

George Eliot:  
 "I cannot abide to  
 see men throw away  
 their tools the minute  
 the clock begins to  
 strike, as if they took  
 no pleasure in their  
 work, and was afraid  
 o' doing a stroke too  
 much. The very  
 grindstone'll go on  
 turning a bit after  
 you loose it."



## THE IMPATIENT MAN

No man is more constantly unhappy, or makes others more so, than the impatient man. He is out of harmony with things and all things fight and worry and wound him. He feels himself dishonored, too, by his impatience; and he does lose, so far as he indulges it, the true dignity of life. He is not cast, indeed, like the victim of sensual vice, into the slough of dishonor; his garment, perhaps, is not soiled, but it is burned through, in a thousand spots, by the ever-dropping little sparks of petulance, and is in tatters and disorder with the ever-crossing flurries of angry passion. He seems to himself and to others as one who scrambles through life rather than as one who walks in the calm and dignified robe of conscious self-possession. Constant fretting and fault-finding and breaking out into sarcasms and anger may bereave a house of all honor, peace and comfort almost as effectually as gluttony and drunkenness. Or suppose that the fretful temper be hidden and smothered in the heart; then it wastes and consumes the springs of the inmost life.

*Orville Dewey.*

## SUCCESSFUL MEN

The successful men are they who have worked while their neighbors' minds were vacant or occupied with passing trivialities; who have been acting while others have been wrestling with indecision. They are the men who have tried to read all that has been written about their craft, trade or occupation; who have learned wisdom from the experience of others and profited thereby; who have gone about with their eyes open, noting the good points of other men's work, and considered how they might do it better. Thus they have carried themselves above mediocrity, and in striving to do things the best they could have educated themselves in the truest manner.

## THE STORY OF LIFE

Only the same old story, told in a different strain;  
 Sometimes a smile of sadness, and then a stab of pain;  
 Sometimes a flash of sunlight, again the drifting rain.

Sometimes it seems to borrow from the crimson rose its  
 hue;  
 Sometimes black with thunder, then changed to a bril-  
 liant blue;  
 Sometimes as false as Satan, sometimes as Heaven true.

Only the same old story! But, oh, how the changes ring!  
 Prophet and priest and peasant, soldier and scholar and  
 king;  
 Sometimes the warmest hand clasp leaves in the palm a  
 sting.

Sometimes in the hush of even, sometimes in the mid-  
 day strife;  
 Sometimes with dovelike calmness, sometimes with  
 passion rife;  
 We dream it, write it, live it, this weird, wild story of life.

## DO IT NOW

Investigate the

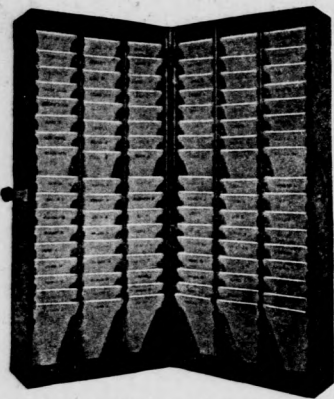
### Kirkwood Short Credit System of Accounts

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

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105 Ottawa St., Grand Rapids, Michigan  
Bell Phone 87 Citizens Phone 5087

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



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

**The Fleischmann Co.,**

of Michigan

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



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A view of our No. 100 Keith System with one tray removed

These special duplicating books are arranged alphabetically in our nicely decorated metal cabinet.

You don't have to go to some index, you can wait on your customer, as the Keith system is self-indexing.

You have in each book an individual daybook, journal and ledger combined, which is the only logical and safe way to keep your books.

Your entire book-keeping is done with one writing and that while waiting upon your customer.

Your customers vouch for your accuracy as they have an exact duplicate record of every transaction.

Your customers' slips must agree with yours in every way as every book is numbered in duplicate from 1 to 50.

Write for full information.

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Sole Manufacturers, also Manufacturers of Counter Pads for Store Use  
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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, JANUARY 8, 1908

Number 1268

## KENT COUNTY SAVINGS BANK

Corner Canal and Lyon Streets  
GRAND RAPIDS, MICHIGAN

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JOHN A. COVODE, President  
HENRY IDEMA, Vice-President  
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We can tell you how. **BARLOW BROS.,**

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## FIRE AND BURGLAR PROOF

# SAFES

Grand Rapids Safe Co.

Tradesman Building

### SPECIAL FEATURES.

- Page.  
2 Sudden Summons.  
4 Around the State.  
5 Grand Rapids Gossip.  
6 Window Trimming.  
7 Life Lesson.  
8 Editorial.  
10 New Year Leaf.  
11 Sharp Shots.  
12 Shoes.  
14 The Mission Money.  
16 Dry Goods.  
17 The Turning Point.  
18 Timely Caution.  
20 Came Back Like Magic.  
22 Hardware.  
24 Clothing.  
27 Some Leaks.  
28 Woman's World.  
30 Richest Among Nations.  
32 Man Wanted.  
34 Butter and Eggs.  
35 New York Market.  
36 Trade in Food Products.  
38 Sandy Creek.  
39 Commercial Travelers.  
42 Drugs.  
43 Drug Price Current.  
44 Grocery Price Current.  
46 Special Price Current.

### PUTTING UP A FRONT.

Let a high grade book agent—one of these chaps selling editions de luxe at \$2.50 per set—enter the office of the average business man and it is a ten-to-one shot that he "puts up a good front" and that the business man recognizes the fact at once. More than that, the business man chuckles inwardly as he notes the faultless attire of the visitor, observes the fresh boutonniere and realizes that the concealed pocket, the sample copy and the valuable and correct speaking tongue are about to be put in evidence.

One of the essentials of the theatrical manager en route is to "put up a good front," even although he has no bank account. It is the same with the professional gambler, the tout following the ponies or any of the miscellaneous crowd whose occupations are precarious as a means of gaining a livelihood. Nearly every man of experience in business knows these people at sight, sizes them up intuitively and, as a rule, wastes no time in getting rid of their presence. Nearly every man of experience smiles complacently over the fact that he is not to be deceived by "a good front" merely.

And yet this "good front" business is universally followed and is as old as architecture. Therefore why smile at it?

Perhaps the best mercantile front in America is that which embodies the magnificent show windows of the Marshall Field stores in Chicago; the fronts presented by our National Capitol building at Washington are among the best examples of architectural effects in existence; and so it goes. Putting up good fronts is indulged in by statesmen, the judiciary, the clergy and by members of all the learned professions. Municipalities all over the world are striving to present fronts which shall be unique as to artistic entity and perfection.

These efforts are legitimate only when they represent superior spir-

itual excellence and ethical values on the part of those who make them; and they are commendable only when they are discreetly within the financial limitations of the individual or corporation seized with such an ambition. Otherwise it is a bluff that is being put up and bluffs are not warranted to hold their colors or wear well.

Not only is it necessary to distinguish between true and false fronts, but it is a mistake to class neatly arranged and carefully cared for store fixtures as "fronts;" to designate attractive displays in store windows as "fronts." Marshall Field's show windows are exhibits which enhance the general effect of the fronts they occupy. So, too, do prettily displayed window showings of fruits, vegetables, dress goods, groceries, furnishing goods, hardware or what not, from the voluminous list of merchandise when placed in the modest village store. They are declarations of fact and not a bluff and if the displays are made with taste, kept clean and neat and fresh appearing always, they are excellent as advertisements. They are incidents in the general effect which is a true "front" that inspires confidence, respect and business.

### DON'T PITY THE FARMERS.

It is perhaps harmless for the artists who draw comic pictures for the newspapers to indulge in the straw hat, unkempt hair and beards, exposed suspenders and wrinkled boot tops as essential to the typical farmer of to-day, just as it cuts no figure one way or the other that the funny men of the press write alleged rhymes about "Farmer Cornfossel" and all the rest of the humorous characteristics attributed to the farmers. Indeed, it is quite the general fact that the individuals thus caricatured laugh as heartily and as frequently over these slips of the brain and pen as does anybody.

They never accept them as bearing any resemblance to themselves. They simply think they are funny, no matter to whom they refer. Once in awhile some farmer will exclaim as to the artist or the jingle writer: "I wonder where that chap got his ideas—must have been down in the Hackensack Meadows, or the Mohawk Valley or some such an out-of-the-way place where they haven't seen a real farmer in twenty-five years."

There is no department of human intercourse where better intelligence or grater advancement has been made during the past twenty-five years than stands to the credit of agriculture in its various branches. Visit any village or city store in Michigan and you will learn that the average farmer knows accurately and more about

the latest improvements in motors, hydraulics, electricity, chemistry in its relation to agriculture, general mechanics and the use of building materials than is known by 95 per cent. of those men who live wholly in the cities; and in the village stores with their groups of farmers a man from the city may learn a whole lot he does not know about political economy, social and domestic science, finance, religion and education.

Fortunately, it is true that the farmer knows little and cares less for the smart sets and the near smart of the cities and is not always quite up on the slang of the day; but if you want rational and well considered opinions on any current topic you can get them from the farmers straight from the shoulder, and with those who utter them ready to defend them. The average farmer is not oracular and he is always open to conviction, but his opponent must make a clear case and beyond question.

It is not always discreet or even conventional for a farmer to wear white shirts and starched collars and cuffs or to have patent leather shoes or wear undressed kid gloves. In these respects the farmer is not city bred, but it is rare indeed that such articles are not included in the farmer's wardrobe for use when desirable. The farmer has his daily mail, reads his daily paper, has a telephone in the house, can, as a rule, reach his market town within half an hour if desired and finally he is acquainted with his neighbors and enjoys their society, revels in exchanges of kindness and sociability. These latter comforts are practically unknown to the city dweller and go far as recompense for the absurd misconceptions of the newspaper artists and alleged humorists.

There are other things wherein the farmer has the best of it. He does not buy vegetables by the peck, poultry by the pound, milk by the pint or cider by the glass. True, he is forced to wade in the snow sometimes and at other times is required to work under a burning sun; but, taking it by-and-wide, the American farmer of to-day has no call to envy the urbanite or to covet the luxuries of sewer tax, paving tax, water tax, street opening tax, and so on, ad infinitum.

A Kansas butcher was somewhat surprised a few days ago to receive the following note of instruction from a customer: "Dear Sir, Please do not send me any more meete yet. I have butchered myself."

The improvident man is often up in the clouds looking for some of those silver linings.



## SUDDEN SUMMONS.

## Death of A. J. Daniels, of the Worden Grocer Co.

Anson J. Daniels, formerly Manager of the Worden Grocer Co., died suddenly last Saturday afternoon while addressing an audience at the Ladies' Literary Club. Death was attributed to heart disease. The funeral was held at the family residence on East Fulton street Tuesday afternoon, the interment being in Oak Hill cemetery.

## Biographical.

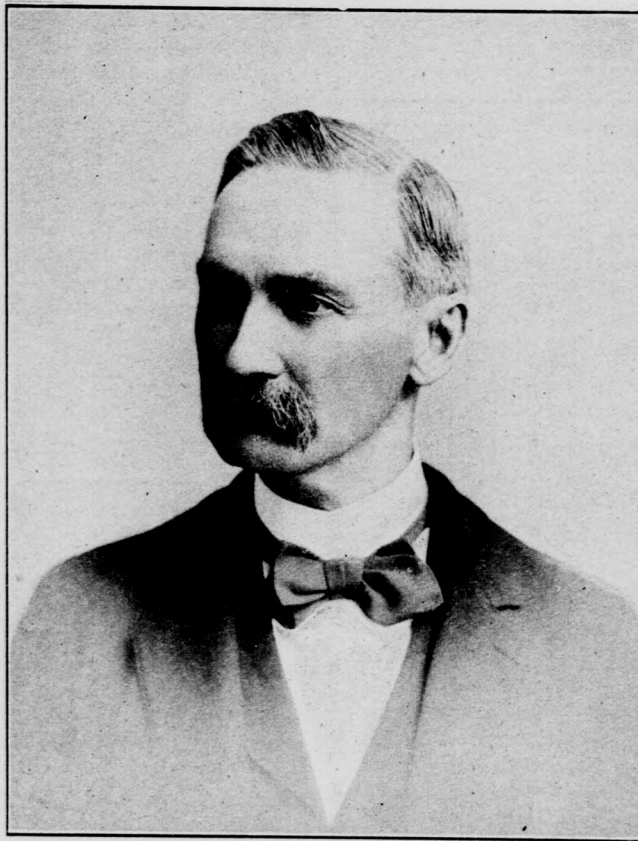
Mr. Daniels was born in the village of Vesper, Onondaga county, New York, Aug. 17, 1835. His antecedents on his father's side were Scotch, the original family name having been MacDonald. The antecedents on his mother's side were Yankee, his grandfather on her side having fought in the Revolution, which entitled him to membership in the Sons of the American Revolution. His father dying when he was 4 and his mother remarrying four years later, he was placed in the home of a farmer near his native village, where it was expected that he would remain until he was 21 years of age. Because of his great desire for an education and his inclination to read books at every opportunity, he had a falling out with his foster parent at the age of 14 and left him, and for three years he worked by the month summers and attended school winters, giving his services in exchange for his board, when he sought and obtained a position as teacher of the school at East Conneaut, Ohio. Although he was only 17 years of age at the time, he was compelled to manage a school of seventy pupils, ranging from the A, B, C to algebra grades, many of whom were as old and as large as he. For this service he received \$17 a month and "boarded round."

Feeling the necessity of a broader education, he went to Homer, N. Y., in the fall of 1852 and entered Cortland Academy, boarding himself and working nights and Saturdays to keep up his expenses. He continued his studies at this school for two years, when he contracted a cough and was advised by physicians to give up school work for a time. He was the more easily persuaded to do this because a brother had died from an attack of consumption only a short time before. He therefore returned to Vesper and clerked six months in a general store, receiving the princely salary of \$11 per month and his board. He taught the Vesper school that winter and also the next summer and winter, when he and Edwin A. Strong entered Union College at Schenectady as juniors, being graduated together on the scientific course two years later, in 1858. Mr. Strong was thereupon called to Grand Rapids, and Mr. Daniels taught in the public schools of Syracuse for a year, subsequently filling a professorship at Cortland Academy at Homer for five years. In 1865 he was called to Grand Rapids to take the position of Principal of the Grammar and a year later of the High School, and in 1871 he succeeded Mr. Strong as

Superintendent of Schools, assuming the responsibility incident to the consolidation of the three districts in existence prior to that time. Of his services at that important era in the history of the schools, A. L. Chubb, President of the Board of Education, in his annual report for 1871-72, said:

"I may not omit mentioning in this report the excellent services of our Superintendent. He had a great work before him, and it is but simple justice to say that it has been well and faithfully performed. General harmony and concert of action have been secured, and the machinery of our school system, under the recent consolidation, has been put in successful operation. You have, in a practical way, recognized the value of his services. Personally, I desire to acknowledge the many obligations I am under to him for his hearty and

ture Co. was the result. Mr. Daniels was made President of this company, and remained with it three years, when he formed a partnership with Walter C. Winchester, engaging in the hardwood lumber and shingle business. The firm built a mill at Mecosta and had contracts with numerous other mills for their entire output. This connection continued for many years. In 1898 Mr. Daniels and family went to Europe, where they spent over a year, visiting every country from Sweden to Italy. On his return home, in 1899, he was called upon to take a managerial position with the Worden Grocer Co., in which institution he was largely interested in a financial way. This relationship continued until 1903, when Mr. Daniels retired of his own volition and at his own request. He subsequently made an extended trip to



The Late A. J. Daniels

ready co-operation in the solution of the many problems incident to the recent change in our school system, and which, in the march of progress, must constantly arise."

In 1872 Mr. Daniels was authorized by the Board of Education to recall Mr. Strong from Oswego, N. Y., where he had gone to take a professorship in the Normal School, and the mutual relationship of these friends continued uninterrupted until 1883, when Mr. Daniels resigned the Superintendency to take the management of the Phoenix Furniture Co., succeeding O. L. Howard, who was compelled to retire by reason of ill health. As Mr. Howard was able to return to his former duties within six months, Mr. Daniels was commissioned by Mr. Converse, of Boston, to erect and equip a furniture factory at Newaygo, and the Newaygo Furni-

ture Co. was the result. Mr. Daniels was made President of this company, and remained with it three years, when he formed a partnership with Walter C. Winchester, engaging in the hardwood lumber and shingle business. The firm built a mill at Mecosta and had contracts with numerous other mills for their entire output. This connection continued for many years. In 1898 Mr. Daniels and family went to Europe, where they spent over a year, visiting every country from Sweden to Italy. On his return home, in 1899, he was called upon to take a managerial position with the Worden Grocer Co., in which institution he was largely interested in a financial way. This relationship continued until 1903, when Mr. Daniels retired of his own volition and at his own request. He subsequently made an extended trip to

Mr. Daniels was married Oct. 10, 1859, to Miss Eliza J. Brown, of Vesper, N. Y., and was the father of two children, Geo. B. Daniels, the well-known lumberman, and Eva J. Daniels, who is a teacher in the High School. Mr. Daniels was a lifelong member of the Baptist church and for several years a member of the Board of Trustees, of which he was President at the time of his death. He was Director of the Peoples Savings Bank from the date of organization up to six years ago. He was a Director of the Worden Grocer Co. and of the Grand Rapids Mutual Building and Loan Association, with which he had been identified since 1895.

## An Appreciation.

Ypsilanti, Jan. 6—You ask me to write a word in appreciation of my old and dear friend, Mr. Daniels, of whose sudden death I learned yesterday.

As I have but a moment at my disposal and you desire my contribution immediately, permit me to limit myself to a few sentences having reference solely to our mutual friendship, leaving to others the congenial task of speaking of him as a man and a citizen.

I first came to know Mr. Daniels—"Anse Daniels," he was in those days—across a line fence on the two sides of which we were engaged in harvesting wheat. The younger members of the two little bands of harvesters naturally fraternized and, especially during the hour of luncheon, had, along with considerable merrymaking, some talk of our interests and plans for the future. I soon learned that he purposed, as I did, to go to college if he could manage it, and out of these noon-time conversations grew the association of a lifetime, first in a preparatory school, then in college and in professional work, and, finally, in life—an association which I have always felt to be one of my dearest possessions and which will be for the remainder of my life a most precious memory.

At the time of which I have spoken above Mr. Daniels was a handsome fellow of 15 or 16, a willing and rapid worker and a universal favorite. I took to him at once, as indeed did everybody. No school girl "crush" was ever more immediate or ardent. He was then what he has always been, very likable; but such people do not always wear well. He had the gift of holding as well as of making friends, and looking back upon that August day after an interval of sixty years I renew the delight in his presence, the joy of comradeship, of that early day.

I might say much of the value of this lifelong friendship—of how much I have been helped and steadied and cheered by it—but I forbear. I would rather speak of the delight I have found in it—one of the chief delights of a half century of happy years.

We often say that friendship is half of life! The truth is, if we count in the friendships that tend toward homemaking and that cluster about the home, friendship is almost the whole of life. For what is life but organized friendship? Now Mr. Daniels was for years just this to me: He helped me to plan to be friendly. He gave me something to look forward to. He made life more worth while than it would otherwise have been to me.

And so I mourn his loss as irretrievable? Not to-day. Not to-day! Later doubtless this will be, but to-day I can think only of a dear sweet friendship long enjoyed and never to be wholly lost.

I shall always rejoice that circumstances were such last summer that I was able to be with him longer and more at leisure than had been possible for years. I suppose back somewhere in the inner consciousness of both of us was the thought that such



meetings must be few, and so we planned to attend together the semi-centennial reunion of our college class next summer and have our visit out. If possible I shall go myself, and if the pilgrimage is a sad one it will not be lonely; how much I shall have to remember!

As I look over these hurried words I seem to have been mainly speaking of myself, but I do not see how otherwise I could have shown what I believe to have been Mr. Daniels' highest distinction—his unusual capacity for friendship.

Edwin A. Strong.

#### Another Tribute.

Once again Grand Rapids has received a sudden shock through the loss of another of its very best citizens.

In the death of Mr. A. J. Daniels, which occurred on Saturday last, the city loses a man who has accomplished far more than ordinary citizens in the interest of the great public. A large number of our community will feel that a most rare man has passed from the activities of our urban life and not a few will feel that they have lost a personal friend who has been of unusual helpfulness and inspiration to them for many years.

My first acquaintance with Mr. Daniels began in the old Second Baptist church on North Division street as a lad in Sunday School. Later on he was my teacher in the High School and took upon himself the burden of preparing me for college so I might take advanced standing. He was very companionable with us boys and emphasized the democratic rather than the autocratic side of his position as Principal of the schools. While from the standpoint of his wider experience and learning he could rightfully dictate the course which we should pursue, he always listened with the most gracious attention to our views in the case, and in my own he, with some reluctance, accepted my own plan and did everything he could to forward it. I wanted to do what I wanted to with a great deal of persistence. He smiled and said, "This is hardly in accord with my judgment, but you have thought it out and I will do everything I can for you and if you keep your health you can not go far astray." He even went so far as to give me a special course in surveying and went out with me with all the paraphernalia and gave me a course in field work, which enabled me to pass the study upon college entrance and helped me upon a number of other things, so that throughout my subsequent college course I had more than the usual time of students for work in the library upon matters that deeply interested me and which equipped me for the life-work which I had planned. I feel under a debt of gratitude to him for the cordial sympathy which he gave me at a time when it meant so much. I am certain that my case was simply one of many, and the influence which Mr. Daniels thus exerted upon the boys and girls who have come into the active work of life can not be over-estimated.

In reviewing the attributes of his character which made the strongest

impression upon me, I at once single out his companionable qualities. He always seemed interested in everybody and everything which came within his purview. He entered sympathetically into the hopes and aspirations especially of young people and was never so happy as when giving counsel to the boys and girls. During these later years he has been one of the most useful members of this locality because he has been willing to take hold of so many things which needed the assistance of thoughtful, public-spirited citizenship.

Mr. Daniels was always doing things that made an appeal in one way or another to ambitious boyhood. I was a country boy and when I found that he, during his first vacation after coming here, went out in the country and entered practically into the work of haying and harvesting. I immediately placed him upon my highest level of ideal manhood; and when, after I became interested in technical horticulture, he was always ready to try things in his garden and wanted to be a member of the organizations in which I was interested, he again made himself strong in my affections.

He has followed his former pupils in their life-work with a deep and abiding interest and never failed, wherever he was, to hunt down any of his former students who had entered the business of life and become practically acquainted with their progress, applauding success and sympathizing with losses.

His way of giving counsel always appealed to me as the height of wisdom. It was always by asking questions. Instead of saying, "I wouldn't do it that way," he would say, "If you work in that line will not this or that be the result?" and left the decision to the one seeking counsel, really indicating his position without dogmatically stating his view.

In these later years Mr. Daniels has been able to give more time to charitable enterprises, and in this way has been commonly useful to us all. His work in the Horticultural Society and for the Bissell House and many other benevolent institutions has been of the most practical character.

In this hastily written word I can not refrain from speaking of Mr. Daniels' tolerant and catholic religious views. As the years were added it seemed to me that he grew broader and more tolerant and emphasized above all things to do with religion those qualities which make for character rather than those which accentuate methods of belief. He never antagonized people, even if he could not agree with their views. He was greatly interested in the modern plan through which the church reaches a great many people who otherwise would not come within the range of its activities. I refer to the classes touching religion and life which are now common to most of our places of worship and which supplement the utterances from the pulpit. Very recently he said to me that he thought people received the most good from the public teacher who allowed them to question

and talk back, and he thought that in the future we would grow more and more into the habit of doing our best church work through the agency of auxiliary organizations in which there should be the freest interchange of thought.

It will be difficult to fill the gap made through the death of our dear friend and we all will do well to emulate his example in following the Quaker maxim of doing the good today and not neglecting or deferring it lest the opportunity now presented will never be granted again.

Charles W. Garfield.

#### An Idea That Did Not Work Out.

When I was running an idea factory in which I originated schemes for making money I ran across many queer demands. My clients, who were supposed to pay me for a satisfactory scheme, but seldom did, would want to become millionaires without working and without any capital to work for them. But a few of them were satisfied with smaller things.

Case No. 31 was that of a man who had some capital to invest, but already had a job, so that he did not wish to give any time to my scheme. He was afraid to leave the job he had, which was sure even if it did not pay much.

In this case by a process of elimination I decided that I must invent something or rig up some novelty. My client had some money to invest, but not much. Therefore he could not start a big business. To buy an interest in a big business was not one of my schemes, for anybody could think of that. My scheme must pay a bigger dividend than a share in an established slow going business or I could not honestly demand my fee.

On the other hand this man could not start a small business because, although he had money enough for this, he did not have any time to devote to it. Thus the field of invention seemed the most promising field to prospect in. Now, for many inventions much money is needed to do the preliminary work. Therefore the field was narrowed still more. I knew that many of those foolish little playthings like a cigar that explodes, picture post cards, and the motto buttons of some years back make money fast. Therefore I set to work along that line.

Finally, after sending my client several ideas that he rejected, we agreed on one. This scheme was to make a cigarette of red paper like that around a firecracker, and fasten a fuse in one end of it. Just before the Fourth of July we would sell them to the would-be jokers, who, by putting them in their mouth and lighting them, would appear to be holding a lighted firecracker in their mouths. Then when the fuse burned down to the cigarette and lighted it our jolly joker could puff on his firecracker and rub it into the people who had been waiting for the firecracker to blow up.

At first every manufacturer of cigarettes that client No. 31 appealed to absolutely refused to have any-

thing to do with the idea. But when my client remarked that he would pay all the expenses incurred in getting them out, they changed their minds. Just before the Fourth of July the cigarettes were put on sale and all the hair brained would-be jokers of the neighborhood cheerfully passed over their money for them. The results were immediate.

Four hundred and twenty-three scatter brained youths drifted into our store with 423 complaints that the red color had come off the cigarettes as soon as they were placed in the mouth, thus making 423 young men exceedingly ill. Another cause of complaint was that the fuses had dropped off before they had reached the cigarettes, or that the cigarettes would not light when the fuses had burned down to them. One woe-begone youth with only part of a face complained that he had mistaken a real firecracker for our cigarettes with the result that part of his face now lies on Main street and another part was last seen going south through the window of Hogan's grocery.

The cigarettes were hastily withdrawn from sale when an irate father came in to make his complaint. He threatened us with a \$29,000,000 fine or at least he was going to make hash out of us and serve us on toast to his faithful dog Fido. He said that his little boy, Charles Livingstone Macumber Reginald Brewster, had seen a man light one of our cigarettes. Thinking it was a firecracker, Livingstone, who always was a bright boy and had talked when he was 13 months old, had thereupon proceeded to put a firecracker into his mouth.

Said firecracker being of the giant variety Charles Livingstone, etc., developed a greater claim for fame than that of Homer, for although seven cities claimed the honor of Homer's birthplace, forty-four counties claimed the honor of burying at least a portion of Charles Livingstone and the returns of the twelfth district were still to be heard from.

J. D. Williams.

#### Birds Sacrificed to Fashion.

The savageries of fashion were illustrated afresh by the visit of a bird lover to a colony of egrets after havoc had been wrought by a party of plume hunters. The bird lover made his visit during the height of the breeding season. On his arrival at the colony he found the painful evidences of the recent raid in some fifty carcasses of adult birds floating in the water. These fifty birds had been ruthlessly shot while brooding their young. The young were left remorselessly to die a lingering death from hunger. Many had already succumbed. Others from time to time fell from the nests to share the same fate, while others again died from exhaustion as they sat in the nests. Perhaps the most pitiable sight of all was to watch those which still had sufficient strength to move and cry attempting vainly to attract the attention of old birds flying heedlessly by with food in their beaks.





### Movements of Merchants.

Ionia—C. H. Bradley has purchased the Brown Furniture Co.'s stock.

Galien—A. D. Robinson, of Decatur, has purchased the A. D. Rhoads general stock.

Munising—The Munising State Bank has increased its capital from \$30,000 to \$60,000.

Reed City—The Ideal Light & Fuel Co. has been incorporated with a capital stock of \$40,000.

Hudson—Chas. W. Atkinson & Son are again engaged in business at the Church street bakery.

Belding—Verne C. Divine, the clothing merchant, has purchased the Holmes Clothing Co. stock.

East Jordan—The State Bank of East Jordan has increased its capital stock from \$30,000 to \$50,000.

Yale—J. C. Holden will dispose of his stock of clothing and furnishing goods and retire from the mercantile field.

Benton Harbor—Harry Palmer will engage in the grocery business at the corner of Territorial and Benton streets.

Hastings—G. N. Fox has purchased the grocery stock of Chas. Sherwood and will continue the business at the same location.

Dowagiac—Fred Shaver has sold a half interest in his jewelry business to Jesse Bilderback. The firm will be known as Shaver & Bilderback.

Sault Ste. Marie—D. K. Moses, of The Leader, has purchased the Baldwin & Bessner stock of clothing, shoes and furnishing goods which were sold under chattel mortgage sale.

Caro—Chas. Sutherland, formerly of the grocery firm of Luckhar & Sutherland, has purchased the D. C. Bush grocery and general stock. Mr. Bush will retire from mercantile business.

Detroit—The Detroit United Bank, which has been virtually a building and loan association conducted as a bank, has organized under the State banking law, with a capital stock of \$250,000.

Portland—Oscar Derby, of the firm of Kennedy & Derby, who formerly conducted a hardware business, has purchased the bakery conducted by Wm. Ryan and will continue the business at the same location.

Cheboygan—Alex and Henry Gain have purchased the S. A. Gain stock of groceries and have removed the same to the store on Main street, near Lincoln avenue, formerly occupied by Alex Gain as a grocery store.

Saginaw—The firm of Rich Bros., composed of Isaac and Adolph Rich, one of the largest clothing firms in the Valley, has dissolved partnership and will go out of business. The establishment is twenty-five years old.

Portland—The bank of John A. Webber & Son has been merged into a State bank under the style of the Webber State Bank. The bank is capitalized at \$25,000, with a surplus

of \$25,000. Elon A. Richards, who has achieved considerable success as a druggist, becomes a director of the new institution.

Lansing—The Michigan Supply Co., which deals in plumbing goods, mill and well supplies, has been incorporated under the same style with an authorized capital stock of \$65,000, all of which amount has been subscribed and paid in, \$11,061.12 being paid in in cash and \$35,938.88 being paid in in property.

South Haven—R. R. Thompson has purchased Mrs. H. G. Wiley's half interest in the Haas block, at the corner of Phoenix and Kalamazoo streets, which he will occupy, after making extensive alterations, with a line of house furnishing goods, removing his present stock of furniture, carpets and rugs to the above location.

### Manufacturing Matters.

Petoskey—Cook, Curtis & Miller, lumber manufacturers, have increased their capital stock from \$100,000 to \$200,000.

Bay City—J. H. Emery, manufacturer of cement brick machinery and cement blocks, will engage in the grocery business at 807 West Midland street.

Detroit—The E. R. Thomas Detroit Co.'s new automobile factory is getting into operation and expects to have its full force of about 200 men working in a very short time.

Detroit—Gordon Montagu, who has been with the Acme White Lead & Color Works for a number of years, is now assistant manager at the Boydell Bros. White Lead & Color Co.

Detroit—Organized for the manufacture of matches and of match-making machinery, the Pearl Match Co. has filled its articles of incorporation with the county clerk. The capital stock is placed at \$30,000.

Manistique—The Business Men's Association has \$10,000 in its sinking fund, and announces that it is willing to spend \$20,000 or \$25,000 in an effort to bring manufactories here. The Association has a membership of 125.

Chelsea—In a letter issued by the Detroit Trust Co., receiver of the Glazier Stove Co., the receiver asks that none of the creditors take any steps that will interfere with the work of the receiver, as it is the intention to operate the Chelsea plant in the interests of all the creditors.

Detroit—A corporation has been formed under the style of the Detroit Collar Co., which will manufacture collars and conduct a laundry. The new company has an authorized capital stock of \$17,000 common and \$10,000 preferred, both of which amounts have been subscribed and paid in in property.

Detroit—Charles Pohlman & Co., furniture manufacturers, have merged their business into a stock company under the same style, with an authorized capital stock of \$10,000, all of which has been subscribed, \$750 being paid in in cash and \$9,250 paid in in property.

Detroit—The C. R. Wilson Body Co. has increased its capital stock from \$75,000 to \$250,000. This is to take care of the extension of the plant's activities as exemplified in additions built in the past few months. The company manufactures automobile bodies.

Detroit—A corporation has been formed under the style of the Detroit Marine Motor Co. which will manufacture marine and stationary engines. The new company has an authorized capital stock of \$12,000, all of which has been subscribed and \$11,000 paid in in cash.

Hiawatha—It is authoritatively announced that the South Side Lumber Co. will resume operations soon. The company has been embarrassed by the financial panic and, although it had excellent resources when the trouble came, was unable to get ready money to continue operations. All claims against the company have been settled in full.

Bergland—G. A. Bergland is operating his sawmill, running full capacity, while his logging force is as heavy as in other years. According to the present plans there will be no curtailment in any branch of the industry. A 10 per cent. reduction to mill employees went into effect last week and \$5 a month has been sliced off the woodsmen's compensation.

Detroit—The National Gas, Electric Light and Power Co. announces that payment of the semi-annual dividend of 3 per cent. on its preferred stock is necessarily deferred. The profits shown by its books for the eleven months ending November 30, 1907, were \$62,879.53, but during that period the sum of \$88,901.76 was added to its investment. As the company is at present unable to sell additional stock or bonds, the profits have been temporarily absorbed to pay for the betterments charged to investment account.

Ontonagon—The Ontonagon Stave & Veneer Co.'s plant has been leased on a long time lease by the Uniform Stave & Package Co., of Minneapolis, and will be in operation by February 1. The plant has been leased for five years, with the privilege of buying before the expiration of that time. About \$5,000 will be spent in repairing and enlarging the plant. Work was started in this direction last week. The Uniform Package & Stave Co. has a capital of \$400,000 and its officers are men well known in the timber industry of the west.

Menominee—The Menominee River Boom Co., which controlled the water power of the Chappie rapids, a few miles from Menominee and Marinette, has sold the falls to a combination of Chicago capitalists, which will build extensive dams and power houses for the purpose of generating electricity and transmitting it to the twin cities for manufacturing purposes. This will help the woodworking and sash and door industries of the cities into greater activity and bring the cities in line as important manufacturing centers.

Menominee—The cedar business is at a standstill and very few poles

and posts will be cut. Posts held up fine until a few days ago, when they dropped about 2 cents each and the cutting of them, which was very brisk up to that time, was discontinued. Cedar ties are moving at 52 cents apiece, the highest price ever paid in this section, while hemlock and tamarack are bringing 40 cents. The Chicago & Northwestern Railway is not taking any new contracts for ties at the present and may cancel some of those already in force.

Manistique—The site of the recently burned plant of the Chicago Lumbering Company, of Michigan, in this city, is being cleared up, the burned lumber floated down the river and the machinery broken up. The mill was erected in 1876 and was one of the best in northern Michigan. During its thirty-one years of operation it cut 1,500,000,000 feet of lumber, including shingles, lath and pickets reduced to board measure. The revised loss is placed at \$75,000. Whether the mill will be rebuilt or not has not been definitely decided, but it is unofficially stated that a smaller and more modern mill will be erected in the spring.

### How Free Labor Prospers Under Co-operation.

N. O. Nelson, President of the N. O. Nelson Co., St. Louis, has issued the following annual report to the employes and customers of that corporation:

We have closed the most successful year in our history of thirty-six years. Each of our factories at Leclaire, Bessemer and St. Louis made more goods and more net profit than ever before. The St. Louis store and the branches at Pueblo, Los Angeles and Oakland each did a largely increased business. The aggregate increase over 1906 is 32 per cent. and 60 per cent. over 1905.

After paying cash dividends on the stock you own, writing off the public fund, depreciating machinery and adding largely to our surplus, there remains \$200,000 to distribute among you, of which the employees receive two-fifths (30 per cent. on their wages and salaries) and the customers three-fifths (\$120,000), in proportion to the gross profit on each one's purchases.

You will now own more than half the stock of the company.

Counting on increasing co-operation from the customers, we feel confident that 1908 will not fall behind 1907.

There has been no appreciable change in our business or pay-rolls since the flurry set in. We have not distressed any customer nor skipped any pay-roll nor let any bill go past due. Our co-operative plan has made good in every regard and will continue in force for 1908 and the future.

Mr. Nelson formerly employed union and non-union men without discrimination, but found the union men a source of constant annoyance and irritation and closed his doors against them two or three years ago. Since then he has enjoyed absolute immunity from labor troubles, his employes have been contented and happy and his customers have been served more acceptably than ever.

No business can be built up successfully on the exclusive employment of union labor and no employer can feel secure so long as union men are permitted to preach their pernicious doctrine to their fellow employes.

Remember, young man, that you can't buy experience and have it charged to papa.

It is hard to listen to the troubles of other people without getting back at them.





**The Produce Market.**

Apples—The market is without change on the basis of \$2.75@3 per bbl. for acceptable winter varieties. The market continues fairly steady, although the almost entire absence of demand for quantities has a depressing effect.

Beets—40c per bu.

Butter—The market is about unchanged. The receipts of fancy fresh butter continue very light, and the demand is readily absorbing everything as fast as it arrives. Storage stocks are being reduced satisfactorily and the market is in a very healthy condition on the present basis. No change is anticipated during the next few days. Creamery is held at 30c for tubs and 31c for prints. Dairy commands 24c for No. 1 and 16c for packing stock.

Cabbage—\$10 per ton.

Carrots—35c per bu.

Celery—30c per bunch.

Cocoanuts—\$4.50 per bag of 90.

Cranberries—Wisconsin Bell and Cherry and Howes fetch \$7.50@8 per bbl. It looks as if the growers and those who handled the deal made their opening prices too high; certainly something scared off consumption, which has not been of its usual proportions.

Cucumbers—\$1.50 per doz. for hot house.

Dressed Hogs—Dealers pay 6½c for hogs weighing 150@175 lbs. and 6¾c for hogs weighing 175@260 lbs.; stags and old sows, 5c.

Eggs—The market is about unchanged from a week ago. The fresh receipts clean up every day on arrival. There has been some increase in the receipts of fresh, but the demand continues very good and the present market is firm and unchanged. The future depends on the production of new-laid eggs. If present weather continues, there is likely to be an increase in supply, but not sufficient, probably, to change prices. Stocks of storage eggs are gradually decreasing, and the market as to them is unchanged. Local dealers pay 24c for fresh case count, holding candled at 26c. Storage, 19@20c.

Grapes—Malagas command \$3.50@4.50 per keg, according to weight.

Grape Fruit—Florida commands \$5 for 80s and .90s and \$5.50 for 54s and 64s.

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

Lemons—California command \$3.25 per box and Messinas \$3 per box.

Lettuce—8@10c per lb. for hot house; 12c per lb. for Florida head.

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

Oranges—Continue to be one of the cheapest things on the list, and even at that, demand is none too good. There are no changes in price this week. California navel, \$2.75 per box; Redlands, \$2.85; Floridas, \$2.75.

Nuts—There is an easier tone to the market, although there have as yet been no reductions. The greater part of the wholesale business in nuts is over now, and there will be no further gains.

Parsley—50c per doz. bunches.

Parsnips—75c per bu.

Pineapples—\$4.50@5 per crate for Cubans.

Potatoes—The demand has picked up, and those in touch with conditions express the belief that for the next few weeks there will be a healthy enquiry for stock, as supplies laid in by retail grocers earlier in the season are becoming exhausted and grocers are in the market to replenish their supplies. Country buyers are paying around 40c.

Poultry—Very scarce and high. The producer who held his poultry two weeks beyond the holidays is now reaping his reward, as usual. Local dealers pay 8@9c for live hens and 12c for dressed; 9c for live spring chickens and 12½c for dressed; 10c for live ducks and 12c for dressed; 15c for live turkeys and 19c for dressed.

Squash—1c per lb. for Hubbard.

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

Turnips—50c per bu.

Veal—Dealers pay 5½@6½c for poor and thin; 8@8½c for fair to good; 8½@9c for good white kidney from 90 lbs. up.

**The Grain Market.**

Wheat the past week has shown an increase in the visible supply of 1,800,000 bushels, which makes the present visible 48,481,000 bushels, as compared with 45,768,000 bushels one year ago, selling to-day at practically 20c per bushel more than last year at this time. Locally it has been moving a little more freely the past two weeks, prices running from \$1@1.02 per bushel.

The visible supply of corn increased 994,000 bushels, making the present visible supply 4,482,000 bushels, compared with 5,823,000 bushels one year ago. The present price is about 15c per bushel higher than one year ago. New corn is moving quite freely, with a wide range in prices, depending on quality, from 60@71c per bushel, and considerable corn now running is badly off in quality.

Oats have increased 864,000 bushels, making the present visible supply 8,450,000 bushels, compared with 12,855,000 bushels one year ago, with the present prices about 18c per bushel higher than last year. They have been moving fairly freely, cash oats running from 50@53c per bushel in carlots at country points.

Feeds are moving slowly, with prices on the increase. Millstuffs have advanced \$2 per ton the past two weeks.

Buckwheat has been dull the past ten days, but trade is now showing some improvement, with prices steady at about 65c per bushel. Pure buckwheat is selling at about \$5.40 per barrel. Buckwheat feeds are selling at from \$12@20 per ton, according to quality. L. Fred Peabody.

A seat in a crowded car is worth two in an empty one.

**The Grocery Market.**

Sugar—The New York refiners have advanced their prices 10 and 20 points, so that they are now on a 4.80 basis. Michigan jobbers are unable to secure the full advance, on account of local conditions. The market on raws is steady to strong and a temporary shortage in raw sugar during the present month is still indicated.

Tea—Values are unchanged and everything is steadily held. Through all the financial stress, no weakness whatever has developed in tea. The demand is from hand to mouth only.

Coffee—There is no indication that the speculative public intends to come into the coffee option market, and until they do the plans of the syndicate will be considerably hampered. Arbuckle Bros. are reported to have been very large buyers of all grades of washed coffees during the last few weeks, and this has resulted in a considerable stiffening of the mild market. Java and Mocha are unchanged and steady.

Canned Goods—There is a fair trade on tomatoes, some demand for peas and more or less movement of corn, but nothing pronounced in any division of the list. Everything in canned vegetables is waiting for things to open up after the first of the year. In the meantime, prices are holding quite steady. Everything indicates a fairly steady market in California canned fruits. Retailers throughout the northwest look forward to the usual demand, notwithstanding the fact that California canned fruits this year are some higher than for years past. Undertone of the market in gallon apples is firm. The rest of the canned fruit list shows no feature worth discussing. While at present there is little demand for salmon, the market has a steady tone. Trade authorities are looking forward to more active trading and, perhaps, higher prices after the turn of the year. American sardines are somewhat unsettled. Though the pack is short, a good many of the goods, it is understood, were thrown back into the hands of sellers owing to the inability of buyers to take up contracts because of the scarcity of money. Consequently, while there is no present desire shown to market this unexpected surplus by the making of concessions from quoted prices, the tone is not as strong as the shortage in the season's output had lead packers to expect. Cove oysters continue in a very firm position, with a very fair demand. Shrimp and lobster prices are steady.

Dried Fruits—Apples are quiet and a little easy. Citron is easier, now that the holidays are over. Figs are inclined to be easy also. Dates are now about the cheapest dried fruit on the market. Prunes are dull and unchanged, both in primary and secondary markets. Peaches and apricots show no change and little business. Currants are fairly active at ruling prices. Raisins are moving to some extent at prices that show little strength.

Cheese—The market is very quiet,

as is characteristic of the season. Stocks of cheese are lighter than usual at this season, and prices are 10 per cent. above a year ago. There is not likely to be any increased consumption of cheese during the next few weeks, and the price is therefore not likely to change.

Farinaceous Goods—Rolled oats are without change. Sago, tapioca and pearl barley show no new feature. Corn meal is firm. Beans and peas are in about the same notch.

Spices—The market is dull and without feature. The demand is moderate.

Rice—The demand is fair and prices are steady.

Syrup and Molasses—Sugar syrup is unchanged and in fair demand. Molasses is strong in New Orleans and almost equally so in secondary markets. The price for fine molasses is high and firm, owing to light supply. The demand is fair.

Fish—Foreign herring shows no change. Cod is firm. Whitefish and trout continue scarce and firm. The same is true of mackerel and blood red salmon. There is a good assortment of both foreign and domestic herring and a fairly good assortment of mackerel.

Provisions—There is not likely to be any increase in the demand for the next few weeks, and the future depends on the supply of hogs. Pure and compound lard are unchanged, and a fair demand is reported for both. Family and butt pork are unchanged and dull. Canned meats and dried beef are unchanged and the demand is light.

**Auction Sale of Bankrupt Stock.**

Attention is called to the reading notice on page 29 of this issue of the auction sale to be held at Central Lake Wednesday, January 15, of the bankrupt stock of the Lichtenstein store. The following is a recapitulation of the inventory and appraisal of said stock:

	Inventory	Appraise.
Men's Furn. Goods	\$1,567.55	\$1,022.56
Hats and Caps	470.84	280.14
Clothing	3,091.17	2,204.23
Trunks and Bags	45.70	35.73
Overalls and Jackets	90.47	83.41
Ladies' Clothing	1,806.01	1,118.55
Ladies' Furnishings	824.32	587.51
Furs	77.75	55.55
Notions	1,196.65	788.22
Dress Goods	768.98	510.42
Silks	45.29	27.11
Shoes and Rubbers	1,700.91	1,285.70
Furniture and Fixtures	670.00	388.50
Book Accounts	682.75	242.44
	\$13,038.93	\$8,630.07

**Not Necessary.**

Mrs. Briggs brought home a new girl from the intelligence office and instructed her in her duties.

"And do you have to be called in the morning?" she asked.

"I don't have to be, mum," replied the new girl, hopefully, "unless you just happens to need me."

William Judson left for New York yesterday on business connected with the National Wholesale Grocers' Association. He is expected home Saturday.

It is a mistake to suppose that a woman wants the last word. She doesn't know there is such a thing.

The true heroine is she who could talk back but doesn't.





### Innovation in Use of Dummies for Exhibits.

It would be a startling innovation to see a man or a lady dummy in a shoe dealer's window; and yet why not? They certainly could be made to do all sorts of interesting things with shoes and would put everybody to talking about the store which should adopt this unique treatment of a stereotyped subject.

Dummies' work is unlimited. Of course, in adopting this form of publicity, quite a large space would be required, perhaps larger than many of these stores now have at their command; and still, with the imaginative window dresser, much may be accomplished even in a small window. Local happenings and events of National import may be seized upon to form the idea for a display that shall rivet attention. Plain-garbed Carrie Nation with her hatchet could be utilized for a cut-price display. In this case the dummy should be "made up," as to wrinkles, wig and clothes, to represent, as nearly as possible, the one it is intended to personate. If Carrie brandished a hatchet in one hand and held over her head a mammoth many-ribbed umbrella of about the vintage of '68—such as I saw being carried aloft, the other day, by a funny little round old man—she certainly would create a sensation in the town. When people wanted shoes that week their minds could not but revert to the store that was showing the renowned temperance exponent as a symbol of a price-cut in its merchandise.

At another time the same wax figure could be fixed up as the typical summer-girl. Place her on an Indian stool (made of willow stained green). Pose her prettily. Have her dress soft pink silk and everything else dainty about her. Stand a closed pink or white lace parasol gracefully against her knee. Let this be an Oxford window and have her contemplating on her own tiny feet a pair of low beauties in shoedom. The window floor should be made soft with green velvet carpeting—plain or figured in three tones, whichever preferred. On a second stool, which should be the exact duplicate of the one on which Miss Summer-Girl is seated, have carelessly-disposed samples of Oxfords—one of several styles. These should be the most beautiful that the establishment can boast. Leave the floor free of samples, as here they would spoil the exhibit. The attention must not be distracted from the shoes on the girl's feet and those lying on the stool at her side. For a background hang full green velours curtains straight from a pole. These should harmonize with the green in the carpet. If anything they might be a shade lighter.

The next week the fine gentleman dummy could be posed as was Miss Summer-Girl, with samples of men's

Oxfords on the Indian stool in place of the feminine ones.

For the third exhibit of these dummies have them wear exquisite low footwear but show no samples. Seat them both on the stools in a natural conversational attitude. Being in a shoe window, eyes can not help but take in the elegant shoes on their feet.

Of course, this is a trifle early for such displays, but several of our city stores are sufficiently enterprising to be already showing harbingers of spring styles in footwear—and if harbingers count for anything shoes are going to be "the finest ever" "When the Robins Nest Again!"

\* \* \*

One of these "finest ever" is a bronze kid strap slipper with cut-steel trimming. It is difficult to describe it; it would need to be seen to be fully appreciated. The heel is French, with a slender band of steel-ornamentation running around the edge next the ground. A narrow slit of patent leather is at the top of the heel, with flat steel beads sewed thereon. The slipper fits snugly at the instep, as all slippers should, to prevent slipping of the heel. The back of the top is plain, but at the sides are two scallops, with the curve below, held in place by a strap of steel-beaded kid which is a continuation of the smooth back. Three large flat buttons of steel close the three-scalloped flap. On the instep are a double row of slits which reach to within about an inch and a half or two inches of the end of the toe. These slits are rightangled at the center top, the ends being joined by the segment of a circle. There are five of these on each side of a central strap, and there is a single slit at the toe, a half-circle in shape, with the diameter at the top. The piece of bronze kid going up the center between these perforations is richly ornamented with the steel beading, as are all the strips of kid between the openings. This fashionable slipper for the lady of refinement is being shown by the James McCreery Co. of Thirty-fourth street, New York City. It certainly reflects the artistic taste of the designer.

\* \* \*

The (extra-high) military shoe (either laced over a generous tongue or prominently buttoned, with a plain, stitched edge beyond the button-holes) is going to be a great favorite with ladies who admire—and desire—a shoe that shall reach to where it should in order to preserve a fine contour. The shoe that "chops off too previously" is but an ever-present source of annoyance to one not blessed by Dame Nature with the shape of a wax doll. The heel, of course, is military in outline.

\* \* \*

Here is a first-rate idea—imbibe it: "It is a good plan to put style numbers on price tickets, so that a customer can come in and state definitely what they want. Some buyers might prefer to give their slippers names. Any such idea that will simplify the selling will save much time. "Don't keep either good or bad stock in its hiding place during Jan-

uary. Bring out those rubber boots for boys and display them where they can be seen, along with an attractive card.

"A good attraction is a snow and ice window. Put down a large piece of glass in the bottom of the window. Build up a snow bank of cotton batting in the rear or sides of the window. Besprinkle it with frosting and common soapstone. Fasten a pair of skates to two or three appropriate shoes and balance on the ice. Also put a few heavy-soled shoes here and there.

"There are also many ways of selling regular shoes. A certificate is issued by makers of trade-mark shoes, and in most cases the manufacturers send them to agents at this season. One or two mounted on cardboard and shown in a prominent place in the window and in the department will help sell many extra pairs.

"The display in the department should be augmented by special tables in the main-floor aisles, containing a small stock of all the most desirable slippers. Should the shoe department be on the second floor, a booth or aisle tables on the first floor should also be secured."

### Open Door Idea Adopted by Church.

The Church of the Redeemer, Warren avenue and Robey street, is to become an "every-day church."

In a sermon yesterday morning, which marked the beginning of the church's semi-centennial celebration, the pastor, Rev. A. Eugene Bartlett, announced a new social programme, which will render the church institutional in its scope.

Beginning the second half-century of its existence, the Church of the Redeemer will offer its members and the community something every day, and the church edifice will be in use each week day as well as on Sunday.

"The church in the city, to be true to the spirit of its founder, must have an open door," said Mr. Bartlett in his sermon. "The church can not be conducted like a club, and when any church attempts to regulate its membership and attendance by the rules in force in clubs it defeats itself. The church has no right to consider a man's purse or the question who his father was. In the outside world we may be separated, we may be rich, poor, employers, employees, but here we must be brothers.

"The doctrine of the fatherhood of God and the brotherhood of man is grandly true, but when a man is drowning he would rather be handed a plank. The only church that will be alive a century hence will be the one that furnishes both warmth for the heart and work for the hands. The hour has come for the church to cease trying to save herself and try to save the world. The church must interest itself in social as well as individual salvation.

"It is our duty to take the doctrine that God loves everybody and apply it every day to the needs of every man we can reach. Beginning to-day, the Church of the Redeemer becomes an every-day church."

Concerning the new work Mr. Bartlett said:

"The church will maintain an office and relief bureau, open during stated hours every week day, and will endeavor to reach and help the distressed in the community. It will maintain a free legal bureau and a branch of the Penny Stamp Savings Society. Jan. 23 we will open a domestic science school for working girls. The church will maintain a flower mission, literary society, dramatic club, choral societies, neighborhood socials, public health lectures and other departments. In summer it will institute fresh air and outing work and establish a free drinking fountain. In many ways it will seek to aid the community in creating saner, healthier and happier lives for all its members"—Chicago Record-Herald.

### Annual Banquet of the Grand Rapids Grocers.

The ninth annual banquet of the Grand Rapids Retail Grocers' Association, which will be held at Knights of Columbus hall Thursday evening, promises to be largely attended. The programme arranged for the event is as follows:

March—Miss Bessie Merrill.  
Invocation—Rev. R. W. McLaughlin.  
Address—Fred W. Fuller, toast-master.  
Relation of Wholesaler to Retailer—Guy W. Rouse.  
Piano Solo—Miss Angie Brown.  
Talk—Wm. Judson.  
Piano Duet—Leonard Witters and James Hatch.  
Any Old Thing—Fred J. Ferguson.  
Violin Solo—Jay Grebel.  
Recitation—Mr. Goldstien.  
Organization—Walter K. Plumb.  
Song—Miss Blanche Bliss.  
Benefits Derived by the Retail Grocer as a Member of the Grocers' Association—Glen Denise.  
Piano Solo—Miss Bessie Merrill.  
The Ladies—Wilber Burns.  
Farewell Song.

### Radio Telegram Latest Wonder.

From fair France comes the device which enables an operator in a distant station to control with radio-telegraphy the lighting of lamps, the explosion of mines, sending up of rockets, boring of metals, and steering of torpedoes, and other military operations. Dr. Branly is the man with the brain that invented it. One of the principal features of the contrivance is what he terms the automatic telegraph. It shows the operator the proper moment for sending the signals for operating the different effects. These check signals are given him by a radio-telegram, which is received on a band of paper from a Morse receiver. There is another set of check signals whereby the operator can see whether the desired effect has been really produced and whether a certain mechanism which he set into motion is still going.

It is easier for a woman to love a man than to let some other woman love him.



## LIFE LESSON.

## No One Rates You Higher Than You Rate Yourself.

Written for the Tradesman.

I was a teacher at the Academy that year and had charge of one of the dining room tables. There were ten of us, boys of all sorts and sizes, from all parts of the country, with ages from 12 to 17. With an occasional student from the towns—the result almost always of mental or moral delinquency; sometimes of both—the boys had come from the distant ranch with little or no knowledge to be found in books and too often with no desire to acquire any. They were literally the sons of the plain with their likes and dislikes strong within them and were ready on all occasions to express both on the slightest provocation. Free as the minds of the Western plains in action and in speech, they brought with them the independence and indifference to the rights of others that such freedom implies, and it did not take long for these striking qualities of manhood to show themselves when they came in contact with the rigid discipline of the school.

The school, then, as it is now, was strongly military, and one of the hardest facts to put up with by the newcomer was the respect and so the obedience which the cadet was compelled to show to the officers, commissioned or non-commissioned. At home where the ability to "lick" was the only kingship recognized, it would have been considered contemptible for the giant of the ranch to obey without a word of protest the commands of the puny, narrow-chested "runt" who presumed with that tone and that voice to order the whole corral even to "stand attention;" and, therefore, it can be easily understood when the corporal of a squad from "fall into line" to "dismissed," in the discharge of his duty, should direct his official attention to any member of his squad that that member should instantly urge upon his superior an instant departure for a locality noted for its intense temperature.

With this condition of things as a part of the school life it can readily be seen that outside of that existing condition the only authority recognized was that of muscle and this was usually settled during the first few days of the term. When, then, Emmett Robb, who sat at my left at the table—as round-faced, red-headed and good-natured a boy of 17 as ever showed his contempt for his all-prevailing freckles—sat through-out the meal with trouble clouding his usually sunny face, and this meal was followed by many like unto it, it behooved me, as a teacher of the school, to find out the difficulty and remove it.

My first attempt embodied in the question, "What's the matter, Robb?" produced no satisfactory results. A flash of fire from the deep blue eyes and a repellent "Nothing" were all that came from Robb, and glancing down the lines that flanked the table it was easy to see that this was one of those secrets that a teacher could

not find out. What that particular teacher did find out in that glance was that there was a division among the boys and that Robb's friends were largely in the majority. While he was wondering whether the opportune time had come for the "word fitly spoken," Tom Hassett, at the other end of the table, proceeded to remark that he guessed it was a "letter from my Uncle William." He rather thought that "my Uncle William" had been haying over on the island, had got stuck in the mud and barely escaped with his life!

It is impossible to fasten here upon this page the tone, the open sneer and the hateful look that attended the few words which Tom Hassett expressed. The Scotch-terrier face that looked out from the mass of overhanging hair, covering the narrow strip of forehead, the snaky eyes, set closely together, gleamed with malice and all uncharitableness, and, even as he spoke, the head at the end of the long neck had the attitude of the snarling cur snapping at the heels of the unoffending passer-by.

Discretion, being the better part of valor, suggested the propriety of looking into things, seconded largely by the look of outraged endurance clouding the usually cheerful features of "my Uncle William's" nephew. At once there sprang into being the idea that the city cur was making fun of the ranch boy for the sake of the "tease" in it and so, when a little later the boys had cooled down, I asked Robb about the ranch and whether he liked the life there. I found an enthusiast. Ranch and everything on it were dear to his heart. Usually scant of speech and apparently unimaginative, all at once his thought, abounding in imagery, became poetic prose and his face, aglow with the reflection of the pictures before him, was an inspiration to the rest of us. You should have heard and seen him when he told us how the sun went down, flooding rippling river and winding stream with "the mixed red and gold" which come only from the sky at sunset, and when, I shame to say it, I tried to dampen his ardor with "chore-time" and its detested duties, the very thought only increased his enthusiasm; and he so glorified every chore with the splendor of the morning and evening that I, glancing down through the vanishing years, wondered why I had never realized before the beauty that centers in milking the cows and feeding the pigs.

From that time on Robb was something more to me than a boy who finds it hard to cipher and to spell. More than that it became an imperative duty to remove certain obstacles piled up before him by the Denver low-down who was evidently determined to make the ranch boy's stay at school at least interesting. As the ridicule seemed to center in Robb's constant worship of "my Uncle William," I took an early opportunity to happen into the boy's room to caution him against such public worship.

I shall never forget the round, earnest eyes and their look of astonishment, as he listened, nor the eager

mouth ready to begin the story he had to tell.

"Why, Doctor, if it hadn't been for my Uncle William we should have all been dead by now. There are nine of us children, and father never could get along; and when the time came—and it came more than once—and we were all hungry then was the time when my Uncle William took us all home with him and fed us and clothed us and kept us until better times came. He took a notion to me and sent me here and he would pay my bills, if I'd let him. I couldn't stand that, you know; and when I told him so and he could see I meant it, then he said: 'See here now, Emmett, let's fix it this way: You go to school and come home at the end of the year with a good record with no deviltry in it an' I'll give you the likeliest horse on the ranch.' That's just what he said. That makes me pretty careful, you know, and I wouldn't do any more to spoil that record, for my Uncle William's sake, than I'd put my eyes out; and that's what makes it so d—d hard—Doctor, I didn't mean to say that; but that—that Tom Hassett is the hectoringest devil I ever saw and it's all the harder to stand when I know that if I should plunk him a good one on that pug nose of his—just one—it would finish the whole d—the whole business. If I could only get him to hit me first—but he won't. He just takes every chance to say the meanest things he can think of from reveille to taps and I've got to grin and bear it. If 'twasn't for my Uncle William I'd knock his d—d head off—there it goes again, but I just can't help it. Doctor, what would you do if you were I?"

Then I was up against it. He who hesitates in educational bronco-riding, as in the other sort, is lost; and I did not hesitate.

"When your Uncle William sells a bunch of cattle, does he let the other man set the price?"

"Not any. He says a man that'll do that will find his cattle and himself undervalued; and he isn't built that way."

"Good for Uncle William! Is his stock confined to cattle?"

"My, no; 'cattle and horse,' my Uncle William says, and he bears down on the 'and' as if it was the main part of his stock."

"Then it's no new thing to turn a new bunch of cattle into a lot of old ones."

"My, no."

"Did you ever notice, Robb, what always happens when a strange cow is turned in among the old ones?"

"Well, I should say I have! W'y, my Uncle William bought an odd cow a few days before I came to school for a milker and I turned her into the corral as soon as she got to the ranch. She'd hardly got inside the bars before the old bell cow went for her. Well, sir, do you know what that cow did? She just lowered her horns and that bell cow just missed the goring of her life by suddenly wheeling and getting out of the way, and after that the new cow had no more trouble."

"Well, Robb, did that new cow do

that without saying anything to my Uncle William?"

For the next few seconds Emmett Robb's face was worth looking at. Every feature of it was alive with an astounding "Wh-a-t?" I wasn't going to say all that over again and with a hearty "Good evening, Robb," left my Uncle William's nephew to do a little quiet thinking.

The next morning when the boys came to breakfast, as they stood behind each his own chair until "Grace" was said, I noticed that everybody but Tom Hassett was in a happy frame of mind, a condition which was explained by Robb a little later when in taking his seat at the table he leaned towards me and said in a low voice, thrilling with exultant joy, "I licked him!" and later, when the boys filed from the dining room, I noticed that Tom Hassett took his place behind Emmett Robb, where he belonged!

\* \* \*

These things happened years ago and I had forgotten them, when a little after Thanksgiving, in looking through the morning mail, I found a letter from Emmett Robb. From it I learned that the world has been dealing kindly with him since we parted, and among other statements, which modesty forbids me to repeat, he says: "And I believe that all I have and am is due to a certain lesson you taught me, the substance of which is that nobody will rate me higher than I rate myself; and that a boy or a man will never amount to much who allows himself to be imposed upon by another whom he knows he can lick!" And, let me add, without asking his Uncle William.

Richard Malcolm Strong.

## Birds Teach Lazy Man a Lesson.

Go to the birds, thou sluggard, for birds can and do work far harder than human beings. A pair of house martins, when nesting, will feed their young ones in twenty seconds—that is, each bird, male and female, makes ninety journeys to and fro an hour, or about 1,000 a day. On each journey the bird has the added work of catching the insects. Even so tiny a bird as the wren has been counted to make 110 trips to and from its nest within 430 minutes; and the prey carried home consisted of larger, heavier, and harder to find insects than were caught by the sparrows. Among them were twenty good sized caterpillars, ten grasshoppers, seven spiders, eleven worms, and more than one fat chrysalis.

## Not Discharged.

An old ante-bellum negro in a small Southern town was arrested and brought before the village magistrate for drunkenness. He asked for a lawyer who had helped him out of scrapes before, and the magistrate sent for the attorney.

The young man came into the little office, where the usual crowd of spectators had gathered, and asked the old negro, "Well, William, what are you charged with this time?"

Sadly the ancient darky replied, "Boss, I's charged with whisky!"





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E. A. STOWE, Editor.

Wednesday, January 8, 1908

**THE HOME DOORSTEP.**

They were old men; they had been born and brought up on the sunny side of life, gathering and retaining whatever of ancestry and culture there were to be gathered and garnered from such resources, and now under the shadow of the Christmas tree they were talking, as old men will, of the needs which stand in the way of this country's realizing to the full its highest ideals. "After all," concluded one of them, "the whole matter comes, or can be made to come, down to this: Let each home doorstep be taken good care of and the rest will be found to be a mere question of time."

From this point of view the individual shuts out all thoughts of state and nation; and the needs referred to, if they are ever to be satisfied, must be secured through the watchful ministrations of the home circle. There in that nursery of the nation must be born those radiating influences which mean so much; and to that home doorstep are to be tracked certain evils which to-day are standing in the way of the country's best advancement.

It does not take a surplus of discernment to see that lawlessness is the foundation stratum upon which much of the popular unrest rests. The troubles at Goldfield, the nefarious plottings and performances of confederations, the crimes that shock and disgust the social world are all so many instances, the existence of which can be best explained by the uncared for condition of the home doorstep. Lawlessness has been the leading feature of the home life behind such doorsteps—has been; and the pity of it is it is still there. The home in too many instances has been recreant to its sacred trust. The child is not taught to mind, and with the home subdued to his supreme will he goes to school to exercise there the same will and authority. If the teacher be as faithless as the parent harmony reigns in the school room; but faithlessness there is the exception, and when the break comes, as come it must and ought to come, the home takes the part of disobedience and shirks its responsibility by send-

ing the lawless degenerate—too often it amounts to that—to a military school. Hence the Harry Orchards; hence the Harry Thaws, and hence the riff-raff of these lawless homes, whose uncared for doorsteps are responsible for the lawlessness that is everywhere worrying the world.

One of the earliest results of this lawlessness is the drunkenness that everywhere prevails. Preceded, as it usually is, by the demon of nicotine and abetted as both these are by the indifference of the average home, it does not take long for the resulting waywardness to develop into what the home is ashamed of. The boy, coming from the home doorstep, where the father's copied example only increases the disapproval of the vices ruining both, is never to be restrained by "the old man," whom he has never been taught to respect; and the girl whose mother has sent out into the world a daughter disobedient and impudent will be only an incentive—never a detriment—to existing evil. So the unrestrained influences of the saloon and the alley, fostered by such parentage, carry on their dreadful work of spreading suffering and misery and crime. Hardly is that man to be envied whose son's disgrace can be traced to his own parental negligence of duty, and the mother whose weakness has ended in the wretchedness of her daughter will find too late that such unhappiness, if it be only that, might have easily been obviated by a stricter attention to the home doorstep.

The children of such homes grow up and marry only to make similar homes to be broken up by divorce. Within range of this editorial pen there is a neighborhood where it is unsafe for a stranger to speak to one acquaintance of another lest he offend the one or the other party of a divorce.

Not many moons ago the principal of the school in the neighborhood above referred to was approached thus by a lad 16 years old: "My father wants me to spend the holidays with him this year. You see, he was married not long ago and I don't know what to call his wife. I can't call her 'mother' for my mother is living with her husband and I spent a good part of my last vacation with them. I don't want to go, but I suppose I shall have to and what shall I call her? I call it a pretty mixed up business." It was decided to be safe to make use of "Mrs." followed by the family name; but the pity of it! And this is but one of thousands all showing the need, the supreme need of caring well for the home doorstep.

There can be but one conclusion: The individual world must look well to the ways of its household and begin with the home doorstep. The reign of lawlessness must cease and the home must bring about its destruction. In that sacred circle must the holy influences of worthy examples live and have their being; and then, with the hearthstone and the doorstone faithfully cared for, the structure built upon them will be the one and the only one that can stand the tests of time.

**PROPHETS OF EVIL.**

What is going to happen in the year 1908 nobody knows, even although some people think they do. A great many fanciful prophecies are made at the beginning of each year, either by fanatics or in fun, and as a rule one forecast is just about as reliable as another. For example, somebody by the name of Spangler has been building a bulletin for the twelve-month which is full of fearful things. He puts the end of the world in 1909, but in order to prepare the people and get them worked up to the proper pitch he has several minor disturbances in advance. He declares that nation shall rise against nation and kingdom against kingdom. They are always doing that anyhow, but they do not rise very far and are not likely to this year. Then he says there will be famine and pestilence and earthquakes, that the rivers will dry up, that the fish of the sea will die and the sea boil with a great noise. Every year sees a few famines and earthquakes and where the forests have been cut down rivers dry up and anybody who has stood on the shore has heard the sea boil with a great noise.

The items enumerated above are forecasts of only what happens annually in a degree sufficient to enable a prophet to claim as verification of his utterances. Fish are dying in the sea all the time. Anybody can prophesy that and the remainder of the things and they will come true. But Mr. Spangler goes further and says that mountains will not be found and islands will pass away. The latter happens and if the volcanic islands which now and then appear and disappear have mountains on them, then both prophecies will be realized at once. Really, the worst thing foretold is that the city of Boston will sink and New York will go up in smoke. The very idea of Boston, with its beans and culture, sinking! That is a terrible thought. Just as there are earthquakes every year, so there are big conflagrations every year in this or that city. San Francisco had one, Boston and Baltimore had them and New York has had, and may have another. The next prophecy is that the people will flee to the mountains. That they do every summer, with or without prophecy. Among the other direful and dreadful prognostications is that the crops and the banks will fail, the land go dry and Roosevelt lose all his money. There is no particular danger of the former nor of the last mentioned either, unless after he leaves the White House he goes to Wall street and takes bad tips. Prophecies of this sort are interesting just in proportion to their originality.

**SAM GOMPERS SNEERS.**

What is the chief end of the American Federation of Labor?—to paraphrase the first enquiry in the orthodox catechism—is a question that is being answered multitudinously every day in the year in all sections of the land. And these answers, seemingly, fall upon strong ground, so far as are concerned the members of the Federation.

Fairly construed, these replies demand the surrender of manhood, the smothering of all sense of fair dealing, the abandonment of rectitude and a blind, slavish loyalty on the part of the members of that organization to a clique of unscrupulous, heartless hypocrites, who, peddlers of platitudes and purveyors in extraordinary of practical politics in its worst sense, maintain their hold upon the earnings, the happiness and the very lives of their dynasty of dupes.

The present interesting spectacle offered to the working men of America—and that means all real men in the country, because every man able to do so works and delights in working—is a view of the United States of America, as an entity, being deliberately sneered at and bullied by another entity (existing by authority of that same United States) which is presided over and represented by Samuel Gompers.

Among many contemptible practices resorted to by Gompers and his henchmen in their efforts to maintain their grip upon the wages of those who are weak enough to submit the most despicable, perhaps, is their so-called "Unfair List." This weapon—a veritable sneaking assassin which haunts every department of business and pounces upon the earnings of the man who works for wages as well as upon the earnings of those who employ labor—has been investigated, analyzed and convicted by the United States Courts and, having been declared unlawful, has been formally ordered by injunction to cease its operations.

In spite of this command, issued by the United States as a whole and directed to the American Federation of Labor; in spite of the fact that Samuel Gompers knows of the existence of this order and has the power to compel obedience, the January edition of the American Federationist contains the "We Don't Patronize"—the "unfair"—list as usual. Moreover, the name of the St. Louis corporation upon whose appeal the injunction was declared is published among the number of "unfair" employers.

Disloyalty to its creator and criminal impudence could not go farther; and the most strange phase of the situation is the fact that the ranks of the Federation, the men who pay the salaries, meet the extravagances, vote and act and pay and suffer at the dictum of such a man as Gompers, fail to see and appreciate the damning duplicity of the devouring demagogues they consent to follow and obey.

The Chicago & Northwestern Railroad Company has the pledge of 25,000 employees to abstain from the use of intoxicants, which took effect on Wednesday. A large majority of the employees of the entire system are now teetotalers. Not content with this, the leaders of the movement hope soon to have every man employed from end to end of the 7,000 miles of the road a signer of the pledge.

Sacred things are those things that serve life in a worthy way.



## THE EFFICIENCY OF LABOR.

The greatest evil from which this country is now suffering, graver by far than the exaggerated dangers from monopolies or from freight rebates, is the decline in the efficiency of labor. It finds expression in slouchy work on the part of those who know how to do better, and poor work on the part of those who have never been taught or are incapable of learning. To the more serious defect of lower quality is added the troublesome feature of lessened quantity.

The above is a brief quotation from an extended article in a recent issue of the Iron Age. If it states the truth, it is a serious indictment. One of the reasons assigned for the alleged conditions is that for awhile the demand for work was so great that anybody could get a job in the trades, even although incompetent and incapable. This it is said had a demoralizing effect upon other and better men. The theory is that a good carpenter working by a poor one is more hurt than the latter is helped by the association, the same theory applying, of course, through all the mechanical employments requiring skill. A recent issue of the Arena has an article commenting on the report of the Department of Commerce and Labor, and it is declared that the efficiency of labor in this country is unmistakably impaired and adds that "more capital is being used per wage earner, a larger superintending force is required for the same number of workmen and still the net value produced per wage earner or salaried employee shows a decided decrease."

This is important and indeed alarming, if true. The Department of Labor figures are a much better authority than the opinion of any magazine writer based on his own observations and conclusions. In practice as well as in theory the American workman should be the most skillful and turn out not only the largest but the best product. He is better paid, better housed, better fed and better treated than the workingman of any other country on the globe. Favorably situated, he should easily take the lead. This he would do if it were not for the theory and practice of the unions, which are avowed enemies of good workmanship and faithful service. The first thing a union man is taught, when he joins the union, is that the less he does the more work there will be for others to do; that the best union man is the one who does the least work. The level scale of the union is also an enemy to efficiency. The competent man has no incentive to improve still further, because he can not get beyond the arbitrary wage limit established by the union. The poor workman has no incentive to improve because he knows he is sure of the scale. The union workman will always be the slouch and sloven he is so long as the level scale system of wages prevails.

Since it is an ill wind that blows nobody any good, there is a useful object lesson wherever during this winter employes have been dismissed for lack of work. In such cases the employer, whether an individual or corporation, has invariably kept the best and let the poorer ones go to get

along as best they could. The man who can do the most work and do it best will be the last one to leave any establishment, and that applies to every line of industry. Therein is one incentive to individual excellence. If it could be so arranged that in every instance the better man would get the better wages, there would be a permanent inducement to become skillful. The average American workingman is honest, industrious and ambitious. That there should be some to whom these adjectives do not apply is inevitable. That on the whole, the entire country and its workers taken into account, there is a decrease of efficiency will be questioned and resort for proof can only be had to Federal figures carefully and accurately gathered.

## ANOTHER WORLD'S FAIR.

Those timid people who believed that the unfortunate financial experience of the Jamestown Exposition would deter other ambitious cities from attempting an international fair in the near future have evidently made a great mistake. Certainly the people of the city of Seattle, on the Pacific Coast, are in no way dismayed by the Jamestown experience, but are proceeding cheerfully and light-heartedly to make their preparations for a big world's fair in 1909. The grounds for the exposition have been laid out and the Legislature of the State has appropriated a million dollars as a starter for the enterprise, while various counties have subscribed \$200,000 additional. Half a dozen States have already made provisions for representation by buildings and exhibits, and Congress is to be asked to make the usual generous loan.

President Roosevelt is already on record as favoring the extension of Federal aid to the Seattle Fair, and it is likely enough that Congress will consent to forget the Jamestown experience and make another loan in favor of the Pacific Coast enterprise, so as to prove entire impartiality between the various sections of the country.

If energy and push will achieve success, the Seattle people certainly deserve to succeed with their Fair, as they are pushing it with untiring zeal. They have commenced work well in advance and have not only laid off the grounds, but have already commenced the erection of some of the buildings, being determined that the fair will be fully ready before the opening day, as far as the management can make it so. The West has certainly shown a greater ability to manage world's fairs successfully than the East, and the whole Pacific Coast will be certain to rally as one man to the aid of Seattle in booming its Fair enterprise. It is such patriotic pride and zeal that overcome all obstacles, hence it would not be surprising if Seattle should succeed, notwithstanding the financial disaster connected with the Jamestown display.

Many a church is substituting working the world for working for the world.

## The Meek and Oily Man Was Unsafe.

"If there's one thing more than another that I like about Kasper Wendess, it's the way in which he takes a 'calling down.' He never answers back, but always promises that the fault won't occur again. Why," continued the president of the Barr Consolidated company, "even when he's in the wrong he doesn't lose his temper. Do you remember that time there was all that row about the shipment to Los Angeles? Well, I handed Kasper a line of talk that wouldn't look well in print; told him some things about his capacity which I was ashamed I said afterwards. But he took it all in good part, and the funny part of it was that he wasn't to blame."

"He didn't get sore!" exclaimed the manager. "Now that's funny."

"Funny, eh?" was the retort. "Look here, Ed. You've always had it in for Kasper. Never seemed to like the boy. But your judgment's dead wrong. That fellow has a good head on his shoulders. I'm going to send him to our St. Louis branch as assistant manager next week. I suppose you've got nothing to say against it?"

"No, since you've decided on the step. But I would remind you that our chief competitor's office is in St. Louis, and—"

"Well, let it go," said the president, in a tone of finality.

When the manager got back to his office he did not do any work, apparently, for fully fifteen minutes. At the same time, although he was, ostensibly, only looking out of the window, he was thinking as hard as it was possible for him to think.

"If treachery isn't in that face I'll burn a thousand dollar bill," he remarked finally, as he turned around and went back to his desk.

Before he went home that night he spent an hour scratching a minute crevice in a wooden partition which separated his office from that of Kasper's. Further, he skillfully shifted some books, magazines, and papers above the other's desk so that it was impossible to tell that they had been touched. Then he glued his eye to the crack for a minute, to ascertain if he could see through it.

The next day, towards closing time, he spent considerable time looking through the partition, although nothing untoward occurred. However, the next night he was rewarded. He saw Kasper slipping a large number of thin copies into his overcoat pocket. He knew that only one record was kept on those thin white sheets. Dexterously whipping out of his office, he was just in time to stay the president from going home.

At exactly 5:35 Kasper, bland, smiling, and imperturbable, was leaving the office, when his progress was blocked by the manager. "You're wanted in the private office for a moment, Mr. Wendess," he remarked.

"Just as a matter of curiosity," remarked the manager when in the president's office, "we'd like to know just why you are taking those lists

of customers home with you, and also the copy of our plans for manufacturing the wrench we put on the market six months ago—not to mention the locks and bolts on which we also hold patents.

"Yes, it's in that pocket," exclaimed the manager as he saw the other involuntarily clap his hand to his right side.

With face nigh the color of flour and eyes shining unnaturally bright, Kasper drew out the incriminating bundle and laid it down. But he quickly recovered his equanimity and inquired coolly:

"What do you intend to do about it?"

Choking with rage and indignation, the president seemed about ready to lay violent hands on his ex-favorite, but the manager thrust himself between the two and told Kasper to leave the office for a minute.

"Violence would be unseemly," he remarked.

"Well, I've got you to thank for finding it out. What punishment do you propose to mete out to him?" queried the president. "Go ahead, finish the game. It's your game."

"I don't propose to punish him at all, beyond telling him never to apply here for a reference. That'll be considerable punishment."

"Yes; but he's a dirty, miserable thief," retorted the head of the company.

"Oh, don't you see he was merely getting revenge for all the verbal mud you've thrown at him for years past?" was the reply. "Figure it out yourself. He's a man of mean, venomous spirit, afraid to risk his chances by even standing up for his rights when he's not guilty."

"Ninety-nine men out of a hundred would have lost their temper with you, not perhaps completely, but they would never have stood half what Kasper took. What he intended to do now was merely to get even with you. Don't you see that you yourself would want to get some satisfaction for being treated badly? Although, of course, you wouldn't stoop to such villainy as this."

Overborne by the other's clear cut, well thought out explanation, the president nodded assent. Then the manager went out and unlocked the outside door for Kasper, who was fumbling with it nervously. "Go and never come back," was all he said to him.

The president could take home truths in emergency, as he proved by shaking hands with the manager when he re-entered the private office. "Now, whom do you propose to send out to St. Louis?" he queried.

"Why, I'd send Sam Bandell out," he answered.

"What, that rough spoken, quick tempered man in the correspondence department?"

"Sam's got his faults. He doesn't exactly use ladylike language when you tread on his corns or call him down without good reason. He doesn't pretend to be working when he isn't nor have any 'dude' manners; but he's loyal to the core."

George Brett.



## NEW YEAR LEAF.

## Took a Year To Work Out Business Motto.

Just what particular new leaf to turn over this season was the problem over which the elder Jason, head of the great shoe firm of Jason & Son, was working, but he had not quite determined. Something there must be—and something radical; that was the firm's idea of progressive business methods. The trouble was that they had kept things so continually up to date throughout the year that at the beginning of a new one there was no room for a sweeping change. However, they always did instigate some revolutionary reform each New Year, and of course—but what?

Out at his desk the book-keeper glanced uneasily from time to time through the glass paneled door at his chief.

"Wonder what the old man is up to now," he grumbled to the nearest clerk. "Some new fad in his head, I suppose, that we poor devils who work for him will have to apply three times a day for a whole year, like taking a pill. I'm precious glad there's only one New Year in the year or he would get evolution germs on the brain."

The clerk glanced apprehensively at the private office, then down along the rows of well-stocked shelving.

"Well, I am in no hurry to know; contented with the thought that it is bad enough when it comes. One thing a fellow here can always be thankful for, though; however bad it is we know it will be worse the next time."

"Oh, yes, there's a world of happiness in knowing that the worst is yet to come—and surely coming. However, I think 'twill be the advertising department who will catch it this year. Our accounts are all up with the latest, and the stock has just been overhauled; he won't try that again for a few months. Yes, it's the advertising man's in for it, and I pity him."

When Silas Jason finally closed his desk and put on his outer coat he had still to decide "what it would be." All the way home he puzzled over it, and throughout the evening his attention was divided between his paper, his family and that ever-present phantom in the office; in fact, the division of attention interfered so seriously with any real progress that the evening passed away without his having either enjoyed the one or finished the other two. He rather favored an overhauling of the entire business management; still the results had been satisfactory for the past year and it seemed a pity to disturb "well enough." That was really the only department, though, that had not been wholly overhauled for some time. Yes, it ought to fall here, even if it wasn't needed—that is, unless he could think of some place where it was worse needed. He had no complaints in mind unless it was that undercurrent of dislike he well knew his employees all felt towards him. That he could not avoid, of course, although he could make strict rules to govern their conduct and

could enforce them, too. That would insure him respectful treatment from them, if nothing else.

He leaned back farther in the chair to think the matter over from another viewpoint. The action brought his eyes upon a favorite business motto that he thought so well of he had insisted upon bringing it into his home, "Do it thyself." The words pleased him mightily. A similar motto faced each desk in the office, and every clerk, at an inestimable profit to the firm. How many times he had actually seen time and money saved the house because an employee did something himself instead of leaving it for a fellow clerk, as was the custom in so many business houses. That was a happy hit of his, taken in connection with his personal responsibility system. What a system that had been. It had taken him days to perfect it; that is, he had been studying over it for that length of time as a side issue, while conducting the general management of the place. By another system he had managed to impress upon them as never before the value of time; no more idling away of precious hours he was paying them for in working out their plans.

Action, quick, decisive action, was the watchword, and most of them had learned it. To be sure they made some blunders, but better a few mistakes than puttering around, hunting out certainties. Well, he must get to work again upon some scheme to rejuvenate his advertising department, or some other department, he did not care much which. It would never do to let the New Year pass without some line of active improvement, else it would be certain evidence that the business was at a standstill. The year before he had introduced a new stock-keeping system; that represented a large quantity of gray matter snatched from many business days at odd times. It brought a lot of extra work upon his clerks, too, but why should they kick so long as they were paid for it. And the year before that—pshaw, he must get back to the business of the eternal now.

The evening had long ago put itself upon the retired list. So had his family, but he still sat half dozing in his chair, thinking the matter over, but unable to come to any definite decision. Finally, he arose with a grunt, turned out the lights and started to retire; no, he would just give his feet another toast and think a little longer.

Just then the firelight fell with special brilliancy upon his favorite motto, "Do it thyself." What idea it brought home to him he did not say, but went off to bed presently, in a decidedly thoughtful mood.

When New Year's morning gave place to the beginning of another year's efforts the employees of the Jason Shoe Store were a little surprised at not being summoned to the office for instructions in effecting the usual annual revolution, but none came. Mr. Jason was there promptly enough, working away as usual. He was evidently not burdening himself with anything but the work in hand,

and was giving the New Year no consideration.

"Wait," whispered one clerk to another, "we will catch it after awhile. The old man is behind for once."

They waited but the prophecy was not fulfilled. Day after day business went forward in its usual brisk, up-to-date manner, every man on the force with plenty to do, and Mr. Jason himself working a little harder than any of the others. The strange part of it was that he never seemed fresher or more vigorous, in spite of his extra work. Not only the clerks and his business associates, but his friends and family noticed the change in him and wondered at it. All knew that he was accomplishing far more than he had ever done before; still, he now had time to accompany his wife to evening entertainments, to go to church Sundays instead of to the office, to take an active interest in the live topics of the day and post himself regarding them; to read the more important new books and imbibe a smattering of the current magazines. No one now read his trade journals closer than he did, and he was also a close student of the leading advertising periodicals; was well posted in the contents of new catalogues, price lists, new trade issues and conditions of the day. For the first time in years he took a few days off to attend a trade convention, and while there proved to be one of the most interesting speakers in the general discussion because he really had something to say worth saying, and knew enough to quit when he got through. Commercial men no longer found him too busy to see them. He always managed to take the time to see what they had that was new to him. Altogether the over-worked, over-crabbed Jason of old had given place to a prosperous business man who managed to get far more done than ever before, but at the same time never let his work quite overtake him.

The following New Year told the story, or rather Jason himself told it. This time the annual summons came to the office, but his employees no longer went in fear of a general tear-up. Instead they approached him as a considerate friend, whom it was a pleasure to come in personal contact with.

"As you know," he began, "it has been the custom of this house to make some radical change in management at the beginning of each year. Some of these changes have improved our service; some have failed utterly or been too cumbersome in their introduction to prove profitable. Last year I adopted a new plan of trying out each change upon myself before springing it upon the house."

"It had occurred to me at times that there was a lack of concentration sometimes, and I began to watch my own life for the fault. I found a lot of it. Much of my time I was fooling away over schemes and plans, perhaps a half dozen at a time, none of which ever amounted to anything because I could not concentrate enough real effort upon any one thing to complete it properly. Everything was half worked out, half done. My ener-

gies were too much scattered for me to do my work as quickly or as well as I should have done it. All this I determined to remedy; it was the leaf I turned over in this house a year ago. When I had a letter to answer, I answered that letter and put the collection of Smith's account entirely out of mind. The letter was a much shorter job then and better answered. When I got ready for the account I did not give half of my attention to some Wall street rumor; I stayed with Smith until I got the account adjusted, and then I put it out of mind completely. When I shut up my office at night I left my business there, and learned to really enjoy the ride home by applying my attention to what was going on around me. At supper I ate, talked and enjoyed myself and did nothing else. Then an hour with the evening paper gave me a better idea of what it contained than four hours with a dozen other things rattling around in my head at once. After that I was ready for some other recreation, a walk in the park, a romp with the children, an evening out with my wife or at home with a good book or magazine, or music. But, mind you, I was not half doing all of these things at once; it was one or the other, and nothing else got in the way. Then, I would come back to the office the next morning rested and actually jolly. Instead of going to work in a half-hearted manner I fairly jumped into it, because I had had enough real rest to whet up my activity.

"Another thing I learned was in regard to sleep. A man can sleep half his life and still be tired—if he only half sleeps. Get tired first by hard work; then steady your nerves down by some form of recreation that will rest your brain a little; then go to sleep and stay there only so long as you sleep. When you begin to doze and turn over and toss about, get up and hustle; you've had sleep enough. As many people half sleep over their work from too much sleep as from too little; mind you, I don't say they get too much rest. They don't get any. They take a cartload of care to bed with them and then drag their slumbers through their work the whole of the next day.

"There, now, I have told you what gave me extra time the past year, and my extra health; also what new leaf I turned over to accomplish it. I will write out the formula for you in one word, 'Concentrate.' That is all, I believe. A Happy New Year to you and—let's get to work."—Zeno W. Putnam in Boot and Shoe Recorder.

## Exchange of Civilities.

A Confederate veteran met his former bodyguard on the road, says the December Lippincott's.

"Is that you, Peter?" he called to the old negro who was grinning as he doffed his hat.

"Yas, suh, dis am me!"

"Well, well!" laughed the other. "I see that all the old fools are not dead yet."

"Dat's so, Mars' Tom." Peter pulled his grizzly forelock appreciatively. "I's monstus glad ter see dat you's in such good health, suh."



## SHARP SHOTS

## Made by the Journalistic Philosopher of Minnesota.

One of the pitiful things almost always connected with the getting of much money is the fixed habit of getting it. This does not look so very unattractive in a young man. In him it is reckoned as an accomplishment and a sure sign of success. In a middle aged man it is called thrift. But in the old man, the tottering old man, it is pitiful. It is uncanny. It reminds me of a cow's skeleton in the old college museum into the jaws of which some prankish student had stuck three or four ears of corn. To be sure, the old man's habit is the same thing we called thrift in him forty years ago. But now, stripped of its clothes, it shows up for what it really is. I remember an old man of this type. He was so old the only thing that would wake him up was a bargain with the big end his way. Then his eye would glitter and he would chuckle like a gopher in a corn creep up your spine to hear him. He hung on to his property like a cat to a carpet until he was swaying on the brink of the grave. Then he made his will and hid it under the feather bed on which he died. The document, when dug up, was found to contain some few whitedoes jokes on his natural heirs and assigns.

Unless a man is bound to die young, he had better, if he cares for his reputation in old age, beware of the habits he forms in youth. If they are such as need covering in his formative years they will stick out awkwardly, or disagreeably, or shamefully during the later years. It is said that the last years of some of the imperious world-movers and history-makers were of such a quality that nobody but a trained nurse could abide them; and some of these had to have relays of nurses. Let a man get the habit of grabbing, or of dissipating, or of arbitrarily commanding, or of destroying things, and you may excuse me from his chimney corner after he has passed the sixty mark. An average old king, they say, is like an old lion with the rheumatism. Some are worse than that. When old Herod the Great, one of the world's royal butchers, crawled home from the baths of Jericho to die in his Jerusalem palace, his anguish of mind and body was eased a bit by a letter from Rome giving him permission to kill his son, then imprisoned in the palace. This task he did with a relish five days before he died. Then knowing that all Judea would break forth into song so soon as word came of his own death, he said within himself "I'll have a big mourning at my funeral if I have to work at it a little myself." So saying, he ordered all the chief Jews of Jerusalem arrested and imprisoned in the hippodrome, with secret orders to his sister to have them slain immediately upon his demise. This was to be his deathbed joke. It didn't work as did the jokes of my old friend of the feather-bed will, but it was of the same quality.

Nothing will make us good company for man or beast in our later

years but the practice of self-denial and the helpful habit in our earlier years. We think we have to jump in now and grab right and left to lay up money for old age. So doing we lay up something else for old age—a crabbed, old, crumpled up character, testy and mean, out of which all the good juices of life were evaporated long ago. One might as well ask his folks to keep an Egyptian mummy in the big rocking chair as to keep such as we. And if at the funeral we could have ears to hear we should hear the young folks saying as they throw up the parlor windows. "Thank heaven! Grandfather has gone at last!"

One summer, years ago, I was angling in certain Northern waters in company with a seasoned fisherman. My luck was not good, although I fished just where and how he instructed me. "It's the bait," said he. "No fish ever swam that wouldn't rise to some kind of bait. You find his bait and you get the fish." "But suppose he isn't hungry?" I replied. "No fish was ever so full he wouldn't bite something," said he. I doubted the statement; but there he was catching six fish to my one!

"Why did you give up life insurance?" I asked a man of my acquaintance. "People won't bite any more," he replied. "People are just soggy with life insurance. Everybody but a few old aunties with heart trouble is all blanketed down with life insurance policies. Life insurance is dead; deader than the silver question." Not long thereafter I met a life insurance agent wearing purple and fine linen. He was confining his activities to contracts of \$5,000 and up, preferring those of \$20,000 and up. "What is your lever?" I asked. At first he wished me to believe that it was his tremendous personality; but when he found me not unsophisticated he relaxed and opened his bait box. Here was a contract whereby a few of the gilt-edged first citizens of a few of the best cities of the land were let in on the ground floor to cut a melon with the insurance company's stockholders. And here were a long list of our first citizens who had taken a whack at the melon. "Aha!" thought I. "The old trout who will not smell of the angle worm rubbed on his nose may rise to the brown hackle fly on the silk line."

Years and years ago we used to see a man endowed with very moderate persuasive powers and a prospectus footing it over the hills of Rock county, selling "Facts for Farmers," or "From Manger to Throne," or "Gaskell's Compendium," and pulling out a list of your neighbors' names as long as a W. C. T. U. memorial to the legislature; all names of good substantial citizens who had pledged themselves to pay the price of a good overcoat for a scrap basketful of cheap information done up in valuable leather binding. Those were the golden days of the book agent. College boys used to pay their way through school in that fashion when we were children. To-day printed matter is the next cheapest thing to talk. Rich periodicals, in order to hold your subscription, shove into

your hand a whole set of handsome classics at half the price father used to pay for Talmage's sermons, and give you the magazine free. We wade in books! we swim in unbound literature. What can the book agent do to-day? Go hang himself. He might as well try to sell autumn leaves in Forest county. Wait a minute!

Your office door opens and one of the few remaining magnificent specimens of the human race enters. From silk tie to glittering shoes he is faultless, yea, so far beyond faultless that you are unconsciously anxious about the looks of your own linen and shoes. You wouldn't take him for a book agent; but he is. He is a limited edition de luxe in vellum and Japanese linen. But for all that he has come to a man chin deep in books. You have no appetite for his wares, and when you have caught your breath, you tell him so. He expected it. He is moved not a hair's breadth. He opens his bait box and fits on a fancy fly in red and gold. This edition is limited to 500 copies. They could all have been easily sold in New York, but the publishers wish to spread them about, a few in each of the leading cities, and these only to the choicest of literary men; fifteen in your city, five in St. Paul, twenty

in Chicago, three in St. Louis, one in Kansas City, etc., etc. If you do not buy the one set aside for you, it is the publishers' instructions to return it to New York, where it will be given to a member of the waiting list there. When this limited and numbered edition is printed the plates are to be wholly destroyed so that nobody else can have even a reprint of them. By the time he has handed his gold mounted pen to you to sign the contract you have learned what you guessed, that he is a graduate of Harvard, that he has known at first hand great men you have only read of. This is not said in boast, but casually and so naturally that you believe it without question. And why not? Has he not hooked you, you sly old trout who have for years fiddled your fin at the sweating fisherman and his fat worms?

I now believe the old fisherman's advice: "No fish was ever so full he wouldn't bite at something."—Sharpshooter in Commercial West.

## His Guess.

"Why is it," roared the temperance orator, "that men go into saloons—why is it, I say?"

"Because the dry goods stores don't keep liquor," piped a voice from the back of the hall.

## The New Era Association

Grand Rapids, Michigan

Distributes to its members, January, 1908, \$15,000 in Dividends.



The Wise Guy last year said the New Era could never do it again!

**"Laugh Again"**  
**Says the New Era-ite.**

"We have fraternal insurance without the lodge and with a REAL guarantee."

No old age freeze-out or step-rate death rate here.

Over 6,000 members.

Monthly rate, yearly cash dividends.

Managers and organizers wanted.





### Quiet Talk on Things About Shoe Retailing.

Walking down one of the principal streets of our city the other day I took occasion just to stand for a little while in front of each show window and look in upon the wares—and I long ago ceased trying to resist a pretty window trim—and to think about the men and the methods employed in the selling of these wares. I don't think I ever had it borne in on me quite as forcefully before what a tremendously fine art the art of shoe merchandising is. Consider the size and equipment and comfort of an average shoe shop of the modern type; the style, the quality and the finish of its shoes; the ease and despatch with which a customer's wants are supplied, and the courtesy which the customer receives—when all these things really soak in they superinduce the conviction that shoe merchants are a pretty wideawake set of men.

It was not always thus. Hardly. It hasn't been so many years ago since we had to sit on a stiff backed bench (built on Egyptian settee model) or a splint bottom chair and wait patiently while our friend the dealer pawed around in a bewildering mass of nondescript cartons for a pair of wide toed congress gaiters. Fitting stools were precious in those days, and it was up to the customer to yank on the shoe he contemplated buying. Oh, we are getting on in this business of selling shoes. Travelers tell us that the Koreans sell things to each other at little booths along the side of unfrequented by-ways. Here they spread out their wares upon the naked earth and sit down among them. When some enterprising Korean merchant wants to conduct a special sale of rice-straw sandals he goes out to an unusually quiet street where there are plenty of open spaces. Here he spreads out his sandals all over the ground in such a way that pedestrians have to go gingerly amongst them to keep from stepping on them. Having thus arranged his goods the enterprising dealer sits down somewhere thereabouts, pulls out his pipe, lights up and proceeds to puff away apparently indifferent to any possible customer. When the bullfrogs begin to tune up for the evening concert our dealer gathers up his remaining shoes, and the next morning will probably find him in another part of the city.

It has often been said—and not without truth—that shoes are not as easily featured as many other commodities. Many articles in the haberdasher's line readily lend themselves to attractive and conspicuous displays. In the nature of the case there is much greater scope for novelty, invention and alluring exhibition. But a shoe is a shoe. There is a modicum of truth in this contention, although I think the difficulty is often exaggerated. A shoe is not necessari-

ly unattractive in itself. As a matter of fact the average shoe of to-day is built upon lines that appeal to the eye. Of course its appealing features can be highly accentuated by arrangement, by new and tasty background—and bottom-effects in the window. Glass and metal stands, ribbons, colors, findings, curios in shoes and leathers, and a variety of other attractions, serve to arrest the attention of the passer-by. But after all it must not be forgotten that the chief purpose of a shoe window display is to convert a latent want of shoes into an active demand for shoes. A stuffed alligator or a potted plant never does this. This trick is accomplished by the shoes themselves. Just as the orator not unfrequently covers up the point he is trying to make by a wealth and splendor of illustration, so I think some of our present day merchants defeat their real purpose by spectacular and far-fetched window trims. It is all right to strive for dash, color, novelty and attractiveness in a window; but the central and important place in a shoe window should be reserved for shoes. If they are nobby and good to look at, never fear but that they will tell their own story.

Now, let us suppose the outside effect—that is the display—has worked like the proverbial charm, and the passer-by has come in, bringing with him the mental picture of a handsomely gotten up window trim—what next? Obviously the furniture, the fixings, the arrangement of the goods and the general tone of the store must be in harmony with its external appearance. The good impression thus far made should be supplemented. The store should be neat, tasty, cool and restful in all of its appointments. And finally the treatment of the customer should be in keeping with the elegance of the establishment. No attractiveness of window or splendor of interior furnishings can atone for a lack of that indescribable but priceless finesse of treatment. Let the proprietor be a gentleman; let his clerks be gentlemen; and let the fine art of salesmanship have its perfect work.

After all is said that may be said concerning the shop—inside and outside—the commercial value of it, the dollar-earning capacity of it harks back to the man who runs the shop. What the man is, such the store will be—big or little, fine or otherwise, as the case may be. Thought is omnipotent. Ideas like murder will out. The store is an outward, visible, tangible expression of the man. Clerks take their cue from the boss. The successful merchant of to-day has success in his brains; rich, resourceful, courteous minds propagate success just as trees shake down their fruits in season. I find many facilities and comforts and luxuries in the shoe stores of to-day, and shoes the like of which kings and princes dreamed not of in the halcyon days of their splendor, but the most noteworthy thing I find in these stores is the men who run the stores.

We are improving shoes—bless me! We are making shoes better and more scientifically than ever before.

# Hirth-Krause Co.

Shoe Manufacturers

Grand Rapids, Mich.

## Greeting 1908

The clock in the tower  
Has now struck the hour  
Proclaiming another New Year.

As old Father Time  
Passes on with the chime,  
With a faith that is born as of Heaven,  
Let's grasp the hand of Dame Fate.  
Here's hoping your sales for Nineteen-Naught-Eight  
Far exceed those of Nineteen-Naught-Seven.

To increase your profit, you surely will use  
The Glove brand rubbers and Rouge Rex Shoes.

For favors you've shown us we are grateful indeed,  
More grateful, perhaps, than you think,  
But if you we write when money is tight  
And ask for a little more chink,  
It's not you to frighten, but our debts to lighten,  
So we may keep shy of the brink.

The health of your patrons depends largely on you,  
So fit them with rubbers that are sterling and true.  
If too tightly you fit them,  
If they chuck at the heel,  
If the toe projects a trifle,  
Then to you they'll sure appeal,

For the public knows already  
From experience in the past  
That Glove brand rubbers are  
Made o'er perfect fitting lasts.

And if you try to fool them  
With inferior makes of gum  
You surely will convince them  
That your footwear's on the bum.

You will find the Glove brand rubbers  
Perfect fitting heels and toes,  
With much or little ball room  
To fit all styles of shoes.

And don't forget our Leather Tops,  
As Red Cross goods are known.  
They've tongues that stand the snow and slush  
And equalled are by none.

So write this on your want list  
With a resolution strong  
That you'll buy the Glove brand rubbers,  
The kind that don't go wrong.

F. M. G.



They are things of beauty and joyful enough—while they last; and they last long enough for that matter. And then, too, we are learning to talk about these shoes in a marvelous fashion. Some of our advertisements are almost sufficiently fetching to arrest the attention of the mild-eyed kine as they browse on the hillside. We have transformed marts into palaces of delight. About the only thing left for us to get to work upon is the man who runs the store. Aside from the material investment of dollars and cents which a man makes in his business there is another investment—his mental endowment—which he brings to it. The enlargement of the material investment, other things being equal, depends upon the enrichment of the mental asset.

The necessity of being courteous and considerate with patrons is an old theme, no doubt, but that circumstance makes it none the less important. A beautiful environment doesn't sell shoes. Shoes do not sell themselves; when we say they do we are speaking figuratively. Only salesmen sell shoes. Therefore successful shoe merchandising rests on good salesmanship. Good salesmanship rests upon principles as solid and abiding as the laws of mind.

A nervous, fidgety, brusque or inconsiderate handling of a customer means a botched sale; botched sales spell loss. Decorum is a beautiful thing. And it pays. I have been in stores—and you have, too—where the head and front of everybody's effort seemed to be to separate you from your coin as quickly as possible. Bad business. It is said that some of the debonair robber barons of the Middle Ages used to hold up a traveler and relieve him of his valuables in such a superb and princely fashion that the traveler felt like thanking the knave for his pains. Be calm, courteous and manly, and do not create the impression that your customer has sinned against the Holy Ghost if he does not happen to buy a pair of shoes.

Wonderful how mental qualities make themselves felt. Good or bad, hopeful or depressing, they do get loose and have an effect in spite of you. A young friend of mine started up a shoe store in my town not long ago. Bright, hustling young fellow; knows what to buy and how to buy it; knows how a store ought to look and has some pretty fair ideas of how to go out after business—but he is lacking in one thing, optimism. Optimism is that sort of grit that enables you to look into the face of a bad proposition with a smile on your own face. Optimism is that wholesome and pardonable sort of deceit that enables you to sow broadcast the impression that everything is coming your way whether it is or not.

Get the clerks together, too. Notice how the baseball game is won. Every man is in form and plays his best. The crowd on the bleachers shout themselves hoarse, and won't listen to anything but win. The nine plays together, and team play is like the movement of a watch. Enthusi-

asm keeps up and the play is fast until the last man is out.

Get your clerks into form. Fill them with enthusiasm, and impress on them that the shop is bound to win. Have a few minutes' talk each day. Talk about present customers, about probable new customers, about new goods, new lines of shoes and findings, about new arguments to customers, about new advertisements and other topics of daily routine in the shoe store. Discuss these matters intelligently. Go over them with the muck rake, and clear off the rot and rust and freshen up the whole. A new season is at hand, and it calls for new goods, new ideas, new methods and new ambitions in the retail store.—Cid McKay in Boot and Shoe Recorder.

#### Open Letter To Senator Smith.

Jackson, Jan. 3.—We observe that the Postmaster General is actively interesting himself in favor of the establishing of a parcels post and that he attempts to ward off the opposition of practically all manufacturers, jobbers and retailers except the comparatively few houses engaged in the mail order business by proposing to confine the scheme, at its inception, to rural route business only.

Your fellow townsman, Mr. E. A. Stowe, has expressed the sentiment of the trade very forcibly and frequently in numerous editorials and special articles in the Michigan Tradesman, clearly showing that the establishing of a parcels post would not really be to the advantage of the farmers, whom it ostensibly would serve, and that it would be very expensive class legislation in favor of merchants whose manner of doing business is first to get the money and who do not allow their customers any recourse in case the goods are unsatisfactory, as they often are.

We trust that you can conscientiously and effectively oppose the parcels post scheme.

Foot & Jenks.

#### Demand for Winter Russets.

"The unprecedented demand for winter russets," says a large Eastern retailer, "has taken most of us by surprise and we are in the same position we were last spring when we had to order and reorder to keep up our russet stocks. In buying russets for early fall this year many of us were extremely doubtful and bought much of our supplies only after the season had well opened up. Now, again, we are confronted with an unusual demand for russets for both sexes and are obliged to replenish and beg for prompt delivery. As a consequence, many of our black styles are moving slowly and it is now more than likely very many retailers will find themselves with considerable quantities of black goods on hand that they did not anticipate, when spring trade opens to us." This is only one of the hardships of the retail trade which are seldom ventilated in an influential trade paper. No one can accurately gauge the trend of coming styles or that which will win popular favor in shoe materials.



## Shoes With an Assured Future

Pleased patrons work unconsciously in your behalf. If their shoes satisfy them they tell others how good they are.

A great part of your success as a merchant consists in your ability to sell shoes of an assured quality, shoes whose style, fit and durability are of extra good value for the price you ask.

Our business is the manufacture and sale of shoes of just this character.

We have the good will of our customers, gained by a strict adherence to our rule of quality first, last and all the time, and they in turn secure the good will of their patrons by selling these safe shoes.

Safe because on the feet of the wearer they have an assured future, a future based solely on good shoemaking, good leather and the foot comfort we put into them.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.



## Hood's Royal Oak Boots

The best wearing rubber boot on the market.

Duck Vamp, Gum Leg, Capped Toe, Heel and Top Heavy Weight.

"Old Fashioned Quality"

Look for



This Trademark

Grand Rapids Shoe & Rubber Co.

Grand Rapids, Mich.

State Agents for Hood Rubbers.



## THE MISSING MONEY.

## Where the Detective Finally Located It.

"Occasionally," said John Ford, "occasionally a person in my business runs across material which in the hands of one of our early rising and quick setting school of novelists would fill three hundred pages with words and the author's pockets with royalties — perhaps. Not often, though, for after all is written and printed about modern fiction being true to life, the fact is that it is true only in part; the reality furnishes the bare skeleton of the plot, the rest is the artistic padding which makes the complete thing. But occasionally it is different. Occasionally one comes into contact with the complete story in real life; and of such an instance, patient listener with the bad tobacco, will the evening's entertainment consist.

"Know Corliss & Bros., wholesale jewelers, biggest mail order business in the world, biggest show windows in the country, biggest advertisements in the papers? Of course. Everybody knows them, for if there's anybody in this United States who has not cast his, her or its eyes upon the idealized cut of the senior Corliss in the 'I am the diamond man' advertising which has made them famous it is a pretty safe bet that he ought to be in the hands of a competent oculist. Corliss the elder, or rather the idealized cut of Corliss, comes pretty nearly being one of the institutions of this land of advertising, and how lonesome we would feel if we'd open the magazines next month and fail to see his nose glasses and Van Dyke in the back pages!

"But, no fear, we won't do that. That picture is too valuable a business asset to be dropped from the jewelry business, and it is a safe little wager that when Corliss himself is no more his face will go marching on, bringing in orders for diamonds and other things that shine on the easy payment system, and which bring in the shekels to Corliss.

"Corliss & Bros. won't go out of business as long as he can toddle down to the office. Bad grammar? Should say not—not here. Corliss & Bros. are just one single individual—Corliss senior; Mr. Corliss is the whole firm.

"And Corliss & Bros. is the firm in which it was the privilege of your narrator to behold and meddle with the complete plot of the kind of a story that you pay \$1.18 for at the book stands. In this story, my boy, there was everything that is needed to set a quick producing novelist up in business. First, and most important, there was the beautiful and persecuted heroine; second, the true and worthy lover; third, the interfering villain; and fourth, the happy ending.

"And the way in which I was dragged into the affair makes it all the more full of juice. Here was I, sitting in our palatial residence, wondering why, if you insisted on throwing your pajamas around regardless, you couldn't land them on something besides my ivory and gold desk,

smoking a pipefull of the stuff that you call tobacco, and feeling fairly leisurely, everything considered, when the musical sound of our bell breaks upon my ear. A moment later, without waiting to knock, in strides a husky, black haired young man, who says, 'Mr. Ford?' and when I admit the allegation begins to talk without any further beating around the bush.

"This was his story, as near as need be remembered:

"There is a young woman in a certain firm in a certain line downtown who is getting a raw deal. I know she is because the trouble involves her honesty, and it is nonsense to question her honesty.

"Well, here the other day, in going through her cash books, she discovered a shortage of \$1,250. She promptly took the matter to the head of the firm. His manner, which for a number of years had always been respectful in the extreme, suddenly underwent a great change. Instead of attempting to straighten out the matter he said, bluntly: 'You've handled all that cash. You're responsible. You find it or we'll have to take action.' By taking action the girl found that he meant nothing more or less than having her arrested. She went back to her desk and worked day and night for half a week trying to unravel the tangle.

"But the big fact is that the \$1,250 is gone and that the firm now has in its possession a warrant issued for the girl's arrest to hold over her head as a threat!

"And who is the young woman?" I asked.

"Mar— Miss Mitchell," said the young man.

"And the firm?"

"Corliss & Bros."

"And yourself?"

"Harrison; credit man for Corliss & Bros."

"O," said I, but I said it well down in my chest, where my visitor couldn't hear me. I was scenting the possibilities of the case. Did you notice that I said the young man began the girl's first name when I asked him who she was?

"Well," I said, "what do you want me to do; go down to the office and go to work on the case?"

"He fidgeted a little. 'Well, not exactly. You see—'

"You're representing Corliss now, aren't you?"

"Me? Well, I should say not!" he yelled. 'Represent Corliss? Why, he's the man who's got the warrant now, waiting until the time is ripe to have it served!'

"Well, then, whom do you represent?"

"Myself. But maybe you don't care to take the case unless I'm from Corliss?"

"Sit down, man," I said. "This is interesting. No; I don't care whether you're from Corliss or from the Old Nick. But one thing I'd like to know before we go any further: How do you happen to know that the girl didn't take the cash?"

"She told me she didn't," he said. And my hope was corroborated.

"Harrison," I said, "you want me to discover something to prove that the girl is innocent, isn't that it?"

"I want to see that the girl gets a square deal," he said, nodding.

"Which you are sure is the same thing, of course. Now, I know that you've got your own theory of what the trouble is, and I think that you'd better give it to me at once so that we'll know where ye are and so that I can go to work intelligently at once, as the case probably is one where something has got to be done in a hurry unless you—unless the girl is going to get into trouble. How do you suppose the cash happens to be missing?"

"An error, that's all there is to it, an error—or a lot of them. A wrong entry was made crediting the collection cash with \$1,250 of money that it never received. It must be that, for nobody but Mr. Corliss himself has access to the mail order cash, besides, of course, the young woman in charge of the collections."

"Then if it's only an error why is Mr. Corliss so keen upon arresting the young woman and ruining the career of a hitherto favored and valued employee?"

"Harrison bit his lip to choke back the words that wanted to bubble up. 'I don't know,' he said.

"That's the first lie you've told since you came in here," I said, smiling. "Come on; we can't do business unless you tell me all that you know. What's the truth of it?"

"Well, Miss Mitchell has notified him that she is going to leave at the first of the year, if that's anything."

"It's much," I said. "It gives us the possible motive for his anger. Now, if you want me to do something to-morrow you have a position as clerk waiting for me in the credit department to-morrow. I'll show up early, and you'd better call me Smith. Good day."

"He was a good young man, determined and square, and planning to marry the girl in the case, as anybody could see with half an eye, but he wasn't any more subtle or shrewd

than he needed to be to hold his job. For if he had only stopped and thought he would have seen at the first think or two that it couldn't be a mere case of an error. Corliss wouldn't dare to arrest the woman unless it was something more than that, unless there were proofs of a peculation. It was something more than an error—and Corliss knew it!

"And as I put on my black clothes and went down to the club to make the acquaintance of the much advertised Mr. Corliss I felt sorry for young Harrison and the home that he probably was planning to establish after the first of the year. A fellow in this game sees so many of those cases that he has another good reason to add to his long list of reasons for remaining single.

"What it was that Corliss knew that gave him confidence enough to call for the issue of a warrant I couldn't guess at easily. But after you have been up against a few thousand apparently simple cases and found that the end of them is about as obvious as the religious condition of the beings on Mars, you quit guessing and wait until you see clearly the next step in your deductions before taking it. So I went in and got Cameron, the railroad man whom I'd done some work for, to introduce me to Corliss in the club's cardroom, and it wasn't long before we were sitting in a little game of table stakes for the fun and profit of it. Principally profit for me. And, say, while I think of it, here's a good point to put down in your hat where it will stick in your head: If you want to judge a man's character study him when he's having a hard run of luck in a poker game. He'll show everything ugly that's in him

## Largest Exclusive Furniture Store in the World

When you're in town be sure and call. Illustrations and prices upon application.

## Klingman's Sample Furniture Co.

Grand Rapids, Mich.

Ionia, Fountain and Division Sts.  
Opposite Morton House

## WORDEN GROCER COMPANY

Grand Rapids, Mich.

The Prompt Shippers

## Strangers Only Need to Be Told That

L. O. SNEDECOR & SON (Egg Receivers), New York

is a nice house to ship to. They candle for the retail trade so are in a position to judge accurately the value of your small shipments of fresh collections.



then—and that's the basis of practical judgment of character.

"Corliss was a man who would stop at nothing to gain his ends. That was the result of my thinking him over as I walked home. If he wished to hurt that young woman he would balk at nothing in doing it. And if there was a secret in her life it would be a favorite rope for him to pull on.

"Now, I could sit here and string it out all night, but you're probably getting impatient and want to see the last chapter without any more details. I will say the net result of my work for the next two days was to discover that Corliss & Bros., for all the good business of the year, were pressed to the limit for ready funds. There were a number of big bills against them, particularly bills for advertising, which had to be paid, and a sum like \$1,250 was an extremely handy amount just then. That night her sister took a revolver away from Miss Mitchell just in time to prevent her from making an end to herself—O, yes, persecuted heroine attempts to take her own life, and all the rest of that stuff. In addition, Mr. Harrison, the young woman's finance—though nobody at the office knew it—began to carry a gun.

"Then, about 4 the next afternoon, the luck turned, virtue began to be rewarded, villainy began to be shown up in its true light, and everything moved toward a swift finish. And all because I hustled around among Corliss & Bros.' most pressing creditors and discovered that the most pressing of them, one with a bill for \$1,250, had been paid in cash by Mr. Corliss on the day that the \$1,250 was found to be missing!

"Now, you can almost piece the rest out for yourself. Miss Mitchell hadn't given Corliss any \$1,250 to pay any bill with, and her's was the only cash that could have been used on that day. Corliss had access to no other funds, but he did have access to that, and he had paid one bill of \$1,250.

"I didn't understand how Corliss could be so foolish until I called up on the man who had got the \$1,250. Then I found that he, the creditor, had made preparations to leave the country on a foreign business trip, expecting to be gone for six months. He had been delayed and couldn't start—but Corliss had thought that he was going the day after he paid him the money.

"Mr. Corliss," said I to myself, 'you are due for one grand shock.'

"And I went in and told him that the man whom he had paid the \$1,250 to hadn't left the country after all, but was still in the city, eligible as a witness for Miss Mitchell, in case she was arrested.

"I'm employed by a friend of the young woman," I explained. I gave him one of my cards, and added: 'And I've got the goods.'

"He was what is called a pippin on self-control and quick thinking, that Corliss. 'By Jove!' he said. 'What do you think of that? Here I had gone and paid out that \$1,250, forgotten all about it, and when it

was missing actually did Miss Mitchell the injustice of accusing her of stealing the money. O my, O my! this poor memory of mine is going to get me into serious trouble some time, it surely is. Mr. ah—Ford—it wasn't Ford at the club the other night, was it? I can assure you that there will be no arrest. Thank you so much.'

"And Harrison and Miss Mitchell—but what's the use? Anybody can guess the answer. As I said, the whole thing would make a good novel—for railroad consumption."

James Kells.

#### In a Greater and Better Marshall.

Marshall, Jan. 7—Business men and manufacturers of this city will hold a banquet Wednesday evening at the K. of P. hall, to talk over the industrial progress of the city and also discuss plans for the betterment of the town. They will receive a week's instruction in town improvement from E. S. Batterson, of Chicago, who will give lectures.

The report of the local postoffice shows that there has been a steady increase in the general postoffice business of the city. Over sixty-five tons of matter were handled during the last six months and the sale of postage stamps will exceed that of last year. The mail order concerns of the city are again doing a big business, the financial situation having cleared sufficiently.

The annual meeting of the Marshall Business Men's Association will be held next month and the reports of the officers will be awaited with interest. This is the second year of the Association although it was predicted that it would have but a short lease of life when first organized.

Page Bros. Buggy Co. has been shipping exclusively to the Pacific coast during the last few weeks. Carloads have been going to Los Angeles, Portland, San Francisco and Seattle.

The local banks have declared their usual semi-annual dividends of 6 per cent. Both the First National and the Commercial were not affected by the bankers' panic; in fact, their reports show that they have more money on hand than usual.

With one exception all of the factories in the city are running, and that one is closed down for inventory. Scarcity of labor is affecting the car shops. Twenty-five more car repairers could be used at once by the Michigan Central and mechanics are also wanted. The smaller type of locomotives are being sent here weekly to be overhauled and the force of men now employed is rather too small to turn out the engines readily enough. This city has been handicapped for more than six months for lack of labor, and the Business Men's Association has taken up the matter to see if it can solve the problem.

#### Cordial Invitation To Unorganized Merchants.

Port Huron, Jan. 3—I am taking this opportunity to extend to you a cordial invitation to attend the tenth

annual convention of our Association, which will be held in Jackson February 4, 5 and 6, 1908.

You are undoubtedly more or less familiar with the objects of our Association and realize that this movement has been an important factor in improving the conditions under which the merchants of this State carry on their business. Many of the reforms which we have thus far secured would have been impossible had our members been acting as individuals.

It should be apparent to all that the larger our membership the greater are the possibilities open to us for bringing about much needed reforms in present conditions. We all know that the peddling business is carried on in many parts of the State in a manner unsatisfactory to the business people; that the soap clubs are still taking a large volume of business out of Michigan which should remain at home and that the mail order houses are doing likewise; that box car merchants are still operating; that strenuous efforts are still being put forth by the mail order people to secure a parcels post law; that deadbeats continue to live in the community and it is only through associated effort that a remedy can be found for these evils.

I believe that you are in sympathy with this work and, as the dues for individual members are small—only \$1 per year—I hope that you will give us your practical as well as moral support by taking out a membership in our Association. What is more important, we want you with us at our convention to participate in the discussion of live trade topics which will be a feature of the meetings. The Jackson grocers have prepared a programme which is replete with entertainment features, and everybody who attends this convention is bound to spend a very enjoyable and profitable three days.

W. H. Porter, Secretary of the Jackson Retail Grocers' Association, will be glad to arrange for your hotel accommodation in advance in case you write him.

I hope that you will not let anything prevent you from being at the convention, and I look forward with pleasure to meeting you at that time.

J. T. Percival,  
Sec'y Retail Grocers and General Merchants Association.

#### Prosperous Conditions at Saginaw.

Saginaw, Jan. 7—The lumber trade in the Saginaw valley, while closing with considerable dullness and lower prices, has been prosperous on the whole during the last year. The

bulk of the valley's business has been transacted with the Georgian bay district, while the greater portion of all lumber receipts by water is now coming from Canada.

During the year just closed Saginaw dealers received 19,106,290 feet of Canadian lumber, 25,964,923 feet of coastwise, more than 1,000,000 pickets and 731,000 lath. The lumber was valued approximately at \$1,100,000.

Bay City's lumber business is now from two to three times that of Saginaw. One of the big Canadian cuts of the year for American mills was that of the St. Anthony plant, at Whitney, at the head of which is Arthur Hill, of Saginaw, its output being 45,000,000 feet.

As the Canadian mills will this winter put in only about two-thirds of their normal log output, the probability is that the price of white pine will be maintained better next season than that of almost any other wood. Hemlock, which took a decided slump, looks better now, dealers say, but they do not expect a general rise in prices. Hardwood is not in extensive supply. Nearly all the large concerns in Eastern Michigan have been cutting on yearly contracts, or had large orders which disposed of the stock, so that, although the mills have been running steadily, there has been no large accumulation of supply.

The labor situation in the woods is easy. For the first time in a number of years men are applying at the camps for work at \$6 to \$10 a month lower than last winter's wages, and this enables the operators to get all the first-class men they need. On the whole, while next season, local operators say, will show no premonitory business, a prosperous year is predicted in all lines of lumber, and it is believed that prices will show a slightly upward trend over those which characterized the slump at the close of 1907.

#### Relief To Both.

"At last!" he sighed, "we're alone. I've been hoping for this chance—"

"So have I," she said, very frankly.

"Ah! you have guessed, then, that I wanted to tell you that I love you—"

"Yes, and I want to say 'No' and get it over with."

#### MAYER Special Merit

School Shoes Are Winners

## "Mishoco" New Specialty Shoe for Men and Boys

Made in all Leathers      Snappy up-to-date Lasts  
Men's Goodyear Welts, Retail \$3.00 and \$3.50  
Boys' English Welts, Retail \$2.50  
All Solid Leather

Michigan Shoe Co.

Detroit, Mich.





### Weekly Market Review of the Principal Staples.

**Domestics**—Naturally but little trading is forthcoming during the holidays, all of the salesmen being in and no effort being made to push matters. That the present lull will continue until after stock-taking is generally anticipated and doubtless will go through. Some scattered orders are received by the various houses, but the various developments which the turn of the year always brings occupy the attention of the minds of sellers in a speculative way, no one knowing just what to expect. After stocktaking has been completed there will undoubtedly be a fairly good movement in the market and indeed the fact that there has been an absolute dearth of business for such a long time would seem to make it absolutely necessary. The difficulty experienced in securing accommodations from the banks just around the turn of the year will doubtless do much to prevent a return to active conditions that have prevailed in the past. However, it is generally believed that before many weeks have passed old-time methods and conditions will again be in vogue and business will again assume the normal. Gingham are strong and for the season fairly active. As stated last week, buyers feel that the prices are high and complain to some extent. The great scarcity which exists in these goods, however, is their mainstay and it would not be surprising as soon as business resumes if there was a complete dearth of the latter altogether.

**Bleached Goods**—The market for these goods during the current week has been exceedingly small and in view of the fact that a considerable curtailment of production is to be the rule it is extremely doubtful if, considering the volume of these goods that have been sold heretofore, they assume any considerable activity before the latter part of this month.

**Gray Goods**—The market for these goods at the moment is of a very meager character, as may well be supposed, and much depends upon what develops in the next two weeks what the course of this market will be during the year. In view of the fact that trading is as light as it is, prices remain remarkably firm and give promise of continuing so. The action of New England mills in effecting a 25 per cent. curtailment will have a salutary effect upon the future of this market both in the matter of trading and price sustaining without a doubt. Resales alone have been responsible for the lower prices which came into vogue, the mills taking little or no part in it. When buyers realize that the possibilities which exist in resales have their limitations, a decided turn for the better will take place. But little can be expected in the way of immediate business; nevertheless, sellers look

forward optimistically to a resumption of trading after the turn of the year. There is but one danger in this situation and that is the fact that sellers who have waited overlong for the coming of business, in their anxiety to secure the latter, will be inclined to make it an object for the buyer to trade.

**Prints**—There is little or no change in this market and none at all as regards new business. Some to be sure is being done, but it is of the smallest possible sort and hardly worthy of the name. The most significant occurrence in this market is the fact that buyers are beginning to order out goods which had been held for them, signifying that they entertain a lively interest in the merchandising and will be ready to operate when conditions are favorable. As far as new business is concerned, a considerable improvement can not be expected until after stock-taking.

**Dress Goods**—This market at the moment is more or less of an enigma. Immediate business, temporarily, is out of the question; the future is a maze of possibility, and retrospection offers little that might be used as a guide for future operations. At the moment, to say the least, the market is almost absolutely inactive. Woolens have been a failure, while on the other hand worsteds have been a pronounced success. In speaking of woolens as a failure, to be sure, the spring season is implied. Broadcloths for the fall and winter and early spring trading have done an immense business and also have the prospects of repeating this performance next year. A matter of live interest is the fact that the cutting up trade has shown a disposition to look at broadcloths for the fall of 1908. A number of the largest houses have taken orders on these goods, but do not look on them as being of much value but rather view them in the light of a reservation of a given amount of goods subject to the acceptance or refusal of the party placing the order. It may not be expected that much else will be done as yet for the reason that the fall season has not yet been opened sufficiently long for any clearly defined knowledge of its possibilities to be entertained.

**Hosiery**—Little is expected of these goods during the holidays and in view of the general character of the season, if it is somewhat inactive for a week or two as yet it is not to be wondered at. In prosecuting the regular order of their trade sellers encounter more encouraging prospects; however, it would be difficult to outline even a possible future for some time yet. The buying of hosiery always follows in the wake of that of underwear and the cue is always taken from the latter. The practical inactivity of the past six or eight weeks makes it possible that the early future will see a resumption of buying, although sellers do not anticipate a large volume. Buyers still entertain notions regarding lower prices and are undoubtedly prepared to act accordingly.

**Underwear**—At a meeting of the manufacturers held last week it was

definitely decided that the openings for the coming year should be made about the first of the coming week. As the time for the latter draws nearer a much better feeling pervades the market and the trade in general. There is no idea that the business will be of the usual proportion and sellers as a whole are content that such is the case. The policy of a small initial business, followed by a considerable duplicating, is the one generally approved and should be productive of the best results. There is no necessity of loading up buyers with goods they do not need and such is largely the intention of sellers. Prices have not yet been definitely arranged for, although it seems to be an assured fact that last year's schedule will rule. Covering on yarns,

which was in force two or three weeks ago, seems to have ceased to a large extent, although not entirely, indicating that manufacturers are inclined to speculate more or less on the probable future of the raw cotton and yarn market. The strength of the former at the moment has a buoyant influence in all of the various departments, and while it may continue, quite a few doubt it.

No man pays more for a thing than he who seeks it for nothing.

## HATS At Wholesale

For Ladies, Misses and Children  
**Corl, Knott & Co., Ltd.**  
20, 22, 24, 26 N. Div. St., Grand Rapids

# Our Spring Lines

are now

# Ready

for

# Inspection



## Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan

# Full Line of WASH GOODS

## For January Delivery

Samples Now Ready

## P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.



THE TURNING POINT.

The Age When a Man Finds Himself.

Twenty-five has been rightly called the common turning point in the business man's life, and yet it hits every man differently.

A magic lantern turned on what each successful man was doing in his twenty-fifth year would show a collection of slides of infinite variety, as well as potency to that particular career. Consequently the student who tries to find some law of success motion in them will be disappointed. Twenty-five years is the flood-tide in the affairs of men partly because it is the natural time for accumulative results to begin to show, and partly because it is the point of business introspection. It is where he asks:

"What have I done? What am I doing? And What am I going to do?"

It is an artificial stopping place at which he reviews his life and if he has made a mistake starts over again. The man who, at 25, is where he wanted to be from the first finds himself well along into results. With others it holds only the dawning of the influences which work hereafter.

One evening in 1873 a slender, blue eyed young man of 26 stepped off a train at the shack town of Little Missouri, in the heart of the North Dakota Bad Lands. It was Theodore Roosevelt, and he had already left behind him what many men would have considered a creditable public career.

It was just after the death of his wife, Alice Lee Roosevelt. In the Dakotas it was the time of the last stand of the buffalo, and he had turned his face west to be at the running of this big game.

"If this country will support so many elk and buffalo, why will it not support cattle?" was his thought.

Some ranchmen had already started, and so impressed was the President with the cattle grazing on the river bottoms that he determined to become a ranchman. He purchased a branded stock and went back to New York in the spring. When he returned train after train of cattle stock came with him. He was considered a tenderfoot and interloper by the old timers, but they confessed that "for a critter with a squint he was plum handy with a gun."

If he made good as a shot he also made good as a ranchman, and it was then and there that were incorporated the Western point of view, the Western influence and the Western slogan.

There are strange contrasts in the way the year of 25 is thought of. In some times and places it is considered old—in others, young.

"William," said a railroad man in the Michigan Central office one day, "it is a mistaken kindness to promote a man, especially a young man, beyond his ability. This is a big job for a boy, but I believe you can handle it." The "boy" referred to was just 25 years old. "William" was the now Sir William Van Horne. The chief had beckoned him, and the boy went over and read a letter that

he pushed towards him. It was from the superintendent of one line asking the Central official for a bright young man who could dispatch trains, and one who had in him the making of a trainmaster.

"I believe you can handle it," repeated the trainmaster; "if you can't, then I am unable to aid my friends." Van Horne went over to the Chicago & Alton to dispatch trains, and in three years was general superintendent.

John J. Mitchell was not thought too young when he was appointed President of the Illinois Trust and Savings Bank at 26. He had begun in the same institution as assistant teller when he was 19, and at \$35 a month. Concentration and remarkable judgment were recognized in him, and made him President.

Charles Francis Brush experimented in electricity during three years that he worked in Cleveland as a public chemist. He foresaw the use of consulting chemists in large chemical works and iron factories and went to several presidents of such places to point it out. He couldn't impress on them the economy of hiring him at a big salary. He needed money in large quantities for his experiments. He had dreamed of a field in a big factory.

"I foresaw the day when chemistry would be absolutely necessary to modern manufacturing," he said, "but I couldn't sit in my office and wait until the people who I thought ought to employ me saw it that way. I had to have the money. I was 24 when I came to this conclusion, and I formed a partnership to sell Lake Superior ore and charcoal iron. It was in the year banks broke in all directions, but we made \$16,000 that first year."

In another year Brush had begun work on his arc light and by the third year it was a great success.

When Edison was 25 he invented his machine for taking stock quotations, and soon after he sent four and even six messages simultaneously, after having invented his duplex earlier.

Herbert H. Vreeland met William C. Whitney when he was 25 years old. He was trainmaster on the old New York & Northern Railway. Whitney had not yet joined the big syndicate of Philadelphia capitalists and others in the street car field, but he headed a company that had bought this road and he came to investigate it. To every question he asked somebody would answer: "Go and ask Vreeland."

Finally the newcomer sent for the young man. Mr. Whitney's version of the meeting was as follows

"When I asked Vreeland about the freight traffic he told me that when he went with the road there wasn't much business of any kind. But he conceived the idea of offering to haul the farmers' milk to the railroads if they would agree to haul it over his line. 'All the farmers caught on in a hurry,' said he, 'and now we carry all the milk along both sides of the line.'"

From that day Vreeland's fortune was realized.

William Alden Smith, Michigan's new Senator (was admitted to the bar and opened his law office when he was 24. He is commonly spoken of as having risen from newsboy, but he had had a popcorn wagon with his brother, and the news route was only a side issue. Then he was messenger boy in the Western Union, and next a page in the Michigan Legislature. He studied law there, and could not have taken an office if it hadn't been for a Grand Rapids lawyer, who permitted him to sleep on a lounge in the office.

James Brooks Dill, who was once a Chicago boy, also started his profession of law at 25, although he was differently equipped, having graduated at Yale University. Leslie M. Shaw, the former Secretary of the Treasury, did not graduate until he was 26 from the Iowa Law College, and settled down in Iowa to practice. Senator La Follette had had six months in law school when his funds gave out. He went into an attorney's office, and was admitted in six months—at 25—and soon after was elected District Attorney.

John D. Archbold, heir to the Rockefeller authority in much that concerns Standard Oil, was clerking in a country store at Titusville, Pa., at 26. He saved everything he could and invested it in the oil wells that were springing up there. G. R. Clarke.

Lots of sorrow would be cured if we would own it as the fruit of sin instead of charging it up to Providence.

"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 1/2 inches.

**The Wabash Limited**—A safe, speedy, geared car—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.

**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.

For  
"Goodness" Sake  
Supply Your Customers with

**Karo**  
CORN SYRUP

Every member of every family in your neighborhood looks upon Karo as a **Treat that Can't be Beat**. For griddle cakes, waffles or muffins, for baking or candy making, it surprises by its delicious corn flavor. It has a piquant goodness all its own—that's why it's the popular food-syrup.

Are you prepared to fill orders?

CORN PRODUCTS  
MANUFACTURING  
COMPANY,  
Davenport,  
Iowa.





**TIMELY CAUTION.****Adopt Conservative Methods and Restrict Credits.\***

From an interview in New York we learn that E. H. Gary, chairman of the directorate of the United States Steel Corporation, has struck a new and remarkable keynote in respect to business rivalry. In this interview Mr. Gary is quoted:

"Too many men have learned too late that the friendship of the public and the confidence of one's competitors are the most desirable elements in business. I want to see how competitors succeed. It is the policy of the steel corporation not to crush competition by fair or foul means. The steel trust controls about 60 per cent. of the steel and iron business of the United States, and there is no intention of enlarging that control. We believe conditions will be better with healthy rivalry.

"It is clear that the United States Steel Corporation, with its extensive resources, could use its giant strength like other corporations, to crush competition. But in the end would the game be worth the candle? The corporation would become an object of attack. In my judgment, such a policy would be the undoing of our corporation, in which billions of dollars are invested."

This interview is not, as stated, a new and remarkable "keynote" in respect to business rivalry, except as it may apply to such large corporations as the Steel Trust, Standard Oil and Tobacco Trust. The retail grocers of this city have been applying this "keynote" to their business for several years, greatly to their advantage. It may be said, however, that they have not yet reached that point where the full benefits of organization have been realized.

Competition and opposition are easily confounded. Competition is the honest man's means. Opposition is a two-edged sword likely to draw blood on the reckless handler.

The merchant who promotes a healthy rivalry and honorable competition will find it the life of trade. Opposition is rank poison to legitimate business. Competition, however sharp, is tempered with fair play. Opposition arouses passion, puts a premium on trickery, degrades business and suggests any old scheme to injure an opponent. It destroys friendship and makes enemies.

It is one of the most difficult things in the world not to say unpleasant things about those who compete with us. But for that very reason we ought to control our speech, since nothing which is really worth having comes easy in this world. Besides one is in turn judged by one's remarks about a competitor. After extracting all the religious flavor, there is a lot of business sense in the sentiment that "with what measure ye mete it shall be measured to you again." Profit all you can by the errors of your competitors, but don't parade them in public.

This meeting is for a common cause to confer together with respect to matters of vital interest to each

individual present and to outline a policy to be pursued for the protection of all.

It is evident from the trend of events that a period of liquidation has set in. The sooner we realize it and act in accordance therewith the better it will be for all concerned.

This Northwest country was never in better condition than now so far as natural resources are concerned, but confidence has been rudely shaken and it is going to be some time before fully restored. In the meantime a season of retrenchment must begin and a cleaning up of debts is inevitable. This does not mean that business must stop, but it does mean that it must be done along more conservative lines and on a more businesslike basis.

You are probably aware that jobbers and manufacturers are heavy borrowers, as a rule. They fill their lines of credit with their banker and, in addition, sell their paper through brokers at the market rate of interest, the same as you sell sugar. Since the present stringency set in it has been impossible to increase one's line at bank or dispose of any paper, no matter how good the indorsements or how valuable the collateral; on the contrary, they have been called upon to reduce their lines and to pay at maturity the paper they have sold. The result is that the retailer is called upon and must pay past due bills and he, in turn, must collect his accounts.

I believe I am doing you a favor by informing you of the actual conditions as to money matters as they exist, or possibly I am only confirming what you already know. I hope you will pardon me for urging you not to take on any new accounts. No doubt each of you will have opportunities of doing so with those whom your neighbors are pressing for payment. Start now if you have not already done so to collect what is due you and clean up odds and ends and all undesirable stock while prices are high, thus avoiding a loss, and keep at it night and day until at least your debts are paid.

It sometimes happens when the jobber is especially in need of funds he is obliged to urge payment a little more strongly than he would like and in so doing some of the customers take offense, inferring, without reason, that their honesty is in question. Those who are thus constituted must get over that notion and cease being offended when the jobber asks for his money. It has got to come. It is already here. We must all work together to bring financial conditions back to a normal basis. Those who have depended upon being carried by the jobber are going to be the greatest sufferers from the present situation and, before there is much of a change for the better, will realize that those who have insisted upon having their money with reasonable promptness are their real friends after all.

We have all got to get down to bed rock. We have been soaring too high. We have attempted to accomplish in ten years what we should have taken twenty years to do. I

think it is a mighty good thing for all of us that a halt has been called. If it had not come now just imagine, if you can, how hard a fall we would get a few years hence. The fall has been arrested, and while it has shaken us up considerably, no bones have been broken, and in a short time we will be as good as new, if proper remedies are applied. We are doing it. Are you?

I have no desire to alarm you. There is no real occasion for alarm, but there is real occasion for caution and conservative methods, with special reference to extending credit. Possibly some of you have been conservative all along. The one who has been is the exception. As a rule, the retailer is not sufficiently careful in opening an account, and in consequence gets caught occasionally if not often.

I saw two accounts to-day. One against Mrs. Smith, another against Mrs. Jones. No street number and nothing to identify Mrs. Smith or Mrs. Jones, who owed the bill, from a dozen or more Mrs. Smiths or Mrs. Joneses in the neighborhood.

In opening an account the full name and street address of the debtor should be recorded on the account. The jobber from whom you buy has a record of your full name, your street address and in many cases has your record from almost the day you were born. He has a record of your limit of credit and how you will be required to pay and how you pay others, whether your family relations are pleasant, whether you are

**We Are Millers of**

Buckwheat, Rye and Graham Flour. Our Stone Ground Graham Flour is made from a perfect mixture of white and red winter wheat. You get a rich flavor in Gems from this flour not found in the ordinary mixed or roller Graham. Give us a trial. Your orders for St. Car Feed, Meal, Gluten Feed, Cotton Seed Meal, Molasses Feed, etc., will have our prompt attention at all times.

**Grand Rapids Grain & Milling Co.**

L. Fred Peabody, Mgr.

Grand Rapids, Michigan

**Pure Buckwheat Flour**

Car lots or less. Write for prices and sample.

**Traverse City Milling Co.**

Traverse City, Mich.



**A Good Investment**

**PEANUT ROASTERS and CORN POPPERS.**

Great Variety, \$8.50 to \$350.00

**EASY TERMS.**

Catalog Free.

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

**OUR grades of Flour are the highest and our prices are fair.**

**CERESOTA  
FANCHON  
BARLOW'S BEST**

**Judson Grocer Co.**

Grand Rapids

\*Address by T. H. Green before East Side Retail Grocers at Minneapolis.



trusting out your goods indiscriminately or not, whether you gamble or drink to excess and how your banker regards you, whether you are frank and above board as to your financial standing or whether you try to hide your real condition. With all these safeguards jobbers are sometimes caught napping. Where would they be if their records were as incomplete as those of many of you in regard to your customers?

If I were in the retail business I would have a record separate from the account itself, giving the full name and address of the customer, the name of his employer, or the location of the business he is engaged in, if in business for himself, the amount of his monthly wage or salary and the date of his pay day. I would agree with him upon the largest amount he should owe at any one time and the day upon which he was to pay. The amount of the line would be gauged by his wages or salary, and I would not allow the account to lap. If a wage earner or a salaried man can not pay his bill on the first pay day he certainly can not pay double the amount on the second pay day, and if you allow him to increase his account you will eventually lose it.

Many a dollar has been lost through fear that if the account is closed the amount owing will be lost. Better lose the bill for the first period than to let the account run and lose double the amount or more and better not have an account if you are afraid to ask for your money. When an arrangement is entered into as to the amount of credit and when it is to be paid, insist on its being carried out. Your customer can not complain when you pursue this plan, but if you commence an account without any definite understanding as to the amount of the credit and when it is to be paid you will eventually get into trouble and lose your account or lose the customer or both.

These remarks and suggestions are applicable all the time, as well as the present time, in good times as well as hard times. Practice them and you will be saved much worry and many dollars.

One of the best things the Retail Grocers' Association of this city has done was to organize its credit bureau. I understand it now has a record of over eighty thousand names, many of them deadbeats of the first water. I don't suppose there is one present who has not been his victim. Shut him off by using this bureau to the limit. Send in your list of names and comments and add to it from time to time as occasion requires. The expense is a bagatelle. One small account saved will pay it. The jobber would be glad to pay five hundred dollars for service of equal value.

As large as the losses are through bad accounts, they do not compare with the drain on one's business through the use of trading stamps, that octopus which has fastened its tentacles on the resources of so many retail dealers in cities and which is so difficult to shake off. It is a very alluring yet unbusinesslike proposition and takes the money which one

should use to pay his debts, or if able to discount his bills one should use the money so expended for investment or for the comfort and happiness of his family. Here is a splendid place for very many to retrench. Cut it out whether your neighbor does or not. He will follow suit if he doesn't fail before he realizes the position he is placing himself in financially.

I don't always regard a man who does not pay his bills as being dishonest. There are so many things that may and do happen that make it impossible for one to pay. I think the dealer is the real one to blame in many cases. He takes unwarranted chances, many times in the kindness of his heart, and in reality encourages too heavy a load of debt. One must bear in mind that a laboring man or any man for that matter has a great many ordinary expenses besides his grocery bill and is liable to have many extraordinary expenses. Sickness may come to his family or accident to himself, loss of his job or position. Death may overtake him, leaving his family without support and nothing with which to pay his debts, even if disposed to pay them.

All these things must be taken into consideration when extending credit. How many of you ever take them into serious consideration? One can not make an ironclad rule to apply to everyone alike because conditions surrounding each customer are not alike. One man should be allowed credit only to the amount he can pay on Saturday night, another each two weeks, while others once each month.

No man, however well fixed financially, should be allowed to run a grocery bill more than thirty days. Present the bill at the time agreed upon and get your money. If not paid stop further credit. A deviation from this rule should be the exception and then only for good and sufficient reasons. Better to make no exceptions than to let it become general. Do I hear someone say it can not be done? I know it can. Others here know it can. The most successful merchants on our books are the ones who do this very thing. Their customers respect them, have confidence in them and stick by them and will even pay a little more for goods because of that confidence.

One of our salesmen in discussing with me the affairs of one of his customers, who is becoming slow pay, said, "His clerks are stealing him blind. Goods go out without being charged. The waste going on in his back room will bankrupt him." Who is to blame? The merchant. He is careless in his methods. He places temptation in the path of his clerks and is therefore responsible for what will surely happen to them and to him, and when he fails, as will surely happen, he will wonder how it all came about. How many of you are doing likewise?

It appears to me that this talk has developed into a curtain lecture. I did not intend it when I commenced and I don't want you to so consider it but rather regard it as a heart to

heart talk upon a subject which is of vital importance to you and to me, as well as to others who are interested in your welfare. If I have said anything that will be helpful to you I will be thankful.

#### Only One Stamp Now.

Considerable protest has been made by packers and curers for months that the regulation requiring numerous labels on cured meats was unjustly interfering with business. The Government has come to realize the justice of these objections and has issued an order providing that but one stamp will in future be necessary on each piece of product—the stamp of the house that turns out the finished product. Inspection will continue to be rigid to insure that none but the product of inspected houses is handled by curers having Government inspection and entitled to affix the Government label to their meats. The new interpretation will be a decided benefit to packers and curers, as well as the public.

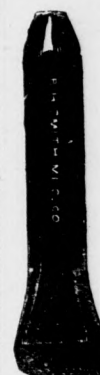
#### Boy Wanted.

Small Boy—Say, mister, dere's a sign in yore winder readin', "Boy Wanted." Wot kind uv a boy does youse want?

Merchant—A nice quiet boy that doesn't use naughty words, smoke cigarettes, whistle around the office, play tricks or get into mischief—

Small Boy—Gwan! Youse don't want no boy; youse wants a girl? See?

You are not likely to stay the enemy by drawing a long bow.



Get our prices and try our work when you need

## Rubber and Steel Stamps Seals, Etc.

Send for Catalogue and see what we offer.

**Detroit Rubber Stamp Co.**  
99 Griswold St. Detroit, Mich.

**THE MAKERS**  
of Crown Pianos don't know how to make more than one grade of Pianos. They never tried making any but the highest grade possible.

**Geo. P. Bent, Manufacturer**  
Chicago

## Flint Coffee Makes Glad Customers



People are particular about the coffee they drink. They become attached to a certain blend and they will buy where that blend can be found. It pays to keep a choice blend—one that is always uniform in quality and fresh in strength.

## Flint Coffee Can Be Depended Upon

The five grades of Flint Coffee will satisfy any coffee drinker.

And every grocer knows that only satisfaction keeps up the demand for an article—brings repeat orders.

Write today for sample blends of our five grades.



**J. G. FLINT COMPANY**

6-8-10-12 Clybourn St.  
110-112 W. Water St.

Milwaukee, Wisconsin



## CAME BACK LIKE MAGIC.

## How Chonley Worked a Swindling Game.

Tom Diggs, tried and trusted employe of Moslee & Co., jewelers, always had cherished an instinctive mistrust of Alfred Chonley. In the first place, Chonley had contemptuously called Tom a "cheap skate" and a "tin horn" gentleman because he saved his money. Friends of Diggs had reported these sayings of Chonley to Tom. Diggs, on the other hand, never could figure out how Chonley, on a salary of \$95 per month, could pay 75 cents to \$1 for his midday luncheon. He was certain that Alfred had no resources other than his salary, although Chonley swore that his people assisted him "to live."

Diggs knew Alfred had told a deliberate lie about some stock which had been damaged. It was a particularly ugly lie, as it injured the reputation of an innocent young clerk—new to the house and unable to defend himself. However, it was not until months afterwards that proof of Chonley's cowardly falsehood was in Tom's possession.

Accordingly, when Diggs was asked by the manager of the company whom he suspected of stealing a certain valuable ring from a showcase in the store, Tom could think of casting suspicion on no other clerk but Chonley. He had to be pressed to mention Chonley's name; but when he did so and named the other's extravagance and mentioned how he had acted toward the young clerk, the manager seemed to agree that Diggs' suspicions might be well founded. Tom was told to go to the manager's private office the next morning and then the matter would be further investigated.

At 8:30 next morning Diggs was preparing his report showing the exact number of the ring, its location in the showcase, etc., when he chanced to look fixedly at the spot where the ring should be. Then he almost fell down with amazement, for there in its customary place reposed the splendid diamond ring which he had sworn had disappeared.

He went and reported his discovery. Thereupon he received such a "calling down" from the manager for casting suspicion on an entirely innocent man and not taking better care of the stock that the loyal heart of Diggs was nearly broken.

He brooded over the verbal castigation he had received at the manager's hands for four weeks, and then he tendered his resignation. He explained that he had been offered a much better position at the Blank company's establishment, and that he would like to leave within ten days. The manager listened, expostulated, entreated, but said nothing about being sorry for his severe lecture of four weeks before, so Diggs prepared to go.

Before leaving it was necessary to prove that every article of jewelry for which he was responsible was in the store. This made him take stock three weeks earlier than usual.

After working hard for two days, rubbing his eyes to see that he was awake, at times, and getting another clerk to check his efforts, he was compelled to report to the manager, just before closing time, that a diamond bracelet was missing. As he went to the private office of the manager, with a face laden with concern, he noticed Chonley hovering in his tracks. And when he pulled the manager's door after him he could have sworn that Chonley was near by, listening for some purpose.

The manager was dumfounded. He looked at Tom suspiciously; but said nothing for a time. Then he remarked the same as on the previous occasion. "We'll take the matter up for further investigation to-morrow morning."

It was evident that Diggs' previous reported theft made him inclined to believe Tom might be at fault again.

In the morning Diggs was drawn to the place where the bracelet should repose as if his body had been a piece of steel filing and the spot where the piece of jewelry should be a magnet.

He blinked his eyes several times when he looked. He called another clerk to make certain that there was no mistake. For there, in its rightful resting place, lay the missing bracelet—valued, as he well knew, at many hundreds of dollars.

What the manager had said before was mild to his present language. Diggs literally quailed before the other's loud voiced indignation. But now, instead of Diggs being glad to leave, he begged to be allowed to withdraw his resignation. He said he owed it to himself to remain in a place where he had been so well treated, protesting that he was sorry he had made the error of proposing to leave. However, it was not so easy to gain his end. There was now, to say the least, a big doubt as to his ability to keep proper track of the stock.

But finally the manager, in consideration of Diggs' long and faithful service with the firm, agreed to his request. However, there was one condition attached to Diggs' remaining with the house: He must take a week's vacation in order to pull himself together and recruit his obviously poor state of health.

Diggs gladly agreed to do so. But instead of going into the country, as the manager had suggested, he staid in town. He went to his bank and drew out a sum of money. Then he went to a detective named Noonan, explained what he wanted, and together the two went out one night. A careful scrutiny of Chonley's private life proved that he certainly managed to make his salary of \$23 per week go an exceedingly long way. But there was one thing to his credit, whatever else he might do or be—he usually took liquor sparingly.

However, one night in a saloon in a disreputable part of the city the detective managed to get him to drink several glasses of whisky, and Chonley became communicative with his new found friend. He hinted of

ways and means to "raise the wind," and be able to keep on doing it for "yeeahs and yeeahs" without being discovered. The detective professed sympathy and then, winking at the other, drew a fine ring from his pocket and asked where he could safely pawn it. After ten minutes' further conversation the two separated. The detective had the name of the pawnshop and this was the main thing he had wanted.

The next night, after all the other employes had gone home, Diggs walked into the manager's office and saw his chief. It was an exceedingly stormy interview. The manager called his assistant a "weak minded dolt" and some other things hardly printable. Diggs bore all the abuse meekly; but by sheer persistence fin-



COLEMAN'S

## Vanilla-Flavor and Terpeneless-Lemon

Sold under Guaranty Serial No. 2442

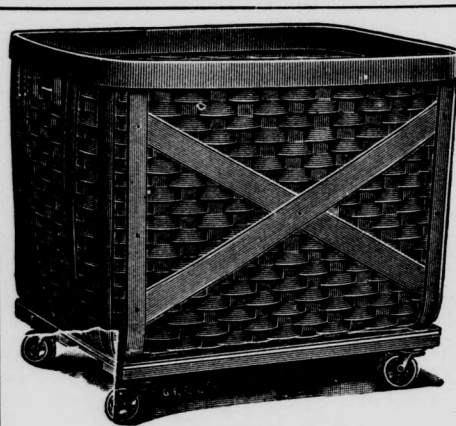
At wholesale by National Grocer Co. Branches at Jackson and Lansing, Mich., South Bend, Ind., A. Babo, Bay City, Mich., and The Baker-Hoekstra Co., Kalamazoo, Mich.

Also by the Sole Manufacturers

FOOTE & JENKS  
JACKSON, MICH.

Send for recipe book and special offer

## 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.

## A HOME INVESTMENT

Where you know all about the business, the management, the officers

## HAS REAL ADVANTAGES

For this reason, among others, the stock of

## THE CITIZENS TELEPHONE CO.

has proved popular. Its quarterly cash dividends of two per cent. have been paid for about ten years. Investigate the proposition.



## Holland Rusk

is here to stay. It has benefited many a grocer because it sells readily the year around and every buyer "tells another." Thus the grocer is advertised. The sales show a steady increase. Ask your jobber or write us.

HOLLAND RUSK CO., Holland, Mich.

Every package of Holland Rusk bears a Dutch Windmill as trade-mark and is guaranteed under the National Pure Food Laws.



ally won his case. That night, assisted by the manager, Diggs checked every piece of jewelry in the store to which Chonley had access.

Sure enough, at 10 o'clock that night the manager had to admit that Diggs' suspicions apparently were well founded. For a necklace, valued at \$1,000, was absent from its customary place.

It was now the manager's turn to treat Diggs with old time respect and inquire what action he thought advisable.

"Tell Chonley casually in the morning by messenger a few minutes before 12 noon that you would like to send the missing necklace for inspection to a certain party in the Whitehouse hotel. Say that it must be at the hotel not later than 3 o'clock in the afternoon."

"What then?" was the further inquiry.

"Wait until about 2 o'clock p. m., and then I believe I will be able to report. Another thing, sir, I won't see you again until about the time mentioned."

At about half-past 12 the next day Diggs and his detective saw Chonley alight from a street car about two hundred yards away and make quickly for a pawnshop on the opposite side of the street.

Acting on the prearranged plan, the detective slipped into the pawnshop before Chonley could reach it.

When Chonley came in, the detective, well disguised, was apparently deeply absorbed in the merits of an old meerschaum pipe. He looked so old and disreputable that Chonley felt quite free to speak right out.

After being engaged in earnest conversation with the pawnbroker for a few minutes, the detective saw Chonley handed a big roll of bills. On receipt of this he said with apparent unconcern: "Oh, by the way, I'll take that necklace out."

Just then the detective sauntered to the door. It was the signal for Diggs to enter. Tom came in just as the necklace was being handed across the counter. Aided by the detective who slipped in between the two Diggs grabbed the necklace. Chonley's face took on a color similar to cigar ash, and although he tried to brazen the matter out, he finally agreed to go with Diggs to the manager rather than have the police brought in on the spot.

That afternoon Chonley's father appeared at the office of Moslee & Co. He was by no means wealthy, but rather than see his son go to jail he promised to see that every dollar taken was paid back.

Then the manager raised Diggs' salary and begged his pardon for his previous wrongful suspicions and asked Tom how he had managed to unearth Chonley's thefts.

"It was quite a scheme, sir," responded Diggs. "He had everything figured out so that he could keep on stealing for years and years and still not be detected. He began with taking some jewelry worth but a few dollars, pawning it, and then when he knew stock taking would require the presence of the article he took

another piece of jewelry from another part of the store which would not be missed for weeks. Every time he had to replace a watch, a ring, or a necklace, etc., he took some article of higher value. This enabled him to pay back the money and also to have plenty of spare cash with which to enjoy himself." W. Brighton.

#### Hello, Mars! This Is Mr. Tesla.

Nikola Tesla says he will be able to talk with Mars if the power producing companies at Niagara will co-operate with him. He asserts that a way has been found at last for transmitting wireless messages across the gulf that separates us from the fiery planet. He has been working for several years on an electric power plant capable of transmitting 10,000 horse power to any part of the world or to any of our neighboring planets. The mere matter of distance between dispatching and receiving points is absolutely no object whatever. Wireless power, according to M. Tesla, may be sent a million or more miles just as easily as one mile.

Several of the electric power companies at Niagara Falls have agreed to co-operate with M. Tesla in an effort to reach Mars by wireless. These Niagara power plants are now capable of producing electrical vibrations of such intensity that if measured by ordinary standards the rate at which their energy is delivered could readily be advanced to a billion horse power. But no such performance is necessary to produce strong electrical impulses on Mars. Mr. Tesla has estimated that a rate of a few hundred million horse power is quite sufficient to establish wireless communication with that planet.

Mr. Tesla's wireless plant which he has already equipped at Long Island for the sending of long distance electrical waves is to be utilized. Mr. Tesla agrees with other scientific men in thinking that Mars is considerably older and supposedly correspondingly more advanced than we in science; and he also believes that Mars is now signalling to us.

#### Pumpkin Seed.

The use of pumpkin seed in the removal of tapeworm is as effective as it is simple (Journ. Am. Med. Assoc.) Full strength seed are to be employed, two ounces of which should be hulled, thoroughly crushed to a fine powder, mixed with a small amount of honey and spread on a thin piece of bread and eaten as an ordinary sandwich. In one or two hours follow with a cathartic. Infusion of pumpkin seed, recommended by some authors, can be given to children in one or two ounce doses. Pumpkin seed are dependent on a resinous principle, peporesin, as supposed by some, but this has not been definitely proved. It may be added that the flesh of the pumpkin has been used in the same disease. Deprived of their hulls and exhausted by ether, pumpkin seed yield about 30 per cent. of fixed oil.

#### Every Mirror Poisons Somebody.

Every mirror is made at the cost of human suffering and poisoning. The silvering of the glass by applying a layer of tinfoil alloyed with mercury involves so much risk of poisoning the work people constantly breathing the mercury vapor that numerous attempts have been made to use another metal for the purpose.

It was shown by Liebig that a fine adherent deposit of metallic silver could be applied to glass by reducing a solution of a silver salt with milk sugar, so this method has been employed as a commercial process. There have been partly successful attempts to get a like deposit of copper.

The mirror often lacks brilliance and is usually disfigured with stains. But it has been found by one F. D. Chattaway, of England, that solutions of copper salts can produce brilliant reddish films of metallic copper which are as perfect reflectors as silver mirrors. His method of coating glass with a layer of copper, it is thought, will probably be used extensively in making mirrors and other glassware articles.

#### Needed Both.

"Oh, my!" exclaimed the excited woman who had mislaid her husband, "I'm looking for a small man with one eye."

"Well, ma'am," replied the polite floorwalker, "if he's a very small man, maybe you'd better use both eyes."

He rejects all rewards who refuses moral responsibility.



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

## Alabastine

The Sanitary Wall Coating

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

Alabastine Co  
Grand Rapids, Mich.,  
New York City

## 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.

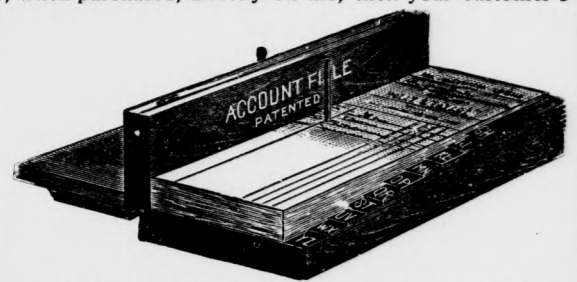
STANDARD OIL CO.  
GRAND RAPIDS, MICH.

# 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





### Theory and Practice in the Hardware Business.

When any great movement is experienced, there is always a tendency to leave that which is behind and give the greater portion of attention to the new schemes and developments which are going on. This is especially so with the progressive tradesman, and it is the progressive tradesman who is the real live trader, and the man who to-day makes his mark. Undoubtedly a great wave of advancement in the better handling of hardware is passing over both the old and the new worlds. Hardwaremen are banding themselves together in associations; and manufacturers, merchants, and retailers, either in combination or in separate organizations, are making plans and formulating schemes for more profitable trading. In many places they are looking forward with expectancy to the coming Hardwaremen, and here and there philanthropists are spending time and money in educating the rising generation; endeavoring to make them better qualified to battle with commercial difficulties than their predecessors. The different universities, schools and colleges have long since recognized the importance of higher education, and there is scarcely a town where classes and competent teachers are not provided for those who wish to gain more technical knowledge of their several industries. Brassworkers and coppersmiths may learn how to fashion goods and how to embellish them with decorative ornament. Tin-plate workers and operators in sheet metal may learn how to cut patterns and to use up materials scientifically and economically. The working plumber, the gas-fitter, or the tin-man may attend classes and may gain technical knowledge about the different materials he uses, the scientific methods of distribution of gas, electrical work; in short, theory is to-day made prominent in the workshop.

The literature of the present day affords the intelligent worker opportunities of obtaining technical knowledge, and a workman with a good memory can make himself sufficiently proficient to pass an examination, and even to give a future employer the assurance that he is a qualified workman. This can be acquired by technical training without even a scrap of practical knowledge. It might almost be said that were an intelligent youth to have access to trade journals, catalogues of manufacturers, and the numerous descriptive pamphlets which are distributed so widely to-day, he could acquire a smattering of trade knowledge, gained in purely a superficial manner. Book knowledge is carried to such a pitch that the technically trained clerk or salesman scarcely condescends to the practical, and his theoretical knowledge, however great it may be, will often keep him theorizing without bringing to a satisfactory conclusion the business he has in hand. Theory is carried to an excess, and to some extent to the exclusion of the practical.

Every hardwareman will admit that the practical training gained in the old days when a long apprenticeship had to be served was of great usefulness. The apprentice was thoroughly grounded in the business, and although he might buy and sell goods with comparatively little knowledge of their construction, or even of their utility, he managed to jog along and his employer made some money out of his transactions. It will, of course, be admitted that theoretical and technical training are absolutely required nowadays, but not to the exclusion of the practical. The man who can apply his knowledge is the man who will make his way in the world, and it is in the combination of the two qualifications that the successful trader of to-day is sure of his ground, and knows full well that by obtaining that which is useful in the old, and tacking on the really necessary portion of the new, he will succeed.

The trader may leave alone the routine of the practical which his own experience will have shown him to be superfluous, and he may ignore the ultra technical which precludes his free application of the practical. By hitting a happy medium, we believe that the Hardwareman of to-day succeeds, and in steering a straight course between the two extremes, he is able to hold his own amidst the outside competition which so often interferes with profitable Hardware trading. It is on such lines as these that a successful business may be built up, and it may not be out of place to remind our readers that a "jack-of-all-trades" is perhaps not the most desirable leader of a Hardware store. In these days of combinations, trusts, and large stores, it is impossible for the man at the helm to possess all the knowledge necessary to make that business a progressive concern. Yet a business which year by year develops, increases, and becomes a better money-producing concern to the proprietors and shareholders needs every qualification in its leaders. It is in such large concerns that the advantages of departmentizing come in, and where the different spokes in the wheel may in themselves be varied, and yet all are necessary and all must harmonize. The secret of success in a large business is to embrace all qualifications in the heads of departments, and to allocate to each his own particular spot wherein he can shine to the greatest degree. Theory in control, without practice, is useless, and so all along the line. A strong combination is made up by each individual member bringing his qualifications to bear so as most nearly to produce a complete and perfect whole.

Here is struck the keynote of the whole matter—the need of a complete organization; an organization

in which each constituent element is present, represented somewhere—theory and practice, knowledge and experience, wisdom and energy. Like the best type of watches, the organization of every business should possess a compensation balance—Fred W. Burgess in Hardware.

### Goods Well Displayed Are Half Sold.

Your show-windows to a great extent can be arranged so that they will attract the class of trade which you wish to patronize you. If you are seeking for only the very best trade, people who buy quality goods and fancy importations, your price and location will be apt to cause such persons who buy those goods to call into your store. If, however, you are seeking for those who wish bargains, then you should dress your window with everyday wants and marked at very low prices.

Don't consider so much your own taste in the dressing of the show-window as the effect it is likely to have on the class of prospective customers you aim to reach. You should strive hard to make your show-window appeal to the people in a manner they will best understand. You should present goods and use methods and prices most likely to arouse their interest and instil a desire to buy the things you have on display.

Show-window display advertising is the most inexpensive form of publicity and enjoys the admitted advantage of bringing the quickest returns for the smallest expenditure.

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.

**Foster,  
Stevens & Co.**

**Wholesale  
Hardware**

**Fire Arms  
and Ammunition**

33-35-37-39-41 Louis St.  
10 and 12 Monroe St.

**Grand Rapids, Michigan**

## GRAND RAPIDS PAPER BOX CO.

MANUFACTURER

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

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

Estimates and Samples Cheerfully Furnished.

Prompt Service.

Reasonable Prices.

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

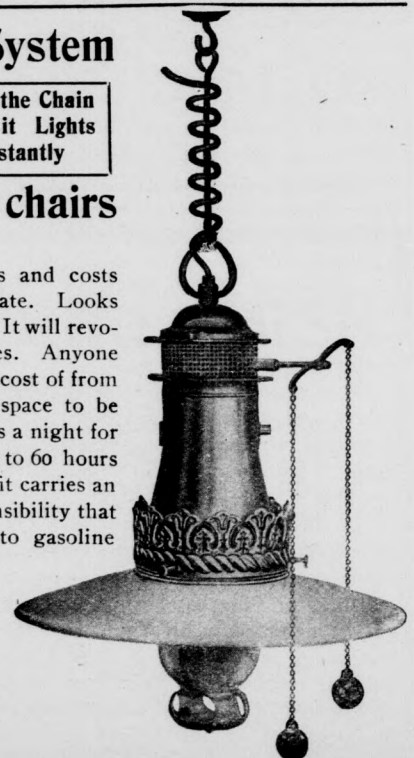
**GRAND RAPIDS, MICH.**

## 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





but in order to bring about this desirable result, your window must be attractive. It should be a delight to the eye and to the taste. A neat and properly constructed show-window display frequently creates a want of which the on-looker was not previously conscious. How many times does it happen that people in looking at show-window displays suddenly conclude they want something which they see exhibited and which they had not previously thought they stood in need of?

Correct and right window display means selling goods and more goods of the particular lines you have on display. Your show-window introduces you to many people, but it depends on your ability and display to hold and make most of such a wide acquaintance. There is much strategy in firing at the consumer as he moves along, but there is an infinite greater chance of hitting him if he is first brought to a standstill by something which pleasantly attracts, nor is it necessarily a matter of low price to bring about this condition.

Show-window dressing is, after all, not such a difficult thing as many people imagine. Any Hardware man who understands his business and the community in which he lives can make an effective display without preliminary instruction in the art other than that gained across the counter in his store. It is not necessary that a window should be expensively decorated in order to attract attention, but it should show the goods and be priced in a way the public will become interested in and like to see.

Some men seem to have the idea that window dressing is an exact science—that unless a man has made a special study of it, he can not make a success of it. They are wrong. Window display is not an exact science. All that any one knows is that the experts make it pay, and that others who are a long way from experts make it pay, too. Show-window display, when done in the right way and spirit and showing the right goods at the right prices, and backed up with good service and store system, and stuck to perseveringly, pays. There are many things in making a show-window display which every man must find out for himself, and the finding out takes time and is sometimes a long-drawn-out and difficult process. The hardware dealer is liable to start wrong, but if he does, he may be sure there is a right way, and that if he keeps on doing the best he can he will find it sooner or later.

Attractive show-window display is neither an art nor a science. It is just plain common sense, coupled with a natural or acquired ability to decorate or display with simplicity and force. The window dresser must first of all be a practical man. He should have a good knowledge of the common-sense laws that create desire and govern sales. He should have the knack of telling his show-window story with simple display, and yet with a forcefulness that attracts attention and creates desire that brings people into his store for

information, or better still, for the goods themselves. It is a great deal with window dressing as it is in vegetation. You must plant and watch the growth thereof, carefully watering and pruning and caring for the plant generally until it blooms and bears fruit. Attractive show-windows, if they are changed frequently and show up-to-date goods, will really work wonders in a business-bringing way, but like the growing plant, they require careful attention and proper and regular nursing.

Quite as important as the show-window display is the arrangement of the goods inside the store—the method of handling and displaying them. Any line of goods which includes many sizes and styles ought to be displayed for two reasons—your convenience and the customer's satisfaction. As a convenience, it saves time and labor of the clerks. As a satisfaction to the customer, it furnishes an opportunity for him to see all that you have and avoids his having a feeling that he might have bought something more satisfactory if he had been shown the full assortment.

Method of sampling or displaying goods on the inside is in itself a subject that is worthy of most careful consideration, but one principle ought to prevail in every method—place the samples where they can be easily seen and examined by the customer. A sample with the prices attached (marked in plain figures) is also a great advantage in aiding the customer to decide quickly on the style of article wanted. Goods on drawer fronts eighteen or twenty feet from the floor make a display, it is true, but of what use are they to the customer, unless brought within reasonable distance so that if he desires he can personally examine them.

A road salesman with a line of samples is more entertaining than one who shows only a catalogue—the samples speak for themselves, but what persuasive power is there in wood cuts and printed descriptions? Why do all the hardware stores sample their line of pocket knives and cutlery? How much cutlery business would be possible if a few samples were displayed and the other patterns shown only on request of the customer? This principle applies to all kinds of goods handled by the hardware trade with equal force and, of course, the execution of the idea should be extended more or less, according to the available space to be used. If you have never tried an extensive floor display you can have no true idea of the extent of floor display as an excellent sales promoter. As to the results financially, there is no question of success. Experience proves it in various ways—larger sales, better profits, the commendation of the public, the congratulations of your regular customers, greater interest among your clerks and a feeling of conviction in your own mind that the hardware business is not altogether a grind, but is really worthy of a man's best thought and furnishes many an opportunity of indulging in better systems, more attractive dis-

plays, and the lofty ambition to have a cleaner, neater and more attractive hardware store than your competitors.

Successful show-window and floor display, in a few words, is working out your own salvation and in your own way, provided always you use your best judgment and do the best you can; therefore, I say again, no man can tell another how he did it. The successful man attributes his success to his energy, to his location, to his prices, to his change of displays, to his store system and to this, that or other features of his business campaign, but down in his own heart he knows, and the other man knows, that after all he hasn't put his finger on the spot. That is, he can not make a rule from his own experience that he can recommend as a sure specific for others. The very best he can do is to help the other man put his house or store in order and get ready to prepare for the real struggle. Into that store, as in all other serious experiences in business life, he must go down alone and work out his own salvation.—G. H. Dishold in Hardware.

#### Clinched.

The insurance agent had exhausted his arts. With tears welling from his eyes and in a voice quivering with emotion, he had recited the harrowing tale of a widow and orphans in dire distress through the untimely death of their thoughtless protector. But the farmer was unmoved. "Nope; I guess I'll not take any to-day," he

said, and reached for his red bandana.

"But," said the wily agent, "with every policy go an almanac, a glug of Greenville, a brass watch, an accordion and a bottle of liver medicine, besides a brass band to head your funeral procession."

"Gosh ding!" came the reply. "Give me one. Nobody can ever say Joshua Hay neglected the welfare of his loved ones."

## Blankets and Fur Robes

This cold weather is just what is needed to move them. Send us your order to fill in before your stock is too low.

Quick Shipments

**Brown & Sehler Co.**

Grand Rapids, Mich.

WHOLESALE ONLY

## 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



## CLOTHING

### Advantages and Possibilities of the Clothing Trade.\*

I am engaged in the wholesale manufacture of men's clothing, an industry which has grown marvelously during the last few years, so that, as I am informed, it is to-day the second largest industry in the country, being only exceeded in the steel and iron trades. What can be done in elevating an industry or any branch of commerce can scarcely be better illustrated than in that of the clothing manufacturing field. It is easy to bring home this fact to University students, because they are recognized as the most discriminating and fastidious dressers, and are among the best patrons of the highest grade of ready-to-wear clothing. I may appeal, then, to your own experience and ask you to go back with me five or six years, and although you were quite young at that time, you may remember what a poor opinion was held in those days of a ready-made suit of clothes. A "hand-me-down" garment was almost synonymous for something that was inferior, to be despised or laughed at. To-day men who have had their clothes made to measure for years buy ready-made clothes because a perfection has been attained in them which is equal to the product of the best merchant tailor. The industry has been developed. The designer who creates the patterns and who ten years ago earned a salary of possibly \$4,000, if he was extremely skillful, receives to-day from \$10,000 to \$15,000 if he is of the first rank. The foreman of a tailor shop who in days gone by would get \$20 to \$25 per week earns from \$75 to \$100 now, and so I might quote ad infinitum. Ten years ago \$18 or \$20 was considered a good price for a ready-made suit of clothes; to-day they are considered of but medium grade, while a great many garments are retailed as high as \$40, \$50 and even \$60, and are veritable works of art. The entire standard of the clothing industry has been raised.

The sweat shop, which the sociologists justly denounced, has disappeared, and in its place are installed modern factories and tailor shops of the most hygienic character, furnished with welfare and recreation quarters for the comfort and health of the working people. One of our prominent manufacturers is now erecting a large two-story brick tailor shop of about 50,000 square feet on each floor, light and airy, supplied with the best improvements and almost luxurious appointments and provided with all the latest machinery and equipments. Large spaces have been fitted up as rest and dressing rooms for the women. The former are supplied with magazines and newspapers, where an agreeable half hour

\*Address by August Gatzert before Commercial Club of the University of Wisconsin.

may be spent during the noon recess or where an employe may find respite while temporarily indisposed. Similar quarters are provided for the men. A large dining room will be made ready where the employes may eat their lunches amid comfort and convenience, and where hot coffee may be purchased at one or two cents a cup. Similar improvements are made everywhere in the clothing manufacturing trade, with the result that the best of tailors and the most skilled hands are drawn to these better and more pleasing surroundings, because the best and most reliable class of artisans naturally seek the healthful and attractive workshop. Different from the conditions of fifteen years ago, the wholesale tailor shops of to-day are on a par with the most progressive and modern factories in the world. A trade which less than a generation ago was looked upon as rather inferior has been developed into a prosperous and prominent industry, employing thousands of hands at good wages and many of them in very remunerative positions.

Just as the advancement in the manufacturing branch of the clothing business has been marked, so the entire tone of the business has been raised and the general conduct of the industry improved. Prominent manufacturers have put forth a high class and resourceful system of advertising, thereby making their products known to the consumer. In magazines and daily papers large appropriations have been spent to make certain names and makes familiar to and popular with the public. Style books of excellence and often elegance are published at a great outlay and mailed by the manufacturer to all those persons whose names and addresses the different local dealers will supply; thus the people at large become acquainted with the names of the manufacturers, who, up to that time, were complete strangers. If the goods possess the merit (and that is most essential) which is claimed for them in the advertisements, they will eventually become popular and be sought. If of a conspicuous degree of excellence, the wares thus advertised will make a lasting impression upon a great number of people and almost compel a merchant to carry goods of a particular make in stock, in order to meet the demand on the part of the public. You probably have noticed the growth of these wholesale clothing manufacturers' advertisements in our leading publications, but who of you ever saw such an advertisement ten years ago? Nobody—no wholesale clothing manufacturer ever advertised. He tried to create a large demand for his goods entirely through the retailers, upon whom he completely depended. To-day thousands of people all over this country step into various stores and shops and ask for a suit of clothes of such and such a brand or manufactured by a certain firm. Nothing of this kind occurred ten years ago. You can readily see what a big step forward this advertising campaign has been. It has been an additional means of elevating and dignifying the industry.

Let us take up another feature in the conduct of the clothing business in which, like all other lines, rapid strides forward have been made—the sales department. The territories are divided up systematically and geographically among a number of men, each man being appointed for a certain field, instead of allowing special favorites to go anywhere and wherever they might happen to claim a personal friend or customer. The entire personnel of the clothing salesman to-day is different and of a higher type than it was ten years ago. Then we still had in a predominating degree the hale-fellow-well-met traveling man, who would sell his goods largely on the strength of his personal magnetism and friendship or by means of his liberality with cigars and similar attractions. That type of salesman is rapidly passing away in our trade, and is replaced by a more modern and versatile salesman, who will sell more goods than his predecessor did, by means of up-to-date methods.

He has been trained in the new school, and his success is not so much the result of his personal relations with the merchant or buyer as it is his mastery of the science of salesmanship. That science is indeed worthy of being developed to the highest degree, and I firmly believe in the good work that some of the schools are doing which have been established for the education of thorough-going salesmen. I do not know whether in your courses this particular art is taught; if not, it would seem to me that theoretical instruction in the ethics and practice of salesmanship would be well placed.

Whether a man sells clothing or whether he sells products of iron, whether he sells railroad stocks or grain, the same elements and power and means of efficiency should be cultivated to obtain the highest results. A salesman should have a thorough knowledge of the goods he sells; he must be competent, courteous, pleasing and persuasive; he must be able to make a prospective customer think what he wants him to think of his goods. He must have enthusiasm, and be able to impart it to the merchant. He must have that judgment which tells him how to appeal to a merchant, whether mentally or emotionally, because a merchant may be won over by one of these methods when he can not be reached by the other.

I know of a salesman who, in spite of repeated visits, could not interest a certain dealer; he never could get the right kind of an interview. Finally he called one evening at the store, just before closing time. The merchant's wife had called and was waiting for her husband. The salesman was introduced, and the conversation turned upon books. He spoke of some clever short stories he had just finished, and offered to send the book to the lady, which he did the following day. She returned it a week later with an appreciative note of thanks. On his next trip to that town the salesman had a very cordial reception from the proprietor of that establishment. It was easy for him



## WABASH STRIPE RAILROAD OVERALLS

THE IDEAL CLOTHING CO.



WARRANTED ★ NOT TO RIP

COATS AND CAPS TO MATCH  
MADE OF THE CELEBRATED GERMANIA  
PURE INDIGO DRILL, THE STANDARD  
INDIGO CLOTH FOR SEVENTY YEARS.  
**BUY THE BEST AT**

Your Name and Address  
Here

If you  
wish the  
above cut  
mortised  
for your  
name and  
address, to  
run in  
your  
local  
newspaper,  
please  
write us

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



to obtain an interview and permission to submit his samples. The result was a good order from a man who ever since kept a good account with the house. It was a clear case where a customer to whose mind the salesman could not appeal after repeated talks was readily reached through the heart.

There are cases of that kind every day in a salesman's experience, and it is up to him and to his intelligent understanding of human nature and of the requirements of the situation to make use of these opportunities as they present themselves.

I could line up before you a hundred of the salesmen who sold clothing on the road ten or fifteen years ago and select a like number of about the same age from those who represent the same houses to-day, and no further comment would be required. You would readily recognize through the appearance and impression of these men, who are typical of the industry which they helped to promote, what great progress has been made, how the industry has been developed.

Of almost equal importance to producing an article of merit and placing it properly on the market is the service you give to customers. A customer once made should never be lost; new ones should be added constantly. If old customers are lost as fast as new ones are made, you can readily see that there is little growth in prospect, while, on the other hand, a satisfied customer is the best recommendation that a house can have. While it is most essential that able salesmen should be sent out by a firm to sell and popularize the product, the work of the traveling man must be complemented by prompt, attentive and thoroughly satisfying service from the main office or warehouse. Let the correspondence between the house and the customers be of the most painstaking nature and be expressive of and typify the high standard and aim of the house itself, so that the latter may at all times enjoy the regard and respect of the merchant whose business is sought.

Let the merchandise that is sent out of the house go forward in a well put up parcel or a neat looking box or a substantial case. It should be marked plainly and cleanly (not slovenly) and the goods, whether the parcel be small or large, should be put up and packed in such a way that when they are opened they will at once disclose that attention and care to the little details which are so much appreciated by a customer. Even in these small things the broad character and thoroughness of the manufacturer should find an exponent. As a meal tastes better which is brought to the table with fine service, so the appearance of the merchandise is heightened when properly placed before you. All the printing matter that goes out of the house, down to the shipping label which is placed upon the packages, should be tasteful and correct and expressive of the entire system and high class service prevailing in the house.

My experience in executive posi-

tions has taught me that efficient and reliable service can best be attained by a thoroughly harmonious and intelligent working force, by bringing together and training a class of employees who have the welfare of their house at heart, so that the smallest details which are left to the newest employees will be attended to with the same scrupulosity as the greatest problems that may present themselves. You will find, after you have entered active service in the employ of others, that faithful work will be appreciated, not only from a financial point of view, but in the respect and consideration which you receive, which indirectly will help you to greater things sooner or later. The employer of the modern school surrounds himself with a force of employees that is thoroughly loyal, reliable and interested, and he will respect them in turn and train them in such a way that they will enjoy their work and have confidence in the future. The custom of being unreasonably strict is a thing of the past. While there must be discipline in every house, it should not be of the dictatorial kind, but of that nature which awakens the conscientiousness in the right person to put forth his best efforts at all times.

In the earlier part of my talk I referred to the joy that everyone should get out of his work to a greater or smaller extent, and that it can be done is very well illustrated. I am happy to say, by one of the prominent exponents in the wholesale clothing trade. Although not a rich man in the modern sense of the word, the President of the National Association of Clothiers, a man at the head of a well known, prosperous establishment of New York City, has devoted a great portion of his time within the last few years to public

welfare work. With each year he gives less of his time to his business and more of it to public matters, being a prominent worker in such agencies for good as the National Civil Federation, Societies for the Promotion of Peace among Nations, Settlement Work and other philanthropic movements. His name and good deeds have become readily known to us, and their beneficent influence is making itself felt among the members of our Association.

He told us in a recent address of the contentment he derives from this work, and urges us to likewise devote some of our time to the welfare of others and not to seek our highest ambition in the piling up of money. For the glory of the clothing manufacturers, I assert it is a further evidence of the development of our industry that we claim such a man as one of our leaders, and I mention it to you as a stimulant and example to be emulated. For although such an activity may be only for the middle and later years of a man's life, I recite these incidents to you as an incentive to perform your duty and enter into active business life not only as a business man, but as a broad-minded, public-spirited citizen of your country. There is no greater need nowadays in our public life than that of enlisting the sympathy and co-operation of the business man in civic and state affairs.

The man of commerce is inherently honest. The whole structure of commerce rests upon integrity and will not stand upon any other foundation. It is the man of business who is needed to-day in the offices of alderman, state legislator, congressman and senator, so that straightforward and practical measures should be put through for the good of the people instead of the politician. It is the

business man who should take the time to serve on the juries, to attend the primaries and to make a bold fight against the domination of our public affairs by professional politicians, whose main object is in search of gain and not the good of the community.

Our public conscience will improve until the business man inculcates his lessons and his practice into our public doings, and upon business men, especially those who have had the advantage of college training, such as you have had, is it incumbent to cultivate and exercise the duty of citizenship in the fullest measure. It is a happy sign that of late many of the college men, graduates of our great universities, take an active part in public life and their power for good has already been manifested. Graduates from a department of commerce especially should endeavor to make their influence felt for the public good, and thus induce others less fortunate in education, but associated with them in business life, to co-operate in behalf of honest, clean and effective legislation and administration in public affairs.

Step by step the plane of the clothing industry was elevated, and as one feature or department of the enterprise grew more perfect, so the others fell in line, until the business in all its branches became a field worthy of the best efforts of any of our citizens. The owners of some of the older houses are looking to the proper continuation of their efforts by giving their sons a thorough training. Several young men finished their education at various universities, took subsequently a course in textile schools and were then placed by their parents in tailor shops, where they will learn the actual sewing of garments, after which they will be

## You have had calls for HAND SAPOLIO

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

**HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.**

**Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.**



taught cutting and designing, and then after having mastered the technical features of the industry, they will be put on the stock floors and in the offices, and finally on the road, so as to thoroughly learn the business and master every detail of it before they will be called upon to assume the guidance and take the father's place.

I am selfish enough to hope that many of the graduates of the departments of commerce of our universities may some day seek the clothing industry for their vocation. I am sure that I am not advising poorly when I say that it offers to the man of ability, originality and ambition a broad and rich field for the unfolding of his talents. It holds out remunerative positions to the man of inventive genius, it will yield rich rewards to the creative spirit, and in its many-sided requirements it places no limit upon what the student endowed with resources and practical ideas may accomplish.

As the men's clothing trade has thus been developed, so the manufacture of women's wearing apparel is undergoing a change, leading from year to year to a better and higher stage. I have outlined more fully than I otherwise would have done the particular kind of business with which I am familiar, because it, like any other industry, may serve you as an illustration of what can be done by intelligent and coherent efforts. At that, I consider the ready-made clothing industry but in its infancy, and the same may be said of many other, if not all branches of commerce in our growing, prosperous country. Whatever active occupation you may engage in some day, no matter whether you become a manufacturer or a jobber, whether you will deal in bonds or whether you will sell the product of the soil, bear in mind and endeavor to always offer an article of merit. Let "Merit" be your watchword and your course is bound to result in your advantage. Whatever field you may enter, master it thoroughly. If some of you may engage in the manufacturing business, try and learn the trade from its very beginning and through all its various branches, no matter if it should retard your earning capacity a few years; the years thus spent will ultimately prove to have been a good investment.

There are room and need for talent in all houses nowadays, and it is idle talk to say that the opportunities that existed twenty-five years ago are no longer open for young men or women. I believe that they are greater than ever before, because, as I said of the clothing industry, so I believe that most of our industries are but in their infancy. The very fact that a great university like that of Wisconsin is blazing the way in opening a course of commerce for students shows that the higher development of our industries has but begun, and that great things are in store for the American manufacturer. Like the industries, so the country is but in its infancy and will grow and grow, to say nothing of the vast fields that will be ready to receive

our product in South America, Asia and all countries of the Far East.

It is up to you then, young men, who have the privilege of an education such as you are receiving, to lead our industries and commerce to the broader and more lofty paths, where they will occupy the highest place in industrial life and be symbolic at the same time of integrity and honor.

#### Profit By Personalities About You.

You, young man, who are beginning life in some business as one of a number of fellow employes, doubtless you find among your fellows some one above all the rest whom you admire and whose ways you are likely to copy unconsciously. What kind of a man is this? What is he doing for himself and for the business in which he is a salaried employe?

The thought struck me forcibly some time ago, when, in conversation with a man of great wealth, who had grown up in one of the famous houses of the country, this wealthy merchant spoke feelingly of the great obligations which he owed to the memory of a man long connected with that house.

"To John D. Merchandiser?" I suggested, interested in the look that had been in the speaker's face as he talked.

"O, no—no!" he said, hastily; "I was thinking of Williams, head of one of the great sections of the house. He died years ago, you know."

But I didn't know it. I hadn't known that such a man ever lived or had held a responsible place in the establishment.

"I'm not much of a church man," pursued my friend, "but some time ago when I was invited to speak to the children of a certain Sunday school I accepted the invitation for the reason that it was Williams' old church. I felt, you know, that if Williams were alive he would have wanted me to accept the invitation as I did. And I'm not sure that I don't owe everything of success that has come to me to that one man, William J. Williams!"

But did he? That is the point of this article.

Not every Tom, Dick, and Harry in the establishment had recognized Williams. It is not known that another man in the department saw in Williams those qualities which it was necessary to see in order that these Toms, Dicks, and Harrys might have profited by them as my friend profited. No matter what the value of the Williams influence and method was, Williams could not have proclaimed them from the housetop. He could not have worn his business virtues upon his sleeve and had them effective. That man who profited by Williams' example had to seek out and absorb unto himself those qualities which he saw of himself were good.

Which to me indicates that this former clerk who has risen to a figure in the financial world is entitled to quite as much credit for discovering Williams and the Williams

method and profiting by it as ever Williams was for the possession of these characteristics and this stimulation of a young man's energies and ambitions.

Doubtless this man Williams reflected in great measure the influences of some one with whom he came in contact early in his own business life. This power of personal influence too often is overlooked by the young man who ventures into life as a novice. All that civilization means for man lies in the curbing of the instincts of the savage and in adapting one's life to the men and things within his environment. A good father and a good mother may be the first and most lasting influence in this direction. But the home life may not be the worldly life into which the career of the young man must take him. Lack of the knowledge of conditions may serve in even the best of homes as a handicap to that young man whose home nevertheless looks to him to mark his success upon the world.

Here is the necessity for the young man's finding among his associates, if he can, some guiding personality who may influence him toward the end of his ambitions. If young men have found success in this studying of another man's personality and method, so many more young men have found failure in choosing as an influencing personality some individual whose unworthy character and point of view have led them upon the rocks.

John A. Howland.

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We are agents for Michigan and solicit accounts of merchants everywhere. Write for descriptive circular and advertising matter.

Grand Rapids Paper Co.

20 Pearl St., Grand Rapids

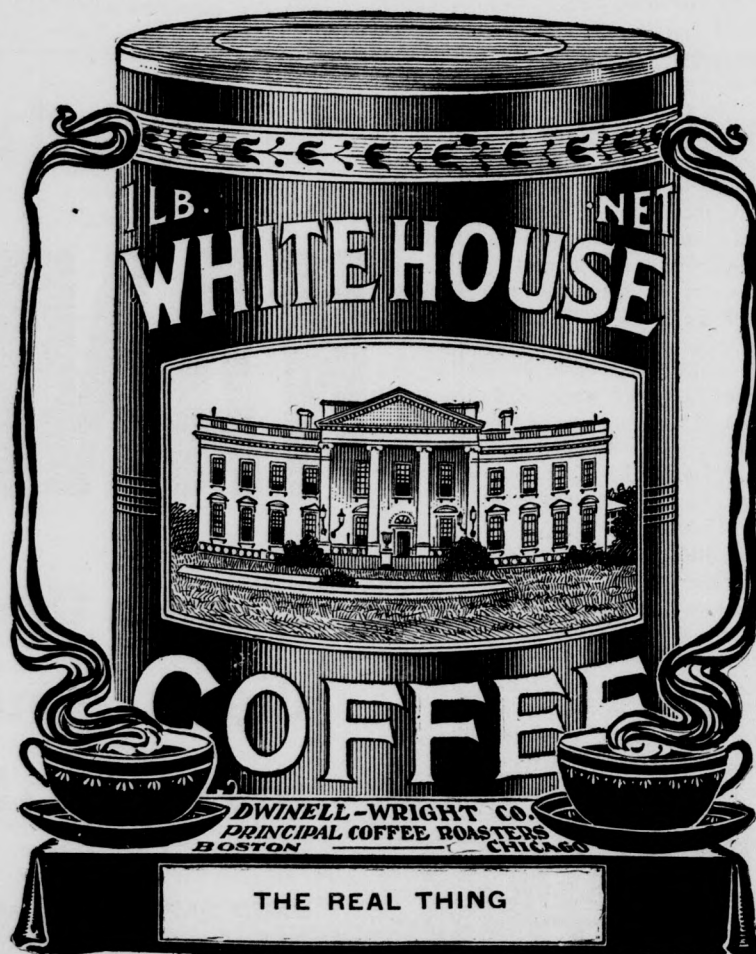
When you come to Grand Rapids drop in and see us. We sell automobiles

## The Franklin The Peerless The Babcock

and always have on hand some good bargains in second hand cars. We also handle carriages and harness and gasoline engines. Write us if interested.

ADAMS & HART  
47-49 North Division St.

## An All-the-time Winner





# SOME LEAKS

## Which Should Be Stopped by the Merchant.\*

We have in every well ordered business two objects for which we are continually striving—sales and profits—and when by any means we can advance one or the other we have good cause for congratulation. They have a direct relationship to each other and work hand in hand throughout the year to bring the balance on the right side of the ledger.

Last year I spoke on the profit side of the question as related to the sales, and I will only restate that a certain fixed percentage for business expense must come out of every dollar sold and that this percentage must be figured against the selling price of the goods and not their cost. But while all may have learned this lesson well by actual experience, yet at the end of the year the profit positively refuses to figure out along this basis and we wonder where it went.

I am between two fires in this subject as I do not wish to infringe upon Mr. Follmer's discussion of "Business System," nor upon Mr. Atchinson's "Special Sales Days." Yet one increases the profits and the other increases the sales, so I will take the middle line of certain business practices which have seemed to become a part of the implement and vehicle trade. I will call these items "leaks," and I will place them under four heads, debts, discounts, insufficient help and crowding your credit. Of course there are numerous other items, but they may be all roughly gathered under these heads.

Now, debts may be subdivided into three parts—time for settlement, time of payment and promptness. How many of us have gone out to start a machine, been successful and then either through forgetfulness or accepting a standoff, have carelessly left without securing a settlement? In nine times out of ten it has necessitated an extra trip to procure one and thereby caused a leak, for we could have been more profitably employed elsewhere.

Again how many of us permit a debt to go on our books when it should have been settled by note? When a farmer purchases a plow in the spring and desires you to wait until October for your pay, he is working on your capital and you are granting him an extra consideration in the purchase of that plow that is helping to enlarge one of the greatest leaks in the implement trade. Let any of you figure up the amount on your books in large accounts at the end of the year, compute your interest, place against the interest which you have paid for cash to meet your own discounts and you will become a strong opponent to the October credit system.

Everything in business depends on promptness. It should be the motto of every firm and individual in every business matter appearing before

them. By promptness in this connection I mean the prompt settlement on Oct. 1, or any date you may select, of all of your accounts. Teach your patrons that while they are welcome to credit, on the date you set you must have your settlement. If they can not pay then take their notes, but compel them to recognize your method of doing business. Did you ever have a patron trade with you this year, trade with your competitor the next year, paying you in the fall and returning to you the third year, while in all probability he was owing your competitor? You can likely save this man for a constant customer by making him settle at a stated time.

We now come to discounts; which it is good business policy to accept every one offered, because it adds to our profits. If you have a \$50 buggy on terms of 5-30 four months and note you secure a discount of \$2.50 if you pay in thirty days, which makes on the \$75 sale an extra net profit of 3½ per cent. If you do not take this discount you are paying at the rate of 20 per cent. a year for your money. Can you afford it? I have spoken about your compelling your customers to pay promptly at a stated time, but how do you treat your creditors? Do you pay an invoice that states terms of 2-10-30 in ten, fifteen or twenty days, or whenever you feel like it, and then deduct the discount? Now, gentlemen, let us be as fair with others as we would be with ourselves. Pay your discounted bills promptly, for it will return a profit in the increased friendliness between you and your creditor.

I am not going to ask for hands, but how many of you sweep out the store, build the fires, open the shipments, tend the books, answer the 'phone and then expect to come up bright and smiling to greet your trade? Economy is a strict essential in a successful modern business, but there is always the point where you may save a penny and lose a pound. You have only so much vitality and if you use this in doing a clerk's work around the store, how can you expect to interest your customer and close a difficult sale? Every dealer should take time to keep posted through the trade papers and by the salesman calling upon him on the conditions of trade and prices affecting his business. This last forms a prominent leak with a great majority and yet is the one most rarely considered.

Now, it should be the aim of every dealer to work up a good credit, and the best way to do it is by rational buying and maintaining a clean, evenly balanced stock. These salesmen will come around and by granting us an extra discount will induce judgment, and we ultimately find that the length of time necessary to move the order eats up the first apparent advantage of discount.

We should study the needs of each department. If the requirements of our trade enable a \$500 investment in buggies to procure a good assortment, why keep \$1,000; and again if one branch is not giving a just re-

turn on our investment we should look for some means to either increase the sales or reduce the stock.

Whenever we begin to crowd our credit, then we begin to pay a little more than our competitor who looks after these little details and then we open a leak which surely diminishes our profit.

Now we have gone over the more prominent leaks and I have tried to place a patch over them. Be prompt in your debits; take every discount possible if it is over the legal rate of interest. Do not try to be the whole brass band in your business, give some of the boys a chance. Do not try to buy and sell all of the goods in your community—give your competitor a chance and then you will find that a larger stream will pour out of the profit spigot.

## Little Story of Success.

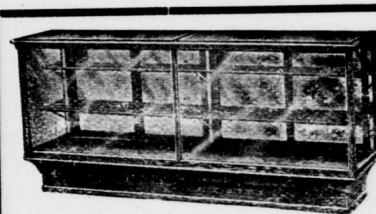
The next victim of our frenzied search for something new in the success line is Jabez Perkins, former humble farmer boy but now proprietor and general manager of the Crossroads (Ind.) Grocery and Emporium.

Mr. Perkins' success is a simple tale of perseverance, indomitable pluck, energy, intelligence, far-sightedness, willingness to work, industry, capability, thrift and a little dash of luck for savor. Little did he think as he passed the Crossroads establishment on his way home, as a youth, from the day's tussle with the plow or corn planter, that he would some day sit at his ease behind the counter on a barrel of Forex soda crackers, with his feet upraised on a

careful of assorted jewelry and neckties and swap tales of his younger days with the landed gentry. And yet that is what he has accomplished in forty years of tireless activity!

Mr. Perkins is somewhat modest about his achievements, as is to be expected in one of his attainments, but when pressed for a few words on the Essentials for Success, he said, as he unerringly shot a pint of tobacco juice at a receptacle some ten feet away: "Waal, I don't know as I ever stopped to figger it out, but I've chewed and smoked all m' life, and you see where I am. I'm not saying it would do as much for everybody, but I dunno."—Puck.

A niggardly purse in the pocket becomes a thorn in the side.



## A Case With a Conscience

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

The same can be said of our DEPENDABLE FIXTURES.

They are all sold under a guarantee that means satisfaction.

GRAND RAPIDS FIXTURES CO.

Grand Rapids, Mich.

Jefferson and Cottage Grove Avenues

# Dollars and Sense Both Say Buy the Angldile

Price **\$49.50** Scale  
Lowest The Best

Write to Angldile Computing Scale Co., Elkhart, Ind.

THE only first-class, high-grade Automatic Computing Scale ever offered the trade at a reasonable price. The Angldile is springless, automatic, 30 lb. capacity (10 lb. tare), has chart showing every penny of value in figures—no lines to count.

All the good features of all other scales and many new and exclusive ones are in the Angldile.

\*Paper read by L. C. Mount, of Homer, at annual convention Michigan Implement and Vehicle Dealers' Association at Saginaw.





### Womanly Progress and the Comforts of Traveling.

Somehow I never seem to get so clear an idea of what modern progress has done for women as when I take a little journey in the world and meet my emancipated sisters on their travels. Time was, and not so long ago either, when a woman could not stir from her moorings in her own home without she was convoyed by a man of war. She had to be "escorted" from Grand Rapids to Petoskey and, if necessity forced her to go a few miles alone, she undertook the trip with fear and trembling, and upon her arrival at her destination offered up prayers and thanksgiving for her miraculous escape. Hotels bestowed a cold, Klondike sort of welcome upon the lone woman traveler, even when they did not refuse her admittance outright, and she was generally looked upon with suspicion as an adventurous person who had better be at home.

Nowadays we have changed all that. The leisure class in this country is composed chiefly of people of the feminine persuasion, and a large and constantly increasing proportion of the traveling public is made up of women. In the sailing lists of ships her name leads all the rest, and on the sleepers she monopolizes the "lower middle" from Maine to California. No woman waits now for a man to "tote" her around on his arm. If she has the money and a desire "strange countries for to see," she packs her grip and buys her ticket and sallies forth as fearlessly and safely as a man, certain that for her benefit railroads have made special arrangements, and hotel clerks reserve the first floor front and their smartest smiles of welcome.

Also she is learning how to travel. Thanks be, the lady with the band box and the bird cage is almost as extinct as the dodo, and the practical new woman has learned that the nearer one can reduce her luggage to a clean collar and a tooth brush, the nearer she is to having solved the problem of comfortable traveling. Reforms are not worked in a day, however. There are still women who persist in going loaded down to the guards with an assorted miscellany of traveling impedimenta and we still have with us the selfish creature who appropriates the dressing-room in the morning and who massages her wrinkles and curls her hair, while her angry sisters beat on the door and anathematize her in vain; but happily she is not so numerous as she used to be and is giving away before popular clamor. There is also the woman who sits up in stony silence, and who rejects all overtures of her fellow-passengers with an expression that says as plainly as words that, "I suspect you, one and all, of being confidence people, and I don't hold anybody's baby

while they go out to lunch." She, too, is seldom seen now than formerly, and a worn traveler may cheerfully look forward to a future when women thrown together for a journey will show to each other the same consideration, friendliness and bonne camaraderie men extend to one another. I know an old lady who proudly boasts that she once made the journey from Grand Rapids to New York, and never spoke to a single person on the entire trip except the conductor and porter. It may have been proper, but how awfully stupid it must have been!

Probably there is no other feature of modern traveling that meets with such general approval as the dining car system. Formerly travelers had only a choice between the hard-boiled eggs and mushy cake of the cold lunch basket and the tough steak of the twenty-minute eating station, with indigestion and repentance waiting in either case. Now you may dine luxuriously and leisurely en route, with the car measuring off the miles of a comfortable journey between the soup and the coffee.

The real dining car is a complete hotel in miniature on wheels; but there are few of them—worse luck—running in or out of Grand Rapids, and what we are most familiar with is its under-study, the buffet car, where the porter resolves himself into the chef, and does mysterious things in the way of providing roast chicken and broiled beefsteak and bottled things for a hungry and thirsty public.

I confess that for me this miniature kitchen, with its tiny stove, and rows of plates and silver and glass tucked away securely in tiny cupboards, has always had a peculiar fascination, and so the other day when I was in Chicago I went down to the big, brown stone building on Michigan avenue where the hotel-on-wheels people have their headquarters, and asked them to tell me something about the housekeeping of a palace car. Down on the ground floor was a half-open door, from which drifted an odor of sugar and spice and everything nice, and in its midst, with his hands full of printed forms, stood the genial gentleman in charge of the commissary department.

It was a big room that looked like a department store. There were drawers full of silver knives and forks and spoons; and boxes filled up with silver teapots and coffee pots and chocolate pots. There were racks of dishes, enough to furnish scores of houses, with water glasses and beer glasses, and champagne and sherry and claret and whisky glasses, for the palace car patrons are fastidious people with a nice taste in table furnishing; and, in addition to silver and crockery, were stacks and stacks of groceries, and liquors enough to float a ship.

"You see," said the gentleman, doing the honors of his place, "that we have three distinct patterns in glass and china. This Haviland china is used exclusively on Southern lines;

this other on cars that run into Pennsylvania, while this other—the tree pattern—is only used on buffet cars.

"How do we furnish a car? Pretty much like you set a bride up in housekeeping. First, of course, after the car is completed, come the mattresses and pillows. Then comes the linen, which must be determined by the length of the run. Say there are twenty-four berths. For a trip that takes her out only one night she must have two sheets for each berth, two pillow cases, with half a dozen pairs for accidents, several dozen towels, and napkins and tablecloths. If the run is a long one, like to California, the supply must be multiplied by the number of nights, so you can see the linen item alone is enormous. No piece is ever used but once without being washed, and the number of pieces laundried in a year goes up in the millions. We have our own laundries, where all the washing for the cars coming into Chicago is done.

"Then comes the stocking of the pantry, so to speak. A buffet car carries fresh bread and eggs and butter and milk, which are supplied at the end of each run, or en route if they give out. Everything else is canned, but with the present system of canned soups and meats it makes it possible to give a good meal with no cooking beyond the heating. Everything, even to the coffee, is put up in tiny cans, each of which holds one portion," and he took down from the shelves little cans that looked like a thimble, but each of which

### W. J. NELSON Expert Auctioneer

Closing out and reducing stocks of merchandise a specialty. Address  
152 Butterworth Ave. Grand Rapids, Mich.

### 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.

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.

### 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.



held a big spoonful of pulverized coffee, and which is designed to be made by being poured into a bag and immersed in boiling water, something after the way we make dripped coffee.

"Meats, preserves, pickles, sardines, chocolate, are all put up in these special small cans for us," went on the chief commissary, "and when a car goes out it is charged with so many cans of each thing—chicken, sausage, vegetables, cheese, everything, you know—and when it comes back it is checked up, and must turn in the money or the goods. It is a vast and complicated system, but so perfect we can tell to a single cup of coffee what is consumed on the entire palace car system every day.

"Of course the dining car is run in the same way except that it is more elaborate, as on them we furnish a course dinner, and must provide fresh meats, fish, oysters and fresh vegetables. It is, of course, impossible to know beforehand what will be required and the loss from perishable food is enormous.

"What about the cleaning? Well, we are one degree ahead of the ordinary housekeeper on that score, as our sweeping is mostly done by compressed air. When a car comes in from a run we turn on a pressure of air that sweeps everything before it, and leaves the car spick and span. It is just like washing it out with a hose, except that we use air instead of water.

"It's a big business? Yes, and I often wonder if the traveling public ever think of the system, the work, the care and thought that are required before they can order a meal or a drink on a car and be served as promptly and well when flying through the country at forty or fifty miles an hour as if they were at home with a grocery and a saloon just around the corner. It's a big business to be housekeeper for a company like this," and the gentlemen sighed as he ran a practiced eye over a table filled high with packages, each of which bore the name of a car being provisioned for the night's run.

Dorothy Dix.

#### Didn't Doubt His Word.

An expert from the United States Bureau of Printing and Engraving had a peculiar experience at one of the Broadway hotels the other day. His mission being to study and compare certain engraving being made in N. Y., the Government attache never left or returned to his hotel without a small satchel, which he was careful never got out of his possession.

On receiving his bill from the clerk he tendered in payment a brand-new twenty dollar certificate. The clerk who tells the story carefully scrutinized it and then passed it back.

"What's the matter?" demanded the guest.

"I can't take that," replied the other. "I don't think it's good."

"Not good!" exclaimed the engraver. "Why, it's perfectly good. I made it myself."

"Yes," he was coldly informed, "you probably did."

#### No Women on Mail Trains.

Against women workers Uncle Sam is holding the bars high in a growing field of government work considered quite lucrative. In recent years there has been a big increase in office work of the railway mail service. It is produced by a great volume of correspondence, and in consequence there is a great amount of work for stenographers.

While much of it is of a nature that readily could be handled by women's hands and brains, no skirted worker is permitted to work in any of the offices. In a few instances a girl has been employed temporarily, but only when male stenographers were not to be had.

Now, no one considers a slender figure in a shirt waist and a rustling skirt fitted to shoulder a bag of mail and carry it the length of a car, to unstrap it and spill its bulky contents on a sorting table, to kick a ton of stuff out of a car door, nor to make a flying catch while a train is clipping off sixty miles an hour, but it is often wondered at that women do not handle at least some of the work in the district offices in the different divisions of the railway mail service.

In the eyes of the department a railway postal clerk is not eligible to any of the positions of the railway mail service unless he receives an appointment, having first passed a civil service examination, and no woman is admitted to this test.

Not long ago, during a rush of unusual business, a young woman was employed as a stenographer, after

considerable effort had been spent to secure a man to do the work. She was employed but temporarily. During all of the time she worked she never signed her name but by her initials, because no "Miss" or "Mrs." may be written on a pay roll of this department.

For some time women worked in the general office of the railway mail service at Washington, but they were turned out some time ago, and none are now employed, not even for tabulating or other work of that kind.

On a certain floor of the Chicago postoffice there is one head of a department who largely employs women. On the same floor there is another department conducted by another official who will not have a woman in the room.

If any of the old timers in the railway mail service are asked if they ever knew of a woman taking a run in a postal car they will hold up just one finger. Only one case is known about the big federal building.

"How did she handle the job?" is asked.

"Just as well as a man," comes the answer.

A few years ago the regular clerk of a one man run met with an accident and was unable to go out. The postmaster at the terminal postoffice had two clerks in his office, and both of them were women—his daughters. He told the younger one to go down to the depot, get into the car and make the round trip, and she filled the assignment. No one knows of any other instance when a petticoat-

ed clerk did the work of a railway postal clerk in the car.

J. L. Graff.

#### In the District Court of the United States for the Western District of Michigan—Southern Division. In Bankruptcy.

In the matter of Arthur M. Lichtenstein, bankrupt, notice is hereby given that the stock of merchandise, consisting of clothing, dry goods, notions, hats and caps, boots and shoes, and all other articles that are usually kept in a general store, together with the store furniture and fixtures, consisting of show cases, safe, etc., also all book accounts, of the said bankrupt will be offered by me for sale at public auction, according to the order of the United States District Court for the Western District of Michigan, on Wednesday, the 15th day of January, A. D., 1908, at 11 o'clock in the forenoon of said day, at the front door of the store building known as Lichtenstein's store in the village of Central Lake, Antrim county, Michigan. All of said property is now in said store building, at Central Lake, and the inventory thereof may be seen at my office in the city of Grand Rapids, Michigan.

G. Adolph Krause, Receiver.

Peter Doran, Atty. for Receiver.

Dated Grand Rapids, Mich., December 30, 1907.

Arguing with a fool is only augmenting folly.

The strong mind will not have a sore head.



## Joy over KAR-A-VAN

"The cup that cheers, but not inebriates."

Bringing health and happiness to the home, satisfaction to the buyer and profit to the retailer.

Every Ounce Guaranteed to Comply with State and National Food Laws

# KAR-A-VAN

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

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

Imported, Selected, Roasted and Packed by

## The Gasser Coffee Company

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

DETROIT BRANCH, 48 Jefferson Ave. CINCINNATI BRANCH, 11 East 3rd St. CLEVELAND BRANCH, 425 Woodland Rd., S. E.



## RICHEST AMONG NATIONS.

## Croesus Was a Pauper Beside Uncle Sam.

New Year's day is a good time to take account of stock and see where we stand financially as a nation. As a rule, the average newspaper reader does not like statistics, but here are some figures that everybody should read, because they mean so much. They measure our greatness as a nation and our prosperity as a people, and although they are so stupendous that the human mind almost refuses to comprehend them they carry a lesson that every citizen and every school boy should learn. Uncle Sam is richer than any other nation that exists or ever has existed. Croesus, King of Lydia, whose name has been a synonym for wealth for ages, was a pauper compared with him.

From the reports of the Bureau of Statistics, the Census Bureau, the Treasury and the Agricultural Department I have compiled a few significant figures showing the material development of the United States within the last thirty-seven years. I have selected the year 1870 as a basis of comparison, because that was the beginning of a new era in American commerce and industry that followed the civil war. Although the panic of '73 arrested the growth of the country for a time, the present period of development began then.

The population of the country in 1870 was 38,558,371, or 12.74 to the square mile; the population on the 30th of June, 1907, according to the estimates of the Census Bureau, was 85,593,303, or 28.28 per square mile.

The tangible wealth of the country, the true valuation of real and personal property, according to the census of 1870, was \$30,068,518,000, while in 1907 it is estimated at more than three times that amount, or \$107,104,211,917.

As far back as 1850 the per capita wealth of the United States was estimated at \$307.69. In 1870 it had more than doubled and was estimated at \$779.83. In 1907 it had almost doubled again, and has reached the sum of \$1,310.11 per capita, which proves that we are the richest people that ever existed. In other words, if the real and personal property belonging to the inhabitants of the United States could be equally distributed among them, each man, woman and child living on the 30th of June last would have been entitled to \$1,310.11.

In 1870 the deposits in national banks for the whole United States amounted to \$542,261,563, while on the 30th of September last they were \$4,322,880,141.

In 1870 the deposits in savings banks were \$549,874,358, while on the 30th of September, 1907, they were \$3,690,078,945.

Taking the two together and including all the banks—national, state, private and savings—the deposits have increased eightfold during the last thirty-seven years—from \$1,092,135,921 in 1870 to \$8,023,288,886 in 1907.

In 1850 there were only 251,354 de-

positors in the savings banks of the United States; in 1870 this number had increased to 1,630,846. One person in every thirty of the population was depositing his or her savings where they would draw interest. Today 8,588,811 persons, or almost exactly 10 per cent. of the entire population of the country, have accounts in savings banks—an average of one in every ten men, women and children in the United States.

The bank clearings for the entire country are not given for 1870. The earliest available figures are for 1890, when the total for the United States was \$58,845,279,505, which has increased to \$157,749,328,913 for the last fiscal year.

The national bank circulation in 1870 was \$288,648,081, while on Dec. 14 last it was \$675,231,305.

In 1870 we had only \$25,000,000 silver and gold coin. To-day we have \$1,233,705,869, of which \$756,665,869 is gold and the remainder silver.

The interest-bearing debt of the United States has been reduced from \$2,046,455,722, or \$60.46 per capita of population, in 1870 to \$869,603,010, or \$10.26 per capita, in 1907. The annual interest charges on the public debt have been reduced from \$118,784,960, or \$3 per capita of population, to \$21,628,914, or 25 cents per capita of population.

Notwithstanding the reductions in war taxes since 1870, the ordinary revenues of the Government have increased from \$395,959,834 in that year to \$663,140,434 in 1907, and the ordinary expenditures have increased from \$164,421,507 to \$554,422,589. This does not include the receipts or expenses of the postal service, which is almost self-sustaining. Last year the receipts from postage were \$183,585,005 and the expenses \$191,214,387, leaving a deficit of \$7,629,387 to be paid out of the treasury.

The total revenues of the Government in 1907 were \$846,725,339 and the total expenses \$819,840,150.

The increase in the pension roll has been enormous. The total in 1870 was \$28,340,202, and in 1907 it was \$139,309,514. The cost of the army in 1870 was \$57,566,675, and in 1907 \$122,576,465. The cost of the navy during the same period has increased from \$21,780,230 to \$97,128,469.

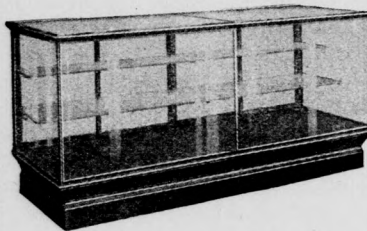
The imports of merchandise in 1870 amounted to \$435,958,408, and our exports were \$392,771,768 that year, while in 1907 the imports were \$1,434,421,425 and the exports \$1,880,851,078. In 1870 the exports per capita of population were \$9.77, and, notwithstanding the enormous increase in population, the per capita in 1907 was \$21.66.

The foreign commerce of the United States for the calendar year of 1907 has been larger than in any previous year in the history of the country, both in imports and exports, and our trade with every grand division of the world is in excess of any previous year. The imports during the eleven months ending Nov. 30 exceeded \$1,330,000,000, while the exports were worth \$1,716,000,000. If the increase continued during December the total of exports reached nearly two billions of dollars. The

exports for November were the largest for any single month on record and reached \$204,444,660, which was nearly seven millions a day. Our exports to Europe were \$40,000,000 more than in 1906, when they were larger than for any other year. Our exports to North American countries also gained \$40,000,000. Our exports to South America gained \$7,000,000, to Asia \$11,000,000 and to Puerto Rico, the Hawaiian Islands and the Philippines more than ten millions.

The increase in exports occurs chiefly in manufactured articles. The figures of agricultural exports remain about the same as in 1906, when they were the largest on record.

The internal commerce of the year was greater than ever before. On the Great Lakes and on the railroads the movement of natural products was beyond all comparison. There was a gain of 15 per cent. in the amount of iron ore shipped, a gain of 25 per cent. in coal and a similar gain in corn, wheat, live stock and



Our Crackerjack No. 25

Ten years of prosperity lies before us

## Up-to-date Fixtures Spells Success

Write for our new catalogue "A" showing the latest ideas in modern store outfitting.

**GRAND RAPIDS SHOW CASE CO.**  
GRAND RAPIDS, MICH.  
The Largest Show Case Plant in the World



## 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.

# Jennings' Extracts

Are you supplying your customers with Jennings Flavoring Extracts?

These are guaranteed to comply with the food laws and to give satisfaction in their use.

## Jennings Extract of Vanilla Jennings Terpeneless Lemon

None better, and they have proved themselves to be exactly as we claim.

Jennings Flavoring Extract Co.

C. W. Jennings, Mgr. Grand Rapids, Mich.

ESTABLISHED 1872





every other important article, while the freight charges averaged lower than for any previous year.

The year 1907 has been a record-breaker in every respect, and there is no reason or excuse for a financial depression.

The Government treasury was never in better shape. The report of the United States Treasurer for June 30, 1870, showed an available cash balance of \$150,096,000 in the treasury at Washington; the report for Dec. 14, 1907, show an available cash balance of \$259,762,309, without counting \$246,284,455 deposited in national banks and subject to the call of the department. This makes a total available balance of \$506,046,764.

Secretary Wilson in his recent annual report showed us that the crops of the farmers of the United States for the year 1907 were beyond all comparison and had a farm value of \$7,412,000,000—an increase of 57 per cent. in eight years.

In 1870 the value of the farm animals in the United States was \$1,554,960,149; in 1907 they were worth \$4,423,697,853.

In 1870 our farmers had 25,484,100 neat cattle; in 1907 they had 72,533,996.

In 1870 they had 8,248,800 horses; in 1907 they had 19,746,583.

In 1870 the wool clip was 152,000,000 pounds; in 1907 it was 298,915,130 pounds.

The wheat crop in 1870 was 235,884,700 bushels; in 1907 it was 735,260,970 bushels.

The corn crop in 1870 was 1,094,255,000 bushels; in 1907 it was 2,927,416,091 bushels.

In 1870 the cotton crop was 3,114,952 bales; in 1907 it was 13,510,982 bales.

The cotton mills of the United States consumed 857,000 bales of cotton in 1870 and 4,627,000 bales in 1907.

In 1870 we exported 958,558,523 pounds of cotton; in 1907 we exported 4,518,217,220 pounds.

The production of gold in 1870 was \$36,000,000; in 1907 it was \$96,000,000.

In 1870 the production of silver was \$16,834,000; in 1907 it was \$37,642,900.

In 1870 we produced 220,951,290 tons of coal; in 1907 we produced 5,312,745,312 tons.

In 1870 we produced 1,655,179 tons of pig iron; in 1907 we produced 25,307,191 tons.

In 1870 our furnaces had an output of only 68,750 tons of steel; in 1907 the output was 20,023,947 tons.

In 1870 we produced no tin plate at all. That item did not appear in the statistics until 1890, when a total of 2,236,743 pounds was reported. In 1907 we produced 1,105,440,000 pounds.

In 1870 we had a copper output of 12,000 tons; in 1907 it reached 492,637 tons.

In 1870 we operated 52,922 miles of railroad; in 1907 we had 222,635 miles in operation, and carried 815,774,118 passengers and 216,656,795,696 tons of freight. The statistics for freight and passenger traffic do not go back of 1890, when the railroads of the country carried 520,439,082 passengers and 79,192,985,125 tons of freight.

The average freight rate per mile

in 1890 was 93 cents and in 1907 it was 77 cents per ton.

There were 684,704 tons of shipping on the Great Lakes in 1870, which increased to 2,439,741 tons in 1907. The amount of freight passing through the Sault Ste. Marie Canal in 1870 was 690,826 tons; in 1907 the total was 41,098,324 tons.

In 1870 we had 28,492 postoffices in the country; in 1900 we had 76,688. Since that time, by the introduction of rural free delivery, the number has been reduced to 62,659.

There is no better thermometer of commercial and industrial activity than the Postoffice Department, for people do not write letters when they have no business to write about. The receipts of the department in 1870 for postage stamps amounted to \$19,722,222; in 1907 they had increased to \$167,982,783.

In 1880 there were 4,829 money order offices in the United States. In 1907 there were 37,500. In 1880 7,240,537 domestic money orders were issued; in 1907 the number was 62,069,783. Those issued in 1880 represented a value of \$100,352,818; those issued in 1907 represented a value of \$479,650,342.

There were 9,157,646 telegrams sent in 1870, and in 1907 there were 96,087,146 sent.

In 1870 5,871 newspapers were published in the United States, and in 1907 there were 21,735.

In 1870 the pay roll of teachers in public schools was \$37,832,566. The pay roll in 1907 was \$177,562,981.

The number of students in the universities and colleges of the United States in 1870 was 23,392. In 1892 the total had increased to 70,835—55,305 men and 15,530 women. In 1907 the attendance was 92,161 men and 34,243 women, a total of 126,404.

The average daily attendance in the public schools of the United States in 1870 was 4,077,347; the average daily attendance in 1905, which is the latest year for which we have statistics, was 11,481,531.

The total expenditures for public schools in the United States in 1870 was \$63,396,666; the total for 1905 was \$291,616,660.

The increase in wages per capita in the United States since 1870 has been about 32 per cent.; the increase during the last fifteen years has been 24 per cent.

The increase in the cost of food since 1870 has been about 22 per cent. The increase in the cost of food during the last fifteen years has been 14 per cent.—William E. Curtis in Chicago Record-Herald.

#### Rattle of the Riveter.

Charley's uncle from the country was in Pittsburg being shown the sights, he having come in the day before with a few loads of steers, Charley was doing the honors.

They were walking along on Wood Street discussing the tall buildings, when all of a sudden one of those rickety riveting machines began hammering away at top speed on the top story of a steel skyscraper building. The old man stopped as if he'd run against something. He turned his eyes in the direction of the sound,

but could make out nothing. When bewildered he turned to his nephew his eyes were fairly popping. "Great Scott!" he exclaimed, "but I'd like to see that woodpecker. It must be a whopper."—Philadelphia Index.

The world might soon be made good if only religious people would make good.

An annual sprint in religion will not do much good in the heavenly race.

## 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.

# 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.

# Coupon Books

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



Tradesman Company  
Grand Rapids, Mich.



## MAN WANTED.

## Sign Which Hangs Out at Every Door.

The world has a standing advertisement over every door that opens to any department of endeavor—an advertisement that is stereotyped on the block of every trade, that catches the eye of all who wish to apply. It is "Wanted—A man."

It is the true man that is wanted—the man who can dare and do, who is not afraid to assert the divine right of manhood—the strong, brave character who does his part to make the world better and brighter for his presence in it—one who, to use the words of Shakespeare, has the qualities so blended in him that all the world can stand up and say: "Here is a man."

It should be the highest ambition of every man to possess true manhood—that divine attribute which distinguishes the human from the rest of the animal creation and makes him the best and noblest object beneath the skies, the crowning work of an almighty hand.

To be a man includes something more than to live to be 21 years of age and attain the physical proportions of a full growth; there must be present those indefinable characteristics which make their possessor a living force in the world and enable him so to live as to be able to benefit himself and do good to others.

The old Latins had two words to signify a man, "vir" and "homo," but the latter was taken simply as man in the abstract, a generic term for the race, while the former specified the individual and meant strength, power, or, in its best application, "hero," a person who did brave deeds and exhibited his manly qualities before his fellows.

And that is just what every man should be—a hero, one who triumphs over his own passions, rises above his own weaknesses of fallen nature, and proves himself worthy of his God-given mission as the highest development of creative power and wisdom.

More than three thousand years ago the old prophet, Jeremiah, said: "Run ye to and fro through the streets of Jerusalem and see now and know and seek in the broad places thereof if you can find a man."

What manner of man was this to which the prophet referred? Was it not he who was free from the sins and corruptions of the time, who could look his neighbors squarely in the face without flinching or trace of fear, strong in the consciousness of his own rectitude and conduct?

From the earliest ages of the world there has been a premium placed on true manhood. Philosophers in olden time complained that human beings were plentiful, but men were scarce. However, the philosophers and prophets and poets made their ideal too high and their conception of what man ought to be too lofty.

I have no sympathy with the ancient cynic of whom the story is told that, on being ordered to summon the good men of the city before the Roman censor, he proceeded immediate-

ly to the graveyard and called to the dead beneath, explaining that he knew not where to find a good man alive.

Nor do I subscribe to the views of that gloomy sage and prince of grumblers, Thomas Carlyle, who described the population of his country as consisting of so many millions, mostly fools, and who could speak in praise of nobody but himself, and in the end of Mrs. Carlyle, who truly deserved all the praise meted out to her for forbearing so long with the eccentricities and truculence of her overbearing husband.

When any one complains, as Diogenes did, that he has to hunt the streets with a candle at noonday to find an honest man, we are apt to think that his nearest neighbor would have quite as much difficulty as himself in making the discovery.

If you really are so pessimistic, so misanthropical as to think there is not a true man living, give such a thought no tongue; for appearance's sake don't mention your views until you yourself are dead.

James A. Garfield, when a youth, was asked what he wanted to make of himself, and he replied: "First of all, I must make of myself a man—if I fail in that I shall fail in everything else." He was right. Failure in manhood means failure in life; it is the one thing necessary to mount the heights of success. The world needs men in the true conception, there always is room for them, and they quickly are picked up; they have not to hunt around looking for jobs; the jobs always are after them, and they fit in all places.

When Apelles set himself the task of painting the portrait of a perfect woman he traveled all over Greece to study the different types and lines of beauty, getting a full eye here, a shapely nose there, a symmetrical ear in another place, and so on with all the other features. Then he studied the other physical proportions, and finally the bearing, poise and contour, until he was able so to arrange his parts as to produce a composite picture as near to the necessary requirements as possible.

It is in this way that the coming man must get together and absorb into himself all the good qualities of others, their virtues, strength, beauty of character, and all the features that go to make up a true manhood, rejecting all that are unworthy, ignoble and despicable. Thus will he be raised to the highest power and his whole being respond to the most delicate touches of nature.

Good seed when sown on poor ground may produce but a poor crop; however, the soil can be so cultivated, improved and enriched that it will bear a fine fruition and produce an abundant harvest. So men can be cultivated, too, to bring forth the fruits of a glorious manhood, which are self reliance, independence, strength of character, nobility of soul, purity of word and action, faith, hope, charity, love to all, kindness for the unfortunate, compassion for the suffering, pity for the oppressed, mercy for the weak, the will to assist those in need and the desire to do

good to all irrespective of any consideration of personal feeling or gratification.

Manhood, remember, overtops all other titles. It is the noblest crown a human head can wear, far to be preferred to the golden, diamond decked baubles that surround the brows of kings and emperors.

Character is power, it needs no recommendation, it is its own credit. The men of character are the safety valves of business life and the conscience of society; they, and not the courts, guarantee the execution of the laws.

What are the great names known to avarice as compared with Washington, Lincoln, Grant and McKinley!

Men of manhood live in the hearts they leave behind, and do not die, merely pass on to higher, holier spheres of being.

Madison C. Peters.

## Careless.

Mrs. Gaddie—My husband's so slipshod. His buttons are forever coming off.

Mrs. Goode (severely)—Perhaps they are not sewed on properly.

Mrs. Gaddie—That's just it. He's awfully careless about his sewing.

Every Sunday prayer waits for a Monday amen.

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Capital and Surplus  
\$1,200,000.00

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THE NATIONAL  
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GRAND RAPIDS

Forty-Six Years of Business Success

Capital and Surplus \$720,000.00

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

MANY FIND A GRAND RAPIDS BANK ACCOUNT VERY CONVENIENT



### Case Where Working Overtime Paid Well.

The young worker who has the interests of the firm at heart even during his leisure hours often will find chances to distinguish himself where the "hail fellow" who "works when he works and plays when he plays" will be blind to the opportunity.

Sam Brown, a traveling agent of the Empire Guaranty company, was a young man who didn't forget business the minute the day's work was done and because of this he found his chance to distinguish himself.

One day Sam dropped off the train in a boom town of the southwest. This little town had few resources, few inhabitants, but great expectations. As the trains on the little branch road that ran out of the town were infrequent Sam had several long hours of waiting before him. Although this town was not in his district and he had no especial interest in it, Sam tried to pass the time by walking about and seeing the sights—to wit: the town pump and Macawber's general store.

On all sides, mixed with the less important topics of the President's policy and the price of grass fed steers, he heard talk of a street car line that was to be built in the town. Such talk in so small a town interested the young agent, as he could not understand how such a street car line could pay or what capitalist would be so foolish as to invest in a wildcat scheme like that.

Sam was busily hunting for information on these points when he met Carson, the promoter of the car line. In response to Sam's queries Carson replied that the bonds of the Bolivar Street Railway company were to be purchased by the local bank, and they were to be guaranteed by the Empire Guaranty company. This statement astonished Sam, especially as he never had heard of his company being engaged in a scheme of this kind. He decided to ask the local agent of the Empire company about the matter.

On reaching the local office Brown found that the agent was out, but the stenographer, a woman of striking appearance and apparently of great force of character, informed him that she could give him any information he wished.

Sam told her that he was the representative of a firm of bond brokers and he had been sent out to look over the local situation in order to inform his company of the advisability of buying the street car company's bonds. He asked her if it were true that the Empire Company guaranteed the bonds. On receiving an affirmative reply he asked for the power of attorney, which gave the local agent the right to sign the issue of bonds on behalf of the Empire company.

The stenographer produced a regular power of attorney such as Sam's company issued to the local agents, but Sam observed that it had been tampered with, parts having been erased and filled in evidently by the use of a stamp or a small printing press. The forgery was so

well executed that it might have deceived any one not familiar with the forms of the bonding company. Sam pretended to be satisfied with it, but declared that he would have to talk the matter over with the local bankers before reporting to his firm.

A few minutes' conversation with the president of the bank convinced Sam that the banker was not allied with the grafters, but had been deceived by them. In order to make the scheme appear regular, Putnam had left at the bank the correspondence that was supposed to have passed between the local office and the home office of the Empire company. These letters proved to be forgeries. Putnam had obtained some of the stationery such as the home office used, and had carried on an extensive correspondence with himself. The letters supposed to be from the home office were signed with a woodcut stamp of the Empire company's president, as was customary.

Having gathered this information Sam hurried to the telegraph office and wired the particulars of the case to the Empire company's president. Then, giving up all hope of catching his train, he went to the hotel to await a reply.

Here the woman in the cast again appeared on the scene. The beautiful stenographer, as Sam had suspected, was the brains of the grafting gang, and, having in some way guessed Brown's purpose, she offered to give him a share of the profits of the deal if he would not "peach" on them. Of course, Sam refused to enlist.

She scarcely had left the hotel when Brown received a telegram from the home office instructing him to have the local agent and the stenographer arrested. The local agent and the promoter were so well thought of and the people of the town felt so much pride in their proposed street car line that at first Sam was unable to get a warrant issued. By the time the warrants were issued Putnam and the fair typewriter had taken a train for that home of the thieves called "parts unknown."

At first Sam was at a loss to know how the stenographer had learned that he was connected with the Empire company. But finally he remembered that when he was in Putnam's office he had in his pocket an envelope of the company with the trademark exposed and any one familiar with this could distinguish it even at a distance. From this evidence of his identity she had gotten her hunch.

This little piece of detective work raised Sam high in the estimation of the officers of the Empire company, and, what is more to the point, it raised his salary.

Andrew Monroe.

### A Little Higher.

Lawyer—I can get you a divorce without publicity for about a hundred pounds.

Society Woman—How much more will it cost with publicity?



\$\$\$

THE NATIONAL DEBT could quickly be paid with what the merchants of this country could make and save if everyone would install the AMERICAN ACCOUNT REGISTER and SYSTEM. We are not talking of 1% or 10% but of 500% when we talk about what you can make and save on your investment by buying an American.

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Investigate the American and see what it can do for you. It is the only Account Register in all the world that both makes and saves money for its users.

### The American Case and Register Co.

Alliance, Ohio

Cut off at this line.

Send more particulars about the American Account Register and System.

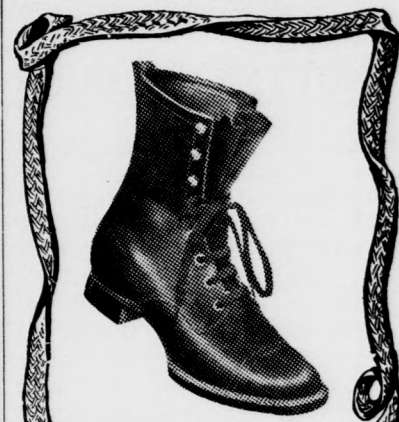
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8 inches high, Blucher cut, Klondike Hooks and Eyelets, Double Sole Standard Screw. Carried in stock.

### The Shoe Dealer on the Fighting Line

The man well up in the front, who aims to lead in his business, must carry a line of shoes that will stand the hardest kind of tests: fierce competition—the criticism of his trade who expect the best wearing shoes in the world from his store.

For such a man "H. B. Hard Pans" are really indispensable. Built strictly on honor. Eyelets that won't pull out; never rip shanks; soft, durable upper stock that will stand the roughest wear.

Good for a whole lot of service.

Don't you think it worth while to connect with such a line? Costs a postal to learn the advantages of the original H. B. Hard Pans.

### Herold-Bertsch Shoe Co.

Grand Rapids, Mich.







### Observations of a Gotham Egg Man.

The date of this issue, coming at the very beginning of the month, makes it impossible to present the statistics of storage stocks for the close of December. In this market the indications are that our total to carry over will not exceed about 160,000 cases against about 115,000 last year; in Boston the stock to carry over will not be far from 65,000 cases against 56,000 last year. Philadelphia will probably show a considerable excess and Chicago also. But there is now a pretty heavy momentum of consumptive trade, stimulated by the low prices of stored eggs prevailing for more than two months and even with moderate winter weather hereafter there seems a fair prospect of a clearance of the reserve stock before the beginning of spring flush.

A matter that certainly looks like a disreputable piece of business came to my notice last week, which ought to be repeated for the general benefit. Under date of December 18, De Winter & Co., of this city, received a letter from Center Produce Company of Center, Mo., saying that 33 cases of eggs had been shipped, expressing the hope that they would bring 32c a dozen, and promising further shipments. A draft was made at the rate of \$6.90 a case. Later invoice was received for 15 and 39 cases under date of December 20. Upon receipt of the bills of lading for the first and second shipments De Winter & Co. paid the drafts on those lots, there being every evidence in the correspondence that the stock was fresh unless it was a case of plain fraud.

The first lot arrived on December 26; two cases of the second lot arrived December 27 and the balance, 13 cases, on December 28. All proved to be very inferior refrigerator eggs, having upon the cases marks and numbers indicating that they had been carried in Chicago cold storage. Tags addressing the goods to De Winter & Co. had been tacked on the cases over and concealing the cold storage numbers—pointing plainly to intentional fraud. The eggs were sold at a range of \$3.60@3.90 a case. The third lot of 39 cases invoiced has not turned up.

The possibility of fraudulent imposition of this kind would not exist if receivers exercised the same care in paying advances that they recommend to shippers in making consignments.

In regard to the heavy decline in prices for fresh gathered eggs that has occurred during the past ten days or two weeks it is not difficult to show that such a drop in values is entirely natural under the general conditions prevailing. In fact it was forecasted pretty accurately in our issue of December 18 when warning was sounded that unless some radi-

cal change in weather conditions should occur we must look for a decline of 6@8c a dozen before the close of the year.

During the season of greatest scarcity of fresh eggs in November and early December the demand for new eggs must, of course, be cut down to correspond with the small quantity available, and this is accomplished only by raising prices to the appropriate high point where the balance of supply and demand is effected, and the great bulk of the trade thrown upon storage eggs. But a mild December always causes an increase in production and it is known to all dealers that any material increase in receipts of fresh goods, after the demand for them has been cut down to the minimum, will result in at least a temporary accumulation somewhat between receivers and retailers. It is also known that in order to stimulate any larger actual consumption prices must be considerably reduced and so, with the first sign of accumulation in first hands there is absolutely nothing to stay the downward course of prices until they fall to a speculative point—or a point at which, in view of the chances of the future, holders are willing to carry a surplus. In the recent slump this point was found when the market had fallen to 24@25c for good to fine fresh gathered stock. While speculative demand was not found at any higher figure it proved to be rather more than enough, at these prices, to absorb the quantity of fresh eggs arriving, so that at the close the market shows a firmer tone and a slight recovery in prices. But the position is still unsettled. Doubtless the occurrence of severe wintry weather in producing sections would now increase the speculative firmness, while, on the other hand, a continuance of open weather in the south and southwest might easily result in larger supplies than could be moved into consumption even on the present moderate level of prices.—N. Y. Produce Review.

### Quick Work in Rebuilding.

Bay City, Jan. 7—Just four months to a day after the destruction of the W. D. Young flooring, planing and sawmill plant by fire, the first logs were cut in the new mill. Only the sawmill is completed. The flooring and planing mills will not be completed for some time to come. The new plant will cost much more than the one destroyed by fire, which was valued at \$150,000. It has fully one-third more capacity and the company will employ about 100 men more than before the fire, or a total of 450. All the machinery is driven by individual direct-connected motors, in the sawmill as well as in the other departments. The company has its own electric plant and is now installing a powerful pumping station on the river bank to supply a private fire fighting system. It will also organize a fire brigade, as it is located on the edge of the city limits.

They hear best the angels' songs who listen for earth's sighs.

### 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.

**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, Cabbage. 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.

### Office Stationery

Letter, Note and Bill Heads  
Statements, Envelopes, Counter Bills  
**Tradesman Company**  
Grand Rapids



## 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**

Citizens Phone 5166

We are in the market for

Bell Phone 2167

**Onions, Apples, Potatoes, Cabbage, Etc.**  
(Car Lots or Less)

Write or wire us what you have to offer

**Yuille-Miller Co., Grand Rapids, Mich.**

### Have You Any FRESH EGGS?

We want all the strictly "fresh gathered" eggs and good dairy butter you can ship and will pay highest prices. Phone when you have any to offer. Ship us your rabbits.

References: Commercial Savings Bank, Michigan Tradesman.

**Bradford-Burns Co.** 7 N. Ionia Street  
Grand Rapids, Michigan

### Be Conservative

and ship to a conservative house—you are always sure of a square deal and a prompt check.

**L. O. SNEDECOR & SON, Egg Receivers, 36 Harrison St., New York**

**ROLL BUTTER FRESH EGGS } ALWAYS WANTED**

13 Years' Square Dealing

**F. E. STROUP, Grand Rapids, Mich.** Successor to Stroup & Carmer

### OFFICERS—DIRECTORS RESIDE ANYWHERE

ARIZONA corporations can keep offices and do business anywhere. No franchise tax. Private property exempt. Complete incorporation \$50. RED BOOK of full information and annotated laws FREE. Valuable work on "Corporate Management" given each company.

**THE INCORPORATING COMPANY OF ARIZONA** Box 277-L Phoenix, Arizona  
References—Valley Bank and Home Savings Bank.





### Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Jan. 4.—The feeling of firmness which has characterized the coffee market for some time continues and seems more marked from day to day. This, of course, in a speculative way. The actual spot market remains pretty much unchanged from day to day, although it is quite apparent that holders are making no concession. The trade is more cheerful and look for a steadily increasing volume of business from now on. In store and afloat there are 3,861,887 bags, against 4,086,307 bags at the same time a year ago. At the close Rio No. 7 is well sustained at 6@6½c. Mild coffees have met with good demand in a jobbing way and the undertone is firm, although no noticeable change has been made in quotations. The tendency, however, would seem to be toward a higher level.

The year in the tea market here opens mighty quiet. Sales are of the smallest possible quantities and interior trade seems to be so well supplied they are making no purchases except in the way of cheap sorts of Congous and Formosas. Quotations show no change.

The anticipated advance in refined sugar took place Friday and an advance of 10 points was made, so that granulated is now 4.80c. The demand is only moderate and almost all the business has been in the way of withdrawals under previous contract.

Rice shows greater activity and quite a good deal of enquiry has been made as to the future. Stocks in the hands of the grocery trade are believed to be well reduced and quotations are well sustained. Prime to choice, 5½@6½c. Southern mills are apparently asking more than New York quotations and brokers' offers are being declined.

Spices are doing better. Orders are coming in in a satisfactory manner and rates are well held. Some good-sized lots changed hands, although, as a rule, small quantities were taken.

The molasses market is firm, although the amount of business is said to be rather below the normal of previous years. Stocks are not especially large, although there is no scarcity. Good to prime centrifugals are quoted at 22@30c. Open kettle, 34@42c. Syrups are unchanged.

In canned goods tomatoes again occupy the center of the stage. From day to day there has been increasing call for the goods and the past week has witnessed some quite large sales. While the usual run is quoted at 85c for standard 3s, it is thought some reduction from this has been made in certain instances. Corn is dull and few sales have been reported. Maine pack, of course, is selling well and no large amounts

seem to be held. Peas are moving in the smallest possible manner and prices are unsteady.

Butter grading fancy is mighty scarce and quotation is very firm at 30c. Extras are worth 29@29½c. A large part of the butter arrivals is said to be deficient in quality and only by a stretch can it be made to pass for the grades it is bought under. Firsts, 26½@28c; held stock is working out at 25@28½c and some lower at 22@23c; imitation creamery, 20@21c; factory, fairly steady at 18@18½@19c; process specials, 22½@23c; extras, 22c.

Cheese has met with fair enquiry at practically unchanged quotations—15¾c for full cream small size. The stock of cheese in this market January 1 amounted to 110,671 boxes of both large and small, against 121,050 boxes same time a year ago.

Eggs are firm for top grades and nearby grades are quoted at 32@34c. Fresh gathered Western are firmly held at 28@29c for extras and 27c for firsts. Refrigerator stock works out at 15c through every fraction up to 19c.

#### Would Not Compromise.

A German traveler who tried to pass a meal ticket on the train was told by the conductor that he would have to pay the regular fare of 35 cents. The German argued and refused to pay more than 25 cents, whereupon the conductor stopped the train and put him off.

In a twinkling the traveler ran ahead of the engine and started to walk on the track. The engineer blew his whistle violently, but the irate German turned, shook his fist and called out: "You can vistle all you want to; I won't come back."

#### The Big Catalogue.

"I suppose you go to the city at least once a year?" said the summer boarder.

"I used tew," replied the old farmer, "but I ain't been thar fer nigh onto three years neow. Since we got rural free delivery I kin git bunkoed jist as well by mail, b'gosh!"—Chicago News.

A living exponent of the Bible is worth any number of the best expositors.

## STRIKE

while the iron is hot.  
Don't wait until your business suffers or a member of your family falls ill.  
Order that telephone NOW.

"Use the Bell"

IT  
PAYS



CALL  
MAIN  
330

## L. J. Smith & Co., Eaton Rapids, Mich.

Manufacturers of

## Egg Cases and Egg Case Fillers

WE can always furnish Whitewood or Basswood Sawed Cases in any quantities, which experience has taught us are far superior for cold storage or current shipments.

Fillers, Special Nails and Excelsior, also extra parts for Cases and extra flats constantly in stock. We would be pleased to receive your inquiries, which will have our best attention.

## Apple Butter and Tomato Catsup

Are Seasonable Appetizers  
We Manufacture and Sell Both

C. D. CRITTENDEN CO.

41-43 S. Market St. Both Phones 1300. 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

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 1872

## Potato Bags

new and second hand. Shipments made same day order is received. I sell bags for every known purpose.

ROY BAKER

Wm. Alden Smith Building

Grand Rapids, Michigan

ESTABLISHED 1876

## 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.



## VALLEY CITY BENT KNEE BOBS

No. 6 Bobs finished and painted (no body) with shafts 1½ \$17, 1¼ \$18, 1½ \$21. (With pole and no shafts \$2 extra.)

Bodies now in use can, with very little work, be fitted and changed to these bobs and you have a first-class sleigh with sleigh track. They have been universally adopted by all the dry goods, grocery, confectionery and laundry trade.

Sherwood Hall Co., Ltd., 26 North Ionia St., Grand Rapids, Mich.



## TRADE IN FOOD PRODUCTS.

## We Consume Over a Billion Dollars a Month.

The dark cloud hovering over the world of finance, trade and commerce has barely let its shadow fall on the business of distributors of food.

The volume of trade in 1907 exceeds the wonderful record of 1906, then high water mark. The year opened with an optimistic feeling pervading grocery trade circles which reflected itself in the heaviest buying on contract for future delivery ever recorded. The relation of supply to demand has been so close that market values ruled firm, and in the case of preserved fruits and vegetables much higher, owing to short crops. The grocery trade rarely indicates a period of depression, because 85,000,000 of people at home are to be fed and innumerable millions in foreign countries are forced to rely on the United States for a good part of their supply of food products, so much so that more than five hundred million dollars' worth of foodstuffs were exported for the year ending June 30, 1907.

Hard times or long periods of depression do not decrease the volume of business in food products, but they change its character, as consumers drop luxuries, dainties and the more expensive foods, using more freely staple articles of diet—selecting those of comparatively low cost.

Every year increases the demand for package goods and articles prepared in factories for immediate use, such as soups, mince meat, catsup, preserves, jams, jellies and almost every perishable article that can be hermetically sealed in tin cans or glass. Every factory of established reputation has been overtaxed to meet the requirements of 1907. At times condensed milk was in very short supply, and even the makers of mince meat were forced to employ the full capacity of their plants in order to meet the consumptive requirements.

The farmers have had a quick market at high prices for everything they have had to sell, whether poultry, eggs, orchard products, vegetables, dairy products or cereals. Never before were producers of the United States so amply rewarded for their industry. One can imagine how conditions would be changed were the foreign demand reduced to any marked extent. There was no general failure of crops, unless the loss of the peach crop in Georgia and along the Atlantic seaboard is made an exception, but the loss to the peach raisers of the Atlantic and Gulf States resulted in a higher return to the peach producers of the Pacific Coast and other sections having a fair supply. Our country is so large and its climate and soil are so varied that the total failure of any great crop is very unlikely to be recorded.

The favored producers are estimated to have received during the last nine years fifty-three billions of dollars as the reward of skill and industry. The year 1907 surpassed in results those of 1906 in the value of farm products harvested, estimated

by James Wilson, Secretary of Agriculture, to be worth at the point of production \$7,412,000,000, a sum so vast that it is difficult to compass in the mind what it means in the way of business activity to raise, prepare for market, transport, manufacture and distribute perishable products worth such a sum. It is beyond the power of the human mind to comprehend. It compasses commerce with the world; it furnishes the raw material for thousands of factories and is the backbone of prosperity.

As a Georgia grocer remarked, "You can't keep this country back when such crops are raised and marketed at good prices."

The cost of food to the people of the United States at a low estimate is twelve and one-half billions yearly, based on a per capita expenditure for food of two dollars and fifty cents

ago. Expenses are higher; profits normal."

The Secretary of the Philadelphia Retail Grocers' Association, within which is a co-operative buying organization with several hundred retail grocers active members, says: "The year just closing has been one of the best in the history of the grocery trade. The volume of business is far in excess of that of 1906; the financial flurry halted distribution slightly. The trade is in a healthy condition, retailers paying bills promptly."

The President of the Wholesale Grocers' Association of New York and vicinity, F. W. Hannahs, says: "I am pleased to advise you that the grocery business for 1907 has far exceeded that of 1906. We believe the prospects for 1908 are brighter. The ratio of expenses to profits has been larger. Collections are good. The

profits above the average, the market having been favorable for buyers. Collections have been very good to date. The food laws are considered to work for the good of the trade. Some annoyance has been experienced in order to have labels technically correct and so as to meet the requirements of the varying regulations of the States. Chicago, St. Paul, Minneapolis, Atlanta, San Francisco, Baltimore, Los Angeles, Birmingham and other leading cities make similar reports.

In measuring the volume of grocery business in 1907 with that for 1906 allowance must be made for higher prices ruling. At the same time the quantity of merchandise moved was greater. Profits were good by reason of an advancing market. The views of the trade as gathered from leading centers of distribution North, South, East and West are surprisingly optimistic.

Are the opinions of the food distributors justified by facts? The record will answer. It shows that the imports of foodstuffs were far in excess of 1906. For the nine months ending September 30, 1907, they totaled \$232,394,126, against \$195,315,200 for the same period in 1906, an increase of nearly 19 per cent. If we examine more in detail we discover a greater quantity of manufactured chocolate was imported than in 1906. The imports of crude cocoa were the heaviest on record, reaching 70,923,343 pounds for nine months, against 63,090,029 pounds for a like period in 1906. There was a marked gain in imports of pickled herring, anchovies, sardines, but less of lobster canned, and fresh cod, fresh salmon, shrimp and other sorts of fish, the result, however, being that 1907 fish imports for the nine months exceeded in value those for 1906 by \$1,388,823.

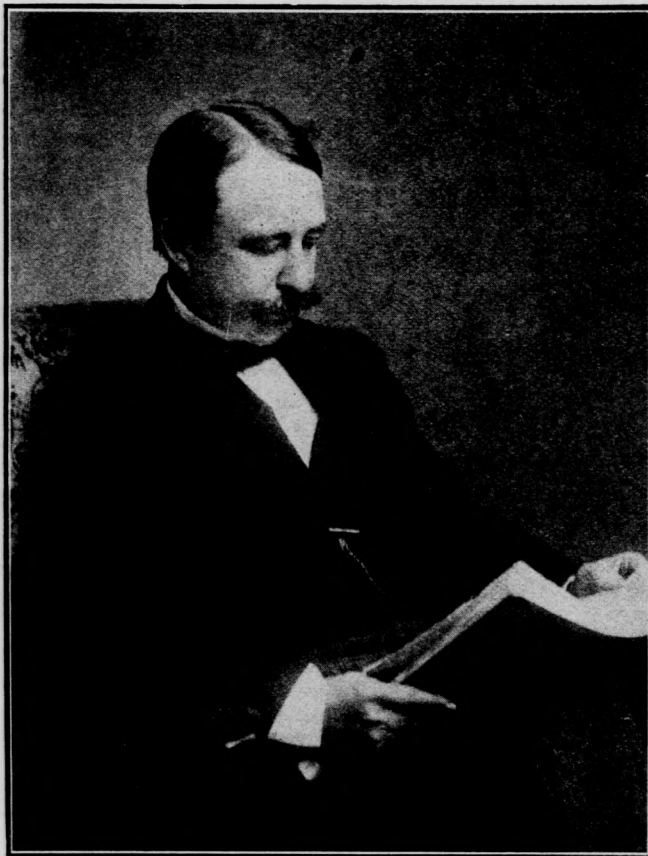
We also find that a very large increase was made in the imports of fruits and nuts, the value of which for nine months exceeded the corresponding record for 1906 by \$5,421,846.

Foreign cheese was more freely used, the gain over 1906 in imports amounting to 4,062,818 pounds and in value an excess of \$1,746,112.

Foreign wines and liquors were more extensively used, the gain being both in quantity and value, the latter showing a gain in nine months of \$2,941,061.

The effect of the panic was to rob the jobbers of a market for paper and cut off a good share of bank accommodation. The wholesalers had to rely on collections from retailers, which, thus far, have been very satisfactory. At a few points South complaint is made of slow payments. This led to a policy of buying for positive requirements, and also interfered with the acceptance of goods bought on contract and tendered for delivery. More goods have been sent to warehouse because of tight money than ever before known in the trade, thus making considerable trouble for the commission merchants. And yet, in spite of all drawbacks, the prevailing sentiment is that 1908 will be a good year.

The normal effect of the enactment



Frank N. Barrett

per week. If three dollars every week are spent for each person's food supply the total expenditure rises to more than thirteen billions. The three hundred and fifty thousand retail dealers in food products and three thousand five hundred wholesale grocery jobbers must distribute food products valued at this vast sum, besides taking care of the export of foodstuffs valued at five hundred millions. How can dull times come to these distributors under such conditions?

That the foregoing propositions and statements are true is proven by the reports specially gathered for this review from representative firms in every section of the United States.

The president of a company operating 166 stores in Philadelphia says: "The volume of business is greater per store to date than it was one year

ago. pure food laws have not interfered with the increase of business. In fact, such legislation has had a very beneficial effect, for the reason that the general public is being educated not to use substitutes and consumers demand and are receiving a better class of goods."

The representative distributing firm in New England reports the year exceptionally good; sales materially larger than during 1906. Expenses grow out of proportion to increase in sales. "Boston looks forward to a speedy recovery from the financial flurry because the country is rich, and, while booming times are not anticipated in 1908, a good regular conservative business is anticipated."

How about New York? Every wide awake jobber and retailer reports an increase of trade over 1906, department stores included. Many report



of a national food law has been tremendous. The agitation which led up to it served to educate consumers and impress upon their minds that low cost goods were often made so by means not calculated to keep the dietetic value of food products up to the needed standard, and as a result the people are demanding a higher grade of goods than ever before. The trade, however, has been put to great expense in order to comply with the rules and regulations promulgated, especially as they relate to labels. As State rules vary greatly from those made by the National Board of Direction, manufacturers have been troubled and put to large expense in order to meet all sorts of decisions covering little technical points that have nothing to do with the wholesomeness of food products. Time will remedy these variations and in the end there will be an era of wholesome products the labels on which will tell the truth. Even coffee must hereafter be designated as to its place of growth. If enforced, that ruling will put a stop to selling Santos peaberry for Arabian Mocha.

Every year makes it clearer that the trade will come more and more under the control of large corporations, having a central wholesale warehouse, and from which distribution is made to branch stores in other cities. Thus far the wholesalers seem content to keep their branches confined to a jobbing trade. The great retail houses follow a like policy, there being one firm in New York with 198 stores and one in Philadelphia with 166. There is no limit to the number that can be operated if the owner is a born organizer. This plan hurts the neighborhood stores, which can not purchase or sell as advantageously.

The sugar crops of the world for the year ending September, 1907, amounted to 14,519,561 tons. Those for the year 1907-08 are estimated at 14,353,500 tons, a decrease of 166,061 tons. The United States consumes nearly 3,000,000 tons. This year the consumption will be about the same as in 1906, no increase occurring by reason of the light field of fruits. The apple and peach crops were very light and the production of berries, cherries and pears was insufficient to meet normal requirements.

The United States produced 433,010 tons of beet sugar in 1906-07, and is estimated to furnish 420,000 tons for the present campaign, 1907-08. This is little less than one-eighth of the total consumption. It will be a long time before the United States grows within its borders enough sugar to meet its requirements.

In the death of H. O. Havemeyer the trade lost its king, a man of rare ability as an executive and organizer. He was more conversant with sugar than any man living. The fact that the dividends returned to the 15,000 shareholders of the American Sugar Refining Company exceeded by 50 per cent. its entire issue of bonds and stocks certifies to his ability as a manufacturer and financier. And this vast return is made on a net profit of around three-sixteenths of 1 per cent. the pound.

The consumption of canned and

## 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.	
No.	Per 100
120 4 1/2 1 1/2 10 10	\$2 90
129 4 1/2 1 1/2 9 10	2 90
128 4 1/2 1 1/2 8 10	2 90
126 4 1/2 1 1/2 6 10	2 95
135 4 1/2 1 1/2 4 10	3 00
154 4 1/2 1 1/2 12 12	2 50
200 3 1 8 12	2 50
208 3 1 6 12	2 50
236 3 1/2 1 1/2 5 12	2 70
265 3 1/2 1 1/2 4 12	2 70
264 3 1/2 1 1/2 4 12	2 70

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. S. 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	
Common 1/4 in. 5-16 in. 3/8 in. 1/2 in.	7 1/2 c. 6 1/2 c. 5 3/4 c. 5 3/4 c.
BB. 1/2 in. 3/4 in. 7/8 in. 1 in.	8 1/2 c. 7 1/2 c. 7 c. 6 1/2 c.
BBB. 1 1/8 in. 1 1/4 in. 1 1/2 in. 1 3/4 in.	9 c. 8 c. 7 1/2 c. 7 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, per doz.	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	dis. 70
List 12 13 14 15 17	

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	60&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	8 1/2
Per pound	9

MISCELLANEOUS	
Bird Cages	40
Pumps, Cistern	75
Screws, New list	87 1/2
Castors, Bed and Plate	50&10&5
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	45
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 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	
1/2 @ 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

## Crocery 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
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 gal. per doz.	51
1 to 5 gal., per gal.	8 1/2

SEALING WAX	
Pontius, each stick in carton	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

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	4 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

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	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 0



preserved foods has been enormous, the demand so much out of proportion to supply that prices have steadily advanced with the rise held in spite of the financial storm. Great as is the use of prepared foods, the per capita consumption for the country at large is very small, but much larger in the cities. This year there have been put up probably 26,000,000 dozen tins of tomatoes, 10,000,000 dozen of green peas, 20,000,000 dozen of corn, 16,000,000 dozen of salmon. The popularity of preserved fruits, vegetables, fish, meats, is due to their general good quality. The people realize that they are wholesome, palatable, and as a rule of low cost and ready for the table with very little trouble.

As an example, take green peas, which from the time the seed is sown until the peas are placed on the table are not touched by human hands. At the best equipped plant they are mowed, taken to the factory and by a continuous automatic process pass through the various stages of preparation; are put into tin cans, cooled and are ready for market in two and one-half hours from the time the vines were cut. Compare a tin of peas so prepared, costing ten to fifteen cents, with fresh peas as ordinarily sold in city markets and from one day to a week old, of various sizes and texture, and you soon discover why they and other canned vegetables are so popular.

Said Dr. H. W. Wiley at the Atlantic City Convention of Cannerymen: "I use canned foods very extensively on my table in Washington for my 'poison squad,' as they call it. I do not use them because the foods are poisonous, either. I use them because I believe they are the best I can get. And I would rather go in and take a good can of peaches that has been preserved in a cannery than go into the market and buy them fresh, after every peddler in town has had his hands on them. I use large quantities of vegetables, even in the vegetable season, that you gentlemen make, because I believe they are good usually. That is the experience of the multitude. It requires the product of between 2,000 and 3,000 canneries to meet the demand."

Frank N. Barrett.

#### Good Form.

A Washington correspondent told the other night a story that he claimed to have heard from President Roosevelt at a Gridiron Club dinner: "Two women," he said, "were discussing some new neighbors who had moved into one of the most sumptuous houses in their city.

"They seem to be very rich," said the first.

"Oh, they are," said the second.

"Shall you call?"

"Decidedly."

"You are sure, are you, that they are—er—quite correct, quite—er—good form?"

"Oh, my dear. I'm positive," said the second woman. "They have thirty servants, eighteen horses, twelve dogs, eleven automobiles and one child."

A golden heart is not gained by setting the heart on gold.

#### SANDY CREEK.

##### Desperate Fight To Save the Settlement From Destruction.

Written for the Tradesman.

Among the dangers met by the early settlers were the fires that often swept the forest, destroying valuable timber and oftentimes the homes and stock of the pioneer farmer.

The fire usually followed the operations of the lumberman, the resinous pine choppings furnishing abundant fuel for the flames. It required only the touch of a match to set the woods going. And then came the struggle for life and home. Many desperate battles were fought with the fires, kindled mayhap by the careless hunter, who tossed a lighted match by the pathside after setting the tobacco going in his pipe.

I remember one instance in particular when a lumber settlement on the Muskegon came near going up in smoke. It was back in the fifties, when the only fire protection was the hastily formed bucket brigade, composed of the men and women of the border village.

A heavy cloud of smoke was seen to rise to the west of town. Indians, who had been jack-hunting at night, had carelessly dumped the burning contents of their jack on the bank of the lake. Running in the dead grass the flames soon found a brush pile. From this it was an easy matter to creep into the dead pine tops that littered the earth.

Isaac Millard, millowner, saw the smoke and became alarmed. He at once dispatched a man to look after the fire. Mounting a fleet horse Tim Sanders dashed down a logging road toward the lake, two miles away. In half an hour the man was back again with a startling report.

"The whole east side of the lake is burning," declared he. "Old Angelina's shanty is gone and the fire is running down along the creek, through the pine chopping!"

Millard at once shut down his mill and ordered all hands to fight fire. Armed with shovels the men, to the number of a score, went to the woods and commenced the battle against the flames. Back-firing was the method employed. Ordinarily this would prove effective. The men worked like beavers, digging up the soil across the course of the fire, forty rods in front of the nearest flame.

The moment a complete line of fresh dirt was turned up by the shovels, fire was started and the debris allowed to burn between the dirt line and the on-coming greater fire. This proved, in a measure, successful. When the two fires met there was a brief fusion of forces, which rapidly consumed the brush and apparently died out. The earth emitted little puffs of hot air before cooling into the silence of death.

Now and then a little flame would shoot up only to die down again.

Blackened with smoke, the tired men leaned on their shovels and rested after a half day's intense struggle.

"Everything seems to be all right," said Millard. "Tim and I will re-

main a spell and look out for any stray sparks. I don't imagine there'll be any further trouble." The fire-fighters were glad enough to get back to the settlement. Night came on and the forest, though smudged with low-lying smoke, seemed to offer no further fuel for fire. The millowner and his man returned to town and went to bed.

Sometime after midnight Millard was roused from a sound slumber by a violent rapping. Springing up, the millowner opened the door.

"Look out yonder, boss."

The man who stood on the step pointed to the west. A strong wind had sprung up and afar off forked tongues of fire were dancing across the tops of the dead pines. A dull, ominous roar fell on the air. The whole distant forest seemed on fire. It was Lixy, an intelligent halfbreed, who had sounded the alarm.

"My two boys have gone out to do something," said Lixy. "Goin' to be big fight, me tell you."

The halfbreed had not misstated the situation. Thoroughly alarmed, the lumberman aroused the settlement. Men and teams were rushed to the front and again began a wrestle for the mastery.

The wind whirled the flames across great, jagged heaps of pine boughs, tearing gaps in the woods, hissing in defiant fierceness. The efforts of the men were fruitless. The wind hurled the great tongues of fire far out across unburned space. This made the atmosphere too hot for a successful defense. Slowly the men of the mill were driven toward the settlement. Back-firing availed nothing. The flames seemed to laugh all human effort to scorn, flicking red fingers into the faces of the men, searing and blistering. Burning brands were hurled high in the air and flung down beyond the human fighting line, setting new fires and endangering the lives of the men.

The fight in the woods was a hopeless one. The settlers were forced back in helpless dismay.

"No use," cried Millard. "We have got to meet the fire at the edge of the clearing. There's the school house on the hill. We must save that if we can."

The building in question was a new one and had been erected at considerable expense. There was a

cleared space about this which would afford a chance to fight the fire with some hope of success.

Retreating to the clearing the men of the settlement made their final stand, and a successful one it proved at this point. The school building was saved, but a settler's house across the creek, half a mile from the school house, caught fire from the woods and was burned to the ground.

After that came a desperate fight to save the mill and settlement. Every man, woman and child in the little burg was out a full day and night fighting for the salvation of life and home. At midnight the wind changed. A sudden rain came on, which served to deaden the fire, and Sandy Creek village was saved.

This fire in the fifties was probably the worst the village ever experienced, although in 1871, at the time of the great Chicago fire, the woods about the town were swept with flame. One dwelling was burned, but the three mills of the place were saved, not, however, until every male resident had put his hand to the effort of extinguishing flames for the space of a night and a day.

The writer had cause to long remember that October night. Fighting fire through twelve hours of darkness, wind, smoke and a hail storm of dust and sand, he came out in the morning with eyes swollen shut, as blind as a bat.

A few smaller fires have swept along the Muskegon since then, but, with little debris to feed them, have been of comparatively small importance. Old Timer.

Canada, in a commendable effort to develop the country, spent a large amount of money to stimulate immigration to the provinces. During several months past thousands of people with very little money have located in the towns, and it will be some months yet before there will be any work for them to do. In the meantime they must be supported at public expense. A recent order prohibits the landing of immigrants at any port in the country during the winter months, unless they have money enough to prevent them from becoming objects of public charity. It would be a good rule to adopt in the United States and make effective the entire year.

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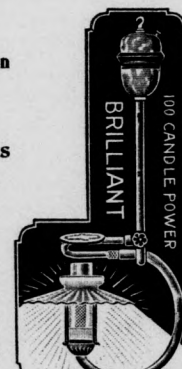
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EXCLUSIVE MANUFACTURERS OF THESE GOODS







### Relation of the Traveling Man To Credits.

When I was a child, in a little backwoods burg of Canada, the favorite pastime of us youngsters was playing see-saw. I'm still playing it—only now the teeter board is merchandising and the game is to keep the right balance between the buying and the selling end of the business. And it keeps me just as busy as it used to when the youngsters tried their level best to give me a jolt by throwing the teeter board out of balance. The traveling salesman of today are about as clever at the game of upsetting the balance between the buying and the selling end of the business see-saw as any of the children were in the old days.

But those happy hours on the teeter board taught me that the balance must be maintained. Some men who give their entire attention to buying goods seem to get the notion that buying is the whole thing in merchandising. Don't let them fool you! It isn't. And by the same token, neither is the selling of goods the whole thing. Right buying is just as necessary as good selling. You must combine the two. Unless you do you are in the position of a man with one leg about a foot shorter than the other—you are lame and can't get over the ground in a race with men who have two good legs, evenly matched. You are going to get left if you are attempting to sprint with that sort of a handicap.

There is one point, however, in which this comparison does not hold strictly good: The man with one leg shorter than the other can't "by taking thought" extend it to the normal length. The Bible tells us this. But if you are lame in business because the buying end of your merchandising is not equal to your selling capacity you may remedy the defect by "taking thought"—provided you take enough of it and put it into practice.

Once I got a good, sound scare when my business reached a certain crisis. I thought the sheriff was about ready to come in and close me out and I began to feel in my pocket for my key to the store and to speculate on the kind of a jolt it would give me to hand that key over to the officer of the law. Well, that scare made me do several things, including some red-hot advertising, which blocked the street with customers who were after my goods. But that, as Kipling says, is "another story." One of the things which the fright jolted me into doing was to hold a session with myself on the question of a certain feature of my buying.

Up to that time I didn't have any "buying policy" in particular. Since then I've had one, right hot off the bat of adversity, and it has been working overtime, too! Until then I had been drifting along, in my buy-

ing, in a sort of catch-as-catch-can kind of way, calculating that about the main thing was to buy goods as low as possible and sell as high as I could and still keep the goods moving across the counters in a fairly brisk way. But when I woke up, after my scare, I figured out that while this was all right as far as it went, it wouldn't carry me much beyond the first quarter post in the art of really scientific buying. The fact that loomed up in front of me as plain as a village stand pipe on a rise of ground was that in buying his goods a merchant is choosing his partners.

Now, I don't want any partner at all—not a little bit! The woman at home, who makes up my laundry list and tells me where I get off when I get to thinking too much of Tom, had suited me down to the ground as a partner and I wanted no other. But, when I got my eyes opened, I saw there was a difference in name only between a creditor and a partner. Perhaps you haven't thought of it in just that way; but turn it over in your mind a few times and I think you'll agree with me.

This settled, it was a short cut with me to the conclusion that, as I must have partners—who were polite enough, so long as I paid my bills, to call themselves creditors—I wanted only the best partners the whole city of Chicago afforded. When it comes to the game of picking and choosing there's nothing that calls for the fine discretion demanded in taking on a partner, whether for your home or your business. You have to pull in the same harness in both relations and a mistake in choice is a mistake in life. So I faced the problem in all its seriousness and said:

"In choosing your creditors you choose your partners. I need partners who are stronger than I am—stronger in judgment, in resources and in experience—big, solid men with solid bank accounts and with breadth and character enough to see things in a big way and stand back of me fairly and squarely so long as I am on the right track and doing right."

Having laid my lines I then took a look over the situation to shape things accordingly. First I classified my buying into the three or four lines into which it naturally divided itself: Shirts and men's suits, neckwear and notions and furnishings.

Then I said to myself: Of all the shirt houses you have dealt with, which is the soundest, the highest class, the one with the biggest resources and the best reputation for reliable goods and reliable dealing? A little investigation settled that point and I wrote down the name of Partner Number One. Next I took up the houses making men's suits and from them picked Partner Number Two. The third partner was chosen from the men's furnishing goods houses in the same way.

My books showed that I owed smaller bills to a dozen or more lesser houses. Now the thing which I did not do was to rush to the managers of these houses which I had se-

lected as partners and break the news to them that I had decided to take them into partnership. That was the thing which I kept carefully to myself. I didn't even so much as pay something substantial on the amount which I owed them in order to "show" them. On the contrary, I hustled in all the money I could and paid the other fellows in full as fast as I could, until I had them all cleaned up and out of the way. A little debt is the worst of all—with the exception of several little debts.

Meanwhile I focused my buying steadily and gradually into the three "partner" houses. By the time I had the caustic clear of the smaller fry I was "into" the credit of the chosen firms to the tune of a good many dollars. As I expected, one of them "called" me—and I answered with a smiling countenance. The manager of that firm who had charge of its credits didn't mince matters. He struck out from the shoulder—said cash and not a smiling face was what he wanted to see from my direction. Then I called him. Told him I thought he was mistaken, for that same smiling countenance was one of the biggest assets I had; that it did unfailing service in moving the goods over my counters and made it possible for me to become one of his most profitable customers.

He saw the point, smiled back at me and listened to what I had to say about the details of my business. I told him the truth: That I had started with \$55 and had built up a business of many thousands; that I had

the knack of selling goods at a profit to myself; that I had a substantial and solid trade behind me—a following attracted by somewhat original methods and held by square dealing.

Incidentally I confessed to him that practically all my buying was done from his own house and the two or three others of the same high class and that I could show a clean slate so far as small debts and scattering bills were concerned. Also I showed him the good prospects which the future promised for my trade and its expansion and that my personal habits as well as my business practices were sensible and worthy of his approval. Finally I put it to him squarely that, instead of reducing my indebtedness to his house, I was there for the purpose of increasing it to the extent of several thousand dollars—and that without any rash promises as to when I would cut it down.

It was a bold game to play—no doubt about that!—but it worked to a charm; he saw that there was something in "Tom's smiling face" besides mere good nature. And the other silent and unsuspecting "partners" I had chosen saw the matter in the same light, too. They all fell in line as cheerfully as he, and the result was that I soon had three or four of the heaviest wholesale houses in my line of trade backing me for fair.

In the first place they were broad enough in experience and judgment to appreciate the truth of what I told them concerning my situation and the prospects ahead of me; they saw that I could sell goods and if the goods

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were not of the sort to give satisfaction and hold trade it would be their fault and not my own. Again, I had the satisfaction of knowing that they had capital enough to carry me to any extent that my trade would warrant and that the more I owed them the greater was their incentive, their necessity, to stand back of me and see me through.

Do you think they would have looked at the matter in that way if I had scattered my trade and been obliged to confess that a lot of small houses had bills against me? Not in a lifetime! Every one of them would have said: "Some one of these smaller houses is likely to get scared and shut down on Tom quick and hard and take heroic measures to get its money before somebody else has a chance to do the same thing; now his credit is with a very few solid houses like our own and it is an easy matter for us to act together and see him through without any panic or scare."

In a word, these big firms became practically my partners, just as I had planned. Later, as my business expanded beyond my expectations, they became, for a time, actually my partners, for I turned the business into a stock company and they all took a certain number of shares—giving me an option to buy out their holdings at a price which would net them only a moderate rate of interest. In every case I exercised that option and the whole deal was immensely to my advantage. And so it was to theirs—because they had a call on my trade, a practical certainty of selling me thousands of dollars' worth of their goods. But there was a clear understanding that the goods and the prices must be right. However, I had no fear on that score, because I knew I was dealing with houses so big and conservative and upright that they could not deviate from their regular standard of square and fair dealing. That is one of the advantages of doing business with big and high-class houses, and with them only.

While those houses do not now own a dollar of stock in my business, they are still my partners in the sense that I am always in their debt for a line of their goods—and I hope this will always be the case!

Do I need to tack on to this tale the moral that the worst policy you can have is to scatter your buying—especially at a time when you are pinched and hard pressed to meet your bills promptly? If I need to rub this point in, let me do it by saying that such a practice is a short and sure cut to bankruptcy. Very likely you may find houses that will "take a chance" on you for a small amount when you have about run your limit with the larger and conservative ones. But you may be sure such houses are not the ones which can afford to back you or stand by you in time of stress. They are sure to be the weaker ones which need trade so badly that they are willing to take unsafe chances; they will try to make up for their other weaknesses in the shiftiness of their collections, and are liable to pounce down upon you at the very instant when you most need

confidence and support. And when one of these fellows jumps, it is all over but the shouting of the sheriff—no matter how small may be the bill involved in the forcible collection.

Again, don't imagine you can throw dust in the eyes of the wholesale trade by scattering your buying in a moment of strain. You will deceive only yourself by such a move. There is a close fraternity between jobbers and wholesalers in the matter of credits, and when you begin the little game of scatter, you are simply flying the signal of distress so plainly that the men who have given you a line of credit will not have to consult any code book to translate the pennant at your masthead.

Of course, there is something else to be said on the subject of buying. There isn't a "lily in the field"—nor has there been since Solomon's time—better worth considering than the traveling salesman who "drops in" to solicit your trade. If he is up to his job, he's a very meek and unobtrusive fellow, always ready to wait your convenience and to put up with all sorts of interruptions and delays. He is smooth, affable and as plausible as a corporation lawyer's argument on the necessity of great combinations of capital. His game is as old as "pussy wants a corner" and is founded on the same principle—that kissing goes by favor!

There is a rule in my store that no traveling man can buy a dinner, a luncheon or a drink for any buyer of the establishment—the "boss" included! Probably some commercial travelers think it a narrow rule. On the other hand, just to prove that I have no intention of being small or mean about such matters, I hand out cigars before they are able to reach for their vest pockets, and they are taken out to dine or lunch before they have an opportunity to spring an invitation.

And no traveling man is an exception to this rule. I might also say it was made for their special benefit and for the country merchants who want to "meet Tom face to face."

Now, why do I care to talk with the traveling salesmen whose goods I know I do not want? There are a dozen reasons, but here are a few of the most important of them. These men are the itinerant news gatherers of the merchandising world and often the trade gossip they hand out in an incidental chat is worth more than the profit on the goods you might buy if you sold them all at a good margin. If you want to know what is doing in your line of trade, keep in touch with the traveling salesmen. They are sure to know all the latest wrinkles in regard to the new things on the market, and the ones which are going to come out a little later. Very often they, themselves, do not realize the value to you of some particular bit of news regarding this or that new thing which is not yet fully launched on the currents of trade; but if you are awake enough and have a nose for that kind of thing, you will often be able to turn these incidental tips on the future into dollars and cents.

Then commercial travelers are gen-

erally full of gossip about men of the wholesale and retail trade, of impending changes in the personnel of firms and houses—changes which might affect your own buying relations. Quite as important as this is the possibility that you may pick up from the chat of a commercial traveler information of moment about the movements of your competitors. For instance, more than once an alert merchant has in this way gained knowledge of an intended change of location on the part of a competitor, or of a change of trade conditions in a certain locality which saved him from making a mistake or gave him a special advantage in governing his own movements. This kind of thing occurs constantly and it has come within my own experience so pointedly that it has become a settled principle with me to let no traveling man escape until I have extracted from him all the trade gossip bottled up under his vest.

Then there is another side to this matter of the gossip of the men on the road. If they talk to you about other merchants they will talk to other merchants and to their associates on the road about you. The essence of what they say about you is bound to get back to houses which they represent and reach the ears of the men who manage the wholesale trade.

In a word, the men on the road are the men who make your reputation with the wholesale trade in general, so far as the distinctly personal side of your standing is concerned. They are the boys who scatter the word: "Jones is a good fellow, all right, but he's hitting the booze a little too hard," or "Jones is getting mighty surly with the boys. He acts as if his business was worrying him," or "Jones is getting such a swelled head, because he's made a little money, that he knows it all and a traveling man can't tell him anything about goods."

Remarks of this kind hurt and hurt hard when they get back to the house. Hints of booze, of family troubles, of acting too worried to be courteous and pleasant to the men on the road, of having a swelled head, directly affect the standing of a retail merchant with the wholesale trade, and when once they get out in the way of gossip they are hard to live down or to kill out. What I want the traveling man to say of me is this: "Tom is so cheerful and so glad to see me that things must certainly be going fine with him." "Tom has enough executive ability so that he has time to see callers who have business with him without making them feel that he begrudges the time;" "He is attending strictly to business and keeps a clear head—and his business shows it;" "There is a man who doesn't think he knows it all, you can always get a full hearing from him; it's no trouble to interest Tom whether he buys or not;" "It's a pleasure to go into his store. He knows how to treat a traveling man right."

Mind you, I'm not saying that this is what the traveling salesmen do say of me; it's what I'd like to have every one of them say, and if any of them do not say these things of me, the fault is not with my intentions. I try

carefully and watchfully to deserve it of them, and I realize the importance of it to me. I like the boys on the road and I think I understand them, for I was one of their number for several years. But if my sympathy with them were not as strong and spontaneous as it is, I'd follow the same line of courtesy and attention with every one who came into my store.

A whole lot of retail merchants seem to me to be blind as bats to the reputation which the men on the road are giving them. If they were not, they would make a quick change of front on that score.

The reporter for the commercial agency is commonly supposed to be the man with the big stick in fixing the standing of the storekeeper with the wholesale trade; but let me tell you that you can better afford to snub him than get the traveling men sore on you. More and more the credit departments are coming to shape their actions on the reports of the traveling men who rub against the local situation week after week and month after month.

They know local trade conditions better than the agency reporters can know them, for they are able to read between the lines. Again, their interest and that of the houses they represent are identical. If they sell a bad account, they lose out on it. The agency reporter has nothing at stake but his reputation as a guesser, and sometimes that isn't so much! Gradually the credit men of the country are coming more and more to rely upon the word of the traveling man, and this is only another way of saying that the reputation of the merchant is coming increasingly into the hands of the traveling man.—Tom Murray in Selling Magazine.

#### A Nature Fake.

"What's this?" yelled the star. "Green snow? I won't stand for it."

"You'll have to," retorted the manager. "White paper is so high that I told the property man to tear up a few stock certificates."

Many a man is breaking his back under a bag of shadows.

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Superior accommodations at moderate prices. All conveniences—steam heat, electric light, hot and cold running water and telephone in every room. Tiled private and public bath rooms.

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They all wear it in some hotels. The moment you step in

#### Hotel Livingston

Grand Rapids

you see the word WELCOME written across every face.



### Gripsack Brigade.

A Reading correspondent writes. Hugh Spaulding began January 1, as traveling salesman for the Michigan Stove Works.

H. P. Wilcox, clerk in the drug store of A. W. Gleason, of Newaygo, has engaged to travel for the Peck-Johnson Co., succeeding O. H. Street. He will cover Milwaukee, Racine, St. Paul, Minneapolis and Duluth.

A. D. Crain has received a letter from Heath & Milligan to the effect that he may consider himself engaged for the next twenty years. Mr. Crain is naturally very much elated over this token of esteem on the part of his employers.

Will Jones, who traveled twenty-one consecutive years for the Lemon & Wheeler Company, has engaged to represent the Worden Grocer Co., succeeding Fred Church in the territory he has covered for that house for the past six months. Mr. Jones is an experienced and successful salesman and a decided acquisition to the road force of the Worden house.

Geo. W. McKay has signed for another year with the Lyon factory of the National Candy Co. His territory has been changed so as to include thirty-three towns in Northern Indiana as well as the towns in the copper country and Northern Wisconsin. He attended the reunion of the traveling men of the factory on Dec. 30, at which time thirty-seven grip carriers dined together and afterwards made up a theater party.

A Lansing correspondent writes as follows: C. C. Barton has severed his connection with Morley Bros., of Saginaw, as traveling salesman after twelve years of service and will henceforth devote his entire time to his retail hardware business at 1215 Turner street which has grown greatly in the last year. Mr. Barton has been on the road continuously for twenty-two years as a hardware salesman, changing houses but once in that length of time.

Eleven of the traveling salesmen of the Musselman Grocer Co. called at the residence of Manager Elgin New Year's evening and presented him with a handsome smoking set. The presentation speech was made by Dell Wright, who did himself and the occasion ample justice. M. L. was so dumfounded that he lacked words in which to reply, but Mrs. Elgin—who had been "put next" to what was coming—minimized her husband's embarrassment by an announcement from the dining room, which proved to be a fitting finale of a very pleasant event.

Alma Record: A traveling salesman for one of Chicago's wholesale houses was sick in Alma last fall while a guest at the Wright House. He received care and attention from Landlord Barron and when able resumed his work. The matter had escaped the landlord's attention until Christmas morning when he received a package from the salesman containing three beautiful silk umbrellas one each for Mr. and Mrs. Barron and daughter, May. They were sent as a Christmas remem-

brance and as an expression of appreciation of kindness shown. Mr. Barron was certainly a surprised man.

### Movements of Michigan Gideons.

Detroit, Jan. 7.—The annual meeting of the Boston Camp of Gideons, held Saturday, Dec. 28, 1907, was the occasion of National President Chas. M. Smith making an Eastern trip recently. He reports meeting an exceptionally bright lot of men who are members of that Camp. They are for enlarged activities and greater usefulness for the boys who wear the button; and, since this was the very point that the President desires all Gideons to unite upon, a most enjoyable and profitable time was spent during the afternoon and evening of the above date. The meeting was opened at 3:30 with a praise service, followed by devotional exercises. Then for an hour matters pertaining to Camp affairs and election of officers took place. A very excellent set of men were selected to fill the various offices and the days to come will reveal the truth of the above statement in what will be accomplished, we feel quite sure. The banquet followed, at which sixty persons sat down. Toasts were responded to by State President Lester B. Strout, of Lynn; Rev. O. P. Gifford, of Brookline, and Mr. and Mrs. Lothrop, of Worcester. At 7:15 another song service was enjoyed, after which a solo was rendered by Miss Katherine Huskie, entitled, "Then I Will Understand." This opened the evening programme, which lasted about an hour and a half, being occupied with greetings from the West by the National President and a sermon on Gideon as a Character by Rev. O. P. Gifford, which was a masterly presentation of this most wonderful man—wonderful because he accepted and was led by God so that victory came to him with his little band of 300, conquering that mighty host of Midianites—a host as numerous as were the sands by the sea, proving the profit it is unto man to take God as a partner into his life. The Boston boys know how to do things, as this Camp rally indicated, and the ladies as well, for the famous baked beans were there to prove it.

Springfield and Worcester Camps were also visited, an evening being spent with each. Although not as large a camp as Boston claims, yet they have in each a right loyal lot of Christian brethren; and are right in line with the advances contemplated by the National organization. Altogether, it was a most enjoyable trip, from a Gideon standpoint, and the President hopes that this fact may be revealed to the rank and file in the days to come.

Aaron B. Gates.

### Slight Misunderstanding.

"I suppose, madam," said the architect, "you will want an electrolier put in the drawing room?"

"Sure," answered Mrs. Neurich. "I don't know how to play one, but I'll begin taking lessons at once, regardless of cost."

### HINT FOR NEXT FALL.

As a matter of economy of time and labor the farmer who undertakes to develop a new farm locates his prospective crops in fields immediately adjacent to his farm buildings if possible. His young orchard and his kitchen garden are, as a rule, not far from his back porch, while his meadows, pasture lots and wood lots are farther away, putting the bulk of the labor of traveling to them and back again upon the horses, cattle, sheep and pigs. And so when poor spots of soil or areas that are overworked demand that crops shall be put in elsewhere and farther away he has lanes, fences, bridges possibly, which he did not have at the beginning, to equalize the conditions and further distances that are in evidence.

Villages and small cities may well imitate the farmer. Cultivate the resources and improve the advantages near at hand and as the possibilities at your door grow into perfect working order extend your efforts a little farther, always bearing in mind that while working the new territory it is an imperative necessity that the older and more thoroughly fostered neighborhoods near at hand can not in any sense be neglected. Good roads are essential in the process, and with good roads must come good store buildings, good lines of merchandise and good service—that is, promptness, neatness, courtesy and square dealing.

Don't keep on crying for the moon or something equally unattainable, but make everything within your town's limitations do its share toward helping to benefit the general interests of the town. The chief factor in the accomplishment of such a campaign is unity of action, harmonious effort on the part of every man, woman and child in the town. All towns, especially the smaller ones, are not able to maintain Boards of Trade, Boards of Commerce, Business Men's Associations and the like, but there is no town of one or two thousand inhabitants which, if its people will work together enthusiastically and generously according to their means, can not advance its own interests by carrying out, once or twice a year, some public function which shall attract three-quarters of the entire population within a radius of twenty miles to that town for a day at least.

And these events need not be uncomfortably expensive as to cash outlay. Moreover, they advertise a town throughout the town's legitimately contributory territory and always a little beyond that territory in a way that can be accomplished by no other method. In brief, you are cultivating, fertilizing and making better your fields close at home and at the same time developing new fields and resources farther away—imitating the farmer. As an example, let the city of Greenville have a Baked Potato Day next fall. Let the business men, the lawyers, doctors, school teachers, clergymen, merchants, manufacturers, mechanics and the women and children, en masse, arrange for an out-door feast of bak-

ed potatoes, with a few essential zests to go with them, for all who come to Greenville between noon and 3 o'clock on that day. Have a band of music, congregational singing of National airs, possibly a speech or two, and four or five special attractions along the main street. Let some other town have a Roast Green Corn Day and some other one a Baked Beans Day—there are a score of changes which may be rung on the proposition, and every one of them would help the town amazingly if—there is great potency in the little word:

"If"—the people of these towns give of their labor, their wits, their enthusiasm and their cash, in an absolutely harmonious effort to make the thing a go, it will win. Otherwise it will be a failure.

### Fourfold Increase in Membership.

Traverse City, Jan. 3.—The annual meeting of the Traverse City Business Men's Association was held in the Council rooms last evening, there being a large number of the members present and the meeting being so pleasant and profitable that all were glad that they attended. At the conclusion of the business session all adjourned to the Little Tavern, where oysters were served.

Several important matters regarding State laws were discussed and a committee is drafting a resolution which will be presented to the Constitutional Convention. The same line of legislation will be taken up at the State convention which meets in Jackson Feb. 4, 5 and 6.

At this convention Traverse City will have fourteen delegates as follows: L. R. Stickney, M. P. Hunt, W. R. Foote, George E. Hoyt, Ed. Lautner, John J. Brezina, John M. McCormick, J. M. Omlor, Frank King, Julius Campbell, J. A. Montague, Tom Nelson, C. H. Johnson and Joseph Sleder.

The election of officers resulted as follows:

President—H. R. Macdonald.  
Vice-President—L. R. Stickney.  
Treasurer—George E. Hoyt.  
Secretary—M. P. Hunt.

Board of Directors—The officers, James M. McCormick, Joseph Sleder and C. H. Johnson.

The Association has had a very prosperous year, the membership having been increased from fifteen to sixty. The collection department has been very successful also, 673 accounts having been closed and \$1,876.45 having been collected.

### Elopement.

"Say, mister," said a small boy as he stuck his head in at the door of a butcher shop, "a tramp just eloped with the string of sausages hanging outside!"

"Dog-gone!" exclaimed the butcher, as he started in pursuit.

### Lesser of Two Evils.

"Which do you prefer," said the artistic young woman—"music or poetry?"

"Poetry," answered Miss Cayenne. "You can keep poetry shut up in a book. You don't have to listen to it unless you choose."





**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.

**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.

#### Popular Hot Drinks.

One of the best sellers is the creamed beef bouillon. You add sweet cream to a cup of hot beef tea and top off with whipped cream; hot egg milk is made with one egg, sweet cream, sugar or vanilla syrup to sweeten, fill cup with hot milk, top with whipped cream and serve. Another good winter special is the hot egg phosphate, using hot water instead of hot milk. As an appetizer there is none better than the beef tea and egg. Break an egg in a shaker, and after shaking well pour into a bouillon cup and add hot beef tea extract. Fill up the cup with hot water and serve with pepper, salt and crackers. Then there is the hot maple sundae, which we make by pouring a ladle of hot maple syrup over ice cream, sprinkle with walnuts and top off with a little whipped cream and cherry. That is one that makes a big hit with the younger soda drinkers and for those who have a sweet tooth. Our hot chocolate sundaes are made the same way, chocolate being substituted for the maple syrup. Then, too, a delightful mixture is the hot coffee ice cream, using a cup of hot coffee with a measure full of ice cream dropped into it. The clam and tomato bouillon is made with equal parts of clam and tomato bouillon.

Besides these special concoctions with which we are starting the season are the more ordinary ones, such as hot chocolate, hot clam bouillon made with milk, hot clam broth made with hot water, hot tomato bouillon, hot beef tea, hot ginger tea, hot coffee, hot tea, the latter served with German tea balls that have become so popular. Of course, many others will develop as the season progresses, but these seem to meet all requirements at present. Crackers are always given with hot drinks, and a large slice of sponge cake is sold for 5 cents, a most popular innovation.

W. S. Stinson.

#### Care of Tooth Brushes.

If dealers will call the attention of customers to the following rules for the use of brushes, so much complaint will not be made about their wearing qualities:

Directions for using tooth brushes: Tap the brush before using it, to see if you can jerk out any loose bristles.

Tap the brush after using it, to shake out the water, and put it away fairly dry. Do not keep it closely shut up in a brush tray or dressing-bag bottle.

Cause of complaint: Loose bristles may be found in a new brush in consequence of the wire having cut the bristles in half while drawing them into the hole, the knot being too full. Bristles may project beyond the level of the serge, the knot being too slack; cut them off; do not withdraw them and thereby make the knot still more slack. Bristles will perish if brushes are put away thoroughly wet, and left for days to get thoroughly dry; after a time, even with the greatest care, this will happen. Brushes will smell offensively if closely shut up when wet; they will also become discolored. Tooth brushes will wear out in course of time; some people use them for months, while some will cut them down very quickly. Teeth with sharp edges cut bristles. Teeth with irregular spaces will catch individual bristles and forcibly withdraw them. Some people select a brush too soft for their requirement, and make it harder by pressure, breaking down the bristles, which they would not do if the brush was sufficiently hard. A tooth brush being an inexpensive article, it is wiser, therefore, to throw it away before it is thoroughly worn out than to keep it as an annoyance, which it will be if used too long.

#### Good Green Color for Violet Ammonia.

Green dyes, suitable for tinting solutions of ammonia, can be obtained already prepared from perfumers' supply houses. A satisfactory green tint can be made by combining blue and yellow in proper proportions. It 180 grains of true Spanish saffron are infused in eight ounces of distilled water and solution of indigo carmine added until the right tint is reached, nothing better can be devised. The solution of indigo carmine is best made as follows: Powder 30 grains of indigo in a mortar and desiccate or dry thoroughly over a water bath. To the perfectly dry powder add drop by drop four times its weight (two drachms) of fuming sulphuric acid. Cover the swollen mass and set the capsule aside for twenty-four hours. At the end of this time add three fluid ounces of distilled water, a little at a time, stirring constantly, and then transfer the whole to a tall, narrow beaker, or similar vessel, and let stand for four days, with occasional stirring. At the end of this time neutralize exactly with sodium carbonate, being careful to avoid any excess of the alkali. Filter the neutralized solution and evaporate to dryness in a water bath. The resultant powder is sodium sulphindigotate, commonly known as indigo carmine.

Thos. Willets.

#### What Color Is Your Halo?

When Mme. de Stael called architecture frozen music she showed herself to be something of a latter day psychologist. Color, says the new cult, is sound on a higher plane

—that is, a higher or more refined rate of vibration. The color sense is the sixth sense, the sixth sense is intuition, and intuition is the psychic sense of color. And when we have become universally still further developed, as we shall be, we can then not only perceive thoughts, but we shall also hear them.

Every individual is surrounded by an aura or emanation of color indicative of his or her spiritual, mental, moral and physical feelings and failings. Every human emotion is expressed in color, and consequently this aura is constantly changing, continually vibrating to every varying thought and feeling. The glory or nimbus around the head of a saint, according to this theory, was no poetical fiction.

Persons of beautiful character have beautiful auras of white, blue, green, gold, etc., while brutal or violent natures emit dark shades of red, brown, or black, so that by an understanding of color emanations the thoughts, character, and disposition of any one may easily be seen and understood by the illuminated seer versed in the meaning of colors.

When one's aura comes in contact with the aura of another the effect is immediately felt by the sensation of attraction or repulsion. If the colors are in harmony the feeling is attraction and friendship. If the colors or rates of vibration are entirely out of harmony there is repulsion. The difference between two things is simply the rate of vibration, and if the respective rates of two substances are entirely out of harmony they naturally repel.

#### Happy Occasion at the Drug Co.

The third annual meeting of the employees of the Hazeltine & Perkins Drug Co. was held Saturday, Jan. 4, in the general offices of the house.

A feature of this meeting was the presentation of a fine leather library chair and a purse containing \$50 in gold to Gerrit W. Plaat, the retiring foreman of the order department. The presentation was made by Jacob B. Timmer, the chemist of the company, in language and expressions very well chosen to convey the high esteem in which he, as well as other members of the "old guard," hold Mr. Plaat.

Following the presentation Lee M. Hutchins delivered a short address, in the course of which he alluded to the long and valuable services rendered by the retiring veteran, concluding with a brief discussion of successful business methods.

Dr. Chas. S. Hazeltine, President of the corporation, then presented each of the employees with a check for one month's salary, an annual custom which this house inaugurated some years ago as a means of expressing its appreciation of the efficient service and active co-operation of its employees.

#### African Elephant Needs Help.

The elephant is going the way of all flesh; the troops of elephants in Africa are so sadly thinned as to need the strong arm of the law to

protect them, the white rhinoceros is gone forever, the white tailed gnu is practically extinct. The work of destruction steadily is going on, at any rate in territories outside the British rule, while the fact that no restriction is put upon the use of firearms by the natives contributes still further to the slaughter. A heavy toll is still levied upon elephants for the sake of their ivory, hence the destruction is carried on by natives at the instigation of Europeans engaged in the ivory traffic. White men may shoot only a limited number, and for this concession must pay high license. So the markets are supplied by animals killed by the blacks, who are privileged to kill as they list.

#### The Drug Market.

Opium—Is steady at unchanged prices.

Morphine—Is unchanged.

Quinine—Is dull and weak.

Haarlem Oil—Has declined on account of competition among importers.

Soap Bark—Is very firm and advancing.

If the ostrich knew how much his feathers were worth he would be prouder than a peacock.



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## WHOLESALE DRUG PRICE CURRENT

<b>Acidum</b>		Copaiba .....	1 75@1 85	Scilla Co. ....	50	Liquor Arsen et	12@ 14	Rubia Tinctorum	12@ 14	Vanilla .....	9 00@
Aceticum .....	6@ 8	Cubebae .....	2 15@2 25	Tolutan .....	50	Hydrarg Iod ..	25	Saccharum La's.	22@ 25	Zinci Sulph ..	7@ 8
Benzoinum, Ger..	70@ 75	Erigeron .....	2 35@2 50	Prunus virg....	50	Liq Potass Arsenit	10@ 12	Salacin .....	4 50@4 75	<b>Oils</b>	
Boracic .....	17	Evechthitos .....	1 00@1 10	<b>Tinctures</b>		Magnesia, Sulph. bbl	1 1/2	Sanguis Drac's	40@ 50	bbl. gal.	
Carbolicum .....	26@ 29	Gaultheria .....	2 50@4 00	Anconitum Nap'sR	60	Mannia, S. F. ....	45@ 50	Sapo, W .....	13 1/2@ 16	Whale, winter ..	70@ 70
Citricum .....	62@ 65	Geranium .....	50@ 75	Anconitum Nap'sF	50	Menthol .....	2 65@2 85	Sapo, M .....	10@ 12	Lard, extra .....	85@ 90
Hydrochlor .....	3@ 5	Gossypii Sem gal	70@ 75	Aloes .....	60	Morphia, SP&W 3	25@3 50	Sapo, G .....	15	Lard, No. 1 .....	60@ 65
Nitrosum .....	8@ 10	Hedeoma .....	3 00@3 50	Arnica .....	60	Morphia, SNYQ 3	25@3 50	Seidlitz Mixture..	20@ 22	Linseed, boiled ..	45@ 48
Oxalicum .....	14@ 15	Junipera .....	40@1 20	Asafoetida .....	60	Morphia, Mal...3	25@3 50	Sinapis .....	18	Linseed, pure raw	45@ 48
Phosphorium, dil.	44@ 47	Lavendula .....	90@3 00	Aloes & Myrrh ..	60	Moschus Canton.	40	Sinapis, opt .....	30	Neat's-foot, w str	65@ 70
Sulphuricum .....	13@ 15	Limons .....	2 00@2 15	Asafoetida .....	60	Myristica, No. 1..	25@ 40	Snuff, Maccaboy.	18	Spts. Turpentine ..	Market
Tannicum .....	75@ 85	Mentha Piper .....	1 80@2 00	Aurore Belladonna	60	Nux Vomica po 15	10	DeVos .....	51	<b>Paints</b>	
Tartaricum .....	38@ 40	Menta Verid...3	25@3 35	Aurant Cortex ..	60	Os Sepia .....	35@ 40	Snuff, S'h DeVos	51	Red Venetian .....	1 1/2@ 2
<b>Ammonia</b>		Morruhuac gal ..	1 60@1 85	Benzoin Co. ....	60	Pepsin Saac, H &	1 00	Soda, Boras .....	8 1/2@ 10	Ochre, yel Ber .....	1 1/2@ 2
Aqua, 18 deg....	4@ 6	Myrica .....	3 00@3 50	Barosma .....	50	P D Co .....	1 00	Soda, Boras, po	7 1/2@ 10	Putty, comm'l 2 1/2	2 1/2@ 3
Aqua, 20 deg....	6@ 8	Olive .....	1 00@3 00	Cantharides .....	75	Picis Liq N N 1/2	1 00	Soda et Pot's Tart	25@ 28	Putty, strictly pr 2 1/2	2 1/2@ 3
Carbonas .....	13@ 15	Picis Liquida ..	10@ 12	Cardamon .....	75	Picis Liq qts .....	1 00	Soda, Carb. ....	1 1/2@ 2	Vermilion, Prime	13@ 15
Chloridum .....	12@ 14	Picis Liquida gal.	10@ 12	Cardamon Co. ....	75	Picis Liq pints...	1 00	Soda, Bl-Carb ..	3@ 5	American .....	13@ 15
<b>Aniline</b>		Ricina .....	1 06@1 40	Castor .....	1 00	Pil Hydrarg po 80	1 00	Soda, Ash .....	3 1/2@ 4	Vermillion, Eng. 75	80
Black .....	2 00@2 25	Rosmarini .....	6 50@7 00	Catechu .....	50	Pil Hydrarg po 22	1 00	Soda, Sulphas ..	2 60	Green, Paris .....	29 1/2@ 33 1/2
Brown .....	80@1 00	Succini .....	40@ 45	Chinchona .....	50	Piper Alba po 35	1 00	Spts. Cologne ..	2 60	Green, Peninsular	13@ 15
Red .....	45@ 50	Sabina .....	90@1 00	Chinchona Co. ....	50	Pix Burgum .....	8	Spts. Ether Co.	50@ 55	Lead, red .....	7 1/2@ 8
Yellow .....	2 50@3 00	Santal .....	40@ 50	Columbia .....	50	Plumbi Acet .....	12@ 15	Spts. Myrcia Dom	2 00	Lead, White .....	7 1/2@ 8
<b>Bacca</b>		Sassafras .....	90@ 95	Cubebae .....	50	Pulvis Ip'cet Opil 1	30@1 50	Spts. Vini Rect bbl	1 00	Whiting, white S'n	9@ 9
Cubebae .....	28@ 33	Sinapis, ess. oz.	1 10@1 20	Cassia Acutifol Co	50	Pyrethrum, bxs H	20@ 25	Spts. Vi'i Rect 1/2 b	1 00	Whiting, Gilders'	9@ 95
Juniperus .....	8@ 10	Tigil .....	10@1 20	Cassia Acutifol	50	& P D Co. doz.	25	Spts. Vi'i R't 10 gl	1 00	White, Paris Am'r	1 25
Xanthoxylum	30@ 35	Thyme .....	40@ 50	Digitalis .....	50	Pyrethrum, pv.	20@ 25	Spts. Vi'i R't 5 gal	1 00	Whit'g Paris Eng.	1 25
<b>Balsamum</b>		Thyme, opt .....	1 60	Ergot .....	50	Quassia .....	8@ 10	Sulphur, Roll .....	2 1/2@ 3 1/2	Shaker Prep'd ..	1 25@1 35
Copaiba .....	70@ 80	Theobromas .....	15@ 20	Ferri Chloridum	50	Quina, S P & W..	18@ 20	Terebenth Venice	28@ 30	<b>Varnishes</b>	
Peru .....	75@2 85	<b>Potassium</b>		Gentian .....	50	Quina, S Ger....	18@ 28	Thebromae .....	55@ 60	No. 1 Turp Coach 1	10 1 20
Terabin, Canada	65@ 70	Bi-Carb .....	15@ 18	Gentian Co. ....	60	Quina, N. Y.....	18@ 28			Extra Turp .....	1 60@1 70
Tolutan .....	40@ 45	Bichromate .....	13@ 15	Gulaca .....	60						
<b>Cortex</b>		Bromide .....	20@ 25	Gulaca ammon ..	60						
Abies, Canadian.	18	Carb .....	12@ 15	Hyoscyamus .....	50						
Cassiae .....	20	Chlorate .....	12@ 14	Iodine, colorless	75						
Cinchona Flava..	18	Cyanide .....	30@ 40	Kino .....	50						
Buonymus atro...	18	Iodide .....	2 50@2 60	Lobella .....	50						
Myrica Cerifera..	20	Potassa, Bitart pr	30@ 32	Myrrh .....	50						
Prunus Virginii..	15	Potass Nitras opt	7@ 10	Nux Vomica .....	50						
Quillaja, gr'd ..	12	Potass Nitras ..	6@ 8	Opil .....	1 25						
Sassafras...po 25	24	Prussiate .....	23@ 26	Opil, camphorated	1 00						
Ulmus .....	20	Sulphate po .....	15@18	Opil, deodorized..	2 00						
<b>Extractum</b>		<b>Radix</b>		Rhatany .....	50						
Glycyrrhiza Gla..	24@ 30	Aconitum .....	20@ 25	Rhel .....	50						
Glycyrrhiza, po..	28@ 30	Althae .....	30@ 35	Sanguinaria .....	50						
Haematox .....	11@ 12	Anchusa .....	10@ 12	Serpentaria .....	50						
Haematox, 1s...	13@ 14	Arum po .....	2@ 25	Stromonium .....	60						
Haematox, 1/2s	14@ 15	Calamus .....	20@ 40	Tolutan .....	60						
Haematox, 1/4s	16@ 17	Gentiana po 15..	12@ 15	Valerian .....	50						
<b>Ferru</b>		Glycyrrhiza pv 15	16@ 18	Veratrum Verde	50						
Carbonate Precip.	15	Hydrastis, Canaua	2 50	Zingiber .....	60						
Citrate and Quina	2 00	Hydrastis, Can. po	2 60	<b>Miscellaneous</b>							
Citrate Soluble..	55	Hellebore, Alba.	12@ 15	Aether, Spts Nit 3f	30@ 35						
Ferrocyanidum S	40	Inula, po .....	18@ 22	Aether, Spts Nit 4f	34@ 38						
Solut. Chloride ..	15	Ipecac, po .....	2 00@2 10	Alumen, grd po 7	3@ 4						
Sulphate, com'l, by	2	Iris plox .....	35@ 40	Annatto .....	40@50						
bbl. per cwt. ..	70	Jalapa, pr .....	25@ 30	Antimon, po .....	40@ 50						
Sulphate, pure ..	7	Maranta, 1/4s ..	35	Antimoni et po T	40@ 50						
<b>Flora</b>		Podophyllum po.	15@ 18	Antipyrin .....	20						
Arnica .....	20@ 25	Rhel .....	75@1 00	Antifebrin .....	20						
Anthemis .....	50@ 60	Rhel, cut .....	1 00@1 25	Argenti Nitras oz	53						
Matricaria .....	30@ 35	Rhel, pv. ....	75@1 00	Arsenicum .....	10@ 12						
<b>Folia</b>		Spigella .....	1 45@1 50	Balm Gilead buds	60@ 65						
Barosma .....	40@ 45	Sanguinari, po 18	15	Bismuth S N ...2	10@2 25						
Cassia Acutifol.	15@ 20	Serpentaria .....	50@ 55	Calcium Chlor. 1s	10						
Cassia, Acutifol.	25@ 30	Senega .....	85@ 90	Calcium Chlor. 1/2s	10						
Salvia officinalis.	18@ 20	Smilax, off's H..	40	Calcium Chlor. 1/4s	12						
1/4s and 1/2s ..	18@ 20	Smilax, M .....	25	Cantharides, Rus.	90						
Uva Ursi .....	8@ 10	Scilla po 45 ..	20@ 25	Capsici Fruc's af	20						
<b>Gummi</b>		Symplocarpus ..	25	Capsici Fruc's po	22						
Acacia, 1st pkd..	65	Valeriana Eng...	25	Cap'i Fruc's B po	15						
Acacia, 2nd pkd..	45	Valeriana, Ger..	15@ 20	Carphyllus .....	20@ 22						
Acacia, 3rd pkd..	35	Zingiber a .....	12@ 16	Carmin, No. 40	25						
Acacia, sifted sts.	18	Zingiber j .....	25@ 28	Cera Alba .....	50@ 55						
Acacia, po. ....	45@ 65	<b>Semen</b>		Cera Flava .....	40@ 42						
Aloe Barb .....	22@ 25	Anisum po 20 ..	16	Crocus .....	45@ 50						
Aloe, Cape .....	25	Apium (gravel's)	13@ 15	Cassia Fructus ..	35						
Aloe, Socotri ..	45	Bird, 1s .....	4@ 6	Centraria .....	10						
Ammoniac .....	55@ 60	Cardi po 15 ..	14@ 15	Cataceum .....	35						
Asafoetida .....	35@ 40	Cardamom .....	70@ 90	Chloroform .....	34@ 54						
Benzoinum .....	50@ 55	Coriandrum .....	12@ 14	Chloro'm Squibbs	90						
Catechu, 1s .....	13	Cannabis Sativa	7@ 8	Chloral Hyd Crss 1	35@1 60						
Catechu, 1/2s ..	14	Cydonium .....	75@1 00	Chondrus .....	20@ 25						
Catechu, 1/4s ..	16	Chenopodium ..	25@ 30	Cinchonidine P-W	38@ 48						
Comphorae .....	92@1 05	Dipterix Odorate.	80@1 00	Cinchonid'e Germ	38@ 48						
Euphorbium .....	40	Foeniculum .....	18	Cocaine .....	2 70@2 95						
Galbanum .....	10@ 15	Foenugreek, po.	7@ 9	Corks list, less 75%	45						



## 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

Brick .....@15  
 Leiden .....@18  
 Limburger .....@18  
 Pineapple .....40 @60  
 Sap Sago .....@22  
 Swiss, domestic .....@16  
 Swiss, imported .....@20

**CHEWING GUM**  
 American Flag Spruce 55  
 Beeman's Pepsin 55  
 Adams Pepsin 55  
 Best Pepsin 45  
 Best Pepsin, 5 boxes 2 00  
 Black Jack 55  
 Largest Gum Made 55  
 Sen Sen 55  
 Sen Sen Breath Perf 1 00  
 Long Tom 55  
 Yucatan 55

**CHICORY**  
 Bulk .....@12  
 Red .....@12  
 Eagle .....5  
 Franck's .....7  
 Schener's .....6

**CHOCOLATE**  
 Walter Baker & Co.'s  
 German Sweet 26  
 Premium 38  
 Caracas 31  
 Walter M. Lowney Co.  
 Premium, 1/4s 36  
 Premium, 1/2s 36

**COCOA**  
 Baker's 39  
 Cleveland 41  
 Colonial, 1/4s 35  
 Colonial, 1/2s 33  
 Epps 42  
 Huyler 45  
 Lowney, 1/4s 40  
 Lowney, 1/2s 39  
 Lowney, 1/4s 38  
 Lowney, 1s 40  
 Van Houten, 1/4s 12  
 Van Houten, 1/2s 20  
 Van Houten, 1s 40  
 Webb 35  
 Wilbur, 1/4s 39  
 Wilbur, 1/2s 40

**COCOA**  
 Dunham's 1/2s & 1/4s 26 1/2  
 Dunham's 1/4s 27  
 Dunham's 1/2s 28  
 Bulk 12

**COCOA SHELLS**  
 20lb. bags .....4  
 Less quantity .....4  
 Pound packages .....4

**COFFEE**  
 Rio  
 Common .....13 1/2  
 Fair .....14 1/2  
 Choice .....16 1/2  
 Fancy .....20

**COFFEE**  
 Santos  
 Common .....13 1/2  
 Fair .....14 1/2  
 Choice .....16 1/2  
 Fancy .....19  
 Peaberry .....19

**COFFEE**  
 Maracaibo  
 Fair .....16  
 Choice .....19  
 Mexican .....16 1/2  
 Fancy .....19  
 Guatemala .....15

**COFFEE**  
 Java  
 African .....12  
 Fancy African .....17  
 O. G. .....25  
 P. G. .....31

**COFFEE**  
 Mocha  
 Arabian .....21  
 Package  
 New York Basis  
 Arbuckle .....16 00  
 Dilworth .....14 75  
 Jersey .....15 00  
 Lion .....14 50

**COFFEE**  
 McLaughlin's XXXX  
 sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.

**COFFEE**  
 Extract  
 Holland, 1/2 gro boxes 95  
 Felix, 1/2 gross .....1 15  
 Hummel's foil, 1/2 gro. 85  
 Hummel's tin, 1/2 gro. 1 43

**COFFEE**  
 Crackers  
 National Biscuit Company  
 Brand  
 Butter  
 Seymour, Round .....6  
 N. B. C., Square .....6

**COFFEE**  
 Soda  
 N. B. C. Soda .....6  
 Select Soda .....8  
 Saratoga Flakes .....13  
 Zephyrette .....13

**COFFEE**  
 Oyster  
 N. B. C., Round .....6  
 Gem .....06  
 Faust, Shell .....7 1/2

**COFFEE**  
 Sweet Goods  
 Boxes and cans  
 Animals .....10  
 Atlantic, Assorted .....10  
 Brittle .....11  
 Cartwheels .....8  
 Currant Fruit Biscuit 10

Cocoanut Macaroons .....18  
 Dandelion .....10  
 Dixie Cookie .....9  
 Frosted Cream .....8  
 Frosted Honey Cake 12  
 Fluted Cocoanut .....10  
 Fruit Tarts .....12  
 Ginger Gems .....8  
 Graham Crackers .....8  
 Ginger Nuts .....10  
 Ginger Snaps, N. B. C. 7  
 Hippodrome .....10  
 Honey Cake, N. B. C. 12  
 Honey Fingers, As. Ice 12  
 Honey Jumbles .....12  
 Household Cookies .....8  
 Household Cookies Iced 8  
 Iced Honey Crumpets 10  
 Imperial .....8  
 Iced Honey Flake .....12 1/2  
 Iced Honey Jumbles 12  
 Island Picnic .....11  
 Jersey Lunch .....8  
 Cream Klips .....20  
 Lem Yem .....11  
 Lemon Gems .....10  
 Lemon Biscuit, Square 8  
 Lemon Wafer .....16  
 Lemon Cookie .....8  
 Mary Ann .....8  
 Marshmallow Walnuts 16  
 Mariner .....11  
 Molasses Cakes .....8  
 Mohican .....11  
 Mixed Picnic .....11 1/2  
 Nabob Jumble .....14  
 Newton .....12  
 Nic Nacs .....8  
 Oatmeal Crackers .....8  
 Orange Gems .....8  
 Oval Sugar Cakes .....8  
 Penny Cakes, Assorted 8  
 Pretzels, Hand Md. 8  
 Pretzelettes, Hand Md. 8  
 Pretzelettes, Mac. Md. 7 1/2  
 Raisin Cookies .....8  
 Revere, Assorted .....14  
 Rubie .....8  
 Scotch Style Cookies 10  
 Snow Creams .....16  
 Sugar Fingers .....12  
 Sugar Gems .....08  
 Sultana Fruit Biscuit 16  
 Spiced Gingers .....9  
 Spiced Gingers Iced 10  
 Sugar Cakes .....8  
 Sugar Squares, large or small .....8  
 Superba .....8  
 Sponge Lady Fingers 25  
 Sugar Crimp .....8  
 Vanilla Wafers .....16  
 Waverly .....8  
 Zanzibar .....9

**COFFEE**  
 In-er Seal Goods  
 Albert Biscuit .....1 00  
 Animals .....1 00  
 Butter Thin Biscuit.. 1 00  
 Butter Wafers .....1 00  
 Cheese Sandwich .....1 00  
 Cocoanut Dainties .....1 00  
 Faust Oyster .....1 00  
 Fig Newton .....1 00  
 Five O'clock Tea .....1 00  
 Frofana .....1 00  
 Ginger Snaps, N. B. C. 1 00  
 Graham Crackers .....1 00  
 Lemon Snap .....50  
 Oatmeal Crackers .....1 00  
 Oysterettes .....50  
 Old Time Sugar Cook. 1 00  
 Pretzelettes, Hd Md. 1 00  
 Royal Toast .....1 00  
 Saltine .....1 00  
 Saratoga Flakes .....1 50  
 Social Tea Biscuit.. 1 00  
 Soda, N. B. C. ....1 00  
 Soda, Select .....1 00  
 Sultana Fruit Biscuit 1 50  
 Uneeda Biscuit .....50  
 Uneeda Jinjer Waffer 1 00  
 Uneeda Milk Biscuit.. 50  
 Vanilla Wafers .....1 00  
 Water Thin .....1 00  
 Zu Zu Ginger Snaps 50  
 Zwieback .....1 00

**COFFEE**  
 Holland Rusk  
 36 packages .....2 90  
 40 packages .....3 20  
 60 packages .....4 75

**COFFEE**  
 Cream Tartar  
 Barrels or drums .....29  
 Boxes .....30  
 Square cans .....32  
 Fancy caddies .....35

**COFFEE**  
 Dried Fruits  
 Apples  
 Sundried .....10@11  
 Evaporated .....10@11

**COFFEE**  
 Apricots  
 California .....22@24  
 100-125 25lb. boxes. @ 6  
 80-100 25lb. boxes. @ 6 1/2  
 80-90 25lb. boxes. @ 6 1/2  
 70-80 25lb. boxes. @ 7  
 60-70 25lb. boxes. @ 7 1/2  
 50-60 25lb. boxes. @ 8  
 40-50 25lb. boxes. @ 8 1/2  
 30-40 25lb. boxes. @ 10  
 1/4c less in 50lb. cases.

**COFFEE**  
 Citron  
 Corsican .....@22

**COFFEE**  
 Currants  
 Imp'd 1 lb. pkg. @ 8  
 Imported bulk. @ 8 1/2  
 Peel  
 Lemon American .....15  
 Orange American .....14

**COFFEE**  
 Beans  
 Dried Lima .....7  
 Med. Hd. Pk'd. ....2 45  
 Brown Holland .....  
 Farina  
 24 1 lb. packages .....1 50  
 Bulk, per 100 lbs. ....3 50

**COFFEE**  
 Hominy  
 Flake, 50lb. sack. ....1 00  
 Pearl, 200lb. sack. ....4 00  
 Pearl, 100lb. sack. ....2 00  
 Macaroni and Vermicelli  
 Domestic, 10lb. box. 60  
 Imported, 25lb. box. 2 50

**COFFEE**  
 Pearl Barley  
 Common .....4 65  
 Chester .....4 75  
 Empire .....5 30

**COFFEE**  
 Peas  
 Green, Wisconsin, bu. 2 25  
 Green, Scotch, bu. ....2 35  
 Split, lb. ....04

**COFFEE**  
 Sago  
 East India .....6 1/2  
 German, sacks .....7  
 German, broken pkg. ....  
 Tapioca  
 Flake, 110 lb. sacks .. 7  
 Pearl, 130 lb. sacks .. 6 1/2  
 Pearl, 24 lb. pkgs. ....7 1/2

**COFFEE**  
 FLAVORING EXTRACTS  
 Foote & Jenks  
 Coleman brand Van. Lem. 2 oz. ....1 20 75  
 4 oz. ....2 00 1 75  
 8 oz. ....4 00 3 00  
 Jaxon brand Van. Lem. 2 oz. ....2 00 1 25  
 4 oz. ....4 00 2 40  
 8 oz. ....8 00 4 50

**COFFEE**  
 Jennings D. C. Brand.  
 Terpeneless Ext. Lemon Doz.  
 No. 2 Panel .....75  
 No. 4 Panel .....1 50  
 No. 6 Panel .....2 00  
 Taper Panel .....2 00  
 1 oz. Full Meas. ....8 1/2  
 2 oz. Full Meas. ....1 50  
 4 oz. Full Meas. ....3 50  
 No. 2 Assorted Flavors 1 00

**COFFEE**  
 GRAIN BAGS  
 Amoskeag, 100 in bale 19  
 Amoskeag, less than bl 19 1/2

**COFFEE**  
 GRAIN AND FLOUR  
 Wheat  
 New No. 1 White .....95  
 New No. 2 Red .....95  
 Winter Wheat Flour  
 Local Brands  
 Patents .....5 60  
 Second Patents .....5 40  
 Straight .....5 10  
 Second Straight .....4 75  
 Clear .....4 10  
 Subject to usual cash discount.  
 Flour in barrels, 25c per barrel additional.  
 Worden Grocer Co.'s Brand  
 Quaker, paper .....5 00  
 Quaker, cloth .....5 20  
 Wykes & Co.  
 Eclipse .....5 00  
 Kansas Hard Wheat Flour  
 Judson Grocer Co.  
 Fanchon, 1/4s cloth .....5 90  
 Grand Rapids Grain & Milling Co. Brands.  
 Wizard, assorted .....5 00  
 Graham .....4 50  
 Buckwheat .....5 50  
 Rye .....4 90

**COFFEE**  
 Spring Wheat Flour  
 Roy Baker's Brand  
 Golden Horn, family. 5 75  
 Golden Horn, baker's 5 65  
 Wisconsin Rye .....5 00  
 Judson Grocer Co.'s Brand  
 Lemon & Wheeler's Brand  
 Ceresota, 1/4s .....6 70  
 Ceresota, 1/2s .....6 60  
 Ceresota, 3/4s .....6 50  
 Wingold, 1/4s .....6 35  
 Wingold, 1/2s .....6 25  
 Wingold, 3/4s .....6 15

**COFFEE**  
 Pillsbury's Brand  
 Best, 1/4s cloth .....6 40  
 Best, 1/2s cloth .....6 30  
 Best, 3/4s cloth .....6 20  
 Best, 1/4s paper .....6 20  
 Best, 1/2s paper .....6 20  
 Best, wood .....6 40  
 Worden Grocer Co.'s Brand  
 Laurel, 1/4s cloth .....6 20  
 Laurel, 1/2s cloth .....6 10  
 Laurel, 1/4s & 1/2s paper 6 00  
 Laurel, 1/2s .....5 90

**COFFEE**  
 Wykes & Co.  
 Sleepy Eye 1/4s cloth .60  
 Sleepy Eye, 1/2s cloth .50  
 Sleepy Eye, 3/4s cloth .50  
 Sleepy Eye, 1/4s paper .50  
 Sleepy Eye, 1/2s paper .50

L. M. Seeded 1lb. 9 1/2 @ 10 1/2  
 Sultanas, bulk  
 Sultanas, package ..

**FARINACEOUS GOODS**  
 Beans  
 Dried Lima .....7  
 Med. Hd. Pk'd. ....2 45  
 Brown Holland .....  
 Farina  
 24 1 lb. packages .....1 50  
 Bulk, per 100 lbs. ....3 50

**FARINACEOUS GOODS**  
 Hominy  
 Flake, 50lb. sack. ....1 00  
 Pearl, 200lb. sack. ....4 00  
 Pearl, 100lb. sack. ....2 00  
 Macaroni and Vermicelli  
 Domestic, 10lb. box. 60  
 Imported, 25lb. box. 2 50

**FARINACEOUS GOODS**  
 Pearl Barley  
 Common .....4 65  
 Chester .....4 75  
 Empire .....5 30

**FARINACEOUS GOODS**  
 Peas  
 Green, Wisconsin, bu. 2 25  
 Green, Scotch, bu. ....2 35  
 Split, lb. ....04

**FARINACEOUS GOODS**  
 Sago  
 East India .....6 1/2  
 German, sacks .....7  
 German, broken pkg. ....  
 Tapioca  
 Flake, 110 lb. sacks .. 7  
 Pearl, 130 lb. sacks .. 6 1/2  
 Pearl, 24 lb. pkgs. ....7 1/2

**FARINACEOUS GOODS**  
 FLAVORING EXTRACTS  
 Foote & Jenks  
 Coleman brand Van. Lem. 2 oz. ....1 20 75  
 4 oz. ....2 00 1 75  
 8 oz. ....4 00 3 00  
 Jaxon brand Van. Lem. 2 oz. ....2 00 1 25  
 4 oz. ....4 00 2 40  
 8 oz. ....8 00 4 50

**FARINACEOUS GOODS**  
 Jennings D. C. Brand.  
 Terpeneless Ext. Lemon Doz.  
 No. 2 Panel .....75  
 No. 4 Panel .....1 50  
 No. 6 Panel .....2 00  
 Taper Panel .....2 00  
 1 oz. Full Meas. ....8 1/2  
 2 oz. Full Meas. ....1 50  
 4 oz. Full Meas. ....3 50  
 No. 2 Assorted Flavors 1 00

**FARINACEOUS GOODS**  
 GRAIN BAGS  
 Amoskeag, 100 in bale 19  
 Amoskeag, less than bl 19 1/2

**FARINACEOUS GOODS**  
 GRAIN AND FLOUR  
 Wheat  
 New No. 1 White .....95  
 New No. 2 Red .....95  
 Winter Wheat Flour  
 Local Brands  
 Patents .....5 60  
 Second Patents .....5 40  
 Straight .....5 10  
 Second Straight .....4 75  
 Clear .....4 10  
 Subject to usual cash discount.  
 Flour in barrels, 25c per barrel additional.  
 Worden Grocer Co.'s Brand  
 Quaker, paper .....5 00  
 Quaker, cloth .....5 20  
 Wykes & Co.  
 Eclipse .....5 00  
 Kansas Hard Wheat Flour  
 Judson Grocer Co.  
 Fanchon, 1/4s cloth .....5 90  
 Grand Rapids Grain & Milling Co. Brands.  
 Wizard, assorted .....5 00  
 Graham .....4 50  
 Buckwheat .....5 50  
 Rye .....4 90

**FARINACEOUS GOODS**  
 Spring Wheat Flour  
 Roy Baker's Brand  
 Golden Horn, family. 5 75  
 Golden Horn, baker's 5 65  
 Wisconsin Rye .....5 00  
 Judson Grocer Co.'s Brand  
 Lemon & Wheeler's Brand  
 Ceresota, 1/4s .....6 70  
 Ceresota, 1/2s .....6 60  
 Ceresota, 3/4s .....6 50  
 Wingold, 1/4s .....6 35  
 Wingold, 1/2s .....6 25  
 Wingold, 3/4s .....6 15

**FARINACEOUS GOODS**  
 Pillsbury's Brand  
 Best, 1/4s cloth .....6 40  
 Best, 1/2s cloth .....6 30  
 Best, 3/4s cloth .....6 20  
 Best, 1/4s paper .....6 20  
 Best, 1/2s paper .....6 20  
 Best, wood .....6 40  
 Worden Grocer Co.'s Brand  
 Laurel, 1/4s cloth .....6 20  
 Laurel, 1/2s cloth .....6 10  
 Laurel, 1/4s & 1/2s paper 6 00  
 Laurel, 1/2s .....5 90

**FARINACEOUS GOODS**  
 Wykes & Co.  
 Sleepy Eye 1/4s cloth .60  
 Sleepy Eye, 1/2s cloth .50  
 Sleepy Eye, 3/4s cloth .50  
 Sleepy Eye, 1/4s paper .50  
 Sleepy Eye, 1/2s paper .50

**FARINACEOUS GOODS**  
 Farina  
 24 1 lb. packages .....1 50  
 Bulk, per 100 lbs. ....3 50

**FARINACEOUS GOODS**  
 Hominy  
 Flake, 50lb. sack. ....1 00  
 Pearl, 200lb. sack. ....4 00  
 Pearl, 100lb. sack. ....2 00  
 Macaroni and Vermicelli  
 Domestic, 10lb. box. 60  
 Imported, 25lb. box. 2 50

**FARINACEOUS GOODS**  
 Pearl Barley  
 Common .....4 65  
 Chester .....4 75  
 Empire .....5 30

**FARINACEOUS GOODS**  
 Peas  
 Green, Wisconsin, bu. 2 25  
 Green, Scotch, bu. ....2 35  
 Split, lb. ....04

**FARINACEOUS GOODS**  
 Sago  
 East India .....6 1/2  
 German, sacks .....7  
 German, broken pkg. ....  
 Tapioca  
 Flake, 110 lb. sacks .. 7  
 Pearl, 130 lb. sacks .. 6 1/2  
 Pearl, 24 lb. pkgs. ....7 1/2

**FARINACEOUS GOODS**  
 FLAVORING EXTRACTS  
 Foote & Jenks  
 Coleman brand Van. Lem. 2 oz. ....1 20 75  
 4 oz. ....2 00 1 75  
 8 oz. ....4 00 3 00  
 Jaxon brand Van. Lem. 2 oz. ....2 00 1 25  
 4 oz. ....4 00 2 40  
 8 oz. ....8 00 4 50

**FARINACEOUS GOODS**  
 Jennings D. C. Brand.  
 Terpeneless Ext. Lemon Doz.  
 No. 2 Panel .....75  
 No. 4 Panel .....1 50  
 No. 6 Panel .....2 00  
 Taper Panel .....2 00  
 1 oz. Full Meas. ....8 1/2  
 2 oz. Full Meas. ....1 50  
 4 oz. Full Meas. ....3 50  
 No. 2 Assorted Flavors 1 00

**FARINACEOUS GOODS**  
 GRAIN BAGS  
 Amoskeag, 100 in bale 19  
 Amoskeag, less than bl 19 1/2

**FARINACEOUS GOODS**  
 GRAIN AND FLOUR  
 Wheat  
 New No. 1 White .....95  
 New No. 2 Red .....95  
 Winter Wheat Flour  
 Local Brands  
 Patents .....5 60  
 Second Patents .....5 40  
 Straight .....5 10  
 Second Straight .....4 75  
 Clear .....4 10  
 Subject to usual cash discount.  
 Flour in barrels, 25c per barrel additional.  
 Worden Grocer Co.'s Brand  
 Quaker, paper .....5 00  
 Quaker, cloth .....5 20  
 Wykes & Co.  
 Eclipse .....5 00  
 Kansas Hard Wheat Flour  
 Judson Grocer Co.  
 Fanchon, 1/4s cloth .....5 90  
 Grand Rapids Grain & Milling Co. Brands.  
 Wizard, assorted .....5 00  
 Graham .....4 50  
 Buckwheat .....5 50  
 Rye .....4 90

**FARINACEOUS GOODS**  
 Spring Wheat Flour  
 Roy Baker's Brand  
 Golden Horn, family. 5 75  
 Golden Horn, baker's 5 65  
 Wisconsin Rye .....5 00  
 Judson Grocer Co.'s Brand  
 Lemon & Wheeler's Brand  
 Ceresota, 1/4s .....6 70  
 Ceresota, 1/2s .....6 60  
 Ceresota, 3/4s .....6 50  
 Wingold, 1/4s .....6 35  
 Wingold, 1/2s .....6 25  
 Wingold, 3/4s .....6 15

**FARINACEOUS GOODS**  
 Pillsbury's Brand  
 Best, 1/4s cloth .....6 40  
 Best, 1/2s cloth .....6 30  
 Best, 3/4s cloth .....6 20  
 Best, 1/4s paper .....6 20  
 Best, 1/2s paper .....6 20  
 Best, wood .....6 40  
 Worden Grocer Co.'s Brand  
 Laurel, 1/4s cloth .....6 20  
 Laurel, 1/2s cloth .....6 10  
 Laurel, 1/4s & 1/2s paper 6 00  
 Laurel, 1/2s .....5 90

**FARINACEOUS GOODS**  
 Wykes & Co.  
 Sleepy Eye 1/4s cloth .60  
 Sleepy Eye, 1/2s cloth .50  
 Sleepy Eye, 3/4s cloth .50  
 Sleepy Eye, 1/4s paper .50  
 Sleepy Eye, 1/2s paper .50

**FARINACEOUS GOODS**  
 Farina  
 24 1 lb. packages .....1 50  
 Bulk, per 100 lbs. ....3 50

## Index to Markets

### By Columns

**Ammonia** ..... 1  
**Axle Grease** ..... 1  
  
**Baked Beans** ..... 1  
**Bath Brick** ..... 1  
**Bluing** ..... 1  
**Brooms** ..... 1  
**Brushes** ..... 1  
**Butter Color** ..... 1  
  
**Candles** ..... 1  
**Canned Goods** ..... 1  
**Carbon Oils** ..... 1  
**Catsup** ..... 1  
**Cereals** ..... 1  
**Cheese** ..... 1  
**Chewing Gum** ..... 1  
**Chicory** ..... 1  
**Chocolate** ..... 1  
**Clothes Lines** ..... 1  
**Cocoa** ..... 1  
**Cocanut** ..... 1  
**Cocoa Shells** ..... 1  
**Coffee** ..... 1  
**Confections** ..... 1  
**Crackers** ..... 1  
**Cream Tartar** ..... 1  
  
**Dried Fruits** ..... 1  
  
**Farinaceous Goods** ..... 1  
**Fish and Oysters** ..... 1  
**Fishing Tackle** ..... 1  
**Flavoring Extracts** ..... 1  
**Fresh Meats** ..... 1  
  
**Gelatine** ..... 1  
**Grain Bags** ..... 1  
**Grains and Flour** ..... 1  
  
**Herbs** ..... 1  
**Hides and Pelts** ..... 1  
  
**Jelly** ..... 1  
  
**Licorice** ..... 1  
  
**Matches** ..... 1  
**Meat Extracts** ..... 1  
**Mince Meat** ..... 1  
**Molasses** ..... 1  
**Mustard** ..... 1  
  
**Nuts** ..... 1  
  
**Olives** ..... 1  
  
**Pipes** ..... 1  
**Pickles** ..... 1  
**Playing Cards** ..... 1  
**Potash** ..... 1  
**Provisions** ..... 1  
  
**Rice** ..... 1  
  
**Salad Dressing** ..... 1  
**Saleratus** ..... 1  
**Salt Soda** ..... 1  
**Salt** ..... 1  
**Salt Fish** ..... 1  
**Seeds** ..... 1  
**Shoe Blacking** ..... 1  
**Snuff** ..... 1  
**Soap** ..... 1  
**Soda** ..... 1  
**Soups** ..... 1  
**Spices** ..... 1  
**Starch** ..... 1  
**Syrups** ..... 1  
  
**Tea** ..... 1  
**Tobacco** ..... 1  
**Twine** ..... 1  
  
**Vinegar** ..... 1  
  
**Wicking** ..... 1  
**Woodenware** ..... 1  
**Wrapping Paper** ..... 1  
  
**Yeast Cake** ..... 1

## 1

### ARCTIC AMMONIA

Doz. 12 oz. ovals 2 doz. box. 75  
**AXLE GREASE**  
 Frazer's  
 1lb. wood boxes, 4 dz. 3 00  
 1lb. tin boxes, 3 dz. 2 35  
 3 1/2 lb. tin boxes, 2 dz. 4 25  
 10lb. pails, per doz. 6 00  
 15lb. pails, per doz. 7 20  
 25lb. pails, per doz. 12 00

**BAKED BEANS**  
 1lb. can, per doz. 90  
 2lb. can, per doz. 1 40  
 3lb. can, per doz. 1 80

**BATH BRICK**  
 American 75  
 English 85

**BLUING**  
 Arctic  
 6 oz. ovals 3 doz. box 40  
 16 oz. round 2 doz. box 75  
 Sawyer's Pepper Box  
 Per Gross.  
 No. 3, 3 doz. wood bxs 4 00  
 No. 5, 3 doz. wood bxs 7 00

**BROOMS**  
 No. 1 Carpet, 4 sew. 2 75  
 No. 2 Carpet, 4 sew. 2 40  
 No. 3 Carpet, 3 sew. 2 25  
 No. 4 Carpet, 3 sew. 2 10  
 Parlor Gem 2 40  
 Common Whisk 90  
 Fancy Whisk 1 25  
 Warehouse 3 00

**BRUSHES**  
 Scrub  
 Solid Back 8 in. 75  
 Solid Back 11 in. 95  
 Pointed Ends 85  
 Stove  
 No. 3 90  
 No. 2 25  
 No. 1 75

**Shoe**  
 No. 8 1 00  
 No. 7 1 30  
 No. 4 1 70  
 No. 3 1 90

**BUTTER COLOR**  
 W. R. & Co.'s, 25c size 2 00  
 W. R. & Co.'s 50c size 4 00

**CANDLES**  
 Paraffine, 6s 10  
 Paraffine, 12s 10  
 Wicking 20



6	7	8	9	10	11
<b>Meal</b> Bolted ..... 3 40 Golden Granulated ..... 3 50 St. Car Feed screened 25 50 No. 1 Corn and Oats 25 50 Corn, cracked ..... 24 00 Corn Meal, coarse ..... 24 00 Winter Wheat Bran 25 00 Cow Feed ..... 25 50 Middlings ..... 26 00 Gluten Feed ..... 28 00 <b>Dairy Feeds</b> Wykes & Co. O P Linseed Meal ..... 31 60 Cottonseed Meal ..... 29 50 Gluten Feed ..... 28 00 Malt Sprouts ..... 24 00 Brewers Grains ..... 24 00 Molasses Feed ..... 26 00 Hammond Dairy Feed 25 00 <b>Oats</b> Michigan carlots ..... 54 Less than carlots ..... 56 <b>Corn</b> Carlots ..... 65 Less than carlots ..... 67 <b>Hay</b> No. 1 timothy car lots 15 00 No. 1 timothy ton lots 16 00 <b>HERBS</b> Sage ..... 15 Hops ..... 15 Laurel Leaves ..... 15 Senna Leaves ..... 25 <b>HORSE RADISH</b> Per doz. ..... 90 <b>JELLY</b> 5 lb. pails, per doz. ..... 2 35 15 lb. pails, per doz. ..... 3 50 30 lb. pails, per doz. ..... 4 98 <b>LICORICE</b> Pure ..... 30 Calabria ..... 23 Sicily ..... 14 Root ..... 11 <b>MAICHES</b> C. D. Crittenden Co. Noiseless Tip ..... 4 50 <b>MEAT EXTRACTS</b> Armour's, 2 oz. ..... 4 40 Armour's, 4 oz. ..... 8 20 Liebig's Chicago, 2 oz. 2 25 Liebig's Chicago, 4 oz. 5 50 Liebig's Imported, 2 oz. 4 50 Liebig's Imported, 4 oz. 8 50 <b>MOLASSES</b> New Orleans Fancy Open Kettle ..... 40 Choice ..... 35 Fair ..... 26 Good ..... 22 Half barrels 2c extra <b>MINCE MEAT</b> Per case ..... 2 90 <b>MUSTARD</b> 1/4 lb., 6 lb. box ..... 18 <b>OLIVES</b> Bulk, 1 gal. kegs ..... 1 65 Bulk, 2 gal. kegs ..... 1 60 Bulk, 5 gal. kegs ..... 1 55 Manzanilla, 3 oz. ..... 90 Queen, 19 oz. ..... 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 <b>PIPES</b> Clay, No. 216 per box 1 25 Clay, T. D., full count 60 Cob ..... 90 <b>PICKLES</b> Medium Barrels, 1,200 count ..... 9 00 Half bbls., 600 count ..... 5 00 Small Half bbls., 1,200 count 5 7 <b>PLAYING CARDS</b> No. 90 Steamboat ..... 85 No. 15, Rival, assorted 1 25 No. 20 Rover enameled 1 50 No. 572, Special ..... 1 75 No. 98 Golf, satin finish 2 00 No. 808 Bicycle ..... 2 00 No. 632 Tourist whist. 2 25 <b>POTASH</b> 48 cans in case Babbitt's ..... 4 00 <b>PROVISIONS</b> Barreled Pork Mess ..... 13 00 Clear Back ..... 16 50 Short Cut ..... 16 00 Short Cut Clear ..... 16 00 Bean ..... 13 50 Brisket, Clear ..... 17 50 Pig ..... 19 00 Clear Family ..... 14 00 <b>Dry Salt Meats</b> S. P. Bellies ..... 10 1/4 Bellies ..... 9 Extra Shorts ..... 9 <b>Smoked Meats</b> Hams, 12 lb. average ..... 10 Hams, 14 lb. average ..... 10 Hams, 16 lb. average ..... 10 Hams, 18 lb. average ..... 10 Skinned Hams ..... 10 1/2 Ham, dried beef sets ..... 15 California Hams ..... 8 1/4 Picnic Boiled Hams ..... 13 1/2 Boiled Ham ..... 17 Berlin Ham, pressed 9 Mince Ham ..... 15 Bacon ..... 12 1/2 @ 9 <b>Lard</b> Compound ..... 7 3/4 Pure in tierces ..... 9 80 lb. tubs, advance ..... 1 1/2 60 lb. tubs, advance ..... 1 1/2 50 lb. tins, advance ..... 1 1/4 10 lb. pails, advance ..... 1 1/2 20 lb. pails, advance ..... 1 1/2 5 lb. pails, advance ..... 1 8 lb. pails, advance ..... 1	<b>Sausages</b> Bologna ..... 7 Liver ..... 7 Frankfort ..... 9 Pork ..... 9 Veal ..... 7 Tongue ..... 7 Headcheese ..... 7 <b>Beef</b> Extra Mess ..... 9 75 Boneless ..... 13 50 Rump, new ..... 14 00 <b>Pig's Feet</b> 1/4 bbls. ..... 1 25 1/2 bbls., 40 lbs. ..... 2 00 1/2 bbls. ..... 3 1 bbl. ..... 9 00 <b>Tripe</b> Kits, 15 lbs. ..... 70 1/4 bbls., 40 lbs. ..... 1 50 1/2 bbls., 80 lbs. ..... 3 00 <b>Casings</b> Hogs, per lb. ..... 30 Beef, rounds, set ..... 16 Beef middles, set ..... 40 Sheep, per bundle ..... 90 <b>Uncolored Butterine</b> Solid dairy ..... 10 @ 12 Country Rolls ..... 10 1/2 @ 16 1/2 <b>Canned Meats</b> Corned beef, 2 lb. ..... 2 40 Corned beef, 1 lb. ..... 1 35 Roast beef, 2 lb. ..... 2 40 Roast beef, 1 lb. ..... 1 30 Potted ham, 1/4 s ..... 45 Potted ham, 1/2 s ..... 85 Deviled ham, 1/4 s ..... 45 Deviled ham, 1/2 s ..... 35 Potted tongue, 1/4 s ..... 45 Potted tongue, 1/2 s ..... 85 <b>RICE</b> Fancy ..... 7 @ 7 1/2 Japan ..... 5 1/2 @ 6 1/2 Broken ..... 4 <b>SALAD DRESSING</b> Columbia, 1/2 pint ..... 2 25 Columbia, 1 pint ..... 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 <b>SALERATUS</b> Packed 60 lbs. in box. Arm and Hammer ..... 3 15 Deland's ..... 3 00 Dwight's Cow ..... 3 15 Emblem ..... 2 10 L. P. ..... 3 00 Wyandotte, 100 1/4 s ..... 3 00 <b>SAL SODA</b> Granulated, bbls. ..... 85 Granulated, 100 lb. cs. 1 00 Lump, bbls. ..... 80 Lump, 145 lb. kegs ..... 95 <b>SALT</b> Common Grades 100 3 lb. sacks ..... 2 10 60 5 lb. sacks ..... 2 00 28 10 1/2 lb. sacks ..... 1 90 28 10 1/2 lb. sacks ..... 1 90 56 lb. sacks ..... 30 28 lb. sacks ..... 15 <b>Warsaw</b> 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 <b>Solar Rock</b> 56 lb. sacks ..... 24 <b>Common</b> Granulated, fine ..... 80 Medium, fine ..... 85 <b>SALT FISH</b> Cod Large whole ..... @ 7 Small whole ..... @ 6 1/2 Strips or bricks ..... 7 1/2 @ 10 1/2 Pollock ..... @ 5 <b>Halibut</b> Strips ..... 13 Chunks ..... 13 <b>Holland Herring</b> White Hoop, bbls. ..... 11 00 White Hoop, 1/2 bbls. 6 00 White Hoop, keg 65 @ 75 White Hoop mechs. 85 Norwegian ..... Round, 100 lbs. ..... 3 75 Round, 40 lbs. ..... 1 75 Scaled ..... 12 <b>Trout</b> No. 1, 100 lbs. ..... 7 50 No. 1, 40 lbs. ..... 3 25 No. 1, 10 lbs. ..... 90 No. 1, 8 lbs. ..... 75 <b>Mackerel</b> Mess, 100 lbs. ..... 15 00 Mess, 40 lbs. ..... 6 20 Mess, 10 lbs. ..... 1 65 Mess, 8 lbs. ..... 1 35 No. 1, 100 lbs. ..... 14 00 No. 1, 40 lbs. ..... 5 60 No. 1, 10 lbs. ..... 1 65 No. 1, 8 lbs. ..... 1 35 <b>Whitefish</b> No. 1, No. 2 Fam 100 lb. ..... 9 75 4 50 50 lb. ..... 5 25 2 40 10 lb. ..... 1 12 60 8 lb. ..... 92 50 <b>SEEDS</b> Anise ..... 10 Canary, Smyrna ..... 4 1/2 Caraway ..... 10 Cardamom, Malabar 1 00 Celery ..... 15 Hemp, Russian ..... 4 1/2 Mixed Bird ..... 4 Mustard, white ..... 10 Poppy ..... 9 Rape ..... 6 <b>SHOE BLACKING</b> Handy Box, large, 3 dz 50 Handy Box, small ..... 1 25 Bixby's Royal Polish 85 Miller's Crown Polish. 85	<b>SNUFF</b> Scotch, in bladders ..... 37 Maccaboy, in jars ..... 35 French Rappie in jars. 43 <b>SOAP</b> J. S. Kirk & Co. American Family ..... 4 00 Dusky Diamond, 50 8 oz 80 Dusky D'nd, 100 6 oz. 3 80 Jap Rose, 50 bars ..... 3 75 Savon Imperial ..... 3 50 White Russian ..... 3 50 Dome, oval bars ..... 3 50 Satinet, oval ..... 2 15 Snowberry, 100 cakes 4 00 Proctor & Gamble Co. Lenox ..... 3 50 Ivory, 6 oz. ..... 4 00 Ivory, 10 oz. ..... 6 75 Star ..... 3 50 <b>LAUTZ BROS. &amp; CO.</b> Acme, 70 bars ..... 3 60 Acme, 30 bars ..... 4 00 Acme, 25 bars ..... 4 00 Acme, 100 cakes ..... 3 50 Big Master, 100 bars 4 25 Marseilles, 100 cakes 6 00 Marseilles, 100 cakes 5c 4 00 Marseilles, 100 ck toilet 4 00 <b>A. B. Wisley</b> Good Cheer ..... 4 00 Old Country ..... 3 40 <b>Soap Powders</b> Lautz Bros. & Co. Snow Boy ..... 4 00 Gold Dust, 24 large 4 50 Gold Dust, 100-5c ..... 4 00 Kirkoline, 24 4 lb. ..... 3 80 Pearline ..... 3 75 Soapine ..... 4 10 Babbitt's 1776 ..... 3 75 Roseine ..... 3 50 Armour's ..... 3 70 Wisdom ..... 3 80 <b>Soap Compounds</b> Johnson's Fine ..... 5 10 Johnson's XXX ..... 4 25 Nine O'clock ..... 3 35 Rub-No-More ..... 3 75 <b>Scouring</b> Enoch Morgan's Sons. Sapolio, gross lots ..... 9 00 Sapolio, half gro lots 4 50 Sapolio, single boxes. 2 25 Sapolio, hand ..... 2 25 Scourine Manufacturing Co Scourine, 50 cakes ..... 1 80 Scourine, 100 cakes ..... 3 50 <b>SODA</b> Boxes ..... 5 1/2 Kegs, English ..... 4 1/4 <b>SOUPS</b> Columbia ..... 3 00 Red Letter ..... 90 <b>SPICES</b> Whole Spices Allspice ..... 12 Cassia, China in mats. 12 Cassia, Canton ..... 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyina ..... 25 Cloves, Zanzibar ..... 20 Mace ..... 55 Nutmegs, 75-80 ..... 35 Nutmegs, 105-110 ..... 25 Nutmegs, 115-120 ..... 20 Pepper, Singapore, blk. 15 Pepper, Singp. white. 25 Pepper, shot ..... 17 <b>Pure Ground in Bulk</b> Allspice ..... 16 Cassia, Batavia ..... 28 Cassia, Saigon ..... 55 Cloves, Zanzibar ..... 24 Ginger, African ..... 15 Ginger, Cochinchina ..... 18 Ginger, Jamaica ..... 25 Mace ..... 65 Mustard ..... 18 Pepper, Singapore, blk. 17 Pepper, Singp. white. 28 Pepper, Cayenne ..... 20 Sage ..... 20 <b>STARCH</b> Common Gloss 1 lb. packages ..... 4 @ 5 3 lb. packages ..... @ 5 1/2 6 lb. packages ..... @ 5 1/2 40 and 50 lb. boxes 3 1/2 @ 3 3/4 Barrels ..... @ 3 3/4 <b>Common Corn</b> 20 lb. packages ..... 5 40 lb. packages ..... 4 @ 7 <b>SYRUPS</b> Corn Barrels ..... 29 Half Barrels ..... 31 20 lb. cans 1/4 dz. in cs 2 00 10 lb. cans 1/2 dz. in cs. 1 95 5 lb. cans 2 dz. in cs. 2 00 2 1/2 lb. cans 2 dz. in cs. 2 10 <b>Pure Cane</b> Fair ..... 16 Good ..... 20 Choice ..... 25 <b>TEA</b> Japan Sundried, medium ..... 24 Sundried, choice ..... 32 Sundried, fancy ..... 36 Regular, medium ..... 24 Regular, choice ..... 32 Regular, fancy ..... 36 Basket-fired, medium 31 Basket-fired, choice ..... 38 Basket-fired, fancy ..... 43 Nibs ..... 22 @ 24 Siftings ..... 9 @ 11 Fannings ..... 12 @ 14	<b>Gunpowder</b> Moyune, medium ..... 30 Moyune, choice ..... 32 Moyune, fancy ..... 40 Pingsuey, medium ..... 30 Pingsuey, choice ..... 30 Pingsuey, fancy ..... 40 <b>Young Hyson</b> Choice ..... 30 Fancy ..... 36 <b>Oolong</b> Formosa, fancy ..... 42 Amoy, medium ..... 25 Amoy, choice ..... 32 <b>English Breakfast</b> Medium ..... 20 Choice ..... 30 Fancy ..... 40 <b>India</b> Ceylon, choice ..... 32 Fancy ..... 42 <b>TOBACCO</b> Fine Cut Cadillac ..... 54 Sweet Loma ..... 34 Hiawatha, 5 lb. pails. 35 Telegram ..... 30 Pay Car ..... 33 Prairie Rose ..... 40 Protection ..... 40 Sweet Burley ..... 44 Tiger ..... 40 <b>Plug</b> Red Cross ..... 31 Palo ..... 35 Hiawatha ..... 41 Kyo ..... 35 Battle Ax ..... 37 American Eagle ..... 33 Standard Navy ..... 37 Spear Head, 7 oz. ..... 47 Spear Head, 1 1/2 oz. 44 Nobby Twist ..... 55 Jolly Tar ..... 39 Old Honesty ..... 43 Toddy ..... 34 J. T. ..... 38 Piper Heidsick ..... 66 Boot Jack ..... 80 Honey Dip Twist ..... 40 Black Standard ..... 40 Cadillac ..... 40 Forge ..... 34 Nickel Twist ..... 52 Mill ..... 32 Great Navy ..... 36 <b>Smoking</b> Sweet Core ..... 34 Flat Car ..... 32 Warpath ..... 26 Bamboo, 16 oz. ..... 25 I X L, 5 lb. ..... 27 I X L, 16 oz. pails. 31 Honey Dew ..... 40 Gold Block ..... 40 Chapman ..... 40 Clips ..... 33 Kiln Dried ..... 21 Duke's Mixture ..... 40 Duke's Cameo ..... 43 Myrtle Navy ..... 44 Yum Yum, 1 1/2 oz. ..... 39 Yum Yum, 1 lb. pails 40 Cream ..... 38 Corn Cake, 2 1/2 oz. ..... 25 Corn Cake, 1 lb. ..... 22 Plow Boy, 1 1/2 oz. ..... 39 Plow Boy, 3 1/2 oz. ..... 39 Peerless, 3 1/2 oz. ..... 35 Peerless, 1 1/2 oz. ..... 38 Air Brake ..... 36 Cant Hook ..... 30 Country Club ..... 32-34 Forex-XXXX ..... 30 Good Indian ..... 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam ..... 24 Sweet Marie ..... 32 Royal Smoke ..... 42 <b>TWINE</b> Cotton, 3 ply ..... 26 Cotton, 4 ply ..... 26 Jute, 2 ply ..... 14 Hemp, 6 ply ..... 13 Flax, medium N ..... 24 Wool, 1 lb. balls ..... 10 <b>VINEGAR</b> Malt White, Wine, 40 gr 9 Malt White, Wine, 80 gr 12 1/2 Pure Cider, B & B. 15 Pure Cider, Robinson 15 Pure Cider, Silver ..... 15 <b>WICKING</b> No. 0 per gross ..... 30 No. 1 per gross ..... 40 No. 2 per gross ..... 50 No. 3 per gross ..... 75 <b>WOODENWARE</b> Baskets Bushels ..... 1 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 <b>Bradley Butter Boxes</b> 2 lb. size, 24 in case. 72 3 lb. size, 16 in case. 68 5 lb. size, 12 in case. 63 10 lb. size, 6 in case. 60 <b>Butter Plates</b> No. 1 Oval, 250 in crate 35 No. 2 Oval, 250 in crate 40 No. 3 Oval, 250 in crate 45 No. 5 Oval, 250 in crate 60 <b>Churns</b> Barrel, 5 gal., each ..... 2 40 Barrel, 10 gal., each ..... 2 55 Barrel, 15 gal., each ..... 2 70	<b>Clothes Pins</b> Round head, 5 gross bx 55 Round head, cartons. 70 <b>Egg Crates and Fillers.</b> Humpty Dumpty, 12 doz. 20 No. 1 complete ..... 40 No. 2 complete ..... 28 Case No. 2 fillers 15 sets 1 35 Case, mediums, 12 sets 1 15 <b>Faucets</b> Cork, lined, 8 in. .... 70 Cork lined, 9 in. .... 80 Cork lined, 10 in. .... 90 <b>Mop Sticks</b> Trojan spring ..... 90 Eclipse patent spring. 85 No. 1 common ..... 80 No. 2 pat. brush holder 85 12 lb. cotton mop heads 1 40 Ideal No. 7 ..... 85 <b>Pails</b> 2-hoop Standard ..... 2 15 3-hoop Standard ..... 2 35 2-wire, Cable ..... 2 25 3-wire, Cable ..... 2 45 Cedar, an red, brass. 1 25 Paper, Eureka ..... 2 25 Fibre ..... 2 70 <b>Toothpicks</b> Hardwood ..... 2 50 Softwood ..... 2 75 Banquet ..... 1 50 Ideal ..... 1 50 <b>Traps</b> Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes. 65 Rat, wood ..... 80 Rat, spring ..... 75 <b>Tubs</b> 20-in. Standard, No. 1 8 75 18-in. Standard, No. 2 7 75 16-in. Standard, No. 3 6 75 20-in. Cable No. 1 ..... 9 25 18-in. Cable, No. 2 ..... 8 25 16-in. Cable No. 3 ..... 7 25 No. 1 Fibre ..... 11 75 No. 2 Fibre ..... 10 25 No. 3 Fibre ..... 9 50 <b>Wash Boards</b> Bronze Globe ..... 2 50 Dewey ..... 1 75 Double Acme ..... 2 75 Single Acme ..... 2 25 Double Peerless ..... 4 25 Single Peerless ..... 3 60 Northern Queen ..... 3 50 Double Duplex ..... 3 00 Good Luck ..... 2 75 Universal ..... 3 65 <b>Window Cleaners</b> 12 in. ..... 1 50 14 in. ..... 1 85 16 in. ..... 2 30 <b>Wood Bowls</b> 13 in. Butter ..... 1 25 15 in. Butter ..... 2 25 17 in. Butter ..... 3 75 19 in. Butter ..... 5 00 Assorted, 13-15-17 ..... 2 30 Assorted, 16-17-19 ..... 3 25 <b>WRAPPING PAPER</b> Common straw ..... 1 1/4 Fibre Manila, white. 2 1/4 Fibre Manila, colored. 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 <b>YEAST CAKE</b> Magic, 3 doz. ..... 1 15 Sunlight, 3 doz. ..... 1 00 Sunlight, 1 1/2 doz. ..... 50 Yeast Foam, 3 doz. ..... 1 50 Yeast Cream, 3 doz. ..... 1 00 Yeast Foam, 1 1/2 doz. 58 <b>FRESH FISH</b> Per lb. Whitefish, Jumbo ..... 20 Whitefish, No. 1 ..... 15 Trout ..... 12 Halibut ..... 13 Ciscos or Herring ..... 8 Bluefish ..... 15 Live Lobster ..... 32 Boiled Lobster ..... 34 Cod ..... 12 Haddock ..... 8 Pickled ..... 12 1/2 Pike ..... 9 Perch, dressed ..... 9 Smoked, White ..... 13 Red Snapper ..... 11 1/2 Chinook Salmon ..... 16 Mackerel ..... 22 Finan Haddie ..... 13 1/2 Roe Shad, each ..... 1 50 Shad Roe, each ..... 75 <b>HIDES AND PELTS</b> Hides Green No. 1 ..... 5 Green No. 2 ..... 4 Cured No. 1 ..... 6 Cured No. 2 ..... 5 Calfskin, green, No. 1 9 Calfskin, green, No. 2 7 1/2 Calfskin, cured, No. 1 10 Calfskin, cured No. 2 8 1/2 <b>Pelts</b> Old Wood ..... @ 20 Lambs ..... 50 @ 80 Shearlings ..... 40 @ 80 <b>Tallow</b> No. 1 ..... @ 4 No. 2 ..... @ 3 <b>Wool</b> Unwashed, med. .... @ 18 Unwashed, fine .... @ 14	<b>CONFECTIONS</b> Stick Candy Pails Standard ..... 8 1/2 Standard H H ..... 8 1/2 Standard Twist ..... 9 <b>Cases</b> Jumbo, 32 lb. ..... 8 1/2 Extra H H ..... 10 Boston Cream ..... 12 Big stick, 30 lb. case. 8 1/2 <b>Mixed Candy</b> Grocers ..... 6 1/2 Competition ..... 7 Special ..... 8 Conserve ..... 8 Royal ..... 8 1/2 Ribbon ..... 10 Broken ..... 8 1/2 Cut Loaf ..... 9 Leader ..... 8 1/2 Kindergarten ..... 11 Bon Ton Cream ..... 9 1/2 French Cream ..... 9 1/2 Star ..... 11 Hand Made Cream ..... 17 Premio Cream mixed 14 O F Horehound Drop 11 <b>Fancy-In Pails</b> Gypsy Hearts ..... 14 Coco Bon Bons ..... 13 Fudge Squares ..... 13 Peanut Squares ..... 10 Sugared Peanuts ..... 12 Sugared 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 ..... 17 Moss Drops ..... 10 Lemon Sours ..... 11 Imperial ..... 11 Ital. Cream Opera ..... 12 Ital. Cream Bon Bons 12 Golden Waffles ..... 13 Red Rose Gum Drops 10 <b>Fancy-In 5 lb. Boxes</b> Old Fashioned Molasses Kisses, 10 lb. box 1 30 Orange Jellies ..... 50 Lemon Sours ..... 60 Old Fashioned Horehound drops ..... 60 Peppermint Drops ..... 60 Chocolate Drops ..... 75 H. M. Choc. Drops ..... 1 10 H. M. Choc. Lt. and Dark No. 12 ..... 1 10 Bitter Sweets, asst'd 1 25 Brilliant Gums, Crys. 60 A. A. Licorice Drops ..... 90 Lozenges, plain ..... 60 Lozenges, printed ..... 65 Imperial ..... 65 Mottos ..... 65 Cream Bar ..... 60 G. M. Peanut Bar ..... 60 Hand Made Cr'ns ..... 80 @ 94 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 <b>Pop Corn</b> Cracker Jack ..... 3 25 Checkers, 5c pkg case 3 50 Pop Corn Balls, 200s 1 85 Azulikit 100s ..... 3 00 Oh My 100s ..... 3 60 <b>Cough Drops</b> Putnam Menthol ..... 1 00 Smith Bros. .... 1 25 <b>NUTS-Whole</b> Almonds, Tarragona ..... 18 Almonds, Avica ..... 18 Almonds, California sft. shell ..... Brazil ..... 12 @ 13 Filberts ..... @ 13 Cal. No. 1 ..... @ 13 Walnuts, soft shelled 16 @ 18 Walnuts, Chilli ..... @ 14 Table nuts, fancy ..... 13 @ 16 Pecans, Med. ..... @ 12 Pecans, large ..... @ 12 Pecans, Jumbos ..... @ 13 Hickory Nuts per bu. Ohio new ..... Cocoanuts ..... Chestnuts, New York State, per bu. .... <b>Shelled</b> Spanish Peanuts ..... 8 @ 9 Pecan Halves ..... @ 65 Walnut Halves ..... @ 35 Filbert Meats ..... @ 27 Alicante Almonds ..... @ 42 Jordan Almonds ..... @ 47 <b>Peanuts</b> Fancy H. P. Suns ..... @ 6 1/2 Fancy, H. P. Suns, Roasted ..... 7 @ 8 Choice, H. P. Jumbo ..... 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 Hur  
Perfection .....35  
Perfection Extras .....35  
Londres .....35  
Londres Grand .....35  
Standard .....35  
Puritans .....35  
Panatellas, Finas .....35  
Panatellas, Book .....35  
Jockey Club .....35

### COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60  
35 1/4 lb. pkg. per case 2 60  
38 1/4 lb. pkg. per case 2 60  
18 1/4 lb. pkg. per case 2 60

### FRESH MEATS

#### Beef

Carcass .....5 @ 8 1/2  
Hindquarters .....7 1/2 @ 10  
Loins .....8 @ 14  
Rounds .....5 1/2 @ 7  
Chucks .....5 @ 6 1/2  
Plates .....@ 5  
Livers .....@ 6

#### Pork

Loins .....@ 9 1/2  
Dressed .....@ 6 1/2  
Boston Butts .....@ 8 1/2  
Shoulders .....@ 8 1/2  
Leaf Lard .....@ 9 1/2  
Trimnings .....@ 7

### 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..1 29

#### Jute

60ft. ....75  
72ft. ....90  
90ft. ....1 05  
120ft. ....1 50

#### Cotton Victor

50ft. ....1 10  
60ft. ....1 35  
70ft. ....1 60

#### Cotton Windsor

50ft. ....1 30  
60ft. ....1 44  
70ft. ....1 80  
80ft. ....2 00

#### Cotton Braided

40ft. ....95  
50ft. ....1 35  
60ft. ....1 65

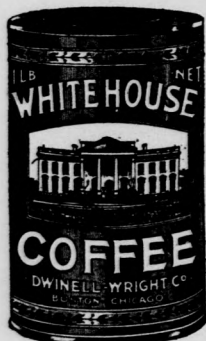
#### Galvanized Wire

No. 20, each 100ft. long 1 90  
No. 19, each 100ft. long 2 10

### COFFEE

#### Roasted

Dwinell-Wright Co.'s B'ds.



White House, 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 1/4 to 3 in. ....9  
1 1/4 to 4 in. ....11  
2 in. ....15  
3 in. ....20

#### Cotton Lines

No. 1, 10 feet .....6  
No. 2, 15 feet .....7  
No. 3, 15 feet .....9  
No. 4, 15 feet .....10  
No. 5, 15 feet .....11  
No. 6, 15 feet .....12  
No. 7, 15 feet .....15  
No. 8, 15 feet .....18  
No. 9, 15 feet .....20

#### Linen Lines

Small .....20  
Medium .....26  
Large .....34

#### Poles

Bamboo, 14 ft., per doz. 55  
Bamboo, 16 ft., per doz. 60  
Bamboo, 18 ft., per doz. 80

### GELATINE

Cox's, 1 doz. ....1 80  
Knox's Sparkling, doz. 1 20  
Knox's Sparkling, gro. 14 00  
Nelson's .....1 50  
Knox's Acidu'd. doz. 1 20  
Oxford .....75  
Plymouth Rock .....1 25

### SAFES



Full line of fire and burg-  
lar proof safes kept in  
stock by the Tradesman  
Company. Thirty-five sizes  
and styles on hand at all  
times—twice as many safes  
as are carried by any other  
house in the State. If you  
are unable to visit Grand  
Rapids and inspect the  
line personally, write for  
quotations.

### SOAP

Beaver Soap Co.'s Brands



100 cakes, large size..6 50  
50 cakes, large size..3 25  
100 cakes, small size..3 85  
50 cakes, small size..1 95

Tradesman's Co.'s Brand



Black Hawk, one box 2 50  
Black Hawk, five bxs 2 40  
Black Hawk, ten bxs 2 25

### TABLE SAUCES

Halford, large .....3 75  
Halford, small .....2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

## FINE CALENDAR



**N**OTHING 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.

To Exchange—Fine Red River Valley land and cash to exchange for stock general merchandise. Address O. L. Sateren, Grand Forks, N. D. 403

For Rent—New two-story brick store, 60x80 feet. Best retail corner in this thriving town of nearly 2,000 prosperous, liberal buying people. Very low rent for an early lease. Address O. F. Fyffe, Sumner, Ill. 402

Exclusive dry goods, carpets, millinery, clothing and shoe stock for sale in Southern Michigan town of 1,200 inhabitants. No competition. A sure money-maker. Address S. T. W., care Michigan Tradesman. 421

For Sale—Good livery and undertaking business West Side; well-established; doing good business; have two places, will sell for less than value or will trade or sell 1/2 interest for good piece Chicago real estate, house or flats, or take stock merchandise up to \$5,000. Lock Box 47, Lowell, Ind. 419

\$6,000 stock of clothing and gents furnishings in town of 1,800. One competitor. Established business. Address W. H., care Tradesman. 417

To Exchange for unimproved land, double store building, opera house overhead; first-class condition. Best town in Southwest Wisconsin. Address Box 403, Fennimore, Wis. 416

Wanted—To exchange for merchandise, hardware or groceries preferred, equity of \$1,500 in fine modern home in best residence district in Detroit, value \$4,500. Address H. W. Smith, 299 Alger Ave., Detroit, Mich. 415

Department store for sale at Kalamazoo, Mich. All the stock, including dry goods, shoes and clothing, fixtures less than one year old. Can be bought cheap if you act quickly. Address Jean Marks, 216-218 No. Burdick St., Kalamazoo, Mich. 413

For Sale—\$5,000 stock general merchandise, including fixtures, in good farming community. Located in Genesee Co. Stock in fine condition. Must be sold at once. Address No. 412, care Michigan Tradesman. 412

For Sale or Rent—Store building at Croton, suitable for general stock. No other store within nine miles. L. E. Phillips, Newaygo, Mich. 410

Second Hand Store Fixtures For Sale. L. E. Phillips, Newaygo, Mich. 411

Our Children in The Other Life by Giles; Doughty's "The Secret of the Bible"; Swedenborg's "Divine Love and Wisdom," three books seven hundred pages, postpaid for fifty cents in stamps. Pastor Landenberger, Windsor Place, St. Louis, Mo. 408

Snap—\$1,500 spot cash will buy 62-100 interest in Rochester infants' shoe factory; capacity 100 dozen daily. Rent \$ week. Everybody working piece work. Eight salesmen now carrying our samples on straight commission. Purchaser needs no shoe experience as junior partner will continue looking after manufacturing, but buyer must act as secretary, treasurer and general sales manager. I need \$1,500 to protect other interests. Address Z. Y. X., care Michigan Tradesman. 407

For Rent—A good, 50-foot corner store, which has been occupied for a general dry goods business for the past five years. This store is located in an excellent business and residence district on south side of Chicago, with modern street car line passing the door. Will make lease to suit. Address John Cheshire & Co., 4304 Cottage Grove Ave., Chicago, Ill. 406

\$2,000 cash or on time buys stock and fixtures of general merchandise doing a \$14,000 business; only store; can rent building for \$10 per month by the year. Located about 20 miles from Soo, Mich., on Soo railroad. Address C. M. N. L., Soo, Mich. 405

Wanted—Experienced business man with five thousand or more to invest. Can secure fine position with highly rated, well-established company. Box 406, Columbus, Ohio. 404

Free! 25 word ad. three insertions, or Webster's Vest Pocket Dictionary; gold edges, with patent index with one year's subscription at 25c to "Rural Home," a family monthly. Address Rural Home, A. G. St., Thayer, Kan. 396

For Rent—Store room, 25x60, "Corner." No better location in Constantine, Mich. Any kind of business. Trade well established for clothing. Will H. Lamb. 398

Thirty-room hotel, the only hotel in town of over 2,200, equipped with gas and electricity, steam heat and water works; best reasons for selling; will give purchaser a good lease on building. Address R. R. Kennedy, Spencerville, Ohio. 397

For Sale—A good, thoroughly established coal and ice business in a hustling town of 3,000 inhabitants, prospects good for population to double in two years. Only ice business in the town. Three ice houses, 7 coal sheds, wagon scale, two teams, four wagons, office furniture and all ice tools. This business will be sold for less than the property inventories. No charge for good will of business. Must be sold at once. Good reason for selling. Address Adin McBride, Durand, Mich. 395

## G. B. Johns & Co.

Mdse. Auctioneers  
Grand Ledge, Mich.

Our salesmen are gentlemen, therefore reliable. Our methods bring the best possible success. Try us.

Florida Orange Groves—Here is your chance to get a home in Florida cheap. I have 40 orange groves that must be sold either at retail or wholesale for cash. All in fine condition. No occupation more pleasant or profitable. Write for descriptive catalog and prices. M. E. Robinson, Sanford, Fla. 394

For Sale—Stock of general merchandise, invoicing about \$6,000 and brick veneer building, two story, 30x100 ft. Stock 85 per cent. cost building at \$2,500. Enquire of Muzzall & Marvin, Coopersville, Mich. 390

Merchandise stocks converted into cash, our system is successful, where others fail. Spring dates are being claimed. Booklet and references free. G. E. Breckenridge, Edinburg, Ill. 389

For Sale—Four cylinder Dayton market scales, with plate glass platforms. In use one year. Less than half original price will take them. X. Y. Z., care Michigan Tradesman. 387

For Sale—One-half interest in thriving hardware and implement business in good live town; best of farming country. Located at Manito, Illinois. Good reason for selling. Address George Knollhoff, Manito, Ill. 383

Drug Stock For Sale—A desirable drug stock, consisting of drugs, medicines, paints, oils, wall paper and druggist's sundries, with furniture all first-class, safe, roll top desk, cash register and four counter show cases with other cases as stock needs. Stock new and fresh. Is located at Crystal, Mich., and has had a trade of one hundred dollars per week cash. Will sell on time with good approved paper at 6 per cent. Will invoice about \$2,000. Will rent store building at reasonable rental. For particulars enquire of George W. Cadwell, Carson City, Mich. 373

For Sale—General merchandise stock and building or \$2,500 stock and rent building. Business long established. Yearly sales about \$10,000. Indiana, 45 miles from Chicago. Good farming country. Address No. 401, care Michigan Tradesman. 401

Wanted—Responsible men by a large coal mining company, producing Pittsburgh No. 8 vein coal, to conduct coal yards and secure carload orders from dealers and consumers in district controlled. Excellent opportunity on co-operative plan. Experience unnecessary. Address Box 500, Pittsburg, Pa. 386

Southern coal and timber lands. Write for particulars about Kentucky coal and Arkansas timber lands. Large tracts of both. Address H. H. Loving, Paducah, Ky. 385

For Sale—Fee simple to 3,000 acres of pine and 2,000 acres of hardwood timber land near railroad, estimated 10,000 feet per acre; also 2,000 acres fine fruit and truck land. Price very low. Will double in value in one year. Address No. 372, care Michigan Tradesman, Grand Rapids, Mich. 372

For Sale—Stock of shoes, dry goods and groceries located in Central Michigan town of 350 population. Living rooms above store. Rent, \$12 per month. Lease runs until May 1, 1908, and can be renewed. Last inventory, \$2,590. Sales during 1905, \$8,640. Good reasons for selling. Address No. 386, care Michigan Tradesman. 386

For Sale—One nearly new Burroughs adding and listing machine. Cheap. Box 82, Grand Rapids. 369

For Sale—On account of sickness, a good paying stock of general merchandise. Located in small town in good farming community in Northern Michigan. Will inventory about \$3,000. Post Office and telephone in connection. Will sell or rent building. Address No. 374, care Tradesman. 374

For Sale—My stock of shoes, hats, furnishings and working clothing. Will invoice about \$4,000. Stock all new this fall. No old or out of date goods at all. If taken at once will discount 20 per cent. No trades considered. Spot cash only. Reason for selling, am going to remodel store building. It will pay you to investigate this. Call on or address Clyde H. Harris, Galien, Mich. 378

For Sale—Bakery, restaurant and confectionery in college town of 10,000. Excellent opportunity for right party. No. 3 Middleby oven. Will bear investigation. For further information address J. M. Boule, Valparaiso, Ind. 380

For Sale—A 45-room hotel, modern in every respect, \$2 per day; good trade; beautiful location. Call or write E. M. Worden, Ladysmith, Wis. 351

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—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

## I WANT TO BUY

From 100 to 10,000 pairs of SHOES, new or old style—your entire stock, or part of it.

### SPOT CASH

You can have it. I'm ready to come. PAUL FEYREISEN, 12 State St., Chicago

For Sale—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

## HELP WANTED.

### SITUATIONS WANTED.

Position wanted by experienced registered pharmacist. Address No. 418, care Michigan Tradesman. 418

Experienced young man wants position in grocery or general store. Can give good reference. At liberty now. Address Cad. Averill, Mesick, Mich. 420

Wanted—Position by a married man, age 40, in general store. Experience. Address Box 658, Grand Ledge, Mich. 414

Wanted—By married man, position in or as manager of general store, in any good city or town. References furnished. 25 years' experience. Address L. M., 626 Selby Ave., St. Paul, Minn. 409

Want Ads. continued on next page.

## COUPON BOOKS

SUPERCEDE  
BUCK-KEEPING  
DISPUTED ACCOUNTS  
BAD DEBTS

ACCURACY  
ASSURE PROFIT  
CONTENTMENT

We make four grades of book in the different denominations.

CIRCULARS ON INQUIRY  
SAMPLES

TRADESMAN COMPANY,  
GRAND RAPIDS, MICH.

# Here Is A Pointer



Your advertisement, if placed on this page, would be seen and read by eight thousand of the most progressive merchants in Michigan, Ohio and Indiana. We have testimonial letters from thousands of people who have bought, sold or exchanged properties as the direct result of advertising in this paper.



### Giving the Other Fellow a Chance.

Written for the Tradesman.

Once upon a time two traveling salesmen, each one handling the same line of goods, entered the store of a general merchant "Up North" at the same time. They were warm friends but rivals in business. One of these men had repeatedly visited the merchant and had regularly sold goods to him. The other one was making his first visit. The merchant, chatting away back in his store with a farmer, saw the two men as they entered the front door and said to his friend: "Here come two men selling the same kind of goods. Watch 'em."

And the farmer followed instructions. He saw the visitors greet the merchant, who received them cordially, and he heard the well-known salesman remark, after a few conventional observations about the weather, and so on, "Well, I must go up and call on Brown. I'll see you again," after which he departed. Then he heard the stranger salesman "make his talk" and saw, also, that the merchant gave him a small order for various things. Then, well pleased, the man went out of the store.

"What made the other chap go out so soon?" asked the farmer.

Then the merchant explained that "the other chap" was not afraid of competition; that he was willing to give a fellow traveler a chance; and, most wisely, assumed that such an unqualified exhibition of confidence in his own lines and in his own ability as a salesman would make him all the more solid with his customer.

"But will it?" asked the farmer.

"Surely it will and has," responded the merchant. And this assertion was verified not very long thereafter when the well-acquainted salesman reappeared and, introduced to the farmer, talked with him about the bankers' panic, the departure of the fleet of battle ships for the Pacific, the nomination of a President and the crop reports until the merchant rejoined the group with: "Well, here's my list of 'outs.' Look it over and see what I need and how much of it you can furnish. By the way, how is your own list of 'outs'?"

The salesman handed the farmer and the merchant each a cigar and, with "Excuse me a minute," stepped to the counter and with his stock book before him looked over the merchant's list.

The result was the salesman who believed in his goods and himself took an order which, in spite of "the depression," was the largest he had received from that merchant during the year, and with thanks and a cheery good-bye took his departure, saying, "I'll see you again in about thirty days."

At this the farmer ejaculated: "By snum! That chap's a good one—and you didn't even see his samples."

"No, it wasn't necessary," said the merchant. "He knows my stock in his line better than I do myself. Kinder keeps track of me, knows my trade and is square. When he didn't have exactly what I needed he said so frankly and recommended something just as good only a later pattern and

make. And during ten years of trading with him I've learned that his recommendation goes."

"Gee whiz!" said the farmer, "no wonder he was willing to give the other fellow a chance." C. S. H.

### Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, Jan. 8—Creamery, fresh, 25@30c; dairy, fresh, 20@23c; poor to common, 17@20c; rolls, 18@22c.

Eggs—Strictly fresh, candled, 29@30c; fancy white, 32@33c; cold storage, candled, 18@18½c.

Live Poultry—Springs, 12½@13½c; fowls, 12@13c; ducks, 12½@13½c; geese, 11@12c; old cox, 9c.

Dressed Poultry—Springs, 12@14c; fowls, 12@13c; old cox, 9@10c; ducks, 13@14c; geese, 10@12c; turkeys, 18@20c.

Beans—Marrow, hand-picked, \$2.25 @2.35; medium, hand-picked, \$2.25; peas, hand-picked, \$2.25; red kidney, hand-picked, \$2.10@2.15; white kidney, hand-picked, \$2.25@2.50.

Potatoes—White, 60c per bu.; mixed, 50@55c. Rea & Witzig.

### Plea That Failed.

"Please, mum," began the aged hero in appealing tones, as he stood at the kitchen door on washday, "I've lost my leg—" "Well, I ain't got it," snapped the woman, slamming the door.

Good citizens will be pleased to learn that one industry that has prevailed too extensively heretofore in various parts of the country, shows a heavy decline for 1907. The business of Judge Lynch for the year shows a falling off of 20 per cent. from the total of 1906. There were during the past year 56 lynchings, with 52 colored and four white victims, all residents of the southern and southwestern states. This showing is creditable, but it is still a disgraceful record. There may be some just complaint about the law's delays, and at times it may fail to secure justice and right, but this is no excuse for taking a suspected criminal out of the hands of the law. Every man charged with crime is guaranteed by his country a fair trial by a jury of his peers, and it is a public calamity when he is deprived of it.

Perry Daniels, of Lima, Ohio, who with his son and a young lady friend, have been arrested on a charge of manufacturing bogus coins, claims that counterfeiting is a contagious disease and the person afflicted is not responsible for his acts. Daniels is a well known citizen, and was formerly a prominent local politician. He has made a confession, frankly admitting that he made and circulated counterfeit coins. He declares that the victims of the malady are as strongly impelled toward counterfeiting as the drunkard is toward whisky. Disclosures involving several prominent Lima citizens are expected to result from an investigation by government officials, armed with information given by Daniels in his confession.

Peddlers of gold bricks usually have plenty of brass.

### Convinced Him That the Color Matched His Vest.

He spoke confidentially to the young woman clerk in the glove store:

"Have you any gloves that will match the color of this vest?" he asked, exhibiting the garment with modest pride.

"I should say we had!" returned the girl. "That color is the latest yell. I've just had a skirt made of it myself. What size?"

"You'll have to write home to the folks for that," said the customer, extending his palm. "I can never remember whether it's my glove or my shoe that's seven-and-a-half."

"Seven-and-a-quarter is your rating," said the girl, after she had passed the tape around his hand. "Let's try the left hand, please. If you slip off that seal ring the glove will go on easier."

"But it's—er—it's wished on, you know," he objected with some confusion.

"Oh, indeed! Well, no matter; only the left hand is usually the larger." She substituted the right glove. "But I guess you're not superstitious or you wouldn't have a ring wished on your left hand?"

"Why, I never heard it was unlucky."

"Sure it is. You won't be married this year, I can tell you that."

The customer sighed.

"Now, I'm sorry I said that," she exclaimed, comfortingly "I didn't mean to make you unhappy."

"Oh! that's all right," he replied. "It wasn't that kind of a sigh. You've read about sighs of relief, haven't you? It was that kind. You see, I was afraid it might have had something to do with the way the ponies have been running lately."

The glove girl was shocked. At least she said she was.

"But I know you're only joking," she said. "Men are always joking about not wanting to get married."

"Are they? Well, if I wanted to get married I wouldn't be buying these kind—beg pardon, this kind—of gloves. I'd be buying boxing gloves."

"Say, maybe I'm color blind, but they don't look the same as my vest."

"It's exactly the same shade. I tell you I just had a skirt made like it. It's the light in here. There, it fits you perfectly. How does it feel?"

"I can't shut my hand."

"You don't want to shut it. This isn't a mitten, it's a glove. Let's try the other one on."

The customer meekly put up his hand.

"Your hand is very easily fitted," she said with a professional smile. "You have such long tapering fingers, you know. You play a piano, don't you?"

"A little."

"I knew it. I can always tell from a customer's hand what he does. Yours shows artistic tastes, I'm sure."

"That's right. Me for the artistic stunt every time. I prefer the St.

Gaundens gold pieces to the job printing office posters. Say, what makes my hand look so big?"

"Oh, any new glove makes your hand look that way at first. Will you take the box? But of course you won't—men never like to carry packages."

"But you've stopped the circulation in my wrists," he said. "The buttons are too tight, and I think you've buttoned in a piece of my wrist."

"Oh, they'll feel all right presently," she said cheerfully. "I feel the same way when I put on a new pair. Same way with shoes, you know. Two dollars, yes, thanks. If you're careful in taking them off the first few times they'll keep their shape. I know you'll like the color when you get them out in the light. Had a skirt made of it myself."

### Thoughtful.

There is an elderly business man of Cleveland, of whom friends tell a story amusingly illustrating his excessively methodical manner of conducting both his business and his domestic affairs.

The Clevelander recently married a young woman living in a town not far away. On the evening of the ceremony the prospective bridegroom, being detained by an unexpected and important matter of business, missed the train he had intended to take in order that he might reach the abode of his bride at 7 o'clock, the hour set for the wedding.

True to his instincts, the careful Clevelander immediately repaired to the telegraph office, from which to dispatch a message to the lady. It read:

"Don't marry till I come. Howard."

### Advanced Arithmetic.

Kenneth is the name of a good-natured Washington lad who is as studious as any of his companions, but he is young yet, and has not advanced very far in the grades of the public schools. The other evening he was visiting a boy friend who has laid his plans for serving in Uncle Sam's army in the future, and contemplates graduating from West Point some day.

The two were talking about mathematics, when a young lady sought to test Kenneth's knowledge of arithmetic.

"If lemons are 23 cents a dozen," she asked him, "how much are cast-iron lamp posts apiece?"

"I don't know, miss. I haven't got that far in 'rithmetic yet."

### BUSINESS CHANCES.

Wanted—Position as salesman or manager in retail shoe department. Fifteen years experience. Best of references. Address H. L. A., 333 Norwood Ave., Grand Rapids, Mich. 423

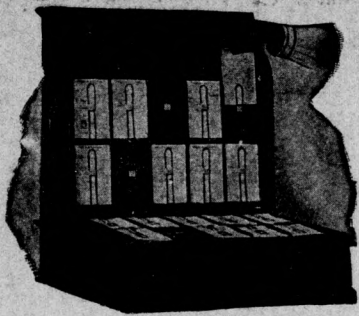
For sale or exchange for good improved farm 80 acres or more, only exclusive clothing and furnishing business. Town 800. Snap for right party. K. C., care Tradesman. 426

For Sale—\$1,400 stock of groceries. Address 2043, Nashville, Mich. 424

For Sale—Two Toledo scales, good as new at \$25 each. Address J. H., care Tradesman. 425

For Sale—Small stock of dry goods and bazaar goods, town 2,000. Central location. From \$500 to \$1,000. F. C. Wood & Son, Lowell, Mich. 422





## Accounts Accounts Accounts

Figures Figures Figures

Some people spend so much of their time posting accounts and juggling figures from one book to another that they can't sleep without having a nightmare of figures and books.

WHAT'S THE USE? Cut out USELESS WORK.

Get the results in the QUICKEST and BEST manner.

The shortest distance between two points is a straight line.

When you keep accounts on the McCASKEY REGISTER you only

write ONCE and have every detail TOTALED TO THE

settlement without making another figure.

It is ALWAYS IN USE.

The systems to fit your business.

They are fully protected by patents.

See our demonstrations.

Our 64-page Catalog is FREE for the asking.

### THE McCASKEY REGISTER CO.

27 Rush St., Alliance, Ohio

Mfrs. of the Famous Multiplex Duplicate and Triplicate Pads;  
also End Carbon, Side Carbon and Folded Pads.

Agencies in all Principal Cities

## A Balloon Race

has recently been held in which all records for distance have been eclipsed. By careful and systematic handling they were kept near enough to the ground to accomplish the purpose of the test. They were under perfect control at all times, except for direction.

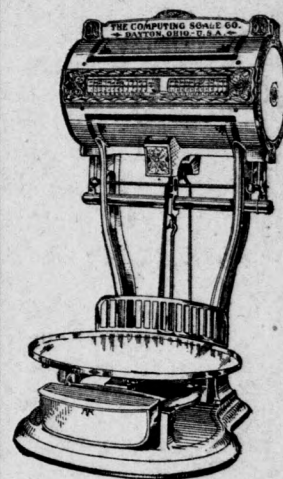
Think of the perfection of the bag which retained the gas sufficient to carry the weight.

A SMALL LEAK would have made these results impossible; the gas would escape and the balloon come down.

THE SUCCESS of your business depends upon the degree of protection secured in handling your goods. A small loss on each weighing will surely and steadily decrease your profits. You must avoid it.

MONEYWEIGHT SCALES are proven to be the only scales which will handle your goods without loss. The immense number of successful merchants using them is proof of our claim.

A short demonstration of our scale will convince you that it will save you money. Will you let us prove it?

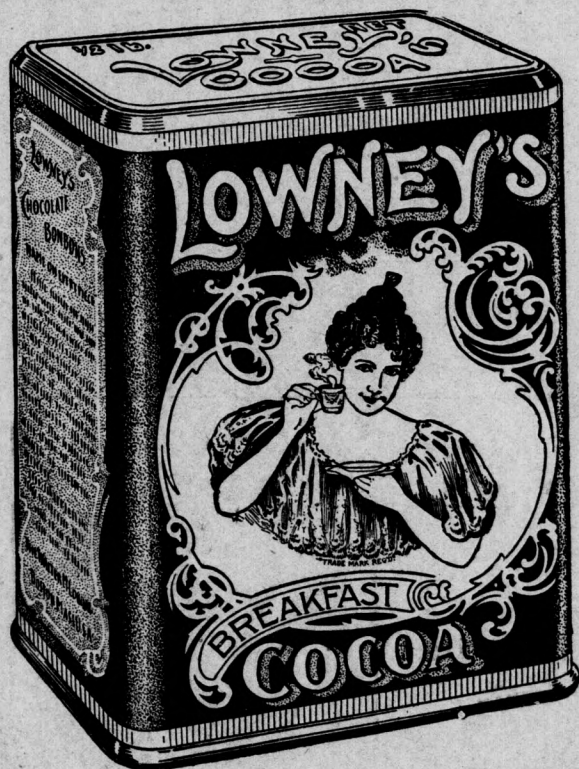


The new low platform No. 140 Dayton Scale



### 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





We have the  
**Exclusive  
State  
Agency**

of the  
famous

**"Leonard  
Cleanable"**

## **REFRIGERATORS**

For Store and Family Use  
and handle them on a  
**Strictly Commission Basis**



We are Selling Agents for the best products in

## **White and Decorated DINNERWARE**

of the foremost American potteries

We have the  
**Exclusive  
Agency**

for a very  
strong and  
handsome line  
of

**Baby  
Carriages  
Go-Carts**



**Folding Carts, Etc.**

made by one of the largest and most reliable  
manufacturers in America

## **Pry Off the Lid**

Under this heading an advertisement in an Iowa journal says:

"In time of peace prepare for war. Don't wait for the other fellow to  
"cause HE is waiting to see what YOU are going to do. If your backbone is  
"carry your load put on a bold front anyway."

The mummies of Egypt have been dead five thousand years and all they ask is  
"to be left alone," but

## **You Are Not a Mummy**

therefore, buckle right down to business and make up your mind that you are going to do  
the business of your life in 1908. Come on and let us see your optimistic smile on the  
face of our order book, for you can't sell unless you buy—not even by and by.

## **We Wear a Broad Smile**

on account of our success in making unusually favorable arrangements for the season of  
1908 with many of the leading manufacturers of the country for the exclusive sale of their  
products in this State, by which we are enabled to announce the addition of our special

## **Commission Department**

We shall keep on exhibition in this city complete lines of the products of various  
factories, such as



### **"Insurance" GASOLINE STOVES**

We are factory selling agents for this  
celebrated line of absolutely safe gaso-  
line stoves.

**Crockery, Glassware, China  
Silverware  
Stoneware, Enameled Kitchenware  
Refrigerators  
Gasoline Stoves  
Premium Goods, Souvenir Novelties  
5c, 10c and 15c Counter Goods  
Woodenware, Etc.**

We solicit the favor of a call when  
in the city

**Leonard Crockery Co.  
Grand Rapids, Mich.**



Complete lines of  
**Enameled Kitchenware**

Priced on a commission basis