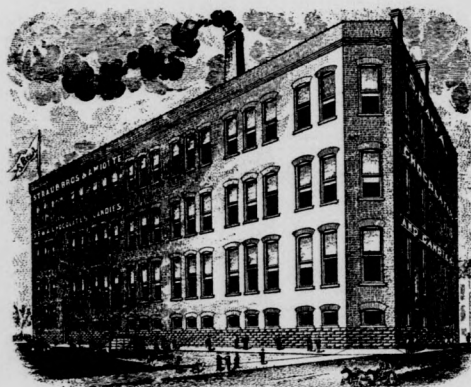
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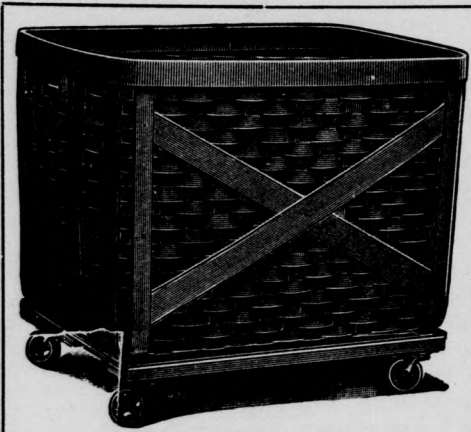
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are made. If you wish to increase your candy trade and enjoy its profits give them a trial and they will do the rest. Manufactured by

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BALLOU BASKETS ARE BEST



X-strapped Truck Basket

A Gold Brick

is not a very paying investment as a rule, nor is the buying of poor baskets. It pays to get the best.

Made from Pounded Ash, with strong cross braces on either side, this Truck will stand up under the hardest kind of usage. It is very convenient in stores, warehouses and factories. Let us quote you prices on this or any other basket for which you may be in market.

BALLOU MFG. CO., Belding, Mich.

not allow certain boon companions which Jack found dear to his heart to be in or around the premises and when after due warning they continued to be there and in more ways than one to make their presence felt, with his own right hand Old Hatch had a general clearing out with the admonition that he'd "break the 'eads of hevery beggar of 'em!" if they were seen there again.

When the gang had departed and Old Hatch turned to Jack to state distinctly a few plain facts as to what was going to be in the future, he found himself "up against it" indeed. There stood Mr. John Wadleigh with head up, eyes flashing and dilated nostrils, more than ready for the storm which had been brewing for months, and which then began.

"Now, then, Hatch, this thing stops right here. Don't you think for a minute I don't know what you have done for me, for I do; but I've got over being a kid or treated like one, and from now on you're going to keep your dirty fingers out of my pie and let me alone. I'm going with what fellows I choose when I choose and where I choose; and if you dare again to do what you've done to-night it's going to be a dozen against one and you're going to get out or be kicked out; see?"

"Don't you think, Jack—"

"No; I've got through thinking. For ten years you've managed so that the neighbors have thought that you were standing behind mother and me; and I thought so, too, until it turned out that she had money in the bank; but all you have done is to give her the advice anybody could have given her, as long as she needed it, and, after she was gone, turn the advice over to me. I don't want it and I'm not going to have it; and if you insist on giving it you mustn't be surprised if it goes out the window with any other interference which, I tell you now, I'm not going to put up with."

The young fellow stopped to take breath and Old Hatch, calm and unruffled as a "standing pond," simply remarked: "Is that all, Jack? If there be hanything you're keepin' back now's the time to let it come out."

"That's all, sir."

"Good; 'ere's w'ere you stand: There hisn't any money hin the bank, subject to your horder and hI've a mortgage hon the property for hits full value. Since your mother's death hI've been taking care hof you and hI'm going to keep it up until you leave school and get to work hif you be'ave yourself. That gives me the right—ha right your mother gave me on 'er dyin' bed—to 'er place over you and hI'm going to fill it the best hI know 'ow. So, then, you won't go hon with that gang and you won't kick, throw or turn me houtdoors, hand if hI catch them scamps again on my premises hI'll 'ustle 'em hof."

"There's hanother thing hI want to say to you, hand 'ere hit his: HIm hold enough, big enough and strong enough to give you the lickin' hof your life hand hI'll give it to you hif you hever dare hagain to give me the sass hand the himpidence you 'ave this mornin'. Now, then, git hout

hof 'ere lively or hI'll give you the first kick now!" and Jack Wadleigh hastily left the presence of Old Hatch "a sadder and a wiser" boy.

That night the young man came late to the conclave. That kind of a crowd, in session or out, never removes the head covering so that when the President with the door closed behind him took off his hat they all knew that something was up and, removing theirs, looked and listened.

"I have to say to you, boys, that the jig is danced and I'm out of it. You'll have to count me out good and strong. For good reasons you've got to cut me dead, and if you forget it I sha'n't. Here's my amount of dues up to date and here's my good-by."

The words were hardly pronounced when the door closed on the only decent man in the lot and the gang as such knew him no more forever.

It had been Jack's intention to go from the club door straight to Old Hatch, and, if he could, make his peace with him; but after a great many he-couldn't-see-whys he went to his room with the idea that, if he kept straight from then, it was all the old man wanted, and all he ought to expect. Who was he, Jack Wadleigh, to stand and crouch under Old Hatch's testy humor? So he refused to heed the one prompting that he should have heeded, but took every other way to let the old man know that he was trying to do the right thing.

The time went by. Jack's course at the High School was done. In spite of early lawlessness he was able to retrieve enough of lost time to stand above the average of his class, and with his honors thick—well, pretty thick—upon him he rapped at Old Hatch's door the next morning after his graduation. For the first time in his life he failed to hear the hearty, "Coom in, laddie!" Then, finding the door unlocked, he entered to find the light burning and Old Hatch at his desk, his head on his hands, dead.

Then was the time when Ridgeville had a shock. Old Hatch's will was the cause of it. He wasn't "Old" Hatch at all; but Mr. Hatch. That "benefactor of the town" had bequeathed \$50,000 for a town hall; \$10,000 to the church; \$5,000 for a church organ; and then in a codicil, "\$500 are to be given to John Wadleigh to begin life with, a fragment of the amount once intended for him."

After the \$500 had been transferred to Jack's account the bank official, a friend of the young fellow, bluntly asked, "What was the matter between you and the old man, Jack?"

The answer was not at all satisfactory; but later developments revealed the fact that "the amount once intended for him" was \$50,000 and that the amount was turned over to the town hall the day after the interview, when he told the old man that he'd "got through thinking!"

Richard Malcolm Strong.

A Good Start.

Wife—"We are founding a home for neglected children."

Husband—"Well, you can make a good start with the ones in your own house."

Mr. Grocer—

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

Can you recall the number of brands that are seeking the public's favor to-day?

Then Think of Bour's "Quality" Coffees

which have been the
Standard for Over Twenty Years

Don't experiment
Sell the Coffees of Proven Qualities

Sold by
Twelve thousand satisfied grocers

The J. M. Bour Co, Toledo, Ohio

Detroit Branch
127 Jefferson Avenue

Simple Account File



A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save one-half the time and cost of keeping a set of books.

Charge goods, when purchased, directly on file, then your customer's bill is always ready for him, and can be found quickly, on account of the special index. This saves you looking over several leaves of a day book if not posted, when a customer comes in to pay an account and you are busy waiting on a prospective buyer. Write for quotations.



TRADESMAN COMPANY, Grand Rapids

FOOL ADVICE.

Opportunities Which Slipped Through the Fingers.

A week or so ago I made somewhat of a kick about people butting in with advice on things they knew nothing about.

This week I want to say a few well-chosen words about the foolishness of taking that kind of advice.

One night last week I was sitting in a country hotel. It is a place where I'm pretty well known—I've been going there for years—and I know every grocer in the place.

This night I speak of there were a couple of other salesmen besides myself and three grocers. We made up a sociable little group, and chinned about a lot of things.

I personally settled a lot of national questions and set the other boys straight on several things in which they differed with me and were therefore wrong.

Finally we got to talking about the big chance that is supposed to come once to every man, and whether any of us had had it.

"I had mine all right," said one of the other salesmen, "but I didn't have brains enough to grab it, so it passed me by. I suppose now it is the road for mine until I drop dead.

"It was about six years ago. I had got mighty tired of traveling and wanted to set up in the retail business somewhere. I had the money—then—it has disappeared since, so I couldn't grab any more chances if they came along to-morrow.

"One of the places I got to was building up a lot, and one day another salesman I knew said to me, 'By George, if I had the money I'd open a grocery store out in the new part of that town. I believe it is the coming residence section of the place, and the man who gets in there first is going to make some money.'

"Well, I had the money and I sat up and took notice. I stopped off there a couple of days and looked over the prospect, and it looked pretty good. I about decided to do it, but I had a good job and it meant a complete turn-over for me, so I couldn't quite make up my mind. I went to see an uncle whose opinion I had always thought a good bit of and asked him what he'd do. He roasted the whole plan and sort of gave me cold feet. I went on dilly-dallying with the thing and couldn't decide one way or the other, and in the meantime another man got in. I sell his store nearly all the canned goods he uses and he has one of the finest stores in the State. A beautiful place! The fellow who owns it is making money hand over fist, as I could have done if I hadn't been a fat-headed fool!"

"You say it was your uncle's advice that held you off?" I asked him, scenting another distributor of asinine advice.

"Yes," he replied.

"Now, what an idiotic thing that was to do," I said. "You were a man with twenty years' experience in the grocery business. You had traveled among retail stores all your life and

you knew those that got along and those that didn't, and knew why in both cases. You had looked over the ground at this particular town, and your own judgment ought to have been better than anybody else's. Instead of acting on it, you go to your uncle—had he even seen the place?"

"No," was the reply.

"How could he know anything of the conditions then? Is he a grocer himself?"

"No; real estate dealer."

"Oh, land," said I, "worse and worse! You go to a blind man to tell you what's becoming to you! Didn't you have common gumption enough to know that his advice, knowing nothing about the business or the town, couldn't be worth shucks? By gravy, it's the biggest mystery on earth why every ignoramus is so willing to give advice and why the average person is so darned willing to take it!"

"I suppose you're right," said the salesman, "if I'd only acted on my own ideas I'd have been all right. But when you're about to make a big move like that you like to get all the advice you can."

"Sure you do," I replied, "if you're level-headed enough to throw it away if it is worth nothing."

"I had an experience just the opposite," said one of the grocers. "I opened a store once on somebody's advice against my own judgment and sunk nearly \$1,500 in it.

"It was before I came here," he said. "I had one store and it was doing fine. I had no kick coming at all. I was laying by a little money and was comfortable in every way. One day a salesman came to me and asked me why I didn't open another store in a certain section nearer the center of the city.

"Why, there are plenty of stores there now," I said.

"But they're all cheap joints," he said, "not one of 'em sells the class of goods you sell. There's a demand for a better store there, and you can make it go."

"I didn't take to the idea much. While it was true that none of the stores in that section sold fine goods, still I wasn't sure that the people around there would buy them if they did. The salesman kept at me and swelled my head with the stories of the big money the Philadelphia chain-store grocers were making and in the end he got me to do it. All the time I felt uneasy, but I opened up a good store and gave the thing all the chance I could. It lasted about eight months. I sweat blood to make that store go, but it was no use, and I dropped about \$1,400. If I'd only acted on my own advice without letting that fellow push me—he only wanted to sell me my opening bill—I'd a been all right."

"Well, you're another one," I said. "This was your own town. You knew all about it—a hundred times as much as any salesman could. Yet you trusted his judgment in preference to your own."

I'll tell you what one of the most successful men I know said to me once:

"When I'm planning a move," he said, "I study the thing out the best I can from all standpoints, and then if I can find anybody who's in shape to know any more about it than I know I ask his advice. If I can't find anybody who knows more than I do, I act on my own judgment."

That is so plumb sensible that you can hardly believe that most people do just the opposite, can you?

And yet it is a fact. It seems to me that the average man will go for his advice straight to the fellow who's sure to know the least about the subject.—Stroller in Grocery World.

Judge on His Head.

Once, after a concert in Ohio, Mme. Patti attended a supper at which many singers and local notables, including Judge Matthews, were present. Supper over, Matthews pressed madame to sing but the diva showed no inclination to oblige.

"Sing and I'll do anything you like," pleaded Matthews.

So the vocalist sang "Home, Sweet Home."

"Now, Mr. Matthews," she began, when the song was over, "please stand on your head."

"Gracious! You're joking, child," gasped the lawyer.

"Not at all," replied the singer. "A bargain's a bargain."

"So it is," answered the master of equity; "and here goes."

And up in the air went his feet, amidst the frantic applause of the assembled company.

Established in 1873

Best Equipped Firm in the State

Steam and Water Heating Iron Pipe

Fittings and Brass Goods Electrical and Gas Fixtures Galvanized Iron Work

The Weatherly Co.

18 Pearl St. Grand Rapids, Mich.

Fur Coats

Now is the time to sell them.

We have a large assortment.

Send for illustrated price list.

Brown & Sehler Co.

Grand Rapids, Mich.

WHOLESALE ONLY

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.

Wolverine Show Case & Fixtures Co.

Manufacturers of

Bank, Office, Store and Special Fixtures

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

Write for catalogue.

47 First Ave.

Grand Rapids, Mich.

Successful Window Contest for Selling School Supplies.

Here is an idea which enabled me to sell fifty dollars' worth of school supplies in a short season, besides increasing my general business: It consisted of a word contest lasting throughout the month of September. Each contestant was required to call at the drug store, register his or her name, and pay one cent for a contest sheet. The latter described the nature of the event. The successful contestant was the one who formed the most English words out of the phrase, "Taylor's Drug Store." No letter might be used more times than it appeared in the quotation. The first prize was two dollars in cash; the second, one dollar in cash, and the third consisted of fifty cents' worth of school supplies. All contest sheets were to be returned not later than the noon of September 30. Afterwards I made a large window display, using a suitable background. I exhibited a wagon containing a load of the contest sheets. It is needless to state that from 1,440 children quite a number of bundles were secured. I used playing cards advertising the winners.

The cost of conducting this contest was as follows: Printing the contest sheets, plus the advertising, amounted to \$34. From this figure may be deducted \$14.40, which was collected from the contestants in entry fees. Each of the 1,440 children paid one cent to compete for the prizes. Subtracting \$14.40 from 34 left a net expense of \$19.60.

I ran advertisements for two weeks before the contest. The first week's advertisement merely called attention to the contest, not describing its nature. Then during the last week of August I inserted a write-up in the paper each day, two columns wide and 8 inches long, describing the nature of the contest.

On the whole this scheme proved a fine thing for us in the way of a business venture. J. A. Taylor.

Fire Sticks Were Long In Making.

The first matches were not matches. It was about 1750 that a certain Raymond at Paris introduced an ingenious apparatus consisting of an alarm and fire producer. When the alarm was wound up a spring was set which was released when the alarm ran down, a spark was struck from the flint, which ignited a match of sulphured thread, and this in turn lighted a candle. This gained great vogue among the aristocracy. About that time also attempts were made to obtain fire by the electric spark. After many failures Furstenburg of Basel succeeded in 1770 in producing an apparatus based upon this principle. This consisted of a bottle in which, by means of zinc and sulphuric acid, hydrogen was formed which was made to pass through a tin tube and was ignited by the spark of an electrophone. The thing did not prove of practical utility, and soon was put aside. Experience had shown that platinum begins to glow in a bath or stream of hydrogen so that when air is introduced the hydrogen takes flame. Now, by attaching a

platinum sponge to a hydrogen apparatus so that the gas coming through a fine aperture touched this sponge he obtained a practical lighting apparatus. This became popular among the wealthy classes. About this same period we find the fire lighters assume a form in which the fire producing material is divided into small quantities of these, affixed to small sticks, when the ignition is brought about by contact with inflammable matter. The first combination of this form was the tunk, stip, or fix match.

Everything Shines Before It Burns.

There may be a boiling point, but there is no fire point in the thermometer. People used to talk about the ignition temperature, but the wise people talk about it no longer. The old idea that there existed a fixed temperature at which inflammation suddenly took place can not now be maintained, so that the term ignition temperature has acquired a different meaning. It is now known that in a great number of cases a mixture of two flame forming gases when gradually raised in temperature will develop luminosity quite gradually with the chemical combination that is being induced.

This phenomenon is, of course, known universally with phosphorus, but it is not so well known regarding other combustibles. Sulphur, arsenic, ether, alcohol and a host of other inflammables phosphoresce just as readily as phosphorus itself. In fact, phosphorescence properly belongs to every flame and precedes it. This is in harmony with the general truth that chemical combination between two gases does not set in suddenly, but comes quite gradually as the temperature is raised so slowly that it is practically imperceptible.

The increase in the rate of combination is, of course, rapid in comparison, and is enough to double the temperature. So that the interval between the beginning of the phosphorescence and the production of vigorous flames may be short. With phosphorus the interval is long, so it has acquired a reputation for a monopoly that does not exist. Everything phosphoresces before getting aflame.

If the temperature of the earth were about 44 degrees Fahrenheit it would not phosphoresce and would, therefore, not have shone in the dark, and in lighting it with a taper the phosphorescent interval would have been passed over as quickly as is ordinarily the case with other combustibles.

Considers Moral Risk.

"The automatic sprinkler system in my factory cuts my insurance rate from \$1.70 to 20 cents," said a Detroit manufacturer. "I asked the agent recently how this could be so.

"It is the moral risk, more than the actual difference in combustibility that we figure," he said to me. "The man who will install an automatic sprinkler system is a man who does not want a fire, but experience shows that he is much less likely to have one."

The easy road to travel leads to a hard place to live.

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.



Our way the new way, the only way to increase cash business without expense to merchants.

We have just such a plan and proposition, including piano, for one retail merchant only in a town. Our plan requires no investment or ready cash.

We can serve only one merchant in a town. Send today for particulars and ask for letters from dealers who have tried giving away a piano to their patrons, for cash trade, with very profitable results.

AMERICAN JOBBING ASSOCIATION

Iowa City, Iowa

40 Dearborn St., Chicago, Ill.

Grand Rapids Safe Co.

Fire and
Burglar Proof Safes
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.



Women Who Are Smart Without Having Sense.

Among the most valued of my friends is an old woman, whose head is whitened by the snows of many winters and whose bright, piercing eyes have looked on many sides of life. She can neither read nor write, but she possesses the happy gift of epigram—of being able to hit off a truth in a single blow, white-hot, on the forge of speech. Her occupation just now is caring for a bright and interesting little girl, of whose perfections she is never weary of discoursing, and she invariably winds up her panegyric by saying: "I tell you, that child is smart and she has sense with it."

To me that seems the most discriminating criticism that I have ever heard offered on a human being. Moreover, it is the thing that comes nearest to explaining the myriads of failures in life. The world gave up long ago trying to guess the hopeless conundrum of why mediocrity passed genius so often in the race for fame; why so much talent that ought to have achieved great things went to waste and did nothing; what became of the infant phenomenons that we never heard of after they grew up; why so many good people were unappreciated, and why so many causes that ought to have succeeded failed. The answer is simple enough: It is just because there are so many people who are smart without having sense with it or have sense without brightness to leaven it. When they have both they have the combination that spells success every time.

This applies to men as well as to women, but it is peculiarly true of women, for it must be admitted that, as a rule, we run to specialties. We excel in some one particular good quality, and are loaded down to the guards with that, but we do not often carry a cargo of assorted virtues. Women's training has been along narrow lines and we can not be expected to break away from it all at once. We have not yet had time, as a sex, to develop a well-balanced, good, all-around character, and it is not surprising that we should still present occasionally a queer, lopsided feminine temperament that is all heart or all head and only sensible in spots.

A thousand examples of this will rush to everybody's remembrance. We all know, for instance, the woman who is smart, without having sense with it, with whom friendship is one long series of disastrous experiments. She has all the qualities that attract us most—magnetism, intelligence, brightness, cultivation—and association with her would be so delightful if only she had a grain of that common sense, the lacking of which converts friendship from a thing of peace and rest into a howling wilderness that the boldest does well to flee. You are never safe with

her. She takes offense where none is meant. She is always on the lookout for slights. She bristles with feelings as a porcupine does with quills and it is impossible to get within speaking distance of her without hurting her. No matter how small your dining room or what the circumstance, you dare not entertain anybody without inviting her. She gets huffy if you don't patronize her doctor and dressmaker, and it is a mortal insult if you refuse to take up her fads and prejudices and quarrels. It is observable that the women who are most loved are what is called commonplace. This is always set down to feminine jealousy, but it is a mistake. It is simply self-preservation. When it comes down to real friendship, we want the solid, substantial good sense on which we can rely, even if it is not particularly exciting. The meteoric brilliancy that is liable to go off at any sort of a tangent is diverting, but it is not a thing that is safe to tie to.

As a wife the woman who is smart without having sense with it is a Mrs. Jellyby, who goes off after causes and leaves her own affairs to run themselves. She wants to reform the world, but she does not undertake to reform the abuses in her own kitchen. She belongs to university extension courses and gives money to advance the cause of higher education, but she doesn't see that her own little Johnny learns his lessons. She theorizes on the influence of the home and makes her own home so uncomfortable that her husband takes refuge from it in his club or the corner saloon. She believes in woman's mission to uplift the world, but she goes through life without ever finding out that she is a living refutation of the gospel she is preaching, and that in every single case woman's influence must be an individual lever with which she pries up the individual spot on which she is standing. No woman who does not have sense enough to manage her own home successfully will ever convince anybody by brilliant talking that she is capable of managing affairs of state.

It is likewise the lack of sense, not of ability, that is at the bottom of the failures so many working women make. They are intelligent and industrious and they ought to succeed, if only they would use some reason and judgment in the way of managing their affairs and getting along with other people. Sometimes they refuse to see that business must be done on business lines and in a business way. Sometimes it is just merely lack of tact. They step on other people's toes and blunder against everybody's prejudices. They offend customers, and irritate their superiors, and then they wonder that their services are not in demand. The most competent stenographer I know can never keep a place. She is splendidly educated and an expert in her business, but she is one of those unfortunate people who always know everything and argue until she has silenced her employer—and lost her situation. Talent is good and smartness is not to be despised, but when it comes to making one's way in the

world there is nothing like a liberal endowment of good, hard horse sense that keeps one's eyes from being blinded by prejudice and one's reason from being swamped by anger and prevents one from throwing away in a moment of pique the opportunity they would give their lives almost to recall. Across the broken door of many a man and woman of genius might be written the fatal legend: "Failed through lack of sense."

Among the most aggravating of the women with smartness without sense are those we have tried to help and failed. I have known a young girl, in dire need of money, but with a talent for making clever little sketches that would have made her independent. A friend, at infinite trouble, got her an order from a swell caterer for dinner cards that might have been the beginning of an artistic career and would at least have kept the wolf from the door, but the young woman turned up her nose at the very suggestion as if she had been a Rockefeller and a Michael Angelo rolled into one. I have seen a little dressmaker, with the fingers of an artist, starving along, unknown and unpatronized. A good samaritan of a woman induced Mrs. Croesus, whose work alone meant a fortune almost, to try her, but little Mlle. Modiste disappointed her the very first time—and lost her opportunity. I have known a needy gentlewoman, for whom a dozen people moved heaven and earth almost to get a situation, and when she got it she took it with such a high and mighty air and discoursed

W. J. NELSON Expert Auctioneer

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152 Butterworth Ave. Grand Rapids, Mich.

Pure Buckwheat Flour

Car lots or less. Write for prices and sample.

Traverse City Milling Co.
Traverse City, Mich.

Buckwheat Millers

We pay highest market price for grain, carlots or less. Order our old-fashioned stone ground buckwheat flour. It has the flavor of buckwheat.

Send us your orders for Red Jacket Best Spring Patent, Wizard Winter Flour, Graham, Rye Flour, also horse and cow feeds of all kinds.

Grand Rapids Grain & Milling Co.
L. Fred Peabody, Mgr.
Grand Rapids, Michigan

We Pay You According to the Work You Do for Us

Besides the regular profit on **Ariosa Coffee** we give you an additional profit according to the amount you sell. The vouchers which we give you with every case of **Ariosa** are exchangeable for almost anything you want. You can use them instead of cash and as you get them for nothing and your cash don't come that way, you will see the importance of securing as many of them as possible. The values of the free merchandise you get from us each year depends of the amount of **Ariosa Coffee** you sell.

ARBUCKLE BROTHERS, New York

so continually of her former splendor and patronized her employer until she got so unendurable he had to discharge her.

Everybody has had experiences of like character and knows that the most impossible and hopeless and heart-breaking thing in the world is the attempt to try to help smart women who have no sense to help themselves. They may be as poor as poverty, with desperate need, and have every element for success in their hands and then deliberately throw it away. You can only look on and pity them. You can not do anything. You can not even protect them, because nothing short of inspired idiocy can tell what they are going to do next.

It is the smart women without sense, in public affairs, that are the bane and the despair of the woman movement. They are the ones who cast ridicule on a noble cause and make it the laughing stock and derision of the world. A thousand women sane and sweet and seeking to win people from drunkenness by argument and persuasion can not offset the harm a wild fanatic like Mrs. Nation does the temperance cause in the hoodlum pastime of smashing saloons with a hatchet. It is not dull women who mother all sorts of wild schemes in clubs and stand for any sort of crazy reform or run off after any kind of a new religion. It is not your commonplace woman who does not read and does not think who sends flowers to wife murderers and whose hysterical sympathy is always on tap and ready to be utilized by any fakir that comes along and wants to work her for his own selfish ends. It is the smart woman—alas! that one should have to say it—the woman of intelligence, of education, of reading, but whose brilliancy is not ballasted by good sense. There is no lack of talent among women. You could not throw a bouquet into any woman's clubs without hitting a dozen whose attainments and abilities are equal to those of the most intelligent men in the community, but there is a doleful dearth of women who can see right straight and judge a question on its merits without any reference to its appeal to their sentiments.

The ideal woman is the one who combines cleverness and judgment. She has the wit to charm us, the intelligence to attract, the cultivation that makes her society a delight, but underneath it is the good hard bed-rock of common sense that directs all her acts and makes them sweet and reasonable. That is the woman the new century will bring us—the woman who is smart and has sense with it.

Dorothy Dix.

A Brutal Creditor.

"Why is the veterinary surgeon always at your house? You have no cattle."

"He is treating me."

"You? A veterinary surgeon?"

"The rogue owes me fifty dollars, and that is the only way I can get it out of him."

You can not tell how high a man's piety is quoted by the number of pious quotations he makes.

Honesty the Best Business Policy.

One beautiful spring morning a well-dressed young man, probably 20 years of age, entered the office of a large manufacturing concern in Detroit and applied for a position as salesman. After he had introduced himself to the manager of the sales department and made his business known, the manager proceeded to ask the usual questions regarding the applicant's ability, etc. A man was needed to take out samples at once.

"What experience have you had on the road?" was asked.

"About a year."

"For what house did you travel?"

"I traveled—er—er—I."

"Well," interrupted the manager with his eyes fixed on the applicant's face, which had reddened considerably, "you didn't travel quite long enough to learn the firm's name. No, we haven't any position to offer you at present; good day."

As the young man was leaving the building he met a tall honest-faced youth, who nodded and entered the office. He applied for the same position as salesman.

"What has been your experience as a salesman?" came the usual question.

"As yet I've had no experience," promptly answered the youth.

"What makes you think you can sell goods on the road? You must understand that when we employ a man to carry our samples to show the trade, we must have some assurance of getting our share of the business."

The youth with a serious yet pleasant face answered: "My only assurance to offer you is that if I am permitted to carry your samples, I shall endeavor to show them up to the best possible advantage for the house. I think that inasmuch as your goods have merit and men are successfully selling them on the road, I can sell them, too."

He got the job.

How He Consolated the Dying Bill.

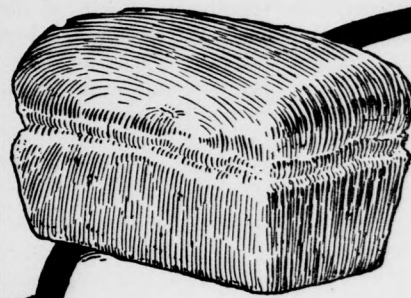
One of Detroit's most prominent Episcopal rectors was summoned to a hospital recently to console a man who had been injured fatally. The clergyman was delayed, and when he reached the hospital the man had died.

"Too bad, sir," explained the dead man's friend, "Bill's dead, sir, but I guess it's all right, sir. I gave him consolation."

"You did?" enquired the clergyman, in astonishment. "How did you give him consolation?"

"Ah," replied the man, "Bill says to me, says he: 'Jim, I'm going to die.' 'I guess you are,' says I. 'I've been a very bad man, Jim,' says he. 'That's what you have been, Bill,' says I. 'I guess, Jim,' says he, 'I'll not go up there,' says he, pointing up. 'Ah, Bill, I guess you won't,' says I. 'Jim,' says he, 'I guess—I guess I'll go down.' 'Yes, Bill,' says I, 'I guess that's where you'll go, and you're lucky that you've got some place to go at all.'"

There is no sweetening power in the sweet words that have a bitter heart back of them.



**As Staple
as Bread**

Karo

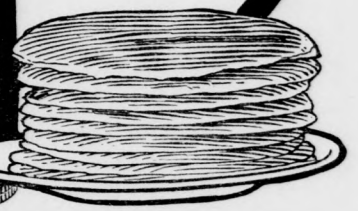
CORN SYRUP

is the great everyday sweet for all people. It is pure, wholesome, nutritious, delicious—endorsed by food experts.

People who appreciate good foods insist on Karo.

Can you supply them?

CORN PRODUCTS
MFG. CO.,
Davenport, Iowa.

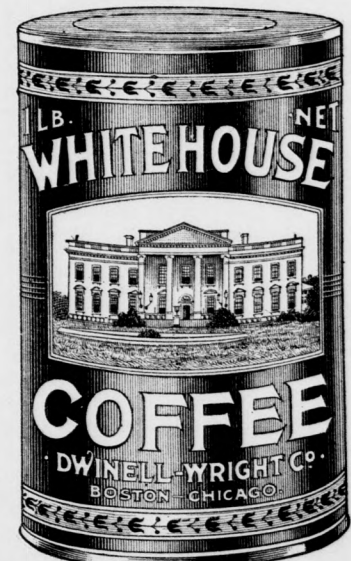


SYMONS BROS. & CO.

SAGINAW, MICH.

Sell
"White House"
Coffee
Because it
Is such mighty
Good coffee
Retail grocers
Have a
Big demand
For it—the
People
Will have it.

Good reasoning,
Isn't it?



PIONEER MERCHANT.

Interesting Reminiscences of Early Days in Hastings.

How did the pioneer merchants of Hastings "buy and sell and get gain" fifty-two years ago? Not many can answer that query from their own personal experience. But there is one man in this city who was engaged in business here in 1855 and for many years after. He wears his nearly 80 years lightly and joyously and feels that it is a great privilege to be living and to witness the wonderful changes time and the onward, upward march of civilization are making. And he is a thorough optimist. While he delights to recall the many pleasures of the old days, he is happy in the belief and confidence that the world is growing better. He knows that "God's in his world" and it must be a better place, and its people a better people.

Oscar D. Spaulding was born in Western New York June 5, 1828. When he was but a lad he came to Bellevue, Mich., with his parents. There he grew to manhood and there on August 10, 1851, he was married to Harriet M. Mason. Just a short time ago they celebrated the fifty-sixth anniversary of their wedding. Both are hale, happy and enjoy life. Side by side they have traveled life's journey together, and the tender tie that bound them to each other has been growing stronger with the years. One who sees them can see a picture of comfort and joy that God intended should come to men and women from the marriage relation when the frosts of the years have silvered the locks and the spring and elasticity of youth and mature life have changed into the feeble and hesitating steps of age. It is a charming picture to see such a couple grow together into the ripeness and beauty of a sweet old age.

But this is another matter. Oscar D. Spaulding and wife were living contentedly together in Bellevue. He was employed by William Grant, a brother of the late Robert J. Grant, of this city, who was a pioneer merchant of Hastings. William purchased a half interest in Robert's merchandise business in this city early in 1855. He did not wish to move to this town himself, and having full confidence in the integrity of his young friend, Oscar Spaulding, he arranged with the latter to go to Hastings and represent his interests in the partnership. It was agreed that Oscar should have his living out of William's half of the gross profits, and that he should also have half of the net profits that would be William's share. He then expected to buy William's interest later.

In March, 1855, Mr. and Mrs. Spaulding set out from Bellevue in sleighs for the village of Hastings. His capital, as he puts it, "consisted of \$107 in cash and my good wife." The journey was a slow, tedious one. With their household effects, not many, they reached Hastings that night. They moved into the home of R. J. Grant, and the latter and his wife boarded with them. The Grants then lived where the Bancroft resi-

dence now stands, just north of the Episcopal church on Broadway. The Grant home was the Mecca for every Methodist preacher that ever struck this place, and the preacher knew that a glad welcome awaited him. Here the two families dwelt happily together.

The little store of the Grant Bros. is now occupied by the Palm Garden and is the second building west of the Hendershott block. In this establishment was then kept a stock of dry goods, groceries, crockery, boots and shoes. You can readily see that the quantity of each kind was not extensive.

The causes which led to the severe panic of 1857 had begun to exert an influence in 1855 and business was greatly depressed. The currency was mostly the "wild-cat" paper money issued by banks of whose solvency there was much question. Before a business man would dare take a bank note in exchange for his goods he had to get his "Bank Note Detector" and see if the bill was worth anything at all, and if so how much it must be discounted. Not a currency note of any bank could be taken at its face. Many of them were as worthless as the paper they were printed on, and the best of them were discounted all the way from 10 per cent. to 90 per cent. by the merchant. The principal circulating medium of Hastings in that early day was Barry county orders, which were given for salaries, labor or other claims, and what were known as "Ball's Shin plasters." These last circulated at par. They were issued by the late John Ball, of Grand Rapids, who was known to be financially responsible.

Mr. Spaulding remembers seeing one "Wild-cat" bill which promised to pay the bearer a considerable sum in gold, but which was really worthless, across whose face a wag had written, "I know not that my Redeemer liveth." It was strongly suspected that R. B. Wightman wrote the words which so truly stated the facts.

The depression in business and the closeness of the times did not conduce to large profits in 1855. Mr. Spaulding remembers that, after the living expenses had been paid out of William Grant's share, he and William divided \$18 between them, which represented half of the net profits of the business for the whole year—his first in business in Hastings.

The stores in this town in 1855, as Mr. Spaulding remembers them, were as follows: Wm. Barlow, Ferris & Edgecomb, who conducted a general store; Nathan Barlow and Wm. Goodyear, who also had a general store; H. J. Kenfield, general store; Alvin Bailey, general store; Hadley & Wightman, hardware; H. A. Goodyear, hardware and bank; D. C. Hawley, grocer; Grant Bros., who did business under the name of Grant & Spaulding; J. M. Nevins and A. A. Knappen, general store. The lawyers in Hastings then were: James A. Swezey, Isaac and Charles Holbrook, William Burgher and George Mills. The doctors were Dr. William Upjohn, a Dr. Cornell, Dr. John Roberts and Dr. A. P. Drake, as

far as Mr. Spaulding can remember.

In 1855 there were about 300 people in this town. Practically the whole of what is now the second ward was covered with dense forest. The fine shade trees in front of Mr. Spaulding's home he took up from their original locations in the second ward, and transplanted them in their present places.

There were even then six or eight groceries, some of them very low dives. Mr. Spaulding can remember election days in that early period

when drunkenness was very prevalent. He can recall, too, that vote-buying was common. He remembers seeing a hotelkeeper in Hastings one election day march a drove of fifteen to the polls, fix and hand each man his ballot, which the purchaser saw was given to the inspector, after which the briber settled with his hirelings. That was a specimen of what happened frequently fifty years ago. The "good old days" were not better than these, but worse in respect to corrupt elections.

President, Geo. J. Heinzelman

Secretary and Treasurer, Frank VanDeven

Vice-President, Ulysses S. Silbar

Grand Rapids Paper Co.

Representatives of Manufacturers and Wholesale Dealers in

PAPER BAGS, CORDAGE AND WOODEN WARE

20 Pearl St.

Grand Rapids, Mich.

AGENTS FOR MUNISING FIBRE PAPERS



Fire Arms
and
Ammunition

Big
Game Rifles

Automatic Guns

Double Shotguns, Single Shotguns

Hunters' Clothing, Carryall Bags, Ponchos

Base Ball Goods

FOSTER, STEVENS & CO.

Grand Rapids, Mich.

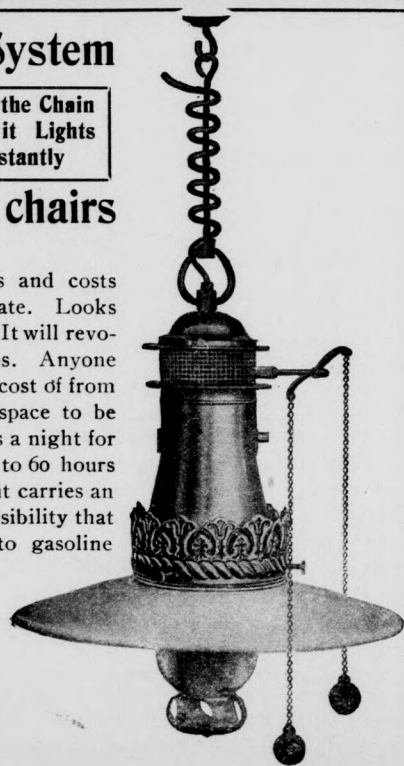
A Gasoline Lighting System
That Requires
No Generating
No climbing ladders or chairs

Pull the Chain
and it Lights
Instantly

Is as convenient as electricity or gas and costs less than one-twentieth as much to operate. Looks like the latest Nernst electric arc lights. It will revolutionize the lighting of stores and homes. Anyone can install and own a lighting plant at a cost of from \$20.00 up, according to the size of the space to be lighted. **500 Candle Power**, two hours a night for **a Nickel a Week**. Will actually run 40 to 60 hours on **one gallon of gasoline**. Every outfit carries an eleven year guarantee backed by a responsibility that is unquestionable. The only objection to gasoline lighting, viz.:—having to generate the lights before using, entirely overcome. Send for our 48 page catalogue showing many beautiful designs.

Gloria Light Company

5-7 N. CURTIS ST., CHICAGO



In 1855 Mr. Boltwood became associated with R. J. Grant in the store and Mr. Grant became interested with him in the flouring mill, the firm name being Grant & Boltwood. Mr. Spaulding worked for this firm, having charge of their store for several years.

In 1865 the subject of this sketch decided to go into business for himself. By diligent work and careful saving he had accumulated \$1,300 cash. This was not enough to start with, so he visited his father in Bellevue to seek a loan from him. After he had explained his desire and need he asked his parent if he could help him with a loan. "Yes, Oscar, I can lend you this," said his father, referring to a bill which he drew from an inside pocket. The son, supposing this to be a bill of ordinary denomination, felt his heart sink like lead. His father's proffered aid seemed a cruel mockery of his hopes. When the son unrolled the greenback he found it was a \$1,000 bill, and his heart bounded back to its normal place. His father was able to increase this sum to \$1,300, so that the young merchant had \$2,600 cash.

New York City was then the mecca of the Western merchant, and thither Mr. Spaulding made his journey in 1865, accompanied as far as Syracuse by J. S. Goodyear, who had then entered business, and was also making his first trip to the metropolis. Mr. Spaulding stayed over night at Syracuse, and next morning heard of Lincoln's assassination, so he hurried on to New York.

His \$2,600 he had strapped to his person in a belt. He went to a large wholesale house, stated his wants and had made several good sized purchases when the wholesaler desired to enquire about his customer's financial responsibility. Without further ado Mr. Spaulding drew out his belt and handed the New Yorker the \$1,000 bill. "Trade all you want to, Mr. Spaulding," said the wholesale dealer, and the Hastings man did so, investing his \$2,600 cash and going in debt an equal amount.

Returning to Hastings our subject began business. It was right after the war and trade boomed for the new merchant, who soon paid his debts and was in a position to buy a location and build a store of his own. He purchased the site which the City Bank building occupies, which cost him \$975. This he occupied until he sold it to C. D. Beebe, who erected the Bank building. Trade then came to Hastings from as far north as the county line, west almost to Middleville, east nearly to Nashville and south halfway to Battle Creek. There was lots of "jeweling" before a trade was closed. Mr. Spaulding can remember one woman who wished to purchase a white shawl for her daughter to wear at her first communion at the Battle Creek Catholic church. The asking price for the article was \$3.25. But the merchant said \$3 would take it. The customer stood for \$2.75, and neither would budge although much time had been consumed in the argument. As a last resort the woman pointed her finger directly at Mr.

Spaulding and said with terrible earnestness, "Two dollars and seventy-five cents for the shawl and meet me in Heaven." She got the shawl.

Mr. Spaulding has always been a deeply religious man and a loyal supporter of and worker in the Methodist church. When he came to Hastings there was a small number of Methodists here organized into a class. In 1857 the Methodists began to hold services in the court room. Bright and early Sunday morning R. J. Grant and O. D. Spaulding, each carrying a big armful of wood, could have been seen heading for the Court House. Arrived there, they built the fires in the stoves and then began to sweep away the litter of tobacco quids, waste paper and dirt that might have accumulated in the court room during the week. Every winter there were revivals and they were very earnest and fervid. There was always an annual donation for the preacher, and he was deluged with potatoes, cabbage and a miscellaneous lot of plunder which gave him "something of everything," except money. He was shy on that at donations. When Rev. Jerry Boynton was stationed in Hastings he planned the Methodist church as it used to be before the two additions had been made. The members and friends of the congregation volunteered most of the work, and Uncle Joe Cole gave the timbers, which were cut in his woods east of the city.

Mr. Spaulding can recall a very amusing pioneer incident which happened in Bellevue some time before he moved to Hastings: The father of Robert and William Grant, who lived in Bellevue and conducted a tavern there, was the owner of a pet bear. There were still many of the wild variety in the woods about that town. It occurred to some of the hunters that they would like to have their dogs get accustomed to tackling a bear, so they went to Grant, Sr., and arranged with him that each owner of a dog, on payment of \$1, might tackle the bear. It was stipulated that not more than two dogs should be permitted to get after the bear at one time.

A day was set for the contest and people came for miles to see it. Bruin was brought in a wagon to the center of a vacant square in Bellevue. About the square were scores of spectators, included among them being a number of hunters with their canines, which were held in check by straps, etc. Two dogs were unfettered and directed to attack the bear, which they promptly essayed to do. As the canines approached bruin stood up and took notice. When the dogs came near enough he laid each one in the dust with a powerful blow. The bear scented further trouble and pined to go home, and made straight for that part of the square where the hunters stood holding their dogs. The nimrods promptly let them go and they and everybody else ran for a place of safety. Then the dogs all made for the bear, and soon there was the scrappiest kind of a fight between bruin and the dogs. Gradually the panic among the people was forgotten in their interest in the fight

between the bear and the dogs. There were champions of the bear who demanded that the attacking canines be limited to two; and the dogs' friends insisted that it was all right for any number of dogs to tackle bruin. The war of words between champions of the bear and of the dogs soon became a war of blows, and in a little while angry men were pummeling each other. How long the fight between the animals and their respective two legged champions might have continued we can not tell. At last, and to end the fighting, Mr. Sykes, father of the Bellevue mail carrier who has recently come into unpleasant notoriety, shot the bear, and so ended the trouble.—Hastings Banner.

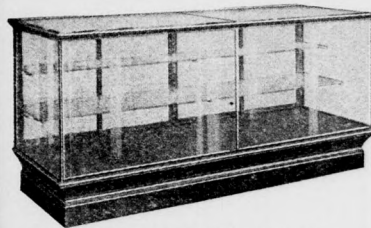
His Chance.

"Suppose, Miss Irma, you were a man and I was a girl; would you try to kiss me?"

"I really do not know. What would you do?"

Black Letters Break Glass.

The hazard of black paint on plate glass is, it appears, by no means inconsiderable. Signs painted on plate glass done in solid black paint are, in point of fact, extra hazardous, as plate glass insurance companies have discovered to their cost. The practice of painting signs of this kind seems innocent enough, but the experience of conservative casualty companies fully justifies them in refusing to write such windows. The explanation of the hazard under consideration is to be looked for in the property of a black surface to absorb the sun's rays, by means of which, according to a writer in *Rough Notes*, an unequal expansion is produced throughout the plate and under the influence of a sudden gust of cold air or any other sudden change in temperature, a strain is developed which shatters the plate glass bearing the black paint. All black-painted signs on plate glass, no matter with what exposure, must be considered as hazardous risks.



Our Crackerjack No. 25

Write for our catalog A.

Non-binding doors and drawers, non-warping pilasters and frames. Great improvements for our wall cases and show cases.

We guarantee that it is impossible for a door or drawer to bind under any climatic condition.

Do you realize what this means in the wearing qualities of fixtures? 1,000 cases in stock, all sizes and styles.

GRAND RAPIDS SHOW CASE CO.
GRAND RAPIDS, MICH.

The Largest Show Case Plant in the World

Obey the Law

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

BILL-BOARD EVIL.

The Warfare Being Carried On Against It.

The counts in the indictment against the bill-board evil are being formulated and multiplied throughout the country. Each interest involved is pressing its charges with increasing vigor and relentlessness.

The public official, in the person of the fire and police chief, is objecting on the ground that the bill-board is a menace to the life, health, and property of the community. Very slight reflection is needed to see how dangerous bill-boards are apt to be in large cities and in narrow streets. Fire Chief Croker, of New York, maintains that they are a delay and a very great handicap to a fireman, and that time and again his men have to cut their way through the boards to get to a fire. The Fire Chief of Janesville, Wisconsin, is officially on record as opposed to bill-boards, and in Buffalo the City Council has placed in charge of the Fire Bureau the abatement of those boards defined to be nuisances. Moreover, bill-boards, it is contended by some officials, help to communicate fire, and should be forbidden on the same ground that frame structures are forbidden in built-up sections of the average city. To allow bill-boards within the limits wherein frame structures are forbidden is an obvious inconsistency which ought forthwith to be done away with without further debate.

The police in some cities object because the boards afford a hiding-place for fugitives and criminals; and sanitary officers and building inspectors object because the grounds behind bill-boards are likely to become nuisances. The Memphis Council recently enacted some much-needed protective and sanitary legislation, including certain sections bearing on the bill-board problem, the constitutionality of which was assailed but eventually sustained by the Supreme Court. In future all bill-boards must be built three feet from the ground. This is primarily necessary for the purpose of sanitation. Many people have been using the space in the rear of extensive bill-boards as a common dumping-ground. Filth of all character has been deposited in such places because they were screened from the public streets. Various nuisances have been committed and the health of the city has been endangered. This was one of the reasons that led the building inspector to begin his crusade in behalf of a healthier and safer arrangement for the construction of such boards. In this he had the co-operation of the health department and some of the city officials in general. In addition to this there are certain other regulations to be complied with looking to the public safety. A number of boards have recently toppled over, and in two instances death was narrowly averted. In future, in Memphis, all bill-boards, in addition to being built three feet from the ground, must be built upon posts six by six inches

where the sign is to be ten feet in height.

This legislation does not go into the question of the moral or aesthetic offensiveness of bill-boards, but it is significant in that it establishes a precedent that they are nuisances because a danger, if unregulated, to the public health. Moreover, it furnishes a reply to one of the stock arguments of bill-posters that they hide unpleasant spots and sights. A correspondent of a Pittsburg paper thus puts this side of the case: "Bill-boards have been called an eyesore, but I leave it to any observant person if a picture, no matter how inartistic or crude, is worse than the usual litter of tin cans, garbage, stones, etc., generally to be found behind these same boards. Clean up the vacant lots so that the people will not want to hide them with hideous fences and then talk about the harm done to one's artistic principles by bill-boards." Will those responsible for such a condition of affairs be the more likely to clean up if the litter is exposed, or if it is allowed to remain concealed behind a bill-board? Bill-boards may cover up a lot of sins, but the wiser policy is to cure the sin rather than multiply the bill-boards!

There are those who now claim that bill-boards are further detrimental to health because they shut out the light from offices, factories, and in some places flats and dwellings. If bill-boards multiply in number and size as rapidly in the next year or two as they have in the past two or three, they will shut out a very considerable amount of light and air. What with the sky-scraper and the gigantic bill-boards in our cities, the outlook is not encouraging unless a halt is called, and that very soon. Perhaps the fact that the value of real estate is being impaired by the presence of these boards will serve to bring about a reform. The Massachusetts Civic League in its campaign in that State formally charged that the value of real estate had been decreased in certain instances by reason of objectionable bill-boards. If once the property-holders realize that this is likely to be a general result, they will bestir themselves to their own benefit and that of the community.

Moral agencies indict bill-boards because they so frequently are used to advertise lurid and sensational plays, tobacco, and alcoholic beverages. The Woman's Health Protective Association of Brooklyn charge that the former incite to crime and that the latter are active accomplices in the transgression, and have asked the Court to order their expunging, on the ground that the community must protect the morals of the boys and girls, its future citizens. The young Peoples' Temperance Union of Chicago propose to offset the baleful influences of immoral posters by "capturing the bill-boards and reaching the millions outside for Christ and the temperance cause." Arguments for total abstinence and prohibition are to be made on the posters by means of latest cartoons, printed statistics, and direct appeal.

Those behind the movement promise that the general effect will be unique and even startling. "Wipe out the liquor traffic and you will wipe out eighty per cent. of all crime" is a sentence appearing on one bill-board. The title is "Personal Liberty," and Liberty is pictured draping back the American flag from a scene showing poverty as the result of saloons. Another poster entitled "The Real Race Suicide" depicts a home scene, while watching above is a vulture representing the saloon. On still another the picture of a hobo will be shown. On the telephone pole against which he is leaning are the words, "Whisky did it, that's all;" and Archbishop Ireland's warning, "The great cause of poverty is drink." More boards will be erected at strategic points in the city as soon as the necessary funds are forthcoming, and soon "the drunkard can not take his morning constitutional without bumping up against a pictorial appeal to his reason and conscience."

This may be "fighting the devil with his own weapons," but that is always a doubtful policy, because he knows so much better how to use them. Moreover, if the bill-boards are objectionable for the reasons already set forth, their use in a moral crusade will give them a standing and respectability that will be difficult to overcome. The fact that the Public Park Association of Providence resorted to them to create public opinion in favor of a proposed loan for parks, although it used them within bounds, has been frequently



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The Sanitary Wall Coating

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

Alabastine Co
Grand Rapids, Mich.,
New York City

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

cited by bill-posters as an argument in their behalf. If the bill-board is an offense to the aesthetic tastes, an eyesore, and a nuisance in general, it is a secondary matter what its message is. "If," as one commentator puts it, "the apostles of good in the world find that bill-board advertising pays, and that it is worth while to put their truths before the people in that way, they are only confirming other advertisers' opinion of the worth of the bill-board as an advertising medium, and making a bid for the erection of still more of the so-called nuisances."

The most widely urged objection to the bill-board, however, is the one based on aesthetic grounds. As the City Attorney of San Jose, California (Jackson Hatch), declared in his brief, "A glaring bill-board, advertising, for instance, 'Budweiser Beer,' set opposite a man's house in a vacant lot bordering upon a public highway in a country town devoted to homes, is just as offensive to the immediate residents as would be the maintenance of a pig-sty giving forth offensive odors, or the maintenance of a stone-breaking machine, or a chime of hoarse bells. In principle there is no difference between them. It is only a difference in degree; each is an interference with the peaceable and quiet enjoyment of one's property." As the judge who heard the case sustained Mr. Hatch's contention, we may assume that he was of this opinion too. It is a great step forward that one court at least has held that an injury or an offense to the sight may be abated as a nuisance, just as we may a nuisance to the ear or nose.

There was a time when a ride through the country on the railway was an uninterrupted panorama of beauty, an ever varying scene which was a delight to the eye and a joy to the soul. There was mental and spiritual refreshments. Can the same be said of the ride from Philadelphia to New York on the Pennsylvania Railroad or from New York to Boston on the Shore Line? There are spots which remind us of what was once the rule, but, for the most part, our eyes meet offensive signs—offensive not only in what they give us in the way of unsought advice about personal matters, but offensive because they obscure the landscape and detract our attention from its beauties. To adopt as our own the words of the Earl of Balcarras, one of the leading British opponents of the evil: "What we claim is that the landscape does not belong to the man who chooses to pay a few shillings for it per annum, but is an asset of the people at large. The same principle applies to open spaces and places."

The conviction is growing in this country that scenic and urban beauty are public assets, and must not be impaired to enable some one to sell more ointment or more whisky or more cigars; and I believe business men are beginning to realize that a bill-board is an undesirable medium of publicity. That certainly is the

view of the Business Men's Club of Cincinnati, which has entered on an anti-bill-board crusade with great vigor. By printed page and picture, by oral argument and persuasive letter-writing, it is seeking to get advertisers to abandon objectionable forms of advertising. Here is the letter it is sending to every bill-board advertiser in Cincinnati: We have noted signs bearing your advertisements in our city. The card we inclose is one signed by numerous large advertisers who have displayed enough civic pride to agree to abandon this kind of advertising within our city. Trusting that you will lend your assistance by signing and returning the inclosed card, we are, yours truly, The Committee." With the letter is sent what is known as a roll of honor card, which is in the nature of a pledge to refrain from bill-board advertising. If this method fails to produce results, the next step will undoubtedly be to establish a gentle but effective boycott of goods sold or manufactured by those using the bill-board; but so far the roll of honor seems to be popular, and one hundred and fifty firms have declared their intention to abandon the use of the bill-board. Moreover, it is proposed to retain a man who will devote his whole time to the abatement of the nuisance, and the Committee seeks to interest all the business bodies of the State in its campaign. It has also in mind the formulation of legislation providing for the taxation of boards. It is estimated that a tax of twelve cents a square foot per annum on the three million square feet of bill-boards in the city would yield \$360,000. To be sure, if the advertisers should very generally abandon bill-posting, then the returns would be diminished.

Taxation is coming to be regarded as a favorite weapon against the bill-board. To quote the New York Tribune: "We think the abuse could be made to correct itself in a few years if the State would authorize the laying of a graduated tax on street signs, the tax increasing with the square area covered. The Government would either make a considerable revenue out of such a tax or the increased cost of posters would compel a change in present methods. To artistic, modest, and sensible advertising there can be no objection. But we owe it to our sense of municipal good order and dignity to blot out the extravagant and tasteless poster spread indiscriminately over fences and walls. We have much to learn from the wise practice of European cities in dealing with the street advertising problem." With the beginning of a new fiscal year, on July 1, in Los Angeles, a new bill-board license ordinance became effective. It will mean for the city an increased revenue of about \$10,000 a year, and will have a tendency, it is hoped, to reduce the number of objectionable sign-boards that disfigure some of the more attractive parts of the city. The new ordinance will require the payment in advance of license money for bill-boards.

A proposition is now under consideration to prohibit altogether the bill-board in certain sections. Massachusetts is making an effort to regulate the evil. At the late session a bill was introduced (which is to be reintroduced again and again until it becomes a law) providing that the board of aldermen of a city or the select men of a town within which any bill-board is to be erected shall first receive an application for a license, and that the application shall describe the desired location and give the specifications of the proposed board. A license fee is to be charged for the purpose of covering the costs of inspection, etc. The aim of the bill is to put into the hands of public officials the responsibility of locating signs, so that they may not be put by churches, squares, parks, and other places where the people have developed a situation for their own pleasure and not for the private profit of those who would interfere with that pleasure.

The fight has also been inaugurated in Pennsylvania and in New York. In the former State the American Civic Association had prepared and introduced a measure giving local authorities the right to classify, regulate, and tax bill-boards. In that it was a local option measure and placed the burden of regulation on the local authorities, where it properly belongs, this Pennsylvania measure is in most respects a model one. There was introduced into the recent session of the New York Legislature a general bill to tax signs,

"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.

Manufactured by
Wabash Manufacturing Company
Wabash, Indiana

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

Saves Oil, Time, Labor, Money

By using a
Bowser Self Measuring Oil Outfit

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

We Sell the Celebrated Penn Yann Buckwheat Flour

Made at Penn Yann, New York

—and—

Pure Gold Buckwheat Flour

Made at Plainwell, Michigan

Gold Leaf Vermont Syrup

New Goods Just In

JUDSON GROCER CO.

Wholesale Distributors for Western Michigan

providing for a yearly tax of twelve cents for each square foot of space on fences, walls, barns, houses, sheds, rocks, bill-boards, or other objects used for advertising purposes during more than five days in the year. The objects of this bill were to provide additional revenue for the State, cities, and towns; to preserve the beauty of streets, highways, and landscapes; and to create among advertisers a tendency to attract attention by the artistic qualities rather than by the mere size of their signs. Exemptions to the general provisions of the bill were made for signs which had an area of less than thirty-two feet, for those composed entirely of lights, and for signs on hotels, apartment-houses, and on buildings used for trade and manufacture when the advertising matter consists of nothing more than a name and a trade-mark. It has been roughly estimated that this bill, if enacted, would bring New York an annual revenue of \$800,000, to be divided between the State and local government.

This and all similar measures are based on the French principle that bill-boards should be closely supervised and regulated by the local government and should yield a revenue. Moreover, they recognize that the rights of private property are always subject to the paramount rights of the public.

Thus we see that the bill-board is being attacked on every side, by the public official, by the sanitarian, by the business man, by the legislator, by the lover of civic beauty; but one must not think that objectionable bill-boards and offending bill-posters will gracefully or quietly retire from the field. Their owners have their National organization, which is called by some a trust; they have an active lobby in every State where legislation adverse to their private interests is introduced; they have an active and at times a virulent publicity bureau. They are leaving no stone unturned to protect and advance their interests. The fight is a bitter one and to the finish.

The war on bill-boards should have, and I believe in time will have, the sympathetic approval and support of every loyal citizen, whether or not he is a lover of civic beauty. This warfare is as much in the interest of material, business prosperity as in the interest of the disfigured landscape. The great public is beginning to appreciate that whatever makes for the beauty of the streets of a great city will also make for a greater harvest in all branches of business activity.—Clinton Rogers Woodruff in Outlook.

A Prayer for Rain.

The Episcopal minister was having Sunday dinner with one of his parishioners. Suddenly the 8-year-old daughter of the house spoke up:

"Oh, Dr. Still, will you please say the prayer for rain to-night, so it will pour to-morrow?" she urged.

"Why, dear?" asked the clergyman.
"Cause I have a dandy new umbrella and maskintosh," replied the eternal womanly.

Fishes Complete Machine Shops.

The finny folk of the deep sea carry their machinery inside themselves. The swim bladders, for example, of some fishes are furnished with singular appendages essentially similar in construction to the gauges which indicate the pressure of steam in boilers. These contrivances are found only in species in which the swim bladder is filled with air at high pressure, which is subject to great and sudden variations when the fish rises to the surface or dives deeper below, so that the distended bladder would be in danger of rupture if it were not provided with valves.

The proper moment for opening these valves is indicated to the animal by the natural steam gauges that establish a connection between the front of the swim bladder and the brain, and which, therefore, resemble steam gauges in function as well as in form. Steam gauges are of two general types. One employs a stand-pipe filled with liquid and the other uses the elasticity of thin metal plates. Both types are represented in the steam gauges of fishes. Liquid gauges have been found by Dr. Otto Thilo in the swim bladders of the herring.

The most reliable steam gauges, barometers and manometers are constructed on the same principle, that is, they are tubes filled with liquid, and they serve as standards of comparison for the elastic plate and dial manometers, consisting of a metal box which communicates with the boiler through a pipe and is closed above by a thin metal plate. When the pressure in the boiler increases the plate is forced upward. This is the principle on which the steam gauges of the mud-fish, carp and some other fishes are constructed.

Frozen Meat Trade Frauds.

According to the report of the New Zealand Department of Industries and Commerce, "a large proportion of New Zealand products finds its way to the consumer under brands and designations which have no connection with the source of origin; also that articles from foreign sources, of inferior quality to their own, are being palmed off upon the consumer as of New Zealand origin." It is admitted that the question must be fought out and adjusted in London, and the necessity is urged of New Zealand being represented there in a manner similar to that of other countries; but no indication is given of the system or action by which the frauds can be prevented or punished. The only suggestion is that "if New Zealand products are to successfully withstand their competitors, the consumer must be educated up to the value of the article, and this can only be done by seeing that he gets New Zealand produce knowing that it is New Zealand."

She'd Better Mind Her P's and Q's.

A little girl had been to Sunday school for the first time, and had been much interested in the lesson, which had as its foundation the text, "Put your trust in the Lord, and place no trust in princes."

About a week later when she returned from kindergarten she found her mother busy helping the cook prepare fruit to make jelly. She sat down to watch—they were too busy to let her help—and presently she heard her mother give an impatient exclamation.

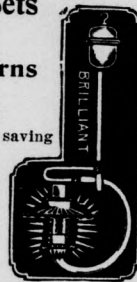
"What is it, mamma?" she asked.

"Oh, every one of these quinces is bad at the core, and I'm very much disappointed for I had counted on them; I wanted to finish my jelly to-day."

"I wish I had known," said the little girl with her wisest little air, "I could have told you better, mamma, for it was only last Sunday that Miss Holbrook warned us to put our trust in the Lord and have no confidence in quinces!"

The Sun Never Sets where the Brilliant Lamp Burns

And No Other Light
HALF SO GOOD OR CHEAP
It's economy to use them—a saving of 50 to 75 per cent. over any other artificial light, which is demonstrated by the many thousands in use for the last nine years all over the world. Write for M. T. catalog, it tells all about them and our systems.



BRILLIANT GAS LAMP CO.

24 State Street

Chicago, Ill.



DON'T FAIL
To send for catalog showing our line of

PEANUT ROASTERS,
CORN POPPERS, &c.

LIBERAL TERMS.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.



You Take No Risk in Selling the Original Holland Rusk

The Prize Toast of the World

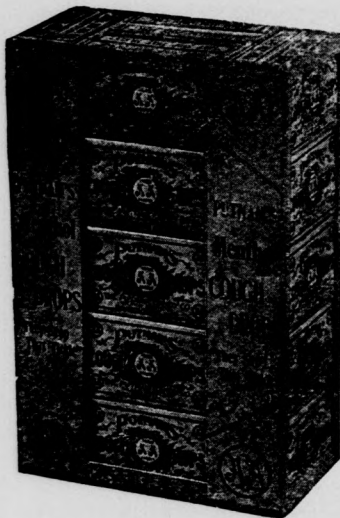
A guarantee of its purity is on file with the Secretary of Agriculture, Washington, D. C.

The Original Holland Rusk is packed only in red and black cartons with a Dutch windmill as a trade-mark.

It will pay you to push it.

HOLLAND RUSK CO.

Holland, Mich.



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.



Mo-KA COFFEE

A Trade Winner

The Best High Grade Popular Priced
Coffee Ever Offered to
the Trade

Sales 100% more than last year.
25,000 sample packages given out
at the Detroit Pure Food Show.

20¢
—THE—
POUND.



Uncommon Method of Exhibiting Ranges.

Written for the Tradesman.

Mr. Windowman, what is the very first thing a good housekeeper does when her house is to be thrown open to the public?

She begins at once to clean. And the word "clean" really should be set up in big capital letters, for she certainly makes a capital job of it. And this isn't to infer that the good hausfrau didn't have a nice tidy house to begin with; but, no matter how neat as a pin it may be, it must all be gone over again so as to be very, very sure that there isn't a speck of dirt, or even a hint of dust, in any invisible crack!

The clean housekeeper's work is never done. She may "dig in" "from early morn till dewy eve," and yet she can always find something that, in her opinion, needs her undivided attention.

And so should it be with the conscientious window trimmer.

Every single time that merchandise comes out of the window, the window brush and the floor brush should go in. They shouldn't go in just to look around, but should go in for business—and strictly hard business at that, no makeshift, if you please. If everything is clean to start with it's much easier to go ahead with a window than if you have the feeling that a discriminating public is going to be "seein' things" in it that, from the standpoint of perfection, don't belong in any merchant's window space. Some people are rather queer about noticing imperfections far quicker than they do the opposite.

If the window is foundationed with cleanliness it is ready to receive, plus accessories in the way of drapes, floor covering and fixtures, any description of merchandise that is desired, from the tiniest article up to the biggest of hardware pieces.

And herewith I would dwell on a unique hardware exhibit. It recently took up considerable space in one of the large windows of the Winegar Furniture Co., 125-131 South Division street, in the city in Michigan which bears the proud distinction of being the largest furniture city in all the world.

This hardware display attracted a great deal of attention by reason of its unusualness. It was a stove window, but, strange to say, there was but one stove in evidence. That was a very large steel range, and stood at the extreme left.

No, here! I'm not telling the truth. There was another stove, but you wouldn't, at first glance, have taken it for a stove. It was one of these kitchen indispensables in the K. D. Several of the parts were placarded, the writing thereon being very distinct—a good quality in card-writing. The most conspicuous card was

standing on the floor in the right hand corner, and read as follows:

This Window
Contains Every
Part Used in the
Assembly of the
Beckwith
Round Oak "Chief"
Steel Range
From the Small
Bolts and Rivets to
The Largest Castings.
This is just
What You Get in the
"Chief"

Some of the other cards were these:

OVEN
Of One Piece
Of 14 Gauge Steel
Bottom Is of 12 Gauge
Notice Arched Top
The Fire
Protecting
Oven Plates

Top and Bottom Braces
For Oven.
No Chance for Buckling

Outside Body Is of
One Piece 16 Gauge Steel
Note the
Round Corners

Notice the Rivet Holes
Twice as Many
As Are in Other Makes

Your Attention Is Called
To Oven Door

Directly back of the largest placard were three brass curtain poles fashioned into a tripod, with knobs on the tops of poles but omitted at the floor. At the upper point of contact was a spring balance scale that looked old fashioned enough. Attached to the spring was a bulky bunch of stove parts, entitled thus on the accompanying card:

Duplex Grates
And Fire Box Linings
Weigh 85 lbs. and Are
Warranted 5 Years

Five posters added interest to the window:

In the upper left hand corner one Little Fritz and Alligator were lazily enjoying themselves by absorption of the genial warmth of a Round Oak Heater. Said the latter to the former, as indicated by an imitation placard in the lower corner of the poster:

THE ROUND OAK,
FRITZ, MAKES
ME THINK
I AM DOWN
IN FLORIDA

A jolly little baker boy, clad in typical workclothes, was depicted on the triangular poster in the lower left hand corner of the window, suggestive of the excellence of the viands possible to be cooked in this particular steel range, the last two words being in close proximity to the baker.

Over at the right, hanging on a line with the Fritz-Alligator poster, were three other large ones, all bearing of Doe-Wah-Jack, the Indian Chief from whom is named the Mich-

igan town where the Round Oak "Chief" is manufactured by the Beckwith Estate. In process of time the Indian Chief's name underwent various changes, until now the town is spelled "Dowagiac."

Between these posters stood the piece de resistance, which was destined to strike astonishment (and terror to the smaller fry): a colossal size pasteboard Doe-Wah-Jack, painted in all the flamboyant colors of a fierce Indian warrior. With his blanket gathered dignifiedly around him, he stood stolid and stern, a fitting representative of an ancient and honorable tribe.

The background of this fine window, illustrative of what may be accomplished when manufacturer and dealer harmoniously co-operate, was a plain drapery of white cheesecloth. The floor was covered with white table-oilcloth, an appropriate idea for a trim of this character.

The Winegar people deal in house-furnishing goods of every description, so the panel near the tripod was utilized for a line of Bissell carpet sweepers, Grand Rapids being on the map with the biggest carpet sweeper factory in the world: the Bissell.

The window dresser who put in this range display informed me that his firm sold quite an extra number of these stoves as a result of this interesting exhibit.

The present window trimmer has been with the same house-furnishing firm for almost a score of years, entering their employ, when a youngster, as general utility boy, gradually

working his way up through various positions to the responsible one of Manager and buyer. His phenomenal success in the different departments of which he has had charge has been due to ability and to the fact that, as the saying goes, he "hasn't a lazy hair in his head."

J. Jodelle.

The man who tries to sidestep Destiny too often finds himself up against a still harder game.

20 Second Hand Automobiles

For sale at bargain prices. Now is the right time to buy. Send for our latest second hand list.
ADAMS & HART, 47-49 No. Division St.
Grand Rapids

ONLY the finest imported piano wire; only the best selected and seasoned wood; clear white ivory; first quality of felt; put together with skill that is the product of forty years' experience. That's what Crown Pianos are.

Geo. P. Bent, Manufacturer

Chicago

HAS NO SNAP.

Why the Employee Should Buy Out Owner.

One of the most vital questions which confront the employed man in any line is this: "Shall I engage in business for myself?" No problem has a more direct bearing on a man's business career.

On the one hand the prospect opens up opportunities for success, the securing of independence, a sure position for one's self and family, a constant income in time of sickness, the chance for personal satisfaction, and for the gratification of ambition. On the other hand stand the chances of exchanging a good paying position for a venture of uncertain returns, the staking of a man's whole future on an unreliable public demand.

Some traveling men go into the wholesale business and make a great success of it; others make a failure of it. The same is true of the retail trade. I know successful retail merchants who formerly were traveling men, but I also know those who are sorry they left the road. Many traveling men go into business, saying to themselves: "If I make a failure of it, I can go back on the road, and the good friends I have secured will surely stand by me."

Every one who has relied on his old friends to buy goods of him after he has been off the road a number of years has been sadly disappointed. His customers have become familiar with new salesmen, have perhaps changed firms, and refuse to quit a satisfactory and reliable house for the sake of helping an old friend.

The same condition confronts other employees—retail clerks, office men, factory workers, as well as traveling salesmen. The position you leave is quickly filled, and industry shifts itself to new conditions without waiting for your return. Therefore, do not be in too great a hurry to go into business.

Consider it carefully before you give up a position. Know beyond a doubt that your associates are men of integrity and ability. Know that you have enough capital to carry your business through a year or two of reverses, if reverses are to come. Know that you are surrounded by such help as will back your efforts in an efficient manner. Know that the opportunity is presented for more competition, and know above everything else that you are the man to conduct your business successfully.

It is not given to every man to be the executive head of a business, and if you do not feel it within you that you have the power of direction and the ability to carry out the plans which you are making do not attempt a venture of this kind. You will be far happier in your capacity as a successful employe than you would be as an unsuccessful employer.

What should a man consider before everything else when going into business? I will discuss first the wholesale line and later the retail trade.

There are four important factors on which to build any new wholesale business. First of all, you must secure

a number of experienced traveling men with an established trade upon which you can depend. If your capital is \$100,000 and your line is hats or any goods selling in similar quantities, six or eight men will sell goods enough to secure a fair success for the beginning. But do not engage more, for your capital will not allow it. If you engage fifteen or twenty men you will get into deep water in six months.

If your capital is \$200,000 you can engage more in proportion. But those six or eight men on whom you rely must be salesmen each with an established trade. If you think you can hire millinery salesmen, or shoe men, or grocery men with whom to build up a clothing or a hat business you will be sadly disappointed. If in the first year your business is a success you can gradually increase your force by putting one or two more men on the road.

If you can not get hat men, then try other salesmen. Sometimes furnishing goods men or shoemen, even crackmen who are well acquainted in their territory have made a success in another line.

In the second place, you must have capital enough to discount your first purchases, and if you commence late in the season you must have money enough in the bank to pay your running expenses until payments begin to come in for next season's sales. A wholesale merchant, if he sends out his men in October, can not depend on any payments for his sales until May 1, excepting a few anticipations which cut no figure.

Third, you must have an experienced buyer, a man who knows goods, who is careful; no plunger; one who has taste in selecting the right kind of goods and who knows what not to buy, who has ideas of

his own which he can suggest to the manufacturer and who has backbone enough to resist the efforts of unscrupulous manufacturers to crowd unsalable stuff on his customers.

And last, but not least, your finance man is one of the most important factors in the business. On his keensightedness and carefulness depends to a great extent the success of a business.

Coming now to the consideration of the question whether a young man should engage in the retail business, what is said regarding the wholesaler's need of sufficient capital and a reliable buyer is equally important in the retail business. Before a young man goes into the retail business he must study carefully the conditions in the town where he expects to locate, principally the location of the store. Also competition, expenses, and other important factors.

Some years ago a young man of my acquaintance opened a department store in a large building on the main business street, but after being in the store for three years he sold out, not having been able to make money. Then two brothers took the same store, with the same line of goods. They had such remarkable success that from year to year they added adjoining stores to their business, and now occupy the whole block, six stories high, one of the largest in the country.

How these two brothers came to decide on the store in which their predecessor made a failure is an indication of their methods. When they came to the city to look over the ground two stores were offered them, one on the east side of the river, the other on the west side. Both seemed to be good locations, and they did not know which one to take. So one morning one of the men took

his stand in front of the east side store, and his brother in front of the west side store.

Both stood there for three days from 8 in the morning until 6 in the evening, counting all who passed by. They found that three times as many people passed by the west side store as by the east side store. This decided the question of their location.

Every question of policy and every detail must be settled in the same way, by alertness, by common sense, by constant vigilance.

An employe with a well established position has no worry. He has a good income and can lay aside annually a part of his earnings. On the other hand, as soon as he ventures into a business of his own worry begins, and he works twice as hard as before.

In our days it is much more risky to go into business than it was fifty years ago. Competition is stronger than ever, and it is well to remember that there is more satisfaction in being a success as an employe than in being a failure as an employer.

C. T. Wettstein.

Birds Without Wings.

New Zealand is a land of surprises, a country where things go largely by contraries, but perhaps the most peculiar freak of animated nature to be found even in that strange land is the kiwi, a bird without wings. This singular creature is the only wingless bird known to the naturalists, and although robbed of its flight, a right which seems to belong to birds, it has a pair of legs which enable it to flee from danger and also afford it means of defense. The kiwi inserts its long beak into the soft earth in quest of worms, from which it chiefly derives a means of living.

IT WILL BE YOUR BEST CUSTOMERS;

**or some slow dealer's
best ones, that call for**

HAND SAPOLIO

**Always supply it and you
will keep their good will.**

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.



The Value of Fattening Fowls Before Marketing.

Our custom in this matter is a surprise to English, French and Belgian poultrymen. They no more think of sending unfattened fowls to market than do we of sending poor hogs to market. They have given careful attention to the subject for a great many years, their markets are much more discriminating than ours are, and they have developed breeds of chickens that are especially adapted to market purposes.

While the American breeds with their yellow skin and legs are having considerable popularity in England, yet they are not considered first class for the table and are discriminated against by the buyer just as we select the yellow skin in preference to the white. The yellow skinned chicken is considered coarse by the English or French epicure. Undoubtedly the white skinned chickens are superior to our famous American breeds so far as tenderness and flavor of flesh are concerned. In England the Dorking, the Orpington, the Essex and the white skinned Game, and in France the La Fleche and Bresse rule the markets. These fowls are all quick growers, fatten easily and are fine in the quality of their flesh.

Most of these breeds, however, are not noted for hardiness. The Dorking and La Fleche are particularly delicate and can be raised profitably only where the soil and conditions are very favorable. Perhaps the yellow-skinned fowls of America are an instance of the survival of the fittest. They were coarser, hardier, and so commended themselves to the people of the severe and rugged New England climate. However this may be, it seems quite evident that we have not yet developed a really superior market chicken, nor have we acquired skill in the preparation of such as we have.

Edward Brown, Secretary of the National Poultry Society of Great Britain and Ireland, has been making an extended visit in the country for the purpose of observing our methods of handling poultry, especially to enquire into the market end of the business. After inspecting the birds offered in several great market centers, he writes his opinions for one of our poultry journals and expresses surprise at the quality of the chickens he found on sale. He declares that with the exception of the famous South Shore roasters, so popular in the Boston fancy trade, what he saw would rank only as second and third grade in European markets. The cause of this he attributes largely to our method of hurrying chickens off without being fattened for the table, although he insists that we have not yet developed a first class market chicken, one that is meaty and of superior flavor.

Whether all of this is true or not it offers food for reflection. We are

building up an enormous business in this country in fancy chickens. The amount of money invested in pure-bred fowls is something astounding, and there is no abatement of interest in this fancy trade. But it is doubtful whether we are giving as much attention to the market side of the trade as we should. Almost "any old chickens" go with us. When I was a boy 25 cents was the invariable price asked and paid for a full-grown chicken in the community where I was brought up. If you had offered to sell it by weight, or had asked 35 cents for it, or had raised the price because of the quality, you would have been looked upon as peculiar and picayunish, and you would have lost caste in the whole neighborhood. Our markets are not very particular yet, and the good, bad and indifferent go at about the same price. Our farmers gather up their chickens, old, young, lean and what not, and the huckster takes them at so much per pound, and some of them, as many a city cook finds to her sorrow, are tough enough to withstand successfully the tooth of time.

This lack of discrimination on the part of buyers has much to do with the poor quality of our market poultry. And yet, despite this fact, I believe our farmers will find it profitable to fatten their chickens before selling them. I have found that the increase in weight makes fattening pay.

Observations of a Gotham Egg Man.

There is considerable disappointment in the general quality of the early packed storage eggs now coming on the market. It was commonly expected that as the weather during April and May was universally cool and favorable, and as the bulk of the storage accumulation occurred during those months, we should have an unusually good quality to handle this season. Of course the overstocked condition of the market and the large excess of urgent offerings beyond the consumptive demand make buyers critical and may tend to exaggerate defects, but it seems to be a fact that the quality of much of the supply is below expectations. The defects arise chiefly from breakage, probably due to careless handling in transit from the packing plants to storage; then a good many of even the early packings are showing weak body, probably due to too long holding between packing and arrival at the warehouses. In an overloaded market such as we now have these defects are serious in their effect upon value.

The developments of the last ten days have been unfavorable to the storage situation simply because of the increased evidence that Western holders of goods stored in the West are looking to the seaboard markets for an outlet for their goods. It was anticipated that as soon as shipments of storage stock from the interior could be financed we should get larger quantities, which would bring our total November and December receipts up to or in excess of last year's figures. But the actual realization of a considerable eastward movement of

Western held eggs naturally has more effect than its anticipation. During the past ten days the forward movement of goods held in the interior has caused a material increase in our total receipts and the stock has been coming from a wide territory—all the way from Michigan to Kansas. At the rate stock had been going out of warehouses in New York, Philadelphia and Boston up to about November 20 we might have had good hope of a clearance in these cities by about the middle of February under normal December and January supplies of fresh stock; but this rate of output is now being affected unfavorably by the influx of outside holdings, at least so far as this market is concerned, and the future seems to be largely dependent upon the amount of these Western holdings that will have to come this way.

It is difficult to say how much of the eastward movement of storage stock is due to financial conditions and how much to an actual heavy surplus of Western holdings beyond present and prospective Western needs. It is evident that the Western output has been less than anticipated up to this time, but we have not reached the winter season yet and there are still chances that the large consumption stimulated by present and recent low prices may serve to help out considerably in the final wind-up.—N. Y. Produce Review.

The saddest feature of knowing it all is that you can't even give good advice away.

If your eggs are fresh and you are offered less than 24 cents for them write or phone me for my offer.

All grades of dairy butter wanted.

F. E. STROUP Successor to Stroup & Carmer 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

Highest Price Paid for Eggs

We buy them case count, f o. b. your station.

Today we are paying 23c.

We also want your Butter, Cheese and Poultry.

Money right back

Bradford-Burns Co.

7 N. Ionia Street
Grand Rapids, Michigan

W. C. Rea

A. J. Witzig

REA & WITZIG

PRODUCE COMMISSION

104-106 West Market St., Buffalo, N. Y.

We solicit consignments of Butter, Eggs, Cheese, Live and Dressed Poultry Beans and Potatoes. Correct and prompt returns.

REFERENCES

Marine National Bank, Commercial Agents, Express Companies Trade Papers and Hundreds of Shippers

Established 1873



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



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Nov. 30.—The month goes out in a blaze of glory and the streets are filled with shoppers, many of whom are taking advantage of offerings that are decided bargains and thus putting into circulation much needed cash. Not only have reductions been made in fancy dry goods, but on some staple food products, while turkeys have declined from 28c at retail on Thanksgiving to 18c or even 16c to-day. In a jobbing way the grocery trade is dull—duller even than is usually the case. Buyers are simply taking supplies sufficiently large to keep assortments complete. Banks are granting loans to the trade with rather more freedom and the feeling as to the future is not at all discouraging. How can it be in view of the report of the Secretary of Agriculture?

The coffee market, so far as spot demand is concerned, has been fairly well sustained, and while, individually, sales are of very moderate proportions, the total is one that compares favorably with any other recent week. Prices show some decline, however, and in an invoice way Rio No. 7 is worth 5½c. In store and afloat there are 3,844,567 bags, against 4,087,974 bags at the same time last year. Mild grades are steady and practically unchanged as to quotations.

Buyers of teas are paying full rates. Low grades especially are well sustained, and with what amounts to an actual scarcity of some kinds the outlook for the remainder of the year is decidedly in favor of the seller.

Call for refined sugar has been quiet and no new business has been reported. A reduction in granulated amounting to 5 points was made by one refinery, bringing the list rate down to 4.60c, less 1 per cent. cash. Whether others will follow remains to be seen. Raw sugars have been lifeless.

There is some accumulation of rice and, while prices seem to be about steady, there is usually no room for argument, and possibly buyers may occasionally be offered some concession. Good to prime domestic, 5¼@5½c.

There is a seasonal demand for spices and buyers want their goods "now." Quotations are said to have been slightly lower on some lines, but, as a rule, there is very little change.

There has of late been a better demand for molasses, and with quite light receipts here there seems to be a favorable outlook for sellers. Good to prime centrifugal, 22@30c. Syrups are steady and about unchanged.

There is seemingly a rather better feeling in the canned goods trade, which, while not very pronounced, is likely to grow. Tomatoes were for awhile offered here on a lower basis

than prevailed in Baltimore, but this is not now the case to any great extent. Statistics being gathered by the American Grocer show that the tomato pack is going to "come up to the scratch," so far as quantity goes, and the outlook is for maybe 12,000,000 cases as a minimum. Jobbers are said to be carrying light stocks of canned goods, and if the financial situation were entirely under control they would be free buyers. Tomatoes are quoted at 80@82½c f. o. b. at factory and 82½@87½c here, as to packer. Corn is dull and practically without change. New York 2s, 75@82½c; Maine, \$1.02½; Maryland (Maine style), 72½@77½c. Other goods are fairly steady and without appreciable change in quotations.

The market for the very top grade of butter seems to be well maintained and 28½c is still the ruling rate. Entirely aside from this the public seem to think that rates are too high for "next-to-the-best" and are simply declining to clear up the accumulation, which is becoming augmented too fast for the comfort of holders, who see a chance to stand a good loss. One authority says that not 15 per cent. of the arrivals are better than extras and all lower grades are being watched with anxiety by the owners. Western imitation creamery firsts are worth 22@23c; Western factory, 20@21c; process stock, 22@23½c.

Cheese shows no change. There is just an average trade and no changes are noted in quotations, 15¼c being paid for full cream New York.

It is reported that holders of eggs are hustling stock from warehouses at the rate of 10,000 to 12,000 cases per day and standing a loss of 3@4c per dozen on such stock. Fancy refrigerator goods are quoted at 19c and from this the range is through almost every fraction up to 33@34c for fresh-gathered extra Western stock and so through the "blue bloods" to 36@38@40@45c and to 50c for selected white State and Pennsylvania near-bys.

**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.**

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.**

Yuille-Miller Co.

Commission Merchants
GRAND RAPIDS, MICHIGAN

We buy and sell all kinds of Fruit and Produce.
Keep in touch with us—It will pay you.

ESTABLISHED 1876

WE BUY BEANS

All varieties. Mail us large sample with quantity to offer.

MOSELEY BROS., WHOLESALE DEALERS AND SHIPPERS
Office and Warehouse Second Ave. and Railroad.

BOTH PHONES 1217

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

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.

It is not what we say but what we do for you that counts, so send us your next shipment as we have the outlets for all grades.

L. O. SNEDECOR & SON, Egg Receivers, 36 Harrison St., New York
We handle dairy butter, ladles and packing stock.

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.

Printing for Produce Dealers

SEASONABLE ADVICE.

Plant the Seed of Confidence and Optimism.

The Heath & Milligan Manufacturing Co., of Chicago, has sent out the following seasonable letter to its traveling representatives:

The traveling representatives of houses high up in commercial circles are very generally regarded by merchants in smaller cities and towns as oracles, and their views on all important subjects are listened to with avidity and very frequently accepted as having an important bearing on the truth of these subjects. The views expressed by those representatives are naturally taken to be the views of the houses they represent, and this being so, it is important that the true views of this house regarding business conditions as they appear to exist at the present time should be clearly stated, in order that you may be correctly governed in repeating them.

We can no longer sit idly by without raising our hand to, in a measure, check the senseless wave of fear which, like a plague, seems to have swept over this country from one end to the other. To remain silent longer would question our loyalty to our country, our industries and our citizenship.

What has brought about this seeming condition? Fear and nothing else. The whole situation is only the result of an accumulation and circulation of fear, which had its beginning in the East and which has gradually extended itself until it has reached every part of this country.

In the November 14 issue of Life there is a cartoon by Arthur Young on Fear, which represents "The World of Creepers, afraid of themselves and others, afraid of the Almighty, of life and of death." It represents a vast horde on their knees struggling forward, whither they know not, swept by a whirlwind of fear, forced on by what? No one seems to know. This is one of the most remarkable cartoons of the age and depicts this situation exactly. One might find excuse for such a stampede in a flock of senseless sheep, but in human beings endowed with intellect it resembles business idiocy.

We hope if you have not seen it, you will procure a copy of the publication and take one look at it. This will be sufficient to give you some food for thought.

While many merchants have views on the financial question which differ from those expressed by the Bankers themselves in their adopted policies, we must all agree that the financial affairs must be handled through these channels and we must conclude that wisdom directs the course which is being pursued by representative men in handling this complex proposition as it appears to exist.

Lack of confidence is using every available means to close the commercial avenues which have heretofore been open to manufacturers and merchants, and the largest concerns in this country are deprived in a great

measure of their usual banking accommodations.

A great many small dealers, acting upon the advice of their banks, are holding back collections under the impression that such a course will bring pressure upon their creditors in large cities, which pressure will be extended to their banks and will be the means of releasing currency to the interior banks. This course is not only ill advised but absolutely ineffective and only tends to increase the burden of merchants in large financial centers.

There is no less currency in the country than there has been at any time; on the contrary, the importation of an immense amount of gold and the circulation of additional currency under direction of the Government has increased the medium of exchange which we have all learned to believe is the necessary adjunct of business—that is money. There is no real difference in the actual resources of the country, except as a betterment.

Fear, which begets lack of confidence, has retired and hidden, by the hoarding process, millions of currency which, without this fear, would still be in active circulation.

What is needed at this time is a good strong hypodermic of nerve, which, if generally applied, would relieve the situation and put conditions back immediately to a normal basis.

Every right minded man should do his share toward the restoration of confidence, and an earnest effort in this direction will be fruitful of results, will assist the bankers in the solution of the problem which they have in charge and will tend toward the restoration of business conditions to a normal plane at once.

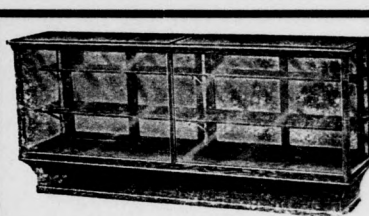
Summarized, then, we have on the one hand fear, lack of confidence, hysterical pessimism; and on the other hand abundant crops, abundant supply, abundant demand, abundant prosperity. We need confidence and optimism.

Please make the question of soliciting orders secondary entirely to an effort on your part to restore confidence wherever it seems to have been lost. Do some talking along the right line and along the lines of this letter, for these are the views of the house you represent, and if your personal views differ, we must ask you to subserve them to our own and in your talk state that they are the views of your employer.

We would urgently urge that you leave no town on your route without planting some seed of confidence and optimism. Plant these seeds in the hotels and on the cars—among your fellows everywhere.

Let us get together and start a wave of truth, confidence and harmony, which will grow and sweep back and bury in oblivion the false wave which would seek to plunge the business conditions of this great and prosperous country into senseless chaos.

Appreciation is mighty tasteless breakfast food when one is really hungry.



The Case With a Conscience

is precisely what its name indicates. Honestly made, exactly as described, guaranteed satisfactory. Same thing holds on our DEPENDABLE FIXTURES.

GRAND RAPIDS FIXTURES CO.
Grand Rapids, Mich.
Jefferson and Cottage Grove Avenues

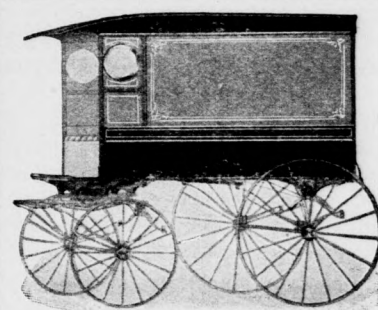
Fine Fur Robes

We are showing the largest and finest line of Fur Robes in the city.

Gray Fox Silver Fox
Otter Prairie Wolf
Musk Ox Wild Cat Servia Cat
Siberian Dog
Hudson Bay Wolf

You are invited to inspect our stock.

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



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."

It Is Natural

to assume that on the merits of articles salesmen are better posted in their line than any one else.

A Large Number

of credit system salesmen of this country either have taken up the sale of



Fully protected by our numerous patents

The American

or are asking for the privilege of doing so. It is not quite a case of "We are coming, Father Abraham, a hundred thousand strong," but altogether they make quite a little army.

THEY SAY: "We can't sell anything else since we have seen the American."

WE SAY: "You won't buy anything else after you have seen the American."

MR. MERCHANT, do money saving and money making appeal to you?

If so, cut off this corner. We will cut off a lot of corners for you.

The American Case and Register Co.

Alliance, Ohio

CUT OFF HERE

I want to know more about the American Account Register.

Name

Town

State

MICHIGAN TAX LANDS.

Forest Crop More Needed Than Farm Crop.

When the sentiment in favor of forestry appeared sufficiently strong to take up the matter more in its details, a few questions seemed to require answer at once. These were, in particular:

1. Is there much land in Michigan which is better suited to forest than to plow land?
2. Is this forest land distributed all over the State or is it more or less localized?
3. What are the general facts concerning these forest lands and how can we know that they are primarily suited to forest growth, rather than field crops?
4. In what condition are these lands at the present time; do other states suffer a serious loss through misuse or lack of use of large areas of lands?

In dealing with questions of such magnitude, affecting millions of acres of land, and affecting materially the welfare of an entire state, it is not sufficient merely to go about a few districts, hear a few persons, often interested pro or con, or to assert and generalize from personal observations, even although quite extensive. It is necessary to use a basis for consideration recognized as proper by the people at large and to proceed in a manner capable of analysis and proof.

In a general way it seemed necessary to establish:

1. To what extent are the lands in Michigan now in use improved?
2. Are all of our lands now in demand for actual use or settlement?
3. What are the conditions of ownership of our lands and do they indicate a condition of reasonable average thrift?
4. Is there any satisfactory scientific basis to expect a full use of all of our lands as plow land?

This last enquiry has never proven of much value in controversies of this kind, and conclusive as it must be to any unbiased mind, the radical, often poorly based differences of opinion, many times tinged with insincerity among those who pretend to be experts in these matters, leave this form of enquiry in the realm of the "academic" with the unsavory interpretation of this word.

The other three forms of enquiry represent "the proof of the pudding by the eating of it."

Considering first the actual use of our lands in Michigan we find the following fact as gathered by the Census of 1900:

The entire State, with an area of 36,800,000 acres, has 47 per cent., or less than half, of its lands settled by the farmer and 32 per cent. of all its lands "improved." Two-thirds of the land area of our State is unimproved land, woods, cut over and waste lands.

And although our State was well known and early known in all its parts, and was equally accessible in nearly all its parts, on account of the Great Lakes practically surrounding

the entire State, yet the use of our lands is distinctly localized.

Thus we have forty-three counties which to-day may be called the real farming part of the State. These counties together have an area of about 17,000,000 acres, 87 per cent. of this area being settled by the farmer and 64 per cent. improved. Here we have a well-settled, practically fully settled, district in which nearly all the improved land of our State is located. On the other hand, we have thirty-one counties in this State with an area of 16,700,000 acres, or little less than half the State, in which 96 per cent. of all land is unimproved and 89 per cent. not even settled. Attempts to furnish reasons why these lands are not settled have been made. It has especially been claimed that one could not get title to these lands and that efforts had been made to

same condition. Surely there is still room for some forest.

If we ask: Are these lands now settling and are they in active demand? the answer is given by considering the next topic, that of present conditions of ownership and thrift.

Considering first the condition of the real farming half of the State, as illustrated by counties of Jackson, Washtenaw, etc., we find the following:

The land outside of highways and towns is all settled; there are no vacant lands.

There are no State or United States lands.

Land without buildings is worth \$30 per acre and more.

There are no abandoned farms.

The taxes are paid (excepting trivial cases of temporary lapse, such as occur anywhere in city or country).

lar State lands. Millions of acres of land are assessed at \$1 per acre and are sold at from 10 cents per acre and upwards by the State and others.

There are hundreds of abandoned farms, regular graveyards of human happiness, where sadly misled people farmed and toiled until driven off the land by failure, and by failure inherent in the land and not in the people. The abandoned farm, the few ruins and the cleared land growing up to brambles and weeds is a matter so new, so unthinkable, to the man from Washtenaw county that when he sees it for the first time he can not believe but that the matter is merely temporary or a change of ownership, etc.

Taxes are not regularly paid for a large part of these lands. From one-fourth to one-third of the entire area is "in soak for taxes" from year to year.

There are large areas of tax lands proper, i. e., lands where the taxes have remained unpaid for years. As much as 75 per cent. of a township has been found in this condition, and was finally deeded to the State as permanently and legally abandoned lands.

Lands, largely cleared of their woods and easily cleared and put under plow, are offered by the State and individuals in all sizes and places at almost any price and still remain unsettled and unused from year to year. This is not new; it is a matter of many years standing. As early as 1881 the State held a clearance sale at which some lands were offered and sold at prices as low as one cent per forty acres (per description).

Large areas of land are idle and waste and have been in this condition for many years past. These lands have been an injury to the holder of lands located in and about such lands, since fire and other mischief start on these uncared for areas. Leaving probably not less than 9,000,000 acres of land in this idle and useless condition has been a loss to the State of at least \$1 per acre a year, or \$9,000,000.

But how do you know these things; where are the records and the proof?

1. The State Land Office publishes a yearly report. From this we find: During the five years ending 1906 there were sold 788,000 acres (an area as large as two standard counties) at \$1.20 per acre.

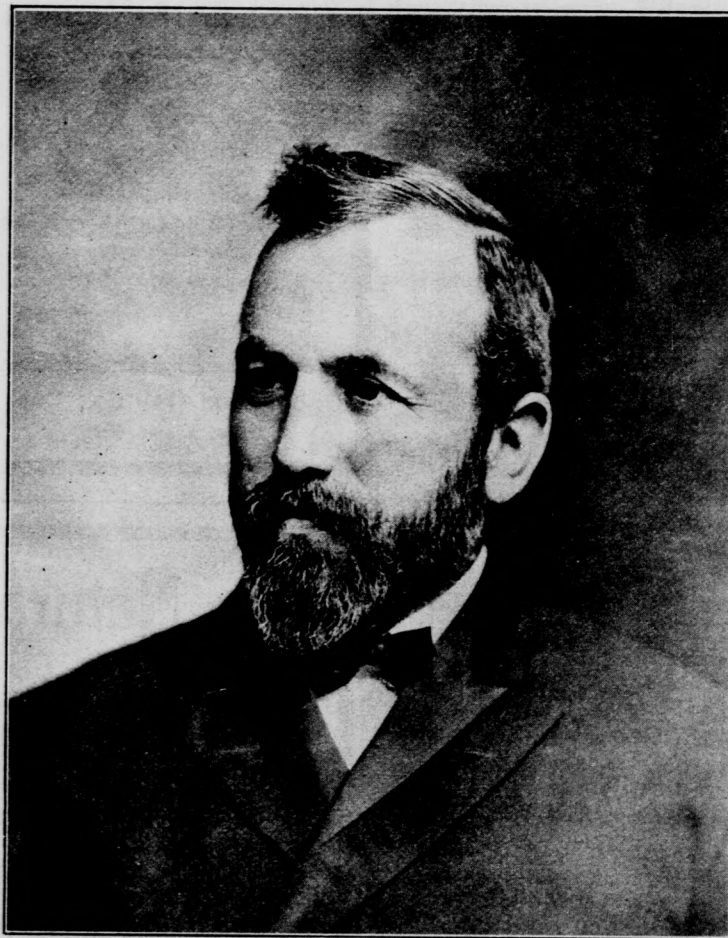
This same office is ordered by law to:

(a) Give at 10 cents per acre tax homestead lands and the applicant pays no taxes until he gets his deed.

(b) To offer these lands at prices discretionary with him (Land Commissioner).

These lands are worth \$5 per acre to raise trees. The young trees now scattered on these areas could not be replaced for \$3 per acre; the wood on the land is worth at least the \$1.20 per acre or else the men would not buy these lands. If this is true then the State lost by the five years' deal at least \$8 per acre, or over \$6,000,000.

2. The Auditor General publishes a report each year in which the number of acres of land delinquent for



Filibert Roth

discourage settlement. But when we consider that even to-day nearly 400,000 acres are still United States Government land, to be given free to anyone, and when we remember that the State for over thirty years has given away lands at any price, such arguments can hardly be considered as valid.

The fact shown by these well based figures is a most extraordinary one, one that is little known or understood by the people of our State, one that affects our present and still more our future welfare to an extent evidently beyond the appreciation of those who have to do with the shaping of our public policies.

Two-thirds of the land in Michigan to-day is woods or waste land; it is unimproved, and 96 per cent. of nearly one-half of our State is in this

There are no tax lands or lands "in soak" for taxes, forming a burden to the State. Farm lands, whether wood lot or cleared, fenced or not, offered in any size tracts at \$20 or less, would be bought at public auction or otherwise at once.

There are no lands lying idle and waste, a useless expense to owner and a menace or nuisance to others. The lands are occupied and used.

Contrast this condition with that of portions of all the thirty-one counties above referred to and we find that in this district:

There are still nearly 400,000 acres of United States lands awaiting the settler, to be had for the taking.

Nearly 90 per cent. of the land is not occupied by settlers.

The State holds from one-half to one million acres (an area equal to two-thirds of the counties) as regu-

taxes are tabulated by counties. From this we find the following:

Year	Million acres	Per Cent.
1875	9.1	25
1880	7.3	20
1885	7.4	20
1890	7.9	22
1897	8.9	24
1900	6.7	18
1905	5.1	14

These lands have been a heavy and useless expense to the State. They are advertised from year to year, large sums of money being devoted to this purpose, each description costing usually 40 cents for the advertising alone. In addition there is a lot of clerical help needed to do the book-keeping against these lands. A "description" (usually 40 acres) thus costs each year 40 cents for advertising and about 80 cents to \$1 for clerk hire. In case of a 40 acre piece this is not so serious, but when small lots, lake or resort lots, small pieces sold as truck farm land, etc., become delinquent we have such cases as the one reported by former Commissioner Wildey, where eighty descriptions were sold at 1 cent each, or 80 cents for all, and these same descriptions during that very year had cost the State over \$70 for advertising and clerk hire. There are to-day considerable areas bought up by spectators who make it a point to divide the land into small tracts suited to the pocketbooks of laborers in the cities, and thus we are just at the beginning of this kind of business on a large scale.

How much this all amounts to is best shown by the fact that the State spent over one and one-half million dollars during the ten years ending 1905 for advertising and clerk-hire concerning these delinquent lands. We have in this tax land situation a wholesale proof:

That the ownership conditions of vast areas of our lands in these districts are not in any wise satisfactory.

That there is a lack of satisfactory business relations and thrift which finds expression in the delinquency of these lands.

That this condition has lasted nearly a lifetime.

That there are permanent conditions here inherent in the lands which indicate that their use as farm lands is regarded with suspicion by the American farmer, who refuses to try them.

That, therefore, their use as forest lands appears to be indicated, since in this form results are certain.

3. The abandoned farm, perhaps the most powerful argument and most convincing proof to any and everyone of the nature and condition of these lands, is a mere matter of common observation. The State, county or town take no account of the failures of people. The house-keeper, farmer and business man always look sharpest to this end of the business. In the State a man is a "muckraker" who "runs down" the State, a sort of traitor, when he points out facts of this kind. And yet hardly anyone can deny that:

The right use of our land is funda-

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.			
New Rival—For Shotguns.			
No.	Drs. of	oz. of	Per
Powder	Shot	Shot	Gauge
120	4	1 1/2	10
129	4	1 1/2	10
128	4	1 1/2	9
126	4	1 1/2	8
135	4 1/4	1 1/2	5
154	4 1/4	1 1/2	4
200	3 1/2	1 1/2	4
208	3	1	10
236	3 1/4	1 1/2	8
265	3 1/2	1 1/2	6
264	3 1/2	1 1/2	5
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. S. 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 1/2 c.	6 1/2 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	70		
Socket Framing	70		
Socket Corner	70		
Socket Slicks	70		
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 16 17			
Discount, 70.			
GAUGES			
Stanley Rule and Level Co.'s	60 & 10		
GLASS			
Single Strength, by box	dis. 90		
Double Strength, by box	dis. 90		
By the light	dis. 90		
HAMMERS			
Maydole & Co.'s new list	dis. 33 1/2		
Yerkes & Plumb's	dis. 40 & 10		
Mason's Solid Cast Steel	30c list 70		
HINGES			
Gate, Clark's 1, 2, 3	dis. 60 & 10		
Pots	50		
Kettles	50		
Spiders	50		
HOLLOW WARE			
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	
Castors, Bed and Plate	50 & 10 & 10	
Dampers, American	50	
MOLASSES GATES		
Stebbins' 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	70	
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	09	
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, Nicked	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
1/4 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 4 40
Quarts	4 75
1/2 gallon	6 65
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
Best Lead Glass.	
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
2 Opal globes	1 20
Case lots 3 of each	1 10
565 Air Hole Chimneys	1 20
Case lots, 3 of each	1 10
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
4 gal. galv. iron with spout, per doz.	4 50
5 gal. galv. iron with faucet, per doz.	4 50
5 gal. galv. iron with faucet, per doz.	5 25
5 gal. Tilting cans	7 00
5 gal. galv. iron Nacefas	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 3/4 in. wide, per gross or roll.	28
No. 1 1/2 in. wide, per gross or roll.	33
No. 2 1 in. wide, per gross or roll.	60
No. 3 1 1/2 in. wide, per gross or roll.	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
1000 books	20 00
CREDIT CHECKS	
500, any one denomination	2 00
1000, any one denomination	3 00
2000, any one denomination	5 00
Steel punch	10 00

mental to the welfare of the State or people.

That the history of these lands proves we have been mistaken in assuming them to be uniformly agricultural lands.

That to boast of and boom these lands is merely misleading and can not conduce to permanent and satisfactory results.

It is needless to say here that there are good lands in every county of the State, just as there are quite poor lands in nearly every county. Also that it is no part of the object—in fact, it is entirely foreign to it—of this paper to decry any part of the State from any standpoint whatever. The object of this paper and this meeting is to help in the development of all parts of our State. We are interested in every honest effort to use our lands, but we also believe that there is much misunderstanding as to the right use of our lands, and that only a frank and honest discussion and full consideration of the entire problem can lead to the goal when every acre of land is used to the best advantage not only of the owner but also the people of our State. And we also believe that not only is a large portion of our lands better suited to forest growth than to other crops, but that the former is as much needed, and just now the restoration of forest growth is more necessary than an increase in our farm crops. Filibert Roth.

Johnson's Delivery Man Finds Firm Friends.

Written for the Tradesman.

Tim Harlan, the new delivery boy at Johnson's grocery, had a Past which sat on his shoulders even as the Old Man of the Sea sat on the shoulders of Sindbad, the sailor. And the worst of it all was that this Past wasn't so very far removed from the Present.

This Past was an incumbrance which blue-eyed, freckled-faced, snub-nosed Tim had acquired last month, last year, and the year before that. It was so recent that all the conventional-minded people living in the vicinity of Johnson's corners knew about it. Some of the neighbors had even observed the accumulation of it.

This was bad, for when Tim got the job at Johnson's it was remembered against him. Customers turned scornful faces upon the young man, and called his attention to his past lapses from good citizenship.

"Now that you've got a good place," they would say, "we hope that you will turn over a new leaf."

And yet Tim hadn't been so very tough. Just long evenings under the electric lights at the corners, and around bonfires on the commons. Just a few boyish tricks, and an aversion for Sunday school, or any sort of a school, for that matter. He was the black sheep of the precinct, but there were some white spots on him.

Johnson rather admired the courage, the resourcefulness, the quick wit of the boy.

"I know that he is too quick with his tongue and his fists," the grocer said, "but I'm going to give the youngster a show, if the eminently

respectable people about here don't drive him to the bad with their insulting references to his old tricks. There is one thing I am sure of, as long as Tim is in charge of the delivery wagon, and that is that the boys who live down by the tracks won't scare him out of his senses and rob the wagon."

And so Tim worked away, carrying a smile on his face and a rage against the community in his heart.

"I'd like t' give 'em a punch on t' mug!" he used to say when the officious ones warned him against his evil ways. "If t' don't saw off on t'is monkey business I'll hang some-thin' over t'eir eye t'at'll take more's soap to wash off!"

"That would help some, for a minute," said the old book-keeper, to whom these outbursts of rage were usually addressed, "but in the end you would lose out. You keep right on doing business for Johnson, and let the croakers alone. Pay no attention to their talk. People who refer to black streaks in the lives of others don't do it to assist the future. They do it in an effort to show off the alleged spotlessness of their own character. They think they can give themselves a boost by reproaching others. You let the curs alone, son!"

Tim grinned at the old man's way of putting it and promised that he would be careful, but before long the break came.

One of the most provoking of Tim's well-wishers (alleged) was Mrs. M. Washburn Carver-Tayleure. That is the way the name looked on her visiting card! Her husband sold coal in pail lots, and wood by the quarter cord, and hay by the half bale at a little shack back of Johnson's grocery.

She was a sharp-featured little woman, with a voice like filing saws. She had a habit of getting a new maid-of-all-work whenever the slave of her household demanded pay for work done. She never saw Tim without saying how glad she was, for the sake of his poor mother, that he was trying to lead a different life. And she hoped that he would keep out of bad company and be a credit to his folks! Tim never delivered goods at the residence of Mrs. M. Washburn Carver-Tayleure without coming away with a fighting lust in his soul.

One day Tim took a gallon of kerosene and two loaves of bread to the back door of the home of Mrs. M. Washburn Carver-Tayleure. The clerk had not been careful to get the oil all into the can. A portion of the gallon was on the outside of it, and the paper in which the bread was wrapped became saturated with it on one side. Tim did not notice this and handed the goods in to Mrs. M. Washburn Carver-Tayleure with a haste that showed an eagerness to be on his way. The woman handed the bread back.

"We did hope," she said, "that you would lead a different life when you got the position at Johnson's. We have been trying to overlook your Past, and to assist you to make a man of yourself, but we're getting discouraged."

"What's t'e matter?" demanded

Burnham, Stoepel & Co.

Wholesale Dry Goods

Detroit

WE take pleasure in informing the Dry Goods trade of Western Michigan that we have leased Rooms 207, 208, 209 and 210 Ashton Building (formerly Pythian Temple), where we will carry a complete sample line of Staple and Fancy Dry Goods, Carpets and Men's and Women's Furnishing Goods. We have placed this department in charge of Mr. Edward Formsma, who will be at the command of the trade at all times. Visiting merchants are cordially invited to call and inspect our line and make our Rooms their headquarters while in the city. Telephone, 1474.



Try Our Corset Department

Let us compare values. Our aim is to carry in stock both up-to date and standard models that can be retailed at popular prices. Numerous duplicate orders from our customers prove that the various styles we offer give entire satisfaction. We have the following brands:

Victor Girdle	- - -	18 x 26	- - -	\$2 25
Special	- - -	18 x 30	- - -	2 25
Princess Batiste with supporters	- - -	18 x 30	- - -	4 50
Sampson	- - -	18 x 30	- - -	4 50
Just Right	- - -	18 x 30	- - -	4 50
Stand By	- - -	18 x 30	- - -	4 50
Gainsboro	- - -	18 x 30	- - -	4 50
Batiste Girdle	- - -	18 x 24	- - -	4 50
Satin Girdle	- - -	18 x 26	- - -	4 50
Misses' Waist	- - -	19 x 30	- - -	4 50
Ladies' Waist	- - -	19 x 30	- - -	4 50
Comfort Nursing	- - -	21 x 30	- - -	4 50
W. T. 68	- - -	18 x 30	- - -	8 50
F. P. 503 with supporters	- - -	18 x 30	- - -	8 50
W. T. 603 with supporters	- - -	18 x 30	- - -	9 00
Armorside	- - -	18 x 30	- - -	9 00
Armorside, extra sizes	- - -	31 x 36	- - -	11 00

Grand Rapids Dry Goods Co. Exclusively Wholesale Grand Rapids, Mich.

Tim, pulling up his suspenderless trousers with a defiant air.

"Why, you've gone and mixed the kerosene with this bread," asserted Mrs. M. Washburn Carver-Tayleure, "and I shall be obliged to report you to Mr. Johnson. I'm sorry to be obliged to do this, but there is no other way."

"Say," began Tim, "I didn't see t'at t'e dope was on t'e bread! I'll bring some more t'is afternoon."

"I'm afraid you will never reform," groaned the woman, shaking her head. "I have observed several things lately that were reprehensible, and—"

"Say!" shouted Tim, angry beyond all bounds, "is it true t'at yer old man is goin' to be arrested for sellin' short weight? I heard t'at down at t'e corners! He'll look fine in t'e coop, wit' t'at bay window of his!"

"Oh, you awful boy!" shrieked Mrs. M. Washburn Carver-Tayleure. "What a story! I shall report this at once!"

"Go on an' report it!" foamed Tim. "T'ere come Maggie Dolan. She says youse owes her ten dollars fer work, an' she can't get a cent! We t'ought t'at you'd lead a different life w'en yer old man got inter t'e coal combine! We t'ought you'd turn over a new leaf! Go on wit' your old bread! Go chase yerself!"

And Tim threw the bread at the sharp-featured face and ran back to his wagon. Of course the boy should not have done this, but, after all, he had told the woman the truth about the short weight, and about Maggie Dolan's wages, and he had heard about that Past until he was fighting mad. Now he would get "canned," as he expressed it, and there would be no more jobs for him!

When he drove back to the store he left the wagon in the alley and walked into the little back office where the book-keeper was. He had come to admire the old book-keeper, and had unloaded many sorrows upon him. The old fellow held up a warning hand as Tim entered, pointing to the store in front. Mr. and Mrs. M. Washburn Carver-Tayleure were there and the grocer was talking with them. They seemed to be angry, but Johnson was as cool as a cucumber.

"Here's w'ere I gits mine!" muttered Tim. "I'll take a side-doo. Pullman fer t'e wild and woolly to-night, sure!"

"You just wait," said the old fellow. "Stand up there by the door, where you can get an idea of what's going on."

"You have seen runaway colts in the street," the grocer was saying to Mr. and Mrs. M. Washburn Carver-Tayleure, who were short of breath and red of face, "and you've seen how a certain fool element of society tries to stop 'em. When a colt gets beyond the reach of a guiding hand he doesn't know what to do with himself. He cavorts, and prances, and shows how swift he can go. Half the time he would get his head and stop in the first block if people would let him alone."

"But every fool in the street where a colt is running away wants to let the colt know that he is run-

ning away, and that it is his duty to stop him. So he runs out into the street and waves his hands at the already frightened animal, and shouts at him, and encourages the dogs to get into the game. The result is that, thus helped along, the colt keeps going faster and faster until he kills some one, smashes the rig, or breaks his own neck. As I said before, if let alone he would have seen the folly of his course and stopped in the first block."

"Now, some boys are just like a colt. If they get started wrong they will soon get their head if treated right and let alone. When they feel the lack of a guiding hand they go through their paces, for all the world like a colt, but they soon quiet down. That is if there are not too many fool-people informing them that they are running away, and waving hands and shouting at them, and encouraging all the dogs in the precinct to get into the game."

"When a boy gets to walking in the wrong rut people take care that he knows that they know it. They wave their hands at him and tell him how tough he has been and how sorry they are, and all that, until he gets disgusted and thinks there is no show for him because of a few tricks in the past, and goes to the devil horseback! The sympathy of such people is an insult and the boy knows it. He knows that they mean to reproach him instead of assisting him, and so he grows to hate everybody."

"Now, I'm going to give this boy a chance. I'm going to teach him contempt for people who never see him without referring to his boyish capers. You can take your trade and go to Halifax with it. I'm going to help the boy!"

Johnson is not sorry that he stuck to the boy, for he is now his partner. But that day decided his future. If the grocer had listened to the woman and discharged Tim there would probably have been another hobo in the land. After all, a boy is about like a colt, and you mustn't get excited if he prances a bit.

Alfred B. Tozer.

In the debating society of a country town one member called another an ass. It was necessary for this epithet to be withdrawn, and, after some fencing, the offender said, "I withdraw the expression, Mr. Speaker, but I insist that the member to whom I alluded is out of order." "How am I out of order?" yelled the other member. "That's not my business. Probably a veterinary surgeon could tell you!" was the triumphant retort.

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.

ATLAS MASON JARS

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

BOOK OF PRESERVING RECIPES—FREE

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

HAZEL-ATLAS GLASS CO., Wheeling, W. Va.

HATS

At Wholesale

For Ladies, Misses and Children
Corl, Knott & Co., Ltd.

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

Grand Rapids Notions & Crockery Co.

Importers and Jobbers of

DRY GOODS NOTIONS

Laces, Embroideries, Handkerchiefs, Neckties, Hosiery, Gloves, Suspenders, Combs, Threads, Needles, Pins, Buttons, Thimbles, etc. Factory agents for knit goods. Write us for prices. 1 and 3 So. Ionia St.

GOING FAST



Our handkerchiefs, mufflers, neckwear, glove boxes, handkerchief boxes, perfumes, box writing paper, pin cushions, etc., etc.

Just arrived a shipment of
TEDDY BEARS

Special to close:

\$2-\$2.25 ink wells reduced to \$1.25
3.50 " " " " 2.25
6.00 " " " " 4.50
8.50 " " " " 6.00

P. Steketee & Sons.,

Wholesale Dry Goods
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
Wear like the best

Wool Blankets

Goods in stock as follows:

Marken grey	- - -	\$1.50 per pair
Leyden white	- - -	1.50 per pair
Tilburg grey	- - -	1.75 per pair
Voorne white	- - -	1.75 per pair
Netherland grey	- - -	2.00 per pair
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.

GRAND RAPIDS PAPER BOX CO.

MANUFACTURER

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

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

Estimates and Samples Cheerfully Furnished.

Prompt Service.

Reasonable Prices.

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

GRAND RAPIDS, MICH.



Why the Stringent Policy is Best.

Competition and other factors in modern business have made the system of long datings which used to obtain in all lines of trade impracticable.

In our business—which is the marketing of fish, oysters and allied lines—the customer is expected to settle his account within a week after the delivery of the goods. In some cases a dating of two weeks is permissible. In only most exceptional cases is a month's time allowed for settlement.

Some years ago it would have been thought that so strict a regulation in this matter would have injured trade. It might once have been predicted that customers, especially those who had given a big portion of their trade to one house, would resent being made to pay with invariable promptness within a week or two weeks after delivery.

But the rapid growth of our business demonstrates that the rule works to the best advantage. The customer grows to respect a house that is as exacting in its requirements from him as he is in his requirements from the house. Also, he knows that a house which can afford to be exacting in this respect is financially competent—and financial competency is usually accepted as a guarantee that the service rendered by a firm will be of the highest order.

The rule has also had the effect of keeping customers generally friendly and satisfied. A great many houses—I am speaking of general mercantile business—have lost the good will and patronage of customers through their very leniency in granting any concessions which might be asked. Spring shipments with fall datings on certain lines of goods—exceptional quantity discounts—these things may keep the favored customer in a good humor, but they are rarely necessary in order to hold his trade; in the great majority of cases he will sooner or later abuse these privileges. A time comes when the supplier wants his money on an outstanding account—begs to remind the delinquent that the bill is six or seven months overdue—and is churlishly told that the latter will give his business hereafter to some "more accommodating" firm.

A customer who has enjoyed concessions is very likely to feel himself abused if he is not allowed to abuse them when it pleases him to do so. This leads to endless bickerings and occasionally the loss of an old account. In the experience of a great many firms more trade has been lost, probably, through unwise humoring of customers than has been gained or retained by granting concessions.

It depends upon the salesman how successful his firm shall be in abolishing long datings, and similar abuses.

Many firms allow their salesmen a good deal of latitude in arranging

terms, discounts, prices, datings, etc., and in these cases the salesman is the man who should be held responsible for what his firm may lose through unnecessary concessions.

A. Booth & Co. do not allow their salesmen any latitude in this respect. The salesman has his strict instructions from the manager as to the price and other conditions affecting an account. He can not deviate from these instructions in the smallest degree. When he meets a customer who demands a long dating or other unreasonable favors, the salesman has only one reply to make:

"I can take your order only on the conditions I have stated. If you believe that you ought to be made an exception I must refer you to the manager."

Even while the salesman is thus restricted to one course of conduct in dealing with a customer who asks concessions, it still depends to a great extent upon that salesman whether his house is going to succeed or not in its purpose of refusing all such requests without loss of trade.

If the salesman seems to shirk all interest or concern in the matter, by his tone of referring it to his manager, the customer will feel that the salesman is indifferent to getting the order. In turn the customer will show a very lively indifference as to whether or not he places it—and negotiations will come to a close right there.

If the salesman has the attitude of wishing he could make a concession, and if he seems to feel that the restrictions placed upon him are a hardship both to himself and his customer, he may win the latter's sympathy (which does not pay commissions), but he will only increase the customer's unjust prejudice against the rulings of the house.

If the salesman is belligerent about it, antagonizing the customer or making him feel that he is a "small" man for asking favors which others do not expect, the result will be equally unfortunate.

The salesman should pay due respect to the claims of the applicant for special consideration. If these claims are based on the length of time with which the latter has been doing business with the salesman's firm, the salesman should state how fully he appreciates such patronage. Having soothed the customer with this acknowledgment, he can explain how many firms that have been doing business with his house for as long a time or longer, have finally come to concur in its policy with regard to terms and datings.

If he is a good salesman he can always convert his customer to his way of thinking, unless the customer is one who is not sure of his ability to meet his obligation—and the trade of customers of this irresponsible class is not desirable anyway.—L. W. Peterson in Salesmanship.

A woman isn't necessarily industrious because she spends her time picking flaws in everything.

Bear constantly in mind the fact that most of our troubles never come.

She Wanted to See the Money.

A savings bank is never a very cheerful place. To one smiling young matron putting aside the proverbial "nest egg," or, still more, smiling young mother depositing in trust for the first baby, there are ten sad-faced women in black, many of them with widows' veils.

This was especially true recently when the money squeeze sent anxious depositors by the dozens to draw out their small savings, and it was therefore especially refreshing to see in that crowding somber line not "Lola from Berlin," but Marguerita from Italy, a trim, bright-eyed little woman with a scarlet handkerchief around her neck and her uncovered, glossy, black locks puffed and braided and curled as if for an inauguration ball.

She waited patiently—even cheerfully—as slowly foot by foot she approached the paying teller's desk, but it was 2 o'clock before her turn came. She began to look weary, but she gave the wearier man behind the window a confiding smile as she handed him her bank book and said: "I want it all."

He glanced at the book and counted out \$312 in one-dollar bills.

"That mine!" gasped the little woman.

The teller nodded.

She fingered the bills, looking more puzzled. The woman behind her was almost crying with impatience. The line swayed as if it had been a row of bricks and some one had hit the last brick in the row. Still Marguerita folded and unfolded the bills; she had all the repose of her native land.

"You sure?" she said at last. "You sure these all mine?"

"All yours," the man answered laconically.

Ordinarily he would have told her she was blocking the line, but this day he saw no objection to the delay.

She ventured one more question. "You sure these mine—these dollars? I thought I put in fives and tens."

"Those are all yours," he assured her emphatically.

"All right, then," she said idiomatically. "Tony—my man—he tell me my money not here. He say, 'take it all out.' I say, 'I go see.'"

Then untying the corner of a red handkerchief, and taking from it six \$5 gold pieces and several grimy bills of the same denomination, she added them to the pile in front of her and pushed the whole toward the astonished bank official.

"You put all back," she commanded. "I see them, so I know they all here."

Musical Treatment of Diseases.

Musical tonics and poisons are the studies in the Society of Musical Therapeutics. This association is maintained to establish a sort of musical pharmacopeia where musical compositions are labeled according to their known effects, as in the case of drugs, upon diseases. The president of the society is Eva Augusta Vescelius, a singer, and the directors reputable members of the medical profession. When a sound strikes the

ear it causes the ear drum to vibrate. On the inner side of the ear drum is the basilar membrane, an apparatus comparable to the strings of a harp or piano. Just as each string of a musical instrument vibrates in accord with those attuned to it in another, so is each fiber of the basilar membrane a cord tuned to a certain pitch and vibrating responsive to any tone of that exact pitch which reaches it. This serves to excite a special hair cell resting upon it, and sends a nerve impulse along the ultimate fibril, of which this forms one terminus and the brain the other.

He's Out of It.

"Well," said the man who looked as if he knew a thing or two about politics, addressing himself to the man who wore a disgusted look, "we shall soon be in the swing of a political campaign again."

"Yes," was the curt reply.

"Got your candidate picked out, I s'pose?"

"No, sir."

"Waiting a little to see how the cat jumps, eh?"

"No, sir."

"Then perhaps you don't vote?"

"Perhaps I do when I want to, but I sha'n't want to next year. No interest in the matter whatever, sir."

"Is that possible! Why, man, what's the matter?"

"Don't you understand it that there are to be no more contributions to campaign funds?"

"Yes, certainly."

"Well, that's going to tighten things up, isn't it? Is a gentleman going to come up to me next year and invite me in to have a glass of beer? Am I going home to find that the coal man has left me a ton of coal that has been paid for? Is the grocer's boy going to roll a barrel of flour into the house? Am I going to bump into philanthropists at every corner who are giving away \$2 bills? Do I get \$3 an evening for carrying a torch and yelling?"

"No, of course not, but as a patriot—"

"That's just it. As a patriot I don't get a smell, while you and the rest of them get all the offices. Good-by, sir—I'm out of it. Got my plans all made to go hunting next Presidential election day."

A little house full of meat but no door to go in and eat. A nut.

The trickster is always proud of his tact.

If every traveler who comes to Grand Rapids stopped at

Hotel Livingston

the outside world would hear pleasant stories about this city's accommodation.

The Traveling Men at Home and Abroad.*

The distinguished toastmaster has taken up so much time and said so much in introducing me that I have really forgotten what he did say on the start; but, however, everything he has said about me is absolutely true. I presume because five or six hundred men who are commercial travelers and reside in this city it was deemed advisable to have one from among their number respond to a toast at this banquet, and I feel highly honored for having been selected to represent this splendid body of commercial hustlers. I am conscious of the fact that because of the follies of a few traveling men as a class are looked upon by some people as a sporty lot of fellows who go about with nothing on their minds but their hair and with nothing to spend but money; and right here I wish to correct that impression, because I believe that no other class of men think more of their families, enjoy the comforts of home life or go farther and travel later at night to get to their homes and be with their loved ones than traveling men.

Gentlemen, there is a great difference between traveling for pleasure and traveling for business; and while this large audience of men is before me I want to say if you are a buyer, either for some manufacturing institution, a railroad or a retail grocer, when a traveling man calls don't do as a lot of buyers do, immediately get busy or make believe you are and rush around the office or store and keep the salesman waiting, causing him to miss his train and putting him to unnecessary expense and causing great inconvenience. Treat him as he is entitled to be treated; make him feel welcome by extending the right hand of fellowship and say, "What can I do for you?" Just remember that very often that same traveling man can give you valuable information and quite often he can buy and sell the merchant he is talking to, because he earns and gets more money as salary in one month than the merchant who feels so far above him draws out of his business in six months.

At home very often the traveling man may be known to only a few, perhaps his nearest neighbors or the few merchants he happens to trade with, and I regret to say some very good and high class men who have moved into a city desiring to make it their home have been frosted so by the citizens that after standing it a year or more they have picked up belongings and moved back to the city whence they and their families came, knowing their old neighbors and friends would be mighty glad to see them. Now, this must not happen in Kalamazoo. We want all the traveling men we can get. They are the best boosters you can send out from a city; and hence I say, if you want to keep this what it is to-day—the best city of its size in the United States—treat the traveling men who come here as you would like to be

*Response by Eugene A. Welch at the Commercial Club banquet recently held at Kalamazoo.

treated and in a few years we can boast of having five or six thousand instead of five or six hundred traveling men residents of this city, who will go about singing the praises of Kalamazoo and its many good qualities.

Movements of Michigan Gideons.

Detroit, Dec. 2—There were twenty present at the Gideon meeting at the Griswold House last Sunday evening. W. R. Barron gave the address of the evening and was introduced by Secretary W. D. Van Schaack as being a man who worked thirteen days every week—six for Pingree & Smith and seven for the Lord.

Todd B. Hall, the oldest member of the Baltimore detective force, was present and related some of his experiences as an old rounder before his conversion twenty-eight years ago and since. His experiences were very interesting and instructive. Catching law breakers and then inducing them to lead better lives has been his vocation since his conversion.

I thank Thee Lord at break of day,
When all the East is red with sun,
For health and hope and heart to say
"I would be part of any way
In which the will of God is done."

I thank Thee at the time of rest,
For strength that held the long day
through
Footsore and worn, yet peace-possessed,
I know the honest toil is best
Of him who strives Thy will to do.

And though the task that I have sought
Transcends my hands unaided skill,
I thank Thee for this mighty thought—
That all the wonders to be wrought
Lie hidden in Thy perfect will.

Brother Chapman, of Baltimore, was present and gave testimony.

There will be a Gideon rally at Flint Dec. 15, and as all roads lead in this direction it is expected all Michigan Gideons will be present.

George B. Clarke, 115 Bewick street, Detroit, who represents Lee, Cady & Smart, joined the Gideons' feast of this week. Aaron B. Gates.

Traveling Salesman Owes Servant Girl \$108.

Bay City, Dec. 3—A petition in bankruptcy filed with Referee in Bankruptcy Lee E. Joslyn by John W. Hunsberger, a traveling salesman, shows how easy it is to run up a pretty fair line of credit with merchants. Hunsberger's liabilities consist of bills due nine grocers, claims of seven different physicians, five coal dealers, seven money loaners and a varied assortment of furniture, tinware, board, livery, newspaper, milk, laundry and other items. One item shows that even household help is sometimes "easy," and Hilda Tibado must be a model servant, for she continued with the family although Hunsberger confesses to owing her \$108. His total liabilities are \$1,696.40, with no assets that are not exempt.

Friendly Advice.

"I was going to give Jinks a little friendly advice this morning."

"And didn't you?"

"No; he started to tell me how to run my affairs, and that's something I tolerate from no man."

In the final appraisal our increment from life depends on our investment of ourselves in it.

Gripsack Brigade.

A Houghton correspondent writes as follows: Ed. Wolter, who recently resigned his situation with the I. E. Swift Co., has accepted a position as traveling salesman for the Kelly-Howe Hardware Co., of Duluth. He will make Marquette his headquarters.

Sturgis Journal: A. D. Crooks has signed a contract with the National Supply Co., of Zion City, Ill., to act as traveling salesman and has been assigned a territory in Tennessee, which he will cover after the first of January. He is now out with a regular man covering this section, learning the ropes. Mr. Crooks has a good house to travel for and will no doubt be successful.

Post C. Michigan Knights of the Grip, now nineteen years old, held a large and enthusiastic meeting in the Griswold House, Detroit, last Saturday evening to elect officers and plan for aggressive work during the coming year. President John W. Schram, who has been elected President of the State organization, was relieved at his own request, and was succeeded by A. G. MacEachron, an indefatigable worker. Mr. Schram was elected Secretary, and was given an assistant. Other officers are: Vice-President, Daniel G. Crotty; Chaplain, P. T. Walsh; Sergeant-at-arms, Lou J. Burch; Alleviator, W. H. Baier; Board of Directors, J. B. Kelly, M. G. Howarn, J. C. Coleman, B. M. Spalding. Headquarters at 36 Kanter building will be open every Saturday. A general meeting will be held at that place December 28.

There is a tradition among Michigan traveling men that when the traveling fraternity first came into being, it found Day Gordon as the prehistoric man with a good grip on the hardware trade, and that he sold Adam the pruning shears with which he took care of fruit trees in the Garden of Eden. This story has been proven a myth, but Day Gordon is recognized in the whole middle west as one of the old guard who have been "right" with the trade, and whose long acquaintance will sell goods when a younger man will find it impossible. In actual figures, Mr. Gordon claims only about thirty years on the road. For eight years he was with Standard Brothers, Detroit, and seventeen years with Morley Brothers, Saginaw, during part of which he was sales manager. The last three years he has been located in Toledo as sales manager of the Stollberg Hardware Co. He recently returned to Detroit to take up a line of work as manufacturers' sales agent, having a string of sixteen houses who are glad to place their interests with this veteran of the road. Mr. Gordon is a member of Palestine lodge, F. & A. M., and of Detroit Council No. 9, United Commercial Travelers, and his return brings joy to many Michigan friends.

A live and wide-awake salesman is eager to sell more goods than "the other fellow"—he believes that his own house is the best, he is confident of his superior selling ability—but he doesn't let the spirit of competition

make him bitter or unfair. When two candidates for the presidency have been opposing each other through a long campaign, the one who loses the election usually telegraphs his congratulations to his successful opponent; two sparring partners wind up a bout in the ring with a handshake just to show that there are no ill feelings; a general surrendering his sword to the leader of a victorious army is treated with the most distinguished courtesy. Gallantry of this sort ought to be a regulation of the business world, and it is, to a limited extent. There are, however, some merchants and some salesmen who might manifest it more conspicuously than they do. There are salesmen who aren't satisfied with worsting a competitor by getting the business which he was after; they find it necessary to celebrate their success by running down their adversary's reputation, and that of his house, and the goods he sells. If you are the fellow to get the worst of it, take your medicine gracefully and prepare to make a better showing when you are pitted against your competitor another time. If you are the winner, have the grace to say a good word for the fellow who got the worst of it. Disparaging remarks about him only cheapen your own achievement.

When a Man Attains Discretion.

"Uncle Joe" Cannon and a friend were one day discussing the wild doings of a young Chicago man with whom both were well acquainted.

Mr. Cannon's friend was inclined to be very severe in criticism of the sower of wild oats; but "Uncle Joe" had more to say of his good than his bad qualities, remarking that at heart the boy was "all right." He thought it would be well to reserve judgment and give the lad a chance until he reached the age of discretion. "At just what period would you place the attainment of discretion?" asked the friend quickly.

"Generally speaking," added "Uncle Joe," "I should say that a young fellow had reached the age of discretion when he removes from his walls the pictures of actresses and substitutes therefor a portrait of his wealthy bachelor uncle."

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, Dec. 4—Creamery, fresh, 25@28½c; dairy, fresh, 22@25c; poor to common, 18@20c; rolls, 20@25c.

Eggs—Strictly fresh, candled, 28@32c; cold storage, candled, 19c.

Live Poultry—Springs, 10@12½c; fowls, 10@11½c; ducks, 12@12½c; old cox, 8@9c.

Dressed Poultry—Spings, 12@14c; fowls, 11@12½c; old cox, 8@9c.

Beans—Marrow, hand-picked, \$2.25; medium, hand-picked, \$2.25@2.30.

Potatoes—White, 60@65c per bu.; mixed, 50@55c. Rea & Witzig.

The Unholy Odor of Iodoform.

To remove the odor of iodoform from the hands, mortars, etc., rub a small quantity of tannic acid on the object to be deodorized. Wash well, and the odor will immediately disappear.



Michigan Board of Pharmacy.
 President—Henry H. Helm, 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.

Dangers in Counter Prescribing.

Dr. Ralph Leftwitch, at a recent meeting of the London Chemists' Association, read a paper on the above subject. Having briefly referred to the law, he warned druggists not to mistake a symptom for a disease. He saw extensively advertised a remedy for backache; but a backache was not a disease; it was only a symptom of certain diseases. How could one expect to cure a disease by removing one of its symptoms? Should a serious error in treatment be made there is a risk of being mulcted in damages or censured by a coroner's jury. Druggists should be guarded in treating constipation when it is associated with its danger-signal, vomiting, which might indicate strangulated hernia. Other equally serious troubles of which constipation is a symptom were also mentioned. Chronic diarrhoea, if accompanied by vomiting, might point to arsenical poisoning, accidental or homicidal. Sometimes complaint is made of "black diarrhoea." This, in a patient not taking iron or bismuth, is due to hemorrhage, and if from an ulcer of the stomach or small bowel, is highly dangerous. Anaemia occupies a position midway between a symptom and a disease. It may be the result of hemorrhage. When due to ulceration, to give iron would not only be useless, but might be dangerous. No pain is commoner than headache, and few ailments appear more simple to treat; yet it occurs in eighty different diseases. He pointed out how dangerous it would be to treat a headache due to impending apoplexy in the same way as one due to insufficient blood reaching the brain. A danger signal is the association of inflamed eyes with the headache. This may mean acute glaucoma, a disease liable to result in blindness unless an operation be promptly performed. Pain in the chest is full of danger-signals. Pain in the side, on the other hand, is so often due to serious conditions, such as pleurisy and pleuro-pneumonia, that the danger-signal should be kept nailed to the mast. The signal is a catch in the breath. Pain in the abdomen is commonly due to intestinal disturbance, and is usually a very simple matter, but, if accompanied with feverishness and the pain be markedly increased

by pressure, peritonitis is indicated; and, if located in the right flank, perhaps appendicitis. Or pain in the joints, the accompaniment of high temperature, may mean rheumatic fever. There are three danger-signals in connection with a cough. The co-existence of breathlessness with it always means some serious chest trouble, and in some cases stopping the cough might be fatal. In concluding Dr. Leftwitch gave a word of warning upon the use of sleeping draughts. There is probably no hypnotic that is safe under all conditions, and he indicated some peculiarities of hypnotics.

Kink in Making Resorcin Ointment.

J. C. Arthur, St. James, says: As soon as the new National Formulary was received I tried that formula among the first, for there had been many conflicting formulas published and the results were far from satisfactory. After carefully following the official process the result caused a feeling of disappointment similar to that experienced in apprenticeship days when a two-gallon batch of cod liver oil emulsion "cracked." The resulting ointment was very lumpy and stiffened so quickly that further trituration had no effect. As a last resort I placed the entire batch on a water bath just long enough to melt it, and stirred until cool. To my surprise a smooth ointment of uniform color was the result. So I find that by melting the paraffin, petrolatum and wood-fat in the order named, adding the oil of cade, and then gradually adding these to the powders in a large mortar and triturating until cool, a perfect mixture will result. This preparation is extensively prescribed by the local physicians, and we supply one of the hospitals with it in five-pound lots.

Card From Grocer McKinnis, of Nashville.

Nashville, Dec. 2—I have noticed several statements in different issues of your paper the last few issues to the effect that the recent fire in my store was caused by a hollow wire lighting system manufactured by the Allen-Sparks Gas Light Co. In behalf of the manufacturers, as well as their local agent, J. C. Hurd, of this place, I wish to modify these statements, as I can not see how the fire could have started from their system under the circumstances.

I am going to give you a full account of the fire. I came down in the morning as usual and put my excelsior and boards in the stove, struck a match and lighted the fire; after noticing to see that the fire was burning all right, I turned round and noticed that the back end of the store was on fire, about ten feet away from the stove.

My first thought was of my family upstairs and I immediately went up there and notified them. The fire was running up the shelves when I first noticed it. In order to get upstairs, I had to pass within a few inches of the lamp, and the tank being in the back room, it could not have started from there.

When I came into the store in the morning, I did not notice any odor of gasoline, and after the fire, I noticed the gasoline was in the tank as usual, and that all the valves were closed and not in a leaky condition.

After the fire was over, I made a thorough examination and tested the wires with gasoline, under pressure, and there was no leakage at any point in the system. I am using the system now that went through this fire, and it is giving perfect satisfaction, and always has since I have been using it. It was installed December 5, 1906, and has been in constant use ever since.

There are seven other systems of this same manufacture in the village, now in operation. None have been thrown out since my fire and everyone having them in use seems to feel perfectly safe in so doing.

I am reliably informed that all systems manufactured by the Allen-Sparks Gas Light Co. have been examined by and are on the permitted list of the National Board of Fire Underwriters of Chicago.

My insurance was adjusted without any question as to my right to have this system in use.

I would be pleased to have you publish this letter in the next issue of your valuable paper, as the statements with reference to the matter have evidently emanated from one who has been careless in the information sent you, with reference to this affair, and has done and is doing an injustice to the manufacturers and their agents.

Elmer McKinnis.

The Drug Market.

Opium—Is unchanged.

Morphine—Is steady.

Quinine—Is steady.

Cubeb Berries—Are very firm and advancing.

Oil Peppermint—Is weak and tending lower.

Oil Cloves—Has declined on account of lower price for spice.

Oil Wormwood—Is very firm and tending higher.

Glycerine—Is very firm.

New To Him.

"What business are you in?" asked the jovial drummer.

"I?" replied Mr. Pompous. "I'm a gentleman, sir; I—"

"You don't say? Haven't been

workin' at it long, have you?"



YOUNG MEN WANTED—To learn the Veterinary Profession. Catalogue sent free. Address VETERINARY COLLEGE, Grand Rapids, Mich. L. L. Conkey, Prin.

THE Keeley Cure **LIQUOR MORPHINE**
 27 Years Success
 ONLY ONE IN MICH. WRITE FOR INFORMATION.
 GRAND RAPIDS, 265 So. College Ave.

PILES CURED
 ...without...
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Xmas and New Years Post Cards

Order Freely, the Demand Will Be Big

Mail orders, enclosing draft or money order will be shipped prepaid.

No. 4.—Beautiful Embossed Xmas Post Cards, 26 new designs, per 100, \$1.50.

No. 5.—Fine Embossed New Years Post Cards, 25 new designs, per 100, \$1.50.

Special price in lots of 500 and 1,000.

Large Assortment Gold Embossed and Tinselled Xmas Post Cards (5c value), per 100, \$2.50 to \$3.00.

Fine Assortment Novelty and Satin Xmas and New Years Post Cards in many designs, retail at 5c to 15c, at \$2.50, \$3.00, \$4.00 and \$7.50 per 100.

FRED BRUNDAGE

32 and 34 Western Ave.

Muskegon, Mich.

Dorothy Vernon Perfume

Druggists can make money by taking advantage of our big advertising campaign and handling

this Xmas package of Dorothy Vernon Perfume. We advertise this two ounce bottle Dorothy Vernon in handsome embossed box to retail at \$1.00 and are creating a universal demand for it



Write for our proposition and price list.

The Jennings Co., Perfumers

Grand Rapids, Mich.

WHOLESALE DRUG PRICE CURRENT

Acidum		Copaiba	1 75@1 85	Scilla Co.	@ 50	Liq Potass Arsenit 10@ 12	Salacin	4 50@4 75	Oils	
Aceticum	6@ 8	Cubebae	2 15@2 25	Tolutan	@ 50	Magnesia, Sulph. .3@ 5	Sanguis Drac's	40@ 50	Whale, winter ..	bbl. gal.
Benzolcum, Ger..	70@ 17	Erigeron	2 395@2 50	Prunus virg....	@ 50	Mannia, S. F. 45@ 50	Sapo, W	13 1/2@ 16	Lard, extra	85@ 90
Boric	62@ 29	Evechthitos ..	1 00@1 10			Menthol	Sapo, M	10@ 12	Lard, No. 1	60@ 65
Carbolicum	26@ 29	Gaultheria	2 50@4 00	Tinctures		Morphia, SP&W 3 25@3 50	Sapo, G	@ 15	Linseed pure raw	45@ 48
Citricum	62@ 65	Geranium	70@ 75	Anconitum Nap'sR	60	Morphia, SNYQ 3 25@3 50	Seidlitz Mixture..	20@ 22	Linseed, boiled ..	46@ 49
Hydrochlor	3@ 5	Gossypii Sem gal	70@ 75	Anconitum Nap'sF	50	Morphia, Mal... 3 25@3 50	Sinapis	@ 18	Neat's-foot, w str	65@ 70
Nitrocum	8@ 10	Hedeoma	3 00@3 50	Aloes & Myrrh ..	50	Mosehus Canton. .@ 40	Sinapis, opt	@ 30	Spts. Turpentine ..	Market
Oxalicum	14@ 15	Junipera	40@1 20	Arnica	50	Myristica, No. 1. .25@ 30	Snuff, Maccaboy.	@ 51	Paints	bbl. L.
Phosphorium, dil.	44@ 47	Lavendula	90@3 60	Asafoetida	50	Nux Vomica po 15 .@ 10	Snuff, S'h DeVo's	@ 51	Red Venetian	13 1/2@ 15
Salicylicum	44@ 47	Limons	2 00@2 15	Atrope Belladonna	60	Os Sepia	Soda, Boras	8 1/2@ 10	Ochre, yel Mars 13 1/2@ 15	2 @ 4
Sulphuricum	13@ 15	Mentha Piper ..	1 80@2 00	Aurant Cortex..	50	Pepsin Saac, H & P D Co	Soda, Boras, po 7 1/2@ 10	10	Ochre, yel Ber	13 1/2@ 15
Tannicum	75@ 85	Mentha Verid....	3 25@3 35	Benzoin	60	P D Co	Soda et Pot's Tart 25@ 28	28	Putty, commer'l 2 1/2@ 2 1/2	@ 3
Tartaricum	38@ 40	Morruhae gal ..	1 60@1 85	Benzoin Co.	50	P D Co	Soda, Carb.	1 1/2@ 2	Putty, strictly pr 2 1/2@ 2 1/2	@ 3
Ammonia		Myrica	3 00@3 50	Barosma	50	P D Co	Soda, Carb.	1 1/2@ 2	Vermillion, Prime	13@ 15
Aqua, 18 deg....	4@ 6	Olive	1 00@3 00	Cantharides	75	P D Co	Soda, Bi-Carb ..	3@ 5	Vermillion, Eng. ..	75@ 80
Aqua, 20 deg....	6@ 8	Picis Liquida ..	10@ 12	Capicum	50	P D Co	Soda, Sulphas ..	3 1/2@ 4	Green, Paris	29 1/2@ 33 1/2
Carbonas	13@ 15	Picis Liquida gal.	@ 40	Cardamon	75	P D Co	Soda, Sulphas ..	3 1/2@ 4	Green, Peninsular	13@ 16
Chloridum	12@ 14	Ricina	1 06@1 10	Cardamon Co. .	75	P D Co	Soda, Sulphas ..	3 1/2@ 4	Lead, red	7 1/2@ 8
Aniline		Rosmarini	@ 100	Castor	1 00	P D Co	Soda, Sulphas ..	3 1/2@ 4	Lead, white	7 1/2@ 8
Black	2 00@2 25	Rosae oz.	6 50@7 00	Catechu	50	P D Co	Soda, Sulphas ..	3 1/2@ 4	Whiting, white S'n	@ 90
Brown	80@1 00	Succini	40@ 45	Cinchona	50	P D Co	Soda, Sulphas ..	3 1/2@ 4	Whiting, Gilders'	@ 95
Red	45@ 50	Sabina	90@1 00	Cinchona Co. .	50	P D Co	Soda, Sulphas ..	3 1/2@ 4	White, Paris Am'r	@ 1 25
Yellow	2 50@3 00	Santal	4@ 50	Columbia	50	P D Co	Soda, Sulphas ..	3 1/2@ 4	Whit'g Paris Eng.	@ 1 40
Baccae		Sassafras	90@ 95	Cubebae	50	P D Co	Soda, Sulphas ..	3 1/2@ 4	Shaker Prep'd ..	1 25@1 35
Cubebae	28@ 33	Sinapis, ess. oz.	@ 65	Tigil	50	P D Co	Soda, Sulphas ..	3 1/2@ 4	Varnishes	
Juniperus	8@ 10	Thyme	40@ 50	Thyme	50	P D Co	Soda, Sulphas ..	3 1/2@ 4	No. 1 Turp Coach 1 10 1 20	
Xanthoxylum	30@ 35	Thyme, opt	@ 160	Theobromas	15@ 20	P D Co	Soda, Sulphas ..	3 1/2@ 4	Extra Turp	1 60@1 70
Balsamum		Potassium				P D Co	Soda, Sulphas ..	3 1/2@ 4		
Copaiba	70@ 80	Ri-Carb	15@ 18			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Peru	75@2 85	Bichromate	13@ 15			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Terabin, Canada	65@ 70	Bromide	22@ 27			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Tolutan	40@ 45	Carb	12@ 15			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Cortex		Chlorate	12@ 14			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Abies, Canadian.	18	Cyanide	30@ 40			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Cassiae	20	Iodide	2 50@2 60			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Cinchona Flava..	18	Potassa, Bitart pr	30@ 32			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Buonymus atro...	60	Potass Nitras opt	7@ 10			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Myrica Cerifera..	20	Potass Nitras ..	6@ 8			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Prunus Virginii..	15	Prussiate	23@ 26			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Quillaja, gr'd ..	12	Sulphate po	15@18			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Sassafras...po 25	24					P D Co	Soda, Sulphas ..	3 1/2@ 4		
Ulmus	20					P D Co	Soda, Sulphas ..	3 1/2@ 4		
Extractum		Radix				P D Co	Soda, Sulphas ..	3 1/2@ 4		
Glycyrrhiza Gla..	24@ 30	Aconitum	20@ 25			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Glycyrrhiza, po..	28@ 30	Althae	30@ 35			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Haematox	11@ 12	Anchusa	10@ 12			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Haematox, 1s....	13@ 14	Arum po	@ 25			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Haematox, 1/2s ..	14@ 15	Calamus	20@ 40			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Haematox, 1/4s ..	16@ 17	Gentiana po 15	12@ 15			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Ferru		Glycyrrhiza pv 15	16@ 18			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Carbonate Precip.	15	Hydrastis, Canaua	@ 2 50			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Citrate and Quina	2 00	Hydrastis, Can. po	@ 2 60			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Citrate Soluble..	55	Hellebore, Alba.	12@ 15			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Ferrocyanidum S	40	Inula, po	18@ 22			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Solut. Chloride ..	15	Ipecac, po	2 00@2 10			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Sulphate, com'l ..	2	Iris plox	35@ 40			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Sulphate, com'l, by	70	Jalapa, pr	25@ 30			P D Co	Soda, Sulphas ..	3 1/2@ 4		
bbl. per cwt. ..	70	Maranta, 1/4s ..	@ 35			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Sulphate, pure ..	7	Podophyllum po.	15@ 18			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Flora		Rhel	75@1 00			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Arnica	20@ 25	Rhel, cut	1 00@1 25			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Anthemis	50@ 60	Rhel, pv	75@1 00			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Matricaria	30@ 35	Spigella	1 45@1 50			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Folia		Sanguinari, po 18	@ 15			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Barosma	40@ 45	Serpentaria	50@ 55			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Cassia Acutifol.	15@ 20	Senega	85@ 90			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Cassia, Acutifol.	25@ 30	Smilax, off's H.	@ 4			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Salvia officinalis,	18@ 20	Smilax, M	@ 2			P D Co	Soda, Sulphas ..	3 1/2@ 4		
1/4s and 1/2s	8@ 10	Scilla po 45	20@ 25			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Uva Ursi	8@ 10	Symplocarpus ..	@ 25			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Gummi		Valeriana Eng..	@ 25			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Acacia, 1st pkd..	@ 45	Valeriana, Ger..	15@ 20			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Acacia, 2nd pkd..	@ 35	Zingiber a	12@ 16			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Acacia, 3rd pkd..	@ 35	Zingiber j	25@ 28			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Acacia, sifted sts.	@ 18	Semen				P D Co	Soda, Sulphas ..	3 1/2@ 4		
Acacia, po	45@ 65	Anisum po 20 ..	@ 16			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Aloe Barb	22@ 25	Apium (gravel's)	13@ 15			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Aloe, Cape	@ 25	Bird, 1s	@ 6			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Aloe, Socotri	@ 45	Carui po 15	14@ 15			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Ammoniac	55@ 60	Cardamon	70@ 90			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Asafoetida	35@ 40	Coriandrum	12@ 14			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Benzoinum	50@ 55	Cannabis Sativa	7@ 8			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Catechu, 1s	@ 14	Cydonium	75@1 00			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Catechu, 1/2s ..	@ 16	Chenopodium ..	25@ 30			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Catechu, 1/4s ..	@ 14	Dipterix Odorate.	80@1 00			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Comphorae	90@1 00	Foeniculum	@ 18			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Euphorbium	@ 40	Foenugreek, po.	7@ 9			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Galbanum	@ 100	Lini	4@ 6			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Gamboge	@ 100	Lini, gr'd. bbl. 2 1/2	3@ 6			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Gaulacum	@ 35	Lobella	75@ 80			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Kino	@ 45	Pharlaris Cana'n	9@ 10			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Mastic	@ 45	Rapa	5@ 6			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Myrrh	@ 45	Sinapis Alba	8 10			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Opium	25@6 30	Sinapis Nigra ..	9@ 10			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Shellac	45@ 55	Spiritus				P D Co	Soda, Sulphas ..	3 1/2@ 4		
Shellac, bleached	60@ 65	Frumentum W D. 2	00@2 50			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Tragacanth	70@1 00	Frumentum	1 25@1 50			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Herba		Juniperis Co O T 1	65@2 00			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Absinthium	45@ 60	Juniperis Co.	75@3 50			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Eupatorium oz pk	20	Saccharum N E 1	90@2 10			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Lobelia	25	Snt Vini Galli ..	1 75@6 50			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Majorium	28	Snt Vini Oporto ..	1 25@2 00			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Mentra Pip. oz pk	23	Vini Alba	25@2 00			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Mentra Ver. oz pk	25	Sponges				P D Co	Soda, Sulphas ..	3 1/2@ 4		
Rue	29	Florida sheeps' wool				P D Co	Soda, Sulphas ..	3 1/2@ 4		
Tanacetum V.	32	carriage	3 00@3 50			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Thymus V. oz pk	25	Nassau sheeps' wool				P D Co	Soda, Sulphas ..	3 1/2@ 4		
Magnesia		carriage	3 50@3 75			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Calcined, Pat.	55@ 60	Velvet extra sheeps' wool				P D Co	Soda, Sulphas ..	3 1/2@ 4		
Carbonate, Pat.	18@ 20	wool, carriage ..	@ 2 00			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Carbonate, K-M.	18@ 20	Extra yellow sheeps' wool				P D Co	Soda, Sulphas ..	3 1/2@ 4		
Carbonate	18@ 20	wool, carriage ..	@ 1 25			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Oleum		Grass sheeps' wool				P D Co	Soda, Sulphas ..	3 1/2@ 4		
Absinthium	4 90@5 00	carriage	@ 1 25			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Amygdalae Dulc.	75@ 85	Hard, slate use..	@ 1 00			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Amygdalae, Ama 8	00@8 25	Yellow Reef, for				P D Co	Soda, Sulphas ..	3 1/2@ 4		
Anisi	1 90@2 00	slate use	@ 1 40			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Aurant Cortex.	2 75@2 85	Syrups				P D Co	Soda, Sulphas ..	3 1/2@ 4		
Bergamili	4 50@5 75	Acacia	@ 50			P D Co	Soda, Sulphas ..	3 1/2@ 4		
Capituti	85@ 90	Aurant Cortex..								

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	
A		B	
Ammonia	1	Baked Beans	1
Axle Grease	1	Bath Brick	1
		Bluing	1
		Brooms	1
		Brushes	1
		Butter Color	1
C		D	
Candles	1	Dried Fruits	4
Canned Goods	1		
Carbon Oils	1		
Catsup	1		
Cereals	1		
Cheese	1		
Chewing Gum	1		
Chicory	1		
Chocolate	1		
Clothes Lines	1		
Cocoa	1		
Cocoanut	1		
Cocoa Shells	1		
Coffee	1		
Confections	11		
Crackers	1		
Cream Tartar	4		
F		G	
Farinaceous Goods	5	Gelatine	1
Fish and Oysters	10	Grain Bags	1
Fishing Tackle	5	Grains and Flour	5
Flavoring Extracts	5		
Fresh Meats	5		
H		I	
Herbs	6	Jelly	6
Hides and Pelts	10		
J		K	
Licorice	6	Matches	6
L		M	
Meat Extracts	6	Mince Meat	6
Molasses	6	Mustard	6
N		O	
Nuts	11	Olive Oil	11
P		Q	
Pipes	6	Quaker	6
Pickles	6		
Playing Cards	6		
Potash	6		
Provisions	6		
R		S	
Rice	7	Salad Dressing	7
T		U	
Tea	8	Uppercase	8
Tobacco	9		
Twine	9		
V		W	
Vinegar	9	Wicks	9
Y		Z	
Yeast Cake	10	Zippers	10

3		4		5	
Emblem	@16	Cracknels	16	Raisins	
Jem	@17	Coffee Cake, pi. or teed	10	London Layers, 3 cr	10
Ideal	@16	Cocoanut Taffy	12	London Layers, 4 cr	10
Jersey	@16 1/2	Cocoanut Bar	10	Cluster, 5 crown	10
Riverside	@16 1/2	Cocoanut Drops	12	Loose Muscatels, 2 cr	10
Springdale	@16 1/2	Cocoanut Honey Cake	12	Loose Muscatels, 3 cr	10
Warner's	@16	Cocoanut Hon. Fingers	12	Loose Muscatels, 4 cr	10
Brick	@18	Cocoanut Macaroons	18	Loose Muscatels, 4 cr 10	10
Leiden	@15	Dandelion	10	L. M. Seeded 1 lb 9 3/4 @11	10
Limburger	@18	Dixie Cookie	9	Sultanas, bulk	10
Pineapple	@40	Frosted Cream	8	Sultanas, package ..	10
Sap Sago	@22	Frosted Honey Cake	12		
Swiss, domestic	@16	Fluted Cocoanut	10		
Swiss, imported	@20	Fruit Tarts	12		
CHEWING GUM		Ginger Gems	8	FARINACEOUS GOODS	
American Flag Spruce	55	Graham Crackers	8	Beans	
Beeman's Pepsin	55	Ginger Nuts	10	Dried Lima	7
Adams Pepsin	55	Ginger Snaps, N. B. C.	7	Med. Hd. Pk'd	2 45
Best Pepsin	45	Hippodrome	10	Brown Holland	55
Best Pepsin, 5 boxes	2 00	Honey Cake, N. B. C.	12	Farina	
Black Jack	55	Honey Fingers, As. Ice	12	24 1lb. packages	1 75
Largest Gum Made	55	Honey Jumbles	12	Bulk, per 100 lbs.	3 00
Sen Sen	55	Household Cookies	8	Hominy	
Sen Sen Breath Perf	1 00	Household Cookies Iced	8	Flake, 50lb. sack	1 00
Long Tom	55	Iced Honey Crumpets	10	Pearl, 200lb. sack	4 00
Yucatan	55	Imperial	8	Pearl, 100lb. sack	2 00
CHICORY		Iced Honey Flake	12 1/2	Maccaroni and Vermicelli	
Bulk	5	Iced Honey Jumbles	12	Domestic, 10lb. box	60
Red	7	Island Picnic	11	Imported, 25lb. box	2 50
Eagle	5	Jersey Lunch	8	Pearl Barley	
Frank's	7	Kream Klips	20	Common	4 40
Schener's	6	Lem Yem	11	Chester	4 50
CHOCOLATE		Lemon Gems	10	Empire	5 00
Walter Baker & Co.'s		Lemon Biscuit, Square	8	Peas	
German Sweet	26	Lemon Wafer	16	Green, Wisconsin, bu.	2 15
Premium	38	Lemon Cookie	8	Green, Scotch, bu.	2 25
Caracas	31	Mary Ann	8	Split, lb.	04
Walter M. Lowney Co.		Marshmallow Walnuts	16	Sago	
Premium, 1/4s	36	Mariner	11	East India	6 1/2
Premium, 1/2s	36	Molasses Cakes	8	German, sacks	7
COCOA		Mohican	8	German, broken pkg.	7
Baker's	39	Mixed Picnic	11 1/2	Tapoca	
Cleveland	41	Nabob Jumble	14	Flake, 110 lb. sacks	7
Colonial, 1/4s	35	Newton	12	Pearl, 130 lb. sacks	6 1/2
Colonial, 1/2s	33	Nic Nacs	8	Pearl, 24 lb. pkgs.	7 1/2
Epps	42	Oatmeal Crackers	8	FLAVORING EXTRACTS	
Huyler	45	Orange Gems	8	Foot & Jenks	
Lowney, 1/4s	40	Oval Sugar Cakes	8	Coleman brand Van. Lem.	
Lowney, 1/2s	39	Penny Cakes, Assorted	8	2 oz.	1 20
Lowney, 1/4s	38	Pretzels, Hand Md.	8	4 oz.	2 00
Lowney, 1/2s	38	Pretzelettes, Hand Md.	8	8 oz.	4 00
Lowney, 1s	40	Raisins, Mac. Md.	7 1/2	Jaxon brand Van. Lem.	
Van Houten, 1/4s	12	Raisins Cookies	8	2 oz.	2 00
Van Houten, 1/2s	20	Revere, Assorted	14	4 oz.	4 00
Van Houten, 1s	72	Rube	8	8 oz.	8 00
Webb	35	Scotch Style Cookies	10	Jennings D. C. Brand	
Wilbur, 1/4s	39	Snow Creams	12	Terpeness Ext. Lemon	
Wilbur, 1/2s	40	Sugar Fingers	16		
COCOANUT		Sugar Gems	16	Doz.	
Dunham's 1/4s & 1/2s	26 1/2	Sugar Fingers	16	No. 2 Panel	75
Dunham's 1/4s	27	Sultana Fruit Biscuit	18	No. 4 Panel	1 50
Dunham's 1/2s	28	Spiced Gingers	9	No. 6 Panel	2 00
Bulk	14	Spiced Gingers Iced	9	Toper Panel	1 50
COCOA SHELLS		Sugar Cakes	8	2 oz. Full Meas.	1 20
20lb. bags	4	Sugar Squares, large or	8	4 oz. Full Meas.	2 25
Less quantity	4 1/2	small	8	Jennings D. C. Brand	
Pound packages		Superba	8	Extract Vanilla	
COFFEE		Sponge Lady Fingers	25	Doz.	
Rio		Sugar Crimp	8	No. 2 Panel	1 20
Common	13 1/2	Vanilla Wafers	16	No. 4 Panel	2 00
Fair	14 1/2	Waverly	8	No. 6 Panel	3 00
Choice	16 1/2	Zanzibar	9	Taper Panel	2 00
Fancy	20	In-er Seal Goods		1 oz. Full Meas.	85
Santos		Albert Biscuit	1 00	2 oz. Full Meas.	1 60
Common	13 1/2	Animals	1 00	4 oz. Full Meas.	3 00
Fair	14 1/2	Per doz.		No. 2 Assorted Flavors	1 00
Choice	16 1/2	Butter Thin Biscuit	1 00	GRAIN BAGS	
Fancy	19	Butter Wafers	1 00	Amoskeag, 100 in bale 19	
Peaberry		Cheese Sandwich	1 00	Amoskeag, less than bl 19 1/2	
Maracaibo		Cocoanut Dainties	1 00	GRAIN AND FLOUR	
Fair	16	Faust Oyster	1 00	Wheat	
Choice	19	Fig Newton	1 00	New No. 1 White	95
Mexican		Five O'clock Tea	1 00	New No. 2 Red	95
Choice	16 1/2	Frotana	1 00	Winter Wheat Flour	
Fancy	19	Ginger Snaps, N. B. C.	1 00	Local Brands	
Guatemala		Graham Crackers	1 00	Patents	5 60
Choice	15	Lemon Snap	50	Second Patents	5 40
Java		Oatmeal Crackers	1 00	Straight	5 10
African	12	Oysterettes	50	Second Straight	4 75
Fancy African	17	Old Time Sugar Cook.	1 00	Clear	4 10
O. G.	25	Pretzelettes, Hd Md.	1 00	Subject to usual cash dis-	
P. G.	31	Royal Toast	1 00	count.	
Mocha		Saltine	1 00	Flour in barrels, 25c per	
Arabian	21	Saratoga Flakes	1 50	barrel additional.	
Package		Social Tea Biscuit	1 00	Worden Grocer Co.'s Brand	
New York Basis		Soda, N. B. C.	1 00	Quaker, paper	5 00
Arbuckle	16 00	Soda, Select	1 00	Quaker, cloth	5 20
Dilworth	14 75	Sultana Fruit Biscuit	1 50	Wykes & Co.	
Jersey	15 00	Uneeda Biscuit	50	Eclipse	4 80
Lion	14 50	Uneeda Jinjer Wayfer	1 00	Kansas Hard Wheat Flour	
McLaughlin's XXXX		Uneeda Milk Biscuit	50	Judson Grocer Co.	
McLaughlin's XXXX sold		Vanilla Wafers	1 00	Fanchon, 1/2s cloth	5 70
to retailers only. Mail all		Water Thin	1 00	Grand Rapids Grain & Mill-	
orders direct to W. F.		Zu Zu Ginger Snaps	50	ing Co. Brands.	
McLaughlin & Co., Chicago.		Zwieback	1 00	Wizard, assorted	4 70
Extract		Holland Rusk		Graham	4 50
Holland, 1/2 gro boxes	95	36 packages	2 90	Buckwheat	5 50
Felix, 1/2 gross	1 15	40 packages	3 20	Rye	4 90
Hummel's foil, 1/2 gro.	85	60 packages	4 75	Spring Wheat Flour	
Hummel's tin, 1/2 gro.	1 43	CREAM TARTAR		Roy Baker's Brand	
CRACKERS		Barrels or drums	29	Golden Horn, family	5 75
National Biscuit Company		Boxes	30	Golden Horn, baker's	5 65
Brand		Square cans	32	Wisconsin Rye	5 00
Butter		Fancy caddies	35	Judson Grocer Co.'s Brand	
Seymour, Round	6	DRIED FRUITS		Ceresota, 1/4s	6 20
N. B. C. Square	6	Apples		Ceresota, 1/2s	6 10
Soda		Sundried		Ceresota, 3/4s	6 00
Select Soda	6	Evaporated	@11	Lemon & Wheeler's Brand	
Saratoga Flakes	13	California	22@24	Wingold, 1/4s	6 20
Zephyrette	13	California Prunes		Wingold, 1/2s	6 10
Oyster		100-125 25lb. boxes.	@ 6	Wingold, 3/4s	6 00
N. B. C. Round	6	80-90 25lb. boxes.	@ 6 1/2	Pillsbury's Brand	
Gem	06	70-80 25lb. boxes.	@ 7	Best, 1/4s cloth	6 40
Faust, Shell	7 1/2	60-70 25lb. boxes.	@ 7 1/2	Best, 1/2s cloth	6 30
Sweet Goods		50-60 25lb. boxes.	@ 8	Best, 3/4s paper	6 20
Boxes and cans		40-50 25lb. boxes.	@ 8 1/2	Best, 1/4s paper	6 20
Animals	10	30-40 25lb. boxes.	@ 10	Best, wood	6 40
Atlantic, Assorted	10	Citron		Worden Grocer Co.'s Brand	
Brittle	11	Evaporated	@22	Laurel, 1/4s cloth	6 00
Cartwheels	8	Currents	@ 9	Laurel, 1/2s cloth	5 90
Current Fruit Biscuit	10	Imported bulk	@ 8 1/2	Laurel, 3/4s & 1/2s paper	5 80
Peel		Lemon American		Laurel, 1/2s	5 70
Lemon American	15	Orange American		Wykes & Co.	
Orange American	14	Sleepy Eye 1/4s cloth		Sleepy Eye, 1/4s cloth	5 90
Citron		Sleepy Eye, 1/2s cloth		Sleepy Eye, 1/2s cloth	5 80
Evaporated	@22	Sleepy Eye, 3/4s paper		Sleepy Eye, 3/4s paper	5 80
California	22@24	Sleepy Eye, 1/4s paper		Sleepy Eye, 1/4s paper	5 80
California Prunes		Sleepy Eye, 1/2s paper		Sleepy Eye, 1/2s paper	5 80
100-125 25lb. boxes.	@ 6	Sleepy Eye, 3/4s paper		Sleepy Eye, 3/4s paper	5 80
80-90 25lb. boxes.	@ 6 1/2	Sleepy Eye, 1/4s cloth		Sleepy Eye, 1/4s cloth	5 90
70-80 25lb. boxes.	@ 7	Sleepy Eye, 1/2s cloth		Sleepy Eye, 1/2s cloth	5 80
60-70 25lb. boxes.	@ 7 1/2	Sleepy Eye, 3/4s paper		Sleepy Eye, 3/4s paper	5 80
50-60 25lb. boxes.	@ 8	Sleepy Eye, 1/4s paper		Sleepy Eye, 1/4s paper	5 80
40-50 25lb. boxes.	@ 8 1/2	Sleepy Eye, 1/2s paper		Sleepy Eye, 1/2s paper	5 80
30-40 25lb. boxes.	@ 10	Sleepy Eye, 3/4s paper		Sleepy Eye, 3/4s paper	5 80
Citron		Sleepy Eye, 1/4s cloth		Sleepy Eye, 1/4s cloth	5 90
Evaporated	@22	Sleepy Eye, 1/2s cloth		Sleepy Eye, 1/2s cloth	5 80
California	22@24	Sleepy Eye, 3/4s paper		Sleepy Eye, 3/4s paper	5 80
California Prunes		Sleepy Eye, 1/4s paper		Sleepy Eye, 1/4s paper	5 80
100-125 25lb. boxes.	@ 6	Sleepy Eye, 1/2s paper		Sleepy Eye, 1/2s paper	5 80
80-90 25lb. boxes.	@ 6 1/2	Sleepy Eye, 3/4s paper		Sleepy Eye, 3/4s paper	5 80
70-80 25lb. boxes.	@ 7	Sleepy Eye, 1/4s cloth		Sleepy Eye, 1/4s cloth	5 90
60-70 25lb. boxes.	@ 7 1/2	Sleepy Eye, 1/2s cloth		Sleepy Eye, 1/2s cloth	5 80
50-60 25lb. boxes.	@ 8	Sleepy Eye, 3/4s paper		Sleepy Eye, 3/4s paper	5 80
40-50 25lb. boxes.	@ 8 1/2	Sleepy Eye, 1/4s paper		Sleepy Eye, 1/4s paper	5 80
30-40 25lb. boxes.	@ 10	Sleepy Eye, 1/2s paper		Sleepy Eye, 1/2s paper	5 80
Citron		Sleepy Eye, 3/4s paper		Sleepy Eye, 3/4s paper	5 80
Evaporated	@22	Sleepy Eye, 1/4s cloth		Sleepy Eye, 1/4s cloth	5 90
California	22@24	Sleepy Eye, 1/2s cloth		Sleepy Eye, 1/2s cloth	5 80
California Prunes		Sleepy Eye, 3/4s paper		Sleepy Eye, 3/4s paper	5 80
100-125 25lb. boxes.	@ 6	Sleepy Eye, 1/4s paper		Sleepy Eye, 1/4s paper	5 80
80-90 25lb. boxes.	@ 6 1/2	Sleepy Eye, 1/2s paper		Sleepy Eye, 1/2s paper	5 80
70-80 25lb. boxes.	@ 7	Sleepy Eye, 3/4s paper		Sleepy Eye, 3/4s paper	5 80
60-70 25lb. boxes.	@ 7 1/2	Sleepy Eye, 1/4s cloth		Sleepy Eye, 1/4s cloth	5 90
50-60 25lb. boxes.	@ 8	Sleepy Eye, 1/2s cloth		Sleepy Eye, 1/2s cloth	5 80
40-50 25lb. boxes.	@ 8 1/2	Sleepy Eye, 3/4s paper		Sleepy Eye, 3/4s paper	5 80
30-40 25lb. boxes.	@ 10	Sleepy Eye, 1/4s paper		Sleepy Eye, 1/4s paper	5 80
Citron		Sleepy Eye, 1/2s paper		Sleepy Eye, 1/2s paper	5 80
Evaporated	@22	Sleepy Eye, 3/4s paper		Sleepy Eye, 3/4s paper	5 80
California	22@24	Sleepy Eye, 1/4s cloth		Sleepy Eye, 1/4s cloth	5 90
California Prunes		Sleepy Eye, 1/2s cloth		Sleepy Eye, 1/2s cloth	5 80
100-125 25lb. boxes.	@ 6	Sleepy Eye, 3/4s paper		Sleepy Eye, 3/4s paper	5 80
80-90 25lb. boxes.	@ 6 1/2	Sleepy Eye, 1/4s paper		Sleepy Eye, 1/4s paper	5 80
70-80 25lb. boxes.	@ 7	Sleepy Eye, 1/2s paper		Sleepy Eye, 1/2s paper	5 80
60-70 25lb. boxes.	@ 7 1/2	Sleepy Eye, 3/4s paper		Sleepy Eye, 3/4s paper	5 80
50-60 25lb. boxes.	@ 8	Sleepy Eye, 1/4s cloth		Sleepy Eye, 1/4s cloth	5 90
40-50 25lb. boxes.	@ 8 1/2	Sleepy Eye, 1/2s cloth		Sleepy Eye, 1/2s cloth	5 80
30-40 25lb. boxes.	@ 10	Sleepy Eye, 3/4s paper		Sleepy Eye, 3/4s paper	5 80
Citron		Sleepy Eye, 1/4s paper		Sleepy Eye, 1/4s paper	5 80
Evaporated	@22	Sleepy Eye, 1/2s paper		Sleepy Eye, 1/2s paper	5 80
California	22@24	Sleepy Eye, 3/4s paper		Sleepy Eye, 3/4s paper	5 80
California Prunes		Sleepy Eye, 1/4s cloth		Sleepy Eye, 1/4s cloth	5 90
100-125 25lb. boxes.	@ 6	Sleepy Eye, 1/2s cloth		Sleepy Eye, 1/2s cloth	5 80
80-90 25lb. boxes.	@ 6 1/2	Sleepy Eye, 3/4s paper		Sleepy Eye, 3/4s paper	5 80
70-80 25lb. boxes.	@ 7	Sleepy Eye, 1/4s paper		Sleepy Eye, 1/4s paper	5 80
60-70 25lb. boxes.	@ 7 1/2	Sleepy Eye, 1/2s paper		Sleepy Eye, 1/2s paper	5 80
50-60 25lb. boxes.	@ 8	Sleepy Eye, 3/4s paper		Sleepy Eye, 3/4s paper	5 80
40-50 25lb. boxes.	@ 8 1/2	Sleepy Eye, 1/4s cloth		Sleepy Eye, 1/4s cloth	5 90
30-40 25lb. boxes.	@ 10	Sleepy Eye, 1/2s cloth		Sleepy Eye, 1/2s cloth	5 80
Citron		Sleepy Eye, 3/4s paper		Sleepy Eye, 3/4s paper	5 80
Evaporated	@22	Sleepy Eye, 1/4s paper		Sleepy Eye, 1/4s paper	5 80
California	22@24	Sleepy Eye, 1/2s paper		Sleepy Eye, 1/2s paper	5 80
California Prunes		Sleepy Eye, 3/4s paper		Sleepy Eye, 3/4s paper	5 80
100-125 25lb. boxes.	@ 6	Sleepy Eye, 1/4s cloth		Sleepy Eye, 1/4s cloth	5 90
80-90 25lb. boxes.	@ 6 1/2	Sleepy Eye, 1/2s cloth		Sleepy Eye, 1/2s cloth	5 80
70-80 25lb. boxes.	@ 7	Sleepy Eye, 3/4s paper		Sleepy Eye, 3/4s paper	5 80
60-70 25lb. boxes.	@ 7 1/2	Sleepy Eye, 1/4s paper		Sleepy Eye, 1/4s paper	5 80
50-60 25lb. boxes.	@ 8	Sleepy Eye, 1/2s paper		Sleepy Eye, 1/2s paper	5 80
40-50 25lb. boxes.	@ 8 1/2	Sleepy Eye, 3/4s paper		Sleepy Eye, 3/4s paper	5 80
30-40 25lb. boxes.	@ 10	Sleepy Eye, 1/4s cloth		Sleepy Eye, 1/4s cloth	5 90
Citron		Sleepy Eye, 1/2s cloth		Sleepy Eye, 1/2s cloth	5 80
Evaporated	@22	Sleepy Eye, 3/4s paper		Sleepy Eye, 3/4s paper	5 80
California	22@24	Sleepy Eye, 1/4s paper		Sleepy Eye, 1/4s paper	5 80
California Prunes		Sleepy Eye, 1/2s paper		Sleepy Eye, 1/2s paper	5 80
100-125 25lb. boxes.	@ 6	Sleepy Eye, 3/4s paper		Sleepy Eye, 3/4s paper	5 80
80-90 25lb. boxes.	@ 6 1/2	Sleepy Eye, 1/4s cloth		Sleepy Eye, 1/4s cloth	5 90
70-80 25lb. boxes.	@ 7	Sleepy Eye, 1/2s cloth		Sleepy Eye, 1/2s cloth	5 80
60-70 25lb. boxes.	@ 7 1/2	Sleepy Eye, 3/4s paper		Sleepy Eye, 3/4s paper	5 80
50-60 25lb. boxes.	@ 8	Sleepy Eye, 1/4s paper		Sleepy Eye, 1/4s paper	5 80
40-50 25lb. boxes.	@ 8 1/2	Sleepy Eye, 1/2s paper		Sleepy Eye, 1/2s paper	5 80
30-40 25lb. boxes.	@ 10	Sleepy Eye, 3/4s paper		Sleepy Eye, 3/4s paper	5 80
Citron		Sleepy Eye, 1/4s cloth		Sleepy Eye, 1/4s cloth	5 90
Evaporated	@22	Sleepy Eye, 1/2s cloth		Sleepy Eye, 1/2s cloth	5 80
California	22@24	Sleepy Eye, 3/4s paper		Sleepy Eye, 3/4s paper	5 80
California Prunes					

6	7	8	9	10	11
Meal 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 26 00 Cow Feed 25 50 Middlings 26 50 Gluten Feed 28 00 Dairy Feeds Wykes & Co. O P Linseed Meal 31 60 Cottonseed Meal 29 50 Gluten Feed 28 00 Malt Sprouts 23 00 Brewers Grains 28 00 Molasses Feed 26 00 Hammond Dairy Feed 25 00 Oats Michigan, carlots 52 Less than carlots 54 Corn Carlots 67 Less than carlots 69 Hay No. 1 timothy car lots 15 00 No. 1 timothy ton lots 16 00 HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25 HORSE RADISH Per doz. 90 JELLY 5 lb. pails, per doz. 2 35 15 lb. pails, per pail 55 30 lb. pails, per pail 98 LICORICE Pure 30 Calabria 23 Sicily 14 Root 11 MATCHES C. D. Crittenden Co. Noiseless Tip 4 50@4 75 MEAT EXTRACTS Armour's, 2 oz. 4 45 Armour's, 4 oz. 8 20 Liebig's Chicago, 2 oz. 2 25 Liebig's Chicago, 4 oz. 5 50 Liebig's Imported, 2 oz. 4 55 Liebig's Imported, 4 oz. 8 50 MOLASSES New Orleans Fancy Open Kettle 40 Choice 26 Fair 26 Good 22 Half barrels 2c extra MINCE MEAT Per case 2 90 MUSTARD Horse Radish, 1 dz. 1 75 Horse Radish, 2 dz. 3 50 OLIVES Bulk, 1 gal. kegs 1 65 Bulk, 2 gal. kegs 1 60 Bulk, 5 gal. kegs 1 55 Manzanilla, 3 oz. 90 Queen, pints 2 50 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 90 Stuffed, 3 oz. 1 45 Stuffed, 10 oz. 2 40 PIPES Clay, No. 216 per box 1 25 Clay, T. D., full count 60 Cob 90 PICKLES Medium Barrels, 1,200 count .9 25 Half bbls., 600 count .5 25 Small Half bbls., 1,200 count 6 00 PLAYING CARDS 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 POTASH 48 cans in case Babbitt's 4 00 PROVISIONS Barreled Pork Mess 17 50 Clear Back 17 50 Short Cut 17 50 Short Cut Clear 16 75 Bean 16 00 Brisket, Clear 18 50 Pig 20 00 Clear Family 16 00 Dry Salt Meats S P Bellies 12 Bellies 12 Extra Shorts 11 Smoked Meats Hams, 12 lb. average. 11 Hams, 14 lb. average. 11 Hams, 16 lb. average. 11 Hams, 18 lb. average. 11 Skinned Hams 11 Ham, dried beef sets. 15 California Hams 8 1/2 Picnic Boiled Hams. 13 1/2 Boiled Ham 18 Berlin Ham, pressed. 10 Mince Ham 10 Bacon 14 1/2@21 Lard Compound 8 1/4 Pure in tiers 10 80 lb. tubs. advance 1/4 40 lb. tubs. advance 1/4 50 lb. tins. advance 1/4 20 lb. pails. advance 3/4 10 lb. pails. advance 7/8 5 lb. pails. advance 1 1 lb. pails. advance 1	Sausages Bologna 7 Liver 7 Frankfurt 9 Pork 9 Veal 7 Tongue 7 Headcheese 7 Beef Extra Mess 9 75 Boneless 13 50 Rump, new 14 00 Pig's Feet 1/8 bbls. 1 25 1/4 bbls., 40 lbs. 2 25 1/2 bbls. 3 25 1 bbl. 7 75 Tripe Kits, 15 lbs. 70 1/4 bbls., 40 lbs. 1 50 1/2 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 28 Beef, rounds, set 16 Beef middles, set. 40 Sheep, per bundle. 70 Uncolored Butterine Solid dairy 10 @12 Country Rolls 10 1/2 @15 1/2 Canned Meats 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 Potted ham, 1/4 s 45 Deviled ham, 1/2 s 45 Deviled ham, 1/4 s 45 Potted tongue, 1/2 s 45 Potted tongue, 1/4 s 45 RICE Fancy 7 @7 1/2 Japan 5 1/2 @6 1/2 Broken 4 SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box. Arm and Hammer 3 15 Deland's 3 00 Dwight's Cow 3 15 Emblem 2 10 L. P. 3 00 Wyandotte, 100 1/2 s 3 00 SALT SODA Granulated, bbls. 85 Granulated, 100lb. cs. 1 00 Lump, bbls. 80 Lump, 145lb. kegs 95 SALT Common Grades 2 10 100 3 lb. sacks 2 00 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 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56 lb. sacks 24 Common Granulated, fine 80 Medium, fine 85 SALT FISH Cod Large whole 6 @7 1/2 Small whole 7 1/2 @10 1/2 Strips or bricks 7 1/2 @10 1/2 Pollock 5 Halibut Strips 13 Chunks 13 Holland Herring White Hoop, bbls. 11 00 White Hoop, 1/2 bbls. 6 00 White Hoop, keg 65 @ 75 White Hoop mchs. 85 Norwegian Round, 100 lbs. 3 75 Round, 40 lbs. 1 75 Scaled 12 Trout No. 1, 100lbs. 7 50 No. 1, 40lbs. 3 25 No. 1, 10lbs. 75 No. 1, 8lbs. 75 Mackerel Mess, 100lbs. 15 00 Mess, 40lbs. 6 20 Mess, 10lbs. 1 65 Mess, 8lbs. 1 35 No. 1, 100lbs. 14 00 No. 1, 40lbs. 6 60 No. 1, 10lbs. 1 65 No. 1, 8lbs. 1 36 Whitefish No. 1, No. 2 Fam 10 100lb. 9 75 4 50 50lb. 5 25 2 40 10lb. 1 12 60 8lb. 92 50 SEEDS Anise 10 Canary, Smyrna 4 1/2 Caraway 10 Cardamom, Malabar 1 00 Celery 15 Hemp, Russian 4 1/2 Mixed Bird 4 Mustard, white 10 Poppy 9 Rape 6 SHOE BLACKING Handy Box, large, 3 dz 50 Handy Box, small 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85	SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rappie in jars. 43 SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond, 50 8 oz 2 80 Dusky D'nd, 100 6 oz. 3 80 Jap Rose, 50 bars 3 75 Savon Imperial 3 50 White Russian 3 50 Dome, oval bars 3 50 Satinet, oval 2 15 Snowberry, 100 cakes 4 00 Proctor & Gamble Co. Lenox 3 50 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 50 LAUTZ BROS. & CO. 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 A. B. Wrisley Good Cheery 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large 4 50 Gold Dust, 100-5c 4 00 Kirkline, 24 4lb. 3 80 Pearlina 3 75 Soapine 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapollo, gross lots 9 00 Sapollo, half gro lots 4 50 Sapollo, single boxes. 2 25 Sapollo, hand 2 25 Scourine Manufacturing Co. Scourine, 50 cakes 1 80 Scourine, 100 cakes. 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/4 SOUPS Columbia 3 00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyna 25 Cloves, Zanzibar 20 Mace 55 Nutmegs, 75-80 35 Nutmegs, 105-10 25 Nutmegs, 115-20 20 Pepper, Singapore, blk. 15 Pepper, Singp. white. 25 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 55 Cloves, Zanzibar 24 Ginger, African 15 Ginger, Cochin 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 15 Pepper, Singp. white. 25 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 4 1/2 @5 1lb. packages 4 3lb. packages 4 6lb. packages 4 1/2 @5 1/2 40 and 50lb. boxes 3 1/2 @3 3/4 Barrels 3 3/4 Common Corn 20lb. packages 5 40lb. packages 4 1/2 @7 SYRUPS Corn Barrels 29 Half Barrels 31 20lb. cans 1/4 dz. in cs 2 00 10lb. cans 1/4 dz. in cs. 1 95 5lb. cans 2 dz. in cs. 2 00 2 1/2 lb. cans 2 dz. in cs. 2 10 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sndried, medium 24 Sndried, choice 32 Sndried, 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 12 @14	Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails. 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 35 Kyo 35 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 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 Smoking Sweet Core 34 Flat Car 32 Warpath 25 Bamboo, 16 oz. 25 I X L, 5lb. 27 I X L, 16 oz. pails. 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 21 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum, Yum, 1lb. pails 40 Cream 38 Corn Cake, 2 1/2 oz. 25 Corn Cake, 1lb. 22 Plow Boy, 1 1/2 oz. 39 Peerless, 3 1/2 oz. 39 Peerless, 1 1/2 oz. 35 Air Brake 35 Cant Hook 30 Country Club 32-34 Fore-X-XXX 30 Good Indian 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE 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 VINEGAR 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 15 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels 1 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, me'm 7 25 Willow, Clothes, small 6 25 Bradley Butter Boxes 2lb. size, 24 in case. 72 3lb. size, 16 in case. 68 5lb. size, 12 in case. 63 10lb. size, 6 in case. 60 Butter Plates No. 1 Oval, 250 in crate 35 No. 2 Oval, 250 in crate 40 No. 3 Oval, 250 in crate 45 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 Barrel, 15 gal., each 2 70	Clothes Pins Round head, 5 gross bx 55 Round head, cartons. 70 Egg Crates and Fillers. 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 Faucets Cork, lined, 8 in. 70 Cork lined, 9 in. 80 Cork lined, 10 in. 90 Mop Sticks 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 Pails 2-hoop Standard 2 15 3-hoop Standard 2 35 3-wire, Cable 2 25 3-wire, Cable 2 45 Cedar, an red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes. 65 Rat, wood 80 Rat, spring 75 Tubs 20-in. Standard, No. 1 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 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 4 25 Single Peerless 3 60 Northern Queen 3 50 Double Duplex 3 00 Good Luck 2 75 Universal 3 65 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 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 WRAPPING PAPER Common straw 1 1/4 Fibre Manila, white. 2 1/4 Fibre Manila, colored. 2 1/4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/4 Wax Butter, short c't. 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Per lb. Whitefish, Jumbo 20 Whitefish, No. 1 14 Trout 12 Halibut 12 Ciscos or Herring 8 Bluefish 15 Live Lobster 30 Boiled Lobster 30 Cod 11 Haddock 8 Pickrel 12 1/2 Pike 9 Perch, dressed 8 Smoked, White 12 1/2 Red Snapper 11 1/2 Silver Salmon 12 Mackerel 20 Finnan Haddier 12 HIDES AND PELTS Hides Green No. 1 5 Green No. 2 4 Cured No. 1 6 1/2 Cured No. 2 5 1/2 Calfskin, green, No. 1 10 Calfskin, green, No. 2 8 1/2 Calfskin, cured No. 1 11 Calfskin, cured No. 2 9 1/2 Pelts Old Wood @ 20 Lambs 50 @1 00 Shearlings 40 @ 80 Tallow No. 1 @ 4 No. 2 @ 3 Wool Unwashed, med. @18 Unwashed, fine @14	CONFECTIONS Stick Candy Standard 8 1/2 Standard H H 8 1/2 Standard Twist 9 Cases Jumbo, 32 lb. 8 1/2 Extra H H 16 Boston Cream 12 Big stick, 30 lb. case. 8 1/2 Mixed Candy 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 Horehound Drop 11 Fancy-in Pails 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 11 Imperials 11 Ital. Cream Opera 12 Ital. Cream Bon Bons 12 Golden Waffles 13 Red Rose Gum Drops 10 Fancy-In 5lb. Boxes Old Fashioned Molasses Kisses, 10lb. box 1 30 Orange Jellies 60 Lemon Sours 60 Old Fashioned Horehound drops 60 Peppermint Drops 60 Chocolate Drops 75 H. M. Choc. Drops 10 H. M. Choc. Lt. and Dark No. 12 10 Bitter Sweets, as'd 1 25 Brilliant Gums, Cryst. 60 A. A. Licorice Drops .90 Lozenges, plain 60 Lozenges, printed 65 Imperials 60 Mottos 65 Cream Bar 60 G. M. Peanut Bar 60 Hand Made Cr'ms .80 @ 90 Cream Wafers 65 String Rock 60 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Goodies 3 50 Up-to-date Asstmt. 3 75 Ten Strike No. 1 6 50 Ten Strike No. 2 6 00 Ten Strike, Summer assortment 6 75 Scientific Asst. 18 00 Pop Corn 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 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS-Whole Almonds, Tarragona 18 Almonds, Avica 18 Almonds, California sft. shell 14 @15 Brazils 14 @15 Filberts 13 Cal. No. 1 13 Walnuts, soft shelled 18 @19 Walnuts, Chilli 15 Table nuts, fancy 13 @16 Pecans, Med. 13 Pecans, ex. large 14 Pecans, Jumbos 16 Hickory Nuts per bu. Ohio new Cocoanuts Chestnuts, New York State, per bu Shelled Spanish Peanuts 9 @ 9 1/2 Pecan Halves @ 65 Walnut Halves @ 65 Filbert Meats @ 27 Alicante Almonds @ 42 Jordan Almonds @ 47 Peanuts Fancy H. P. Suns @ 6 1/2 Roasted 7 1/2 @ 8 Choice, H. P. Jumbo Roasted

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



G. 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 32
Worden Grocer Co. brand
Ben Har 35
Perfection 35
Perfection Extras 35
Londres 35
Londres Grand 35
Standard 35
Puritans 35
Panatellas, Finas 35
Panatellas, Bock 35
Jockey Club 35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
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 6 1/2 @ 7 1/2
Chucks 5 @ 6 1/2
Plates 5 @ 5
Livers 5 @ 5

Pork

Loins @ 12
Dressed @ 6 1/2
Boston Butts @ 10
Shoulders @ 9 1/2
Leaf Lard @ 10 1/2
Trimnings @ 9

Mutton

Carcass @ 9 1/2
Lambs @ 10 1/2
Spring Lambs @ 10 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 50

Cotton Victor

50ft. 1 10
60ft. 1 35
70ft. 1 60

Cotton Windsor

50ft. 1 30
60ft. 1 44
70ft. 1 80
80ft. 2 00

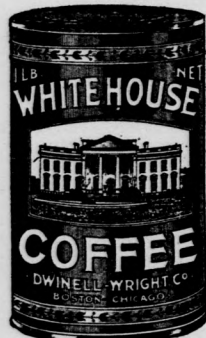
Cotton Braided

40ft. 95
50ft. 1 85
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, 1lb.
White House, 2lb.
Excelsior, M & J, 1lb.
Excelsior, M & J, 2lb.
Tip Top, M & J, 1lb.
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
Lee, Cady & Smart, De-
troit; Symons Bros. & Co.,
Saginaw; Brown, Davis &
Warner, Jackson; Gods-
mark, Durand & Co., Bat-
tle Creek; Fiebach 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 2 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 28
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.

FINE CALENDAR



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.

For Sale—Clean stock of groceries, inventorying about \$1,300. Established trade. Must sell on account of ill health. G. A. Smedley, St. Johns, Mich. 353

Wanted—To buy stock of hardware in some good hustling Michigan town. Address E. C., care Michigan Tradesman. 352

To Exchange—Wholesale hardware store in Northern Michigan, invoicing \$40,000, for farms or good income property free and clear in Grand Rapids or Detroit, Mich. Address Michigan Store & Office Fixture Co., 519 No. Ottawa St., Grand Rapids, Mich. 351

For Sale or Trade—15 H. P. Ohio gasoline engine, good as new. A bargain taken soon. J. C. Springer, White Cloud, Mich. 349

For Sale—Stock of groceries at Bridgeman, Michigan. Inquire Judson Grocer Company, Grand Rapids, Michigan. 350

National Cash Register, detail adder, keyed from 1c to \$20. Good condition, bright nickel case. F. O. B. here for \$50 cash. L. B. 66, Berrien Springs, Mich. 348

Bargain—General merchandise in Wisconsin. Clean stock \$2,700. Store building with hall, 5 rooms, living house, barns, 3/4 acre lot, buildings 4 years old, \$4,500 cash. Building and stock must be sold on account of sickness. Henry Siegel, Real Estate, 62 Sheffield Ave., Chicago, Ill. 347

Farm Bargain—71 acres lying just outside corporation line of West Branch (2,000 population), Ogemaw County seat. Level, rich and productive. Good buildings. For further information write O. H. Sprague, Alma, Mich. 346

For Sale—Bazaar stock in manufacturing city of 6,000. Inventories about \$2,500, including Christmas stock coming. Can reduce. Easy terms. Address No. 343, care Tradesman. 343

Here is a good opening. A good clean department store stock in one of the best cities of 6,000 in Southern Michigan. Good location, good reputation with the local trade. Growth of business shows a splendid record. A1 chance for party that wants a good retail business. Address W. E. C., care Michigan Tradesman. 342

For Sale—I wish to sell my shoe stock. Will invoice about \$2,100. Address P. W. Holland, Ovid, Mich. 341

No difference where you live, if you are plaintiff or defendant in a lawsuit or need the advice of a lawyer, we can render you valuable assistance. For particulars address P. O. Box 128, Niagara Falls, N. Y. 340

Mossler's special ten-day sales never fail to bring results. Your entire stock closed out or reduced at good prices, on your own premises, on a small commission basis. Write us for terms and dates, stating size of stock. M. L. Mossler & Co., 1158 E. 56th St., Chicago, Ill. 338

Wanted—Partner for an established manufacturing business. Water-power plant. Good opening. Address Lock Box 33, Constantine, Mich. 336

For Sale—Clean up-to-date stock of general merchandise, invoicing about \$1,500, stock and fixtures. I have reduced stock from \$3,000 in 15 days special sale. Good town and good surrounding country in fruit belt of Western Michigan. Best location in town. Rent cheap. A bargain. Reason for selling, other business. I. J. Jewell, Grand Junction, Mich. 335

For Sale—To a hustling business man who can furnish A1 references and \$2,500 cash, I will sell half interest in the best moneymaking proposition I know of. I own the U. S. patent right (granted 1907) and am having the invention manufactured and sold. Nothing else like it. No competition. \$5,000 to \$10,000 per year profit should be earned and the field for operation is practically untouched. My reasons for selling is because of a large business enterprise which occupies my entire time. Please do not answer this through curiosity, but if you mean business and fill the requirements mentioned above, I will take pleasure in giving full particulars. Address "Invention" care Michigan Tradesman. 334

Farm lands within and around Duluth, Minn., for sale at wholesale prices. L. A. Larsen Co., 215 Providence Bldg., Duluth, Minn. 333

Will sell or exchange, for good real estate, good grocery stock doing good business in factory town. Address 331, care Tradesman. 331

\$10 invested in formula for concrete work. Government test. Will make you \$5 per day. Address M. Jacobs, Marshall, Mich. 327

For Sale—Stock general merchandise invoicing \$2,000 in small town on Grand Rapids and Indiana railroad, in good producing country. For further information address Calvert, Valentine, Ind. 326

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, \$3,640. 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

Will pay 10 per cent. on \$1,800 for one year, good security. Address Lock Box 121, Kenosha, Wis. 322

To Rent—Desirable store in Flint, Mich., main street. Good for any business. Size 21x110 ft. Flint Buggy Co., Flint, Mich. 314

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

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 981, 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

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

Special Attention—Drug stores and positions anywhere desired in United States or Canada. F. V. Kniest, Omaha, Neb. 951

SITUATIONS WANTED.

Want Ads. continued on next page.

COUPON BOOKS

SUPERCEDE
BOOK-KEEPING
DISPUTED ACCOUNTS
BAD DEBTS

ACCURACY
ASSURE PROFIT
CONTENTMENT

We make four grades of books in the different denominations.

CIRCULARS ON INQUIRY
SAMPLES

TRADESMAN COMPANY,
GRAND RAPIDS, MICH.

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.**

OVERFLOW OF THE NATIONS.

The migrations of great bodies of the human race have been among the most striking and fateful events in history.

There is no time in the historic period of our earth since it has been inhabited by men that some such shiftings of population did not occur. There are evidences of such movements before the beginnings of the historic records, but since then they have occurred many times, always working tremendous changes in human conditions.

These movements, so far as history gives any definite account of them up to the discovery of the American hemisphere, were always from Asia westward or from Africa northward, but while the European peoples retaliated upon the Asiatic and African invaders by carrying war into their countries the great migrations were all westward.

The most striking facts in Roman history are connected with the swarming of what were called the Barbarians into Europe—Goths, Huns, Vandals and others. They came from the more or less Far East with their women and children and such property and belongings as they could transport. Great bands of armed men made up the advance and their hordes following in the rear lived on the country, devouring the crops, flocks and herds and leaving the country behind them trackless wastes and smoldering ruins. Often they drove out the original inhabitants and forced them to migrate to some region where they might find protection.

The Roman armies went out to meet the invaders, but victories over them were only temporary, as finally they overran the Empire and sacked and burned the Eternal City itself. After the absolute extinction of the Roman Empire the Saracens, Turks and Tartars came from Asia and Africa and fixed themselves in the various European countries, some of which they occupied for centuries before they were finally driven out, while the Turks and Tartars remain to the present day. Then there were the Danes, the Norwegians and North Germans, who set out as sea rovers and swarmed into the British Isles and invaded the coast of France and other sea-washed countries.

The effects which these migrations of races and strange peoples upon the institutions, the civilization and general conditions of the countries in which they fixed themselves make up a vast part of the history of the Eastern Hemisphere. But the movement did not stop with the migrations from Asia and Africa into Europe. Later, after the discovery of the American Hemisphere, there has been a great movement of population from Europe to the New World, while more lately still there has begun an invasion into America of Asiatics by way of the East from the Mongolian countries of Asia.

The search for better conditions has been at the bottom of every such migration. The older countries over-

flowing with population push out their surplus swarms to find where they may conditions denied to them in their own overcrowded lands. We in the United States of North America flatter ourselves that we have shut out the Asiatic hordes, but they come nevertheless like locusts and other vermin that come out of the desert to devour the fruitful fields of other lands.

An English writer in the November North American Review foresees the Mongolians, who make up one-third of the population of our globe, swarming into every land in their reach. The Japanese, because of the great enterprise and military prowess, are the leaders, but the whole of China is behind them, and the countries most accessible, he says, are to be found either in America—chiefly in North America—or in Australia. The question of accessibility by land, which determined such questions in past ages, can not be considered important in this case. The breadth of Asia, which recent events have shown to be an almost insurmountable obstacle in the way of a successful invasion under arms, is for many reasons much more impassable to a wholesale immigration; and even were this less true than it is, the ocean to-day is in nearly every respect far more easy to cross for such purposes than the land.

Half a century ago Japan had practically no ocean-going ships; even thirty years ago she had very few; to-day she has fleets of all kinds of vessels, from the ocean liner to the four-masted trading schooner, and her ship-building yards can produce as many more as may be required at short notice. What is true of Japan will in a few years be true of China, only the scale is likely to be a larger one in proportion to the extent of the empire, the numbers of the people, and the vast, though as yet undeveloped, resources of the country. When the surplus population of China fully awakens to the need and the possibility of expansion into new countries, there will be no difficulty in finding means of transport.

In the case of China, far more than in that of Japan, this need of greater territorial space will be one of the first discovered of her awakened people. Already, as we know, the discovery is being made, though as yet on a scale that is trifling compared with what may be looked for as soon as the new ideas of human and social betterment that have come with our modern civilization get a firm grip on the imagination of the mass of the people of China. The overflow of a population of four hundred and fifty millions, hitherto confined to a country which is certainly not capable of supporting three hundred millions in accordance with civilized ideas, must create enormous and fateful problems. When it is assumed they shall have captured the Philippines, we will be driven like the Romans were, when their Empire was about to be overrun by the Barbarians, to withdraw their soldiers from Britain and all outlying colonies to defend the home country.

CROSS-CUTS.

Short-cut and make-shift are synonymous terms. They hold the same relation to real attainment that the "quickmeal" holds to the wholesome, substantial dinner. Far better than nothing, they are to be considered only as a temporary means and, once the emergency is over, to serve as a hint to strengthen the weakness that has unexpectedly presented itself. Thus looked upon and thus managed the short-cut is a bit of brilliancy and a blessing; but altogether too often with the quickmeal contrivance, its modern representative, it becomes a leading, if not the main, feature of domestic economy with results as inevitable as they are appalling and disastrous.

It was at one time believed that schooling, as such, was a bit of good fortune which, like any other accomplishment, is a good thing to have, but by no means a necessity in the business world. The large fortunes of the day are proofs of it. The Astor estate was started by a Dutchman not famous for his learning; the Vanderbilt millions did not, fortunately, depend upon Grandpa Cornelius's ability to spell; John D.'s fabulous income is due, we are told, to an unlawful use of the railroads; and so all along the line of commercial success the accumulated money is the result of anything but schooling, a lack of which is noticeable all along the money-maker's career.

When that conviction became a belief, the short-cut was looked upon as sensible and sound, and the trading world considered the college and even the school house as something to be avoided. So the stupid and the lazy became trading geniuses, which the deadening influences of education could not suppress and a cross-cut path was soon blazed from the school house to the business office, "and many there be that go in thereat." The reasoning is as simple as it is plain: The genius that sees the fortune ahead of him wants nothing to do with, and has nothing to do with, the parts of speech or the brain-perplexing entanglements of x and the intricacies of the triangle. The multiplication table is bad enough, but commercial genius—the real thing—can be here depended upon to see that any mistake there shall redound to the right side of the ledger. The accumulation of the dollar is the watchword of business, and that attained the rest will take care of itself. So mediocrity grows fat and coarse and repulsive. So the big house and the costly furniture and the extravagance of senseless display are faithfully set forth by the speech and the manners and the vulgarity that appears from tongue to fingertips; and this has been carried so far that money, in itself, abashed and rebuked, is seeking a place where it can hide its head from well merited contempt and scorn. The fact is the world of trade believes once more in the benefits that center in the common school, a belief that has fenced up the short-cut path from the school house to the office.

From the time of Apollo and the Muses music has been looked upon

as divine. It soothes, it sustains, it uplifts. It is a welcome guest at the palace, and the hut opens its glad door to let the minstrel in. Heaven-born, the quiring angels bore it to Paradise, and from that time until now it has been, and is regarded still, as the gentlest and the holiest influence that sways the minds of men. As a civilizer it is unsurpassed; as a humanizer it has no peer; and yet the tendency of the times is the cross-cut from the real to the ideal in the sacred realm of sound. The music student in the halts of his first lesson asks for a "piece" for lesson No. 2; the pianola is displacing the years of drill and training wherein lies the hope of all musical culture; and now the phonograph, the last musical make-shift, comes forward to ask, with the impudence of its kind, the use of years of wearisome practice when a revolving cylinder reproduces the masterpieces of melody and song in the very accents that have won the applause of delighted multitudes. To the musical cross-cut question there is but one reply: In proportion only as the machine-music records faithfully the glorious results of patient, toilsome, tireless genius will it come anywhere near the realization of its divine ideal, and even then it is to be feared that its commonness will pronounce its choicest efforts as so much "sounding brass and tinkling cymbal."

It is submitted, then, that the cross-cut and the make-shift, good enough in themselves, are so only as emergencies; but that in the long run it is the patient, thorough work of real genius that the world wants and waits for. If money comes from an honest exchange of values and the increase is made the means of higher life and living, the particular and the general are benefited thereby. If "art is long and time is fleeting" and a cross-cut can hasten the early realization of a grand ideal, let us use the cross-cut, but with the understanding always that it is only for an emergency, and that it can never take the place of the "royal road to learning;" that it never was intended to take that place, and that he who tries to substitute the one for the other will do so at the risk of failure and disaster.

His Vacation.

"I am very much puzzled; my wife has hitherto written every day, but to-day—no letter!"

"You must be anxious about her. She may be ill."

"No; but I'm afraid that as no letter comes she may come herself."

Almost all the world echoes a loud amen to those people who pray to be delivered from this vale of tears.

BUSINESS CHANCES.

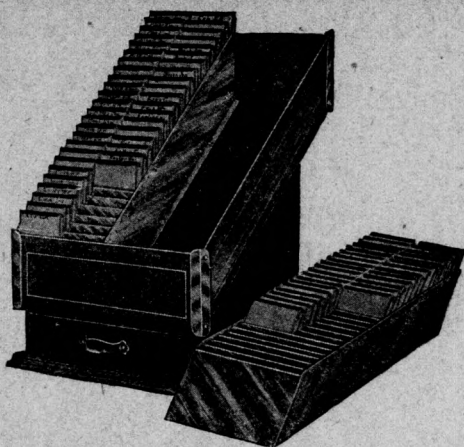
For Sale—New clean stock hardware, invoicing about \$1,400. Also store building. Good location. Reason for selling, poor health. Address No. 356, care Michigan Tradesman. 356

For Sale—One No. 54% National Cash Register, only used four weeks. Cost \$300. Guaranteed perfect. If taken at once, price \$225. Address Clyde H. Harris, Gallien, Mich. 355

Pharmacist Situation Wanted—Can take full charge. Write Pharmacist, Box 187, Howard City, Mich. 354

Even the Name
Is Significant

Knowledge
Ever Ready
Insurance
Time Saver
Handy and
helpful



A view of our No. 100 Keith System with one tray removed

KEITH

It shows you the amount of credit and cash business for the day and the total to date; what you owe your wholesaler and, in fact, every vital detail of your business—**Knowledge**.

It keeps your books posted up-to-the-minute, so that you can settle with customers at all times without fear of errors or omissions—**Ever ready**.

It gives your customers itemized bills with every purchase, agreeing in every particular, even to the same number, with the originals in the books which you retain, thus precluding any chance of error or disagreement—**Insurance**.

It does your book-keeping with ONE WRITING, thus dispensing with the use of day book, journal and ledger and cutting out night and Sunday posting of accounts—**Time Saver**.

It is simple to operate and easily accessible to by any number of clerks who might on a Saturday night want to settle with many different customers at the same time—**Handy and helpful**.

Let us send you one of our Keith System Catalogs.

The Simple Account Salesbook Co.

Sole Manufacturers, also Manufacturers of Counter Pads for Store Use
1062-1088 Court Street Fremont, Ohio, U. S. A.

Cut Down Expense

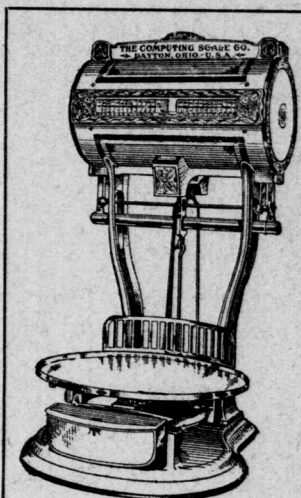
ELECTRIC CARS are **cheaper** to operate and give **quicker** and more satisfactory service than horse or cable cars. At a **great cost** the old equipment has been **disposed of** and the lines **remodeled** and brought **up-to-date** and are now run with the greatest efficiency and least expense.

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.

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.



The new low platform No. 140 Dayton Scale



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

Large and
extensive
Lines
of
**Silver
Plated
Hollow
Ware**

For Holiday
Wedding
and
Anniversary
Gifts
Prizes, Etc.

COMMUNITY SILVER

"Flower De Luce" Design "French Gray" Finish

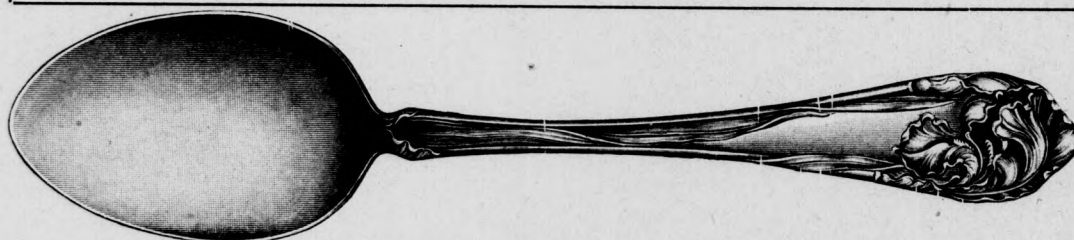
We are selling agents for the Oneida Community Silver Company and offer this celebrated and widely advertised line of silver plated table ware to **MERCHANTS ONLY** at exactly manufacturer's prices.

Figures Quoted Below Are Retail Selling Prices—Ask Us for Factory Prices
Come and See Our Lines

Appropriate
Gift Goods
in
**Sterling
Silver**
and
**Silver
Plated
Ware**

in great
variety at
Lowest Prices

Come and See
Our Goods and Prices



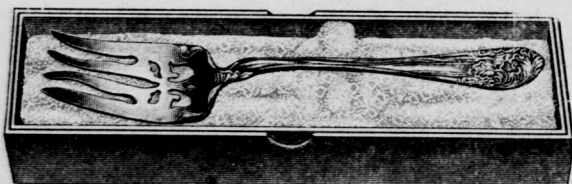
Tea Spoons. Per dozen...\$3 70 Dessert Spoons. Per dozen...\$6 00 Table Spoons. Per dozen...\$7 40



Soup Spoons. Per dozen...\$7 40



Soup or Oyster Ladle in silk lined case...\$2 25



Cold Meat Forks Plain Tines...\$0 75
Gilt Tines...1 00

"Community Silver"

is more than

Triple Plated

and will outwear
any other kind of silver
plated table ware

**Guaranteed
for**

25 Years

The handsome

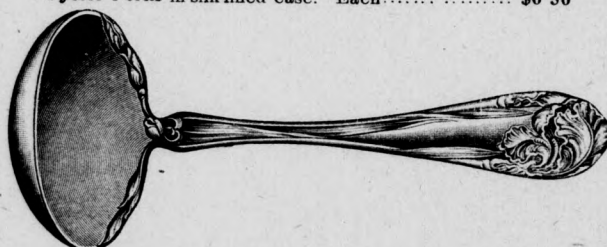
"Flower De Luce"
Pattern

is beautifully finished in
"French Gray"

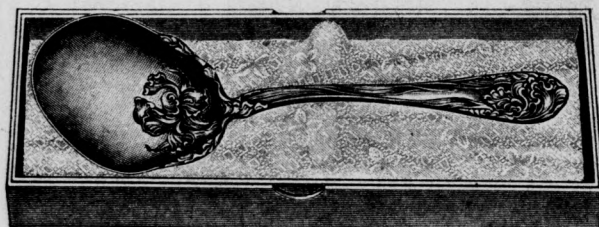
and all put up in white
silk lined white boxes



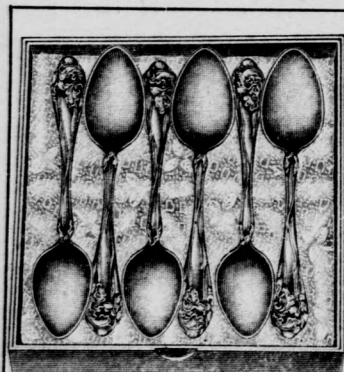
Oyster Forks in silk lined case. Each...\$0 50



Gravy Ladle Plain Bowl...\$1 00
Gilt Bowl...1 25



Berry Spoons Plain Bowl...\$1 25
Gilt Bowl...1 50



COMMUNITY SILVER
"Flower De Luce" Design
"French Gray" Finish
COFFEE SPOONS

Six in silk lined box. Retail per
dozen...\$3 30



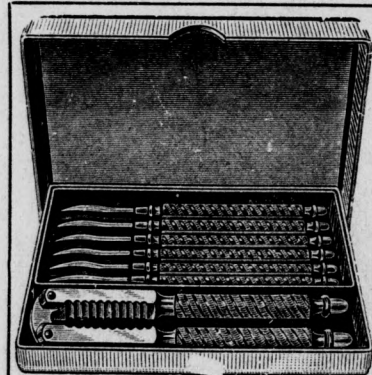
Dessert Knives and Forks, hollow handles. Six knives and six forks in combination
box. Per set...\$7 50
Medium or Table Knives and Forks. Otherwise same as the above. Per set...8 50

Child's
Three-
Piece
Sets
Knife
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