

Lowney's Chocolates

We have been appointed distributors of the celebrated chocolates---the most popular superfine bonbons in the world---manufactured by

The Walter M. Lowney Company
of Boston, Mass.

and we shall carry a full line of these goods at all times.

We solicit your patronage and guarantee that your orders will receive prompt attention.

PUTNAM FACTORY, National Candy Co.

Grand Rapids, Mich.

DO IT NOW

Investigate the

Kirkwood Short Credit System of Accounts

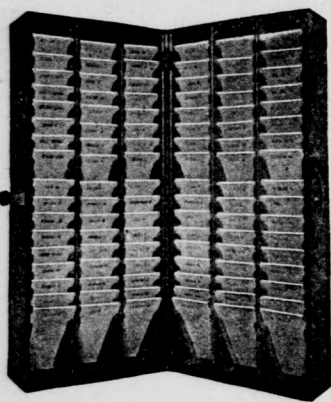
It earns you 525 per cent. on your investment. We will prove it previous to purchase. It prevents forgotten charges. It makes disputed accounts impossible. It assists in making collections. It saves labor in book-keeping. It systematizes credits. It establishes confidence between you and your customer.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

A. H. Morrill & Co.

105 Ottawa St., Grand Rapids, Michigan

Bell Phone 87 Citizens Phone 5087

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



Every Cake

of FLEISCHMANN'S

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



The Fleischmann Co.,

of Michigan

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

The Keith System Obviates Errors, Disputes, Omissions and Manipulations



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

Each customer's account is kept in a SEPARATE BOOK alphabetically arranged in the cabinet.

Each customer gets with every purchase made an exact duplicate of the order that remains in the book.

Each customer knows with every bill of goods purchased the total of his bill to date.

No customer can dispute his account, as the slips in the book which constitute your record are numbered from 1-50 the same as the duplicate slips in the customer's possession.

No clerk or customer can manipulate a charge without detection as the original slips are not perforated, but numbered, and each number must be accounted for.

No possibility of forgetting to make a charge. Your customers won't let you, for they want to preserve the duplicate numbered slips so they will know at all times just where they are at.

The Keith is the SAFE and PRACTICAL WAY.

The Simple Account Salesbook Co.

Sole Manufacturers, also Manufacturers of Counter Pads for Store Use
1062-1088 Court Street Fremont, Ohio, U. S. A.

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 15, 1908

Number 1269

Our prices for multigraphed imitation typewritten letters on your stationery:

100.....\$1.50	1000.....\$3.00
250.....2.00	2000.....5.00
500.....2.50	5000.....10.00

Write us or call.
Grand Rapids Typewriting & Addressing Co.
114 Mich. Trust Bldg., Ground Floor

GRAND RAPIDS FIRE INSURANCE AGENCY

THE McBAIN AGENCY

Grand Rapids, Mich. The Leading Agency

Commercial Credit Co., Ltd.

Credit Advices and Collections

MICHIGAN OFFICES

Murray Building, Grand Rapids
Majestic Building, Detroit

ELLIOT O. GROSVENOR

Late State Food Commissioner

Advisory Counsel to manufacturers and jobbers whose interests are affected by the Food Laws of any state. Correspondence invited.

2321 Majestic Building, Detroit, Mich.

TRACE YOUR DELAYED FREIGHT Easily

and Quickly. We can tell you how.

BARLOW BROS.,

Grand Rapids, Mich

KENT COUNTY SAVINGS BANK

Corner Canal and Lyon Streets
GRAND RAPIDS, MICHIGAN

OFFICERS

JOHN A. COVODE, President
HENRY IDEMA, Vice-President
J. A. S. VERDIER, Cashier
A. H. BRANDT, Ass't Cashier

DIRECTORS

JOHN A. COVODE FRED'K C. MILLER
T. J. O'BRIEN
LEWIS H. WITHEY EDWARD LOWE
T. STEWART WHITE
HENRY IDEMA J. A. S. VERDIER
A. W. HOMPE

FIRE AND BURGLAR PROOF

SAFES

Grand Rapids
Safe Co.

Tradesman Building

SPECIAL FEATURES.

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 18. At the Florists.
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COMMON CLEARING HOUSE.

It is remarkable with what serene confidence and unqualified enjoyment the average city man will indulge in reminiscences as to life in the country, even although, as happens more often than otherwise, his experience is limited to a vacation of a week or so one summer during his boyhood. And one of his best beloved topics is the country store and scenes typical of such establishments.

He will revel in his descriptions and, to do him justice, they are not half bad because a country store is picturesque and rather easy to depict orally. Moreover, the great American illustrators, like A. B. Frost and E. W. Kemble, have pictured them so often and so variously, and always accurately as to local color and atmosphere, that they are very familiar to the general public.

Where the city man fails in his reminiscental portrayal of the country store and its frequenters is his misconception as to facts in connection therewith. Accustomed as he is to the ever changing crowds in the metropolitan stores, he is unable to account for the "at home" aspect presented by the farmers, their sons and hired farm hands, as they loiter about a store in the smaller villages and hamlets; he can not understand how it is that everybody seems on familiar terms with everybody else, because in his observations he notes that all people who visit the stores at home appear to be strangers to each other. They do not even salute one another, and as for sitting down and visiting awhile, such a thought is never entertained. They are too busy and, besides, there is that everlasting problem of the city, "Does he belong to our set?"

And so the city man proceeds to call the rural citizens lazy, says they do nothing during the winter months but hang around the village store, whittle, chew tobacco and swap lies as they hug the stove. Let the enthusiastic critic and careless story teller follow the winter routine of the aver-

age farmer and he will tell his story more truthfully. Let him attempt to attend to the details of caring for a pair of horses, four or five cows, a few hogs, a hundred hens and a drove of sheep, perhaps. Then let him see that the fuel supply, wood or coal, is all right; that the vegetables are safe from the possibility of freezing, that the fruits are not beginning to decay, that the smoked meats are properly cured and the mending of implements and vehicles is looked after. Incidentally, let him shovel snow for awhile and then have his wife ask him to go over to town for kerosene oil or coffee or some other article essential to harmonious, comfortable life on a farm. And so, through crisp cutting winds, with snow covered or slushy, muddy roads, he drives three or four miles to town.

It would be foolish to assert that the enlightened story teller, passing through such experiences, would hurriedly get his oil or coffee or what-not and then get right out of the store. Not much. He would be glad to see the storekeeper, glad to meet his neighbor from over on the Five Mile Road, glad to catch the latest gossip dispensed by the traveling man who had just happened in. "The store" serves the farmer as a clearing house for the exchange of news, opinions, advice and good fellowship, and by comparison with the larger, busier and more strenuous store in the city is comfortable, hospitable, satisfying and companionable. And, as most country merchants know their business thoroughly, the country store is intimately an institution in which its patrons take a deep interest and for which they hold the highest regard. And so let the urban yarn master tell his little fictions; they are harmless.

SPECIAL DAY PROPOSITION.

Last week reference was made in the Tradesman and suggestions were offered as to towns having 5,000 or 8,000 inhabitants indulging in Special Days for the purpose of bringing all the people in contiguous territory into town for a day of companionable good fellowship. The idea is being received with most favorable interest, and in reply to various questions that have been asked in regard to the matter the following answers are given:

The chief essential for the success of any such effort is that everybody in town must work together. All differences of opinion must be harmonized and every citizen must give a square deal to every other citizen. It must be an enthusiastic example of public spirit and hospitality for the good of the whole town. Everyone must willingly stand ready to do whatever he can reasonably do to achieve such a result, with no half-

concealed thought as to what his or her individual gain will be.

The enterprise need not be so expensive as to be prohibitive. Fifty subscribers, giving five dollars each, with those and others contributing toward the free dinner to be given—coffee, milk, butter, bread, pastry, doughnuts, pickles, cold meats and the chief dish (whether it be baked beans, pumpkin pies, baked potatoes, or what not)—can provide a dinner for 5,000 people and a day of pleasure and profit for both hosts and guests.

The surest way to kill any such event is for societies—mutual benefit or other semi-secret organizations—to get up separate dinners for their members or friends. There must be nothing of the church dinner feature about the thing. It must be a Village Dinner or a City Dinner in every sense of the word.

Special attractions may be expensive, but not necessarily so. The local band must give its services; the local singers must contribute, as must the local base ball teams. Professional attractions may be secured, but this is hazardous unless the actual quality of the attractions is positively known, by selling concessions to perform in town on the day selected. If this be done, carefully and intelligently, funds may be raised to help toward meeting the general expense.

Of course, it will be necessary to advertise such events. By far the best way to gain this end is to depend upon the newspapers of your town and adjacent towns. These newspapers will naturally donate, twice over, as much space to the giving of publicity to your enterprise as they will ask you to pay for; but don't make the fatal error of asking them to do it all gratis. As a matter of good business judgment give each newspaper a good bit of paid advertising.

You will have to wait until after harvest for the holding of such a festival and you will have to take chances on the weather, but you can advertise your proposition to take place on a certain date "or in case of rain, on the first pleasant day thereafter." You are not conducting a circus which "must make the next town next day, rain or shine." Your dinner preparations can be held over a day or two, and if your street decorations are wisely selected and placed they can wait if necessary.

Events such as contemplated in these suggestions have been given in many villages and cities East, West and South and invariably they have proved to be beneficial to the entire interests of the town presenting them. In the sense of advertising alone they are valuable undertakings.



Entire Store Front Was Used as a Trim.

Sometimes an entire store front is made to do duty as a sort of window trim. One such I saw a while ago. Without mentioning any names we will say it was a shoe store—and that the name of the owner was Delzell. The building was a five-story one and all the windows of all the floors had a tale to tell of the goods dealt in by Delzell, which were for men, women and children.

Above each window was nailed a large flat signboard, straight on the top and sides and curved upward on the lower side. On each floor the wording appeared twice. The top-most floor read:

Delzell's Shoes For Men

The fourth said:

Delzell's Shoes For Women

On the third one saw:

Delzell's Shoes For Kids

The second floor had a big wire sign that reached nearly across the building and bore the one word:

DELZELL

The ground floor had the names of two styles of shoe that Delzell makes a big run on, one on each side of the entrance.

All the windows were curved at the top, and the half-circle on the lower side of the wooden signs fitted the tops of the windows, the upper (straight) edge of the sign coming just under the window ledge above it, there thus being no obscuration of the light.

This dealer certainly got his money's worth out of the front of his building in an advertising way.

I would say that the lettering on these signs was easily decipherable from the opposite side of the street—even the fifth story.

You would think that so many signs would have a plastered, a patchy look. But no. Being uniform in size, color and material, and of a pleasing shape, they looked as if a part of the building, and were really ornamental.

* * *

Speaking of shoes reminds me that I saved a clipping from a recent shoe trade journal which will be of interest to others as well as the Saint Crispins:

"It may not be out of place to tell a story of the prettiest advertising that was done for the late Augustus Saint Gaudens, and while the sculptor, with his genius, left his mark on the times, it is safe to say that there are in New York City many women who have a closer interest and a more personal admiration for his work because of this episode of his earlier career.

"Mr. Saint Gaudens' father was a shoemaker and carried on business in the early '70s in a little bit of a shop on Fourth avenue, between Twenty-third and Twenty-fourth streets.

"That the shoes were as much

works of art as fine book bindings goes without saying, and after more than thirty years the picture of the gentle-faced old man, somewhat bent, his shoulders always covered by a queer little gray plaid shawl, is as clear as if it were yesterday that he was seen about the neighborhood, always carrying home his charming shoes himself.

"The pretty part was his worship of his gifted son, and in one corner of the dim little shop was a desk where a light always burned and on which were photographs of the younger man's work. One of these—the reredos in Saint Thomas' church, representing the Adoration of the Angeles—was reproduced in several sizes, and these pictures would be handed to favored customers with the invariable proud speech:

"You have never been so well shod, and you are shod by the father of the man who can do such work as this."

"It is related that one unappreciative patron failed to carry away her photograph, and the offended old man pattered down the street after her, asking sharply if she realized what she was leaving behind.

"Much too soon for the shoe-wearers of the neighborhood the prosperous sculptor took his old father out of business; but it is safe to say that in after years there was never such worshipping publicity given to the works of his genius as that which emanated from the little Fourth avenue shop."

* * *

The following, from a good authority on the to-the-women-all-important subject of the vagaries of Fashion shows what is seen in the windows of merchants who keep up with the pace she sets:

"For the more dressy sort of the 'robe d'interieur,' 'Zanna' (a sort of satin crepon), soft weaves of satin, cloth, Pekin fabrics, in a mingling of silk or cloth and velvet, and such like materials are preferred. Needless to say that among these the Japanese type of cut and arrangement is conspicuous, with the loose, shapeless body portion and short or long flowing sleeves, with one side drawn across the front to the opposite one, and there fastened. This description is generally well scooped out around throat and framed by bands of embroidery, where occasionally lace is mingled. Others have small decollete arrangements and small lace yokes, or, again, long, narrow facings of embroidered white cloth or velvet which closes at the waistline. Rarely are the skirts in any manner adorned. Occasional exceptions are narrow tucks or somewhat broader folds of the material.

"Dresses of any but tailor type are at present complicated and elaborately trimmed and constructed. It is even rumored that tailor suits are likely, during this height of winter, to follow more or less this trend. The date given sufficiently indicates that costumes of this description will be launched rather on the Riviera than in Paris, their ultimate fate depending on the reception they there meet.

"For select gatherings, nothing is more fashionable than a white cloth costume of semi-tailor type; that is to say, with long skirt, trimmed with fur. One lately seen, although simple, was the perfection of elegance. On the foot of the long, single skirt was a four-inch broad band of seal-skin. The long-fitting jacket had collar and breast and sleeve revers of the same fur, with which the four large buttons closing the garment were also covered. There was a waistcoat of crimson cloth, embroidered in dark brown and gold.

"All light shades of cloth look well with fur garnitures, either in the shade or contrasting. Frequently are to be seen trimmings of chinchilla or gray squirrel on semi-tailor suits of gray cloth, while those of brown cloth or velvet have adornments of brown or black fur. These fur hem trimmings are extremely effective. They require, however, the long skirt, although occasionally short skirts of dark fabrics have a narrow band of astrakhan or broadtail as foot trimming.

"More than one of the most elegant of our fashion leaders have ordered broadtail tailor suits, the skirt slightly touching the ground. The jacket is short and almost fitting, with trimmings of handsome self-colored silk galloons and frogs on the bosom and crossing over the top of the sleeve.

"This pretty, supple skin is greatly favored in Paris, being the only one possible for an entire suit. Seal-skin was tried a season or two ago, but the weight was found excessive.

"An unpretending but comfortable looking little garment seen in a local window was the short sacque-jacket of crimson cloth, braided all-overwise in very narrow black sou-tache. The seams were concealed by a narrow band of broadtail. This is much seen, as well as on dark green cloth.

"Very fashionable are marabout scarfs, with accompanying muffs of the same feather. They are very warm, light and pretty in their various shades of brown and occasional gray. The ends of the scarfs are sometimes fringe, fourteen inches long, of coarse chenille, terminated by passementerie balls. The same fringe, but somewhat narrower, ornaments the muff."

How To Make a Show Window Pay.

The show window, rightly used, is one of the strongest factors for attracting trade in the modern retail business world. To make the window pay, to make it a vital force in enlarging a business by constantly drawing new customers into the store, requires time and labor, and the exercise of good taste and judgment. If a merchant buys advertising space in a newspaper or elsewhere, he devotes considerable thought to filling it with attractive matter. He makes frequent changes, so that his advertisements are always new and fresh and suited to the varying needs of the buying public. The show window is a valuable advertising space which costs the merchant something in rent and other expenses. He has it on his hands and can turn it to good account or he can neglect it, letting it remain a constant bill of expense from which he derives no benefit.

The slovenly show window knocks business. It drives away trade. It deters many from entering who fear to find the interior as poorly managed as the exterior. The show window is an index to the store. A neat, tasty display, with goods shown to their best advantage, indicates a well kept, business like establishment. The customer who enters and finds that the interior bears out the promises made by the window display goes away satisfied and is sure to return. Constant changes in the window will keep the world informed of the changes going on within the store, the new bargains, the beginning of special sales and the arrival of new goods.

The desire for possession is one of the strongest human characteristics. The man or woman who sees a good article tastily put on view, if it is seasonable and suited to their needs, will long to own it. They may purchase it at once, or make a mental note of the store and return later. The man who can exhibit goods so that those who see them want them for their own is the man who becomes a successful window trimmer and who draws trade to his establishment. Display seasonable goods for which there is a demand or soon will be. Set your goods in attractive surroundings. A beautiful easy chair, marked with a low price, but shown in the middle of a meadow, would not

"Money From Home"

Our Check goes to Retail Grocers as follows:

4% extra on total purchases of

Postum, Grape-Nuts and Elijah's Manna (bunched)

between \$20.00 and \$25.00 (about 4 doz. each.)

5% on total between \$40.00 and \$45.00 (about 8 doz. each.)

6% on total of \$60.00 the limit (about 12 doz. each.)

Applies between February 1, 1908, and March 15, 1908.

Ask jobbers to bill on separate invoice from regular goods.

Send their bills to us March 15th to check over. They will be returned to you with our check.

Buy freely, use the windows, get busy and earn the extra money. The goods are as staple as Gold Dollars on the shelves.

"There's a Reason" POSTUM CEREAL CO., LTD., Battle Creek, Mich.

tempt any one to buy it. But place the same chair, marked with the same price, in a cosy corner, beside a grate fire, with pipe racks on the wall, and a table with magazines or workbox close at hand, and that chair will possess attractions on a fall or winter day which many a man or woman will find it impossible to resist.

The object of all good window trimming is first to draw spectators to the window; then to hold their attention, and finally to induce them to enter the store. For this reason every trim should have some novel feature, unique in itself and belonging peculiarly to the exhibit of which it is a part. Any unusual arrangements of the goods in hand will attract attention. The massive style, in which a large number of the same article are grouped in a window, or at a particular spot, is often effective. For variety use the light, delicate style, in which a few objects are grouped in a graceful, artistic fashion which compels attention and admiration. Set pieces, in which various objects are used to create outdoor scenes or other pictorial effects, can be used in thousands of varieties and to good advantage. Articles in motion will invariably draw spectators to a window. A flag waving in a breeze created by a concealed electric fan, a windmill operated by motor, or mechanically moving lights, are commonly used to good purpose. The idea can be employed in a thousand different ways. Special exhibits, such as cooking, the making of shoes or weaving

of rugs, in which the construction or use of the article advertised is shown in actual operation, are sure means of obtaining publicity if not used too often.

One or more show cards should be in every window. If neatly and artistically made they add a touch of color to a display and give all necessary information. By saying enough, but not too much, the show card leads the customer into the store for fuller information, a sale is made and the card writer has played his part in making the show window pay.—Show Card Writer.

Ready For Big Cut.

Elk Rapids, Jan. 14—The extensive sawmill operated by the Elk Rapids Iron Company, which has been closed since last summer, started last week on the season's cut. Enough logs are banked in the different camps, ready for transportation, to keep the mill running to its full capacity well into the summer.

The Elk Rapids Savings Bank on December 31 closed the most prosperous year in its history. A dividend of 10 per cent. was declared and the taxes on the stock paid for the shareholders. Besides this a vast sum was carried to the surplus fund.

The Reason.

"Why is Jones growing a beard?"
"Oh, I believe his wife made him a present of some ties."

Success is apt to beget success, unless the successful party is unable to stand prosperity.

Creditors of Central Lake Bankrupt.

The following is a list of creditors of A. M. Lichtenstein, the Central Lake bankrupt merchant:

Cohn, Frank & Co., Buffalo	777.00
Robenson & Golluber, New York	173.28
C. W. Mills Paper Co., Gr. Rpts.	42.38
James A. McDougall & Co., Gloversville, N. Y.	201.75
Brown & Sehler Co.	220.25
Parrotte, Beals & Co., Chicago	390.75
J. H. Bishop Co., Wyandotte	474.25
Hamburger & Silberman, Detroit	456.00
Hartman Trunk Co., Chicago	103.72
Strouss, Eisendrath & Co., Chicago	457.75
J. Solomon & Co., 220 Madison St., Chicago	70.50
Beecher, Peck & Lewis, Detroit	16.48
The Thread Agency, 200 Monroe St., Chicago	54.01
Bloom, Goldberg Co., 308 W. 12th St., Chicago	333.50
The Wagner Mfg. Co., Cleveland	17.50
J. A. Selling & Co., Detroit	151.35
A. Goldenberg & Co., 177 Adams St., Chicago	166.38
David & Jacobs, 13 Washington Place, New York	919.75
J. Richardson & Co., Elmira, N. Y.	171.55
The Sunshine Cloak & Suit Co., Cleveland	927.13
Grand Rapids Shoe & Rubber Co., Grand Rapids	100.80
A. J. Brumbach, Reading, Pa.	225.00
J. C. Ruth, Aurora, Ill.	137.62
The Western Pants Co., 153 Market St., Chicago	163.50
LaCrosse Knitting Works, LaCrosse, Wis.	93.83
Adolph Landauer & Son, Milwaukee	364.97
Koropp, Samowich & Moe, 225 Jackson St., Chicago	628.31
The New York Cotton Batting Co., Lockport, N. Y.	48.00
M. J. Berkson & Co., Chicago	563.70
Clapp Clothing Co., Gr. Rapids	352.88
Detroit Neckwear Co., Detroit	169.51
B. Berman & Co., 257 Gratiot Ave., Detroit	760.88
Hirth, Krause & Co., Gr. Rpts.	529.03
Samuel Kaplan & Bros., 718 Broadway, New York	420.62
Ellsworth & Thayer Mfg. Co., Milwaukee	40.90
Watson Plummer Shoe Co., 230 Adams St., Chicago	315.00
D. S. Zemon & Co., Detroit	1,207.00
The Fremont Suspender Co., Fremont, Ohio	133.00
Detroit Umbrella Co., 224 Jeff. Ave., Detroit	72.30
Sumner, Cohn & Co., 199 Market	

St., Chicago	274.00
F. H. Mead Mfg. Co., Richmond, Ohio	171.19
Kahn Bros. & Co., 168 Market St., Chicago	459.75
Stone Bros., 243 Adams St., Chicago	97.70
Detroit Cap Mfg. Co., 11 Woodbridge, Detroit	139.25
The Spool Cotton Co., 180 Market St., Chicago	59.82
Vassar Knitting Works, Vassar	100.55
J. Mendelson & Bros., 740 Broadway, New York	646.25
Keith Bros. & Co., 239 Jackson St., Chicago	128.00
George F. Dittman Boot & Shoe Co., 1107 Wash. St., St. Louis	186.37
Glueitt, Peabody & Co., Chicago	124.90
S. Deiches & Co., 195 Market St., Chicago	85.50
American Clothing Co., Louisville, Ky.	265.30
Curtis, Leggett & Co., Chicago	5.50
L. Goldstein & Son, 114 Bleecker St., New York	186.50
Wolfe Bros. Shoe Co., Columbus, Ohio	262.20
Kabo Corset Co., Chicago	90.47
Unger & Grenwald, 7 Great Jones St., New York	6.00
Three Rivers Knitting Works, Three Rivers	79.87
I. M. Riegelhaupt, Cleveland	238.46
M. Wile & Co., Buffalo	59.00
McKibbin, Driscoll & Dorsey, St. Paul, Minn.	224.00
Universal Tailoring Co., Chicago	25.00
Coronet Corset Co., Jackson	37.50
Carson, Pirie, Scott & Co., Chicago	13.50
W. M. Cary Central Lake	30.00
Central Lake Electric Light Co., Central Lake	10.00
Fisk & Carpenter, Central Lake	18.00
Traverse Bay Tel. Co., Central Lake	4.50
Nelson Uphergrove, Central Lake	125.00
Taxes	20.00
First State Bank, Central Lake	
	\$16,839.61

A Decided Opinion.

Elsie—Bobby, when you grow up what kind of a wife are you going to marry?

Bobby (promptly)—One that doesn't button up the back.

Inability to obtain a seat at the political pie counter begets reform.

A DOUBLE PROFIT

Royal Baking Powder Pays a Greater Profit to the Grocer Than Any Other Baking Powder He Sells.

Profit means real money in the bank. It does not mean "percentage," which may represent very little actual money. A grocer often has the chance to sell either:

1. A baking powder for 45c a pound and make a profit of 5c or 6c, or,
2. A baking powder for 10c a pound and make "20 per cent. profit," which means only 2c actual money. Which choice should you take?

Royal Baking Powder makes the customer satisfied and pleased, not only with the baking powder, but also with the flour, butter, eggs, etc., which the grocer sells.

This satisfaction of the customer is the foundation of the best and surest profit in the business—it is permanent. Do not take the risk of selling a cheap alum baking powder; some day the customer may find out about the alum, and then your best profit—viz., the customer's confidence—is gone.

Royal Baking Powder pays greater profits to the grocer than any other baking powder he sells.



Movements of Merchants.

Belding—Geo. O. Tooley has sold his confectionery stock to Earl Cole.

Orion—Mrs. John Wells has opened a new bakery in the Smalley block.

Charlevoix—R. S. Shapton has purchased the E. E. Shelters bakery stock.

Alma—J. C. Foster, of Cadillac, has bought the R. B. Ephraim cigar stock.

Lakeview—The Kirtland Mercantile Co. has added a line of groceries to its drug stock.

Paw Paw—R. A. Goldsmith has sold his furniture and undertaking stock to E. C. Hawley.

Hartland—The Adams Mercantile Co. has sold its general stock to William McKane, of Cohoctah.

Detroit—The capital stock of the Kolb-Gotfridson Horse Co. has been increased from \$60,000 to \$150,000.

Jackson—The capital stock of the Jackson Cushion Spring Co. has been increased from \$25,000 to \$165,000.

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

Ada—H. H. Bradfield has sold his stock of groceries to Robert Harris & Son, who will continue the business at the same location.

Cadillac—George Moutsatson, of Manistique, will open a confectionery, ice cream and fruit store in the American House block.

Constantine—Shafer & Schulte have removed their stock of clothing to Elkhart, Ind., where they are also engaged in business.

Lakeview—L. Hyatt and son, E. J., who are engaged in the implement and livery business, have purchased the Lakeview Hardware Co.'s stock.

Linden—A. B. Hyatt, general merchant, has admitted his son, Claude, to partnership. The new firm will be known in the future as A. B. Hyatt & Son.

Traverse City—George J. Barney and son, F. R. Barney, of Charlotte, will open an exclusive ladies' furnishing goods store in the Beadle block.

Thompsonville—J. P. Winters has purchased the harness and shoe shop formerly conducted by D. Ford, and will continue the business at the same location.

Jackson—J. O. Gilbert has again taken possession of the bakery and confectionery store on West Main street formerly owned by him but lately conducted by H. C. Northrup.

Belding—L. D. Pierce has sold his grocery stock to A. B. Batchelor, of Ionia, and George Curtis, of this city, who will continue the business under the firm name of Batchelor & Curtis.

Sault Ste. Marie—J. Vanderhook, who is now engaged in the undertaking business on Ashmun street, will also engage in the furniture business and will be located in the Goetz block.

Hancock—Anton Wendel has pur-

chased the F. W. Wagner & Co. grocery and fruit stock in the Mason building. Neither Mr. Wagner nor Mr. Ryan have announced his plans for the future.

Bradley—Hines, Gardiner & Fox have sold their general store and cutter business interests to Clark, Bush and Fred Sackett, of Goble, who will continue the business under the firm name of Bush & Sackett.

Berlamont—O. E. Cheesman has exchanged his general stock for the farm, hotel and resort property of L. A. Ingraham. Mr. Cheesman will probably embark in general trade again in the near future.

Kalkaska—The Seath Bros. meat market recently caught fire from an electric wire back of the building and the structure was damaged to the extent of \$400 or \$500. The damage to the meat was, mostly by water.

Bay City—The Little Current Lumber Co., which deals in logs, lumber, lath, shingles, etc., has been incorporated, with an authorized capital stock of \$50,000, all of which has been subscribed and paid in in cash.

Sherman—A. B. Jourdan has sold his hardware stock to Chas. Hecox, who will continue the business at the same location. Mr. Hecox was in the hardware business eleven years in Mancelona and during the past five years has had charge of the tin shop and plumbing department of the Drury & Kelley Co., at Cadillac.

Constantine—The firm of Vail & Newcomer have dissolved partnership. P. L. Vail has purchased the interest of V. B. Newcomer and will continue the business at the old location. V. B. Newcomer has purchased the J. W. Comstock & Co. stock of general merchandise. J. W. Comstock is as yet undecided as to future plans.

Detroit—Thomas A. Esling & Co., who conduct a general house furnishing goods business, have merged their business into a stock company under the style of the Thomas A. Esling Co., with an authorized capital stock of \$15,000, of which amount \$12,000 has been subscribed and \$361.53 paid in in cash and \$9,238.47 in property. Shares are held equally by Thomas A. Esling and Fred. A. Stratemeier, of Detroit, and Albert Esling, of Toronto, Ont.

Pentwater—E. D. Richmond, who for the past fifty-six years has worked regularly from twelve to eighteen hours a day, retired from his position as Cashier of the G. T. Sands Bank and will take a vacation. He is now past seventy, although still active, and deserves a good time for the remainder of his days. He is now in Cleveland to visit a brother and with him will go to Atlanta to visit another brother, and will spend some time in Florida. Mr. Richmond owns a very profitable fruit farm which yielded 5,000 bushels of peaches last year and upon which he will make a large additional setting of peaches and small fruits in the spring. E. W. Shober, who had charge of the Sands & Maxwell Lumber Co.'s interests at Mears, succeeds Mr. Richmond as Cashier.

Manufacturing Matters.

Manistee—Maurice Goldberg of Goshen, Ind., will be in this city next month to select a site for the new shirt factory. It must be at least 200 feet square and be centrally located, with railroad spur no far distant.

Thompsonville—A corporation has been formed under the style of the National Wood Dish Co., which will manufacture butter dishes and other woodenware. The new company has an authorized capital stock of \$50,000, of which amount \$30,000 has been subscribed and paid in in cash.

Ann Arbor—The capital stock of the Ypsilanti Hay Press Co. has been increased from \$25,000 to \$50,000.

Fenton—George A. Mitchell has sold his cigar factory to Ross McCurdy and Ed. Heath, both of this place.

Jackson—George A. Keel & Co., Ltd., manufacturers of sheet metal specialties, will continue business under the style of the Sparks-Withington Co., Ltd. The officers of the new company are: Phillip H. Withington, President; Winthrop Withington, Vice-President; William Sparks, Secretary, Treasurer and Business Manager.

Cadillac—The Williams Bros. Co.'s last block factories in this city and Manton are again running full time and are employing full crews. The lumber mill resumed work this week after a shutdown of several weeks and will run eight hours a day.

Cadillac—Cobbs & Mitchell's sawmill at Sunnyside is running ten hours a day, with a full crew, in order to supply their chemical plant with fuel. The No. 2 mill is running seven hours a day. The flooring plant is closed down for two weeks, presumably for repairs. The chemical plant is running full time with its full crew.

Cadillac—Cummer, Diggins & Co.'s sawmill is running eight hours a day with a full crew. The planing mill is closed down for a short time. The chemical plant, which was put out of commission by the destruction of the still house, will be idle until about February 15, when the new one will probably be in readiness for business. The copper work is being made at Buffalo.

Cadillac—Murphy & Diggins' mill is running full time with a large crew. Sleighing is good and no trouble is experienced in getting the logs from camp in Boon township to the Ann Arbor road, whence they are shipped to this city.

Detroit—The Morton-Morehouse Co., which manufactures electric specialties, has changed its name to the Detroit Fuse and Manufacturing Co.

Detroit—A corporation has been formed under the style of the Abel-Bauer Grille & Manufacturing Co., which will manufacture wood grilles and general woodwork, with an authorized capital stock of \$5,000, of which amount \$3,400 has been subscribed, \$190 being paid in in cash and \$3,210 in property.

Port Huron—A corporation has been formed under the style of the Handy Jack Manufacturing Co., which will manufacture machines,

tools and implements, with an authorized capital stock of \$1,000, of which amount \$500 has been subscribed and paid in in property.

Battle Creek—A corporation has been formed under the style of the Graves & Evans Co., which will manufacture candies and confectionery, with an authorized capital stock of \$4,000, of which amount \$2,000 has been subscribed, \$1,000 being paid in in cash and \$1,000 in property.

Coldwater—The Tappan Shoe Manufacturing Co. has increased its capital stock from \$40,000 to \$100,000.

Uncle Sam's Trade Balance Is O. K.

Uncle Sam sold 1,900,000,000 dollars' worth to his friends over seas in 1907, and he has bought of them probably about \$1,400,000,000 worth of merchandise. The totals of both imports and exports are larger than in any preceding year in the history of United States commerce. For the first time the monthly export record has crossed the \$200,000,000 line, the total for November, 1907, being \$204,444,860, while the import record of \$133,110,700, made in March, is the largest total of importations in any single month in the history of our commerce.

The growth in foreign commerce occurs chiefly in manufacturers' materials and manufactures. In imports crude materials for use in manufacturing show for the ten months for which figures are available an increase of about \$40,000,000 over the corresponding period of last year, and manufactures for further use in manufacturing show an increase of \$29,000,000, while manufactures ready for consumption show an increase of about \$46,000,000.

On the export side raw materials for use in manufacturing show an increase of \$48,000,000, manufactures for further use in manufacturing an increase of \$13,000,000, and manufactures ready for consumption an increase of \$29,000,000. In foodstuffs there is a slight increase in the importations, but a decrease in exportations, as measured by values. These figures cover the first ten months of 1907.

A Rare Town.

Is there a town that is so dead that none within it lifts his head beneath a stovepipe hat and bows, while solemnly he lifts his brows?

Is there a town in this fair land that has no man who grabs your hand and shakes it with a hearty grasp and holds it warmly in his clasp?

Is there a town that has no man that's pointed out as just the one to lead his party through the fight and guide it sure and guide it right?

Is there a town that has no man to whom its happy natives point as the one whose honored name is being glorified by fame?

Is there a town—no odds how small—that has not heard the clarion call and spread itself to make more room for some one's presidential boom?

This world is none the brighter for those who have money to burn.



The Produce Market.

Apples—The market is without change on the basis of \$2.75@3 per bbl. for acceptable winter varieties. Prices remain unchanged, with a steady movement of good barrel stock on a small scale. While there is little demand for quantities the volume of small buying amounts to a good deal in the aggregate.

Beets—40c per bu.

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. The market continues to be characterized by dullness and lack of interest. Supplies are of good proportions and the quality of the stock is very good.

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

Dressed Hogs—Dealers pay 5½c for hogs weighing 150@175 lbs. and 5¾c for hogs weighing 175@260 lbs.; stags and old sows, 4c. The market is 1c lower than a week ago, due to heavy receipts in the local market. Receipts in Chicago Monday were the heaviest ever recorded—80,000 hogs.

Butter—The market is firm and creamery has been marked up 1c per pound. The receipts of fresh new creamery are very light, as the bulk of the butter arriving shows frost and other defects. The percentage of extras is thus very light and the market is very healthy for all grades. Considerable butter is being taken out of the refrigerators and storage stocks are reducing satisfactorily. If there is any further change in the market during the week it will probably be a slight advance. Creamery is held at 31c for tubs and 32c for prints. Dairy commands 24c for No. 1 and 16c for packing stock.

Eggs—Receipts of fresh-laid eggs are increasing and the market is weak on the current basis. Prices for the coming week depend on the receipts of fresh. At the present writing it doesn't look like enough of an increase to interfere with prices. A larger supply of fresh eggs is about due, however, and if there is any change it will be a slight decline. Refrigerator eggs are about exhausted at last. No holder of refrigerator eggs made any money on them this year. 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.

Onions—Red and yellow Globe command 70c per bu. Spanish are

in moderate demand at \$1.25 per crate.

Oranges—Prices of California navels are 10@15c per box higher this week. Demand has picked up somewhat and supplies are moderate. California good stock navels, \$2.75 per box; Redlands, \$2.85; Floridas, \$2.75.

Parsley—50c per doz. bunches.

Parsnips—75c per bu.

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

Potatoes—The demand is now in excess of the supply and the situation is bothering the local trade, as it is almost impossible to make a true size-up. One fact seems quite evident and that is that warehouses are empty of stock and that farmers are the speculators this year. Greenville buyers are paying 55c and buyers along the line of the G. R. & I. North are paying 48@52c, with the indications favorable for still higher prices. The growers are holding for a higher range of values. In some localities they are praying for snow, so they can market their stores more readily. Buyers are now able to secure cars without trouble, their greatest difficulty being to obtain supplies to fill their orders.

Poultry—The receipts last week were in excess of the demand, but local handlers cleaned up the market by shipping the surplus stock East, so that it is now in a normal condition. Local dealers pay 8c for live hens and 11c for dressed; 8c for live spring chickens and 12c 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. Receipts are moderate and the demand is fair. Country shippers invariably meet loss when they undertake to dispose of bob veal at this market. A Grandville shipper sent in five carcasses last week, but they were promptly seized and confiscated by the Board of Health.

Allegan Board of Trade Annual.

Allegan, Jan. 14—At the annual meeting of the Allegan Board of Trade, the following officers were elected:

President—T. M. Cook.

Vice-President—Gustav Stern.

Secretary—I. C. Montague.

Treasurer—L. W. Stein.

The Board voted to deed the remainder of the lot occupied by the Allegan Mirror Plate Co. factory to the company, reserving the road running north. It was also agreed to permit the directors to exchange any lots owned by the Board at Highland Park with owners of other lots there, to get the Board's lots all together in the western part of the addition.

Action to hold a banquet similar to the one last year was taken, arrangements of time, place, committees, etc., to be made later. It is likely the event will come early in February.

The Grocery Market.

Sugar—Arbuckle and Howell both advanced their quotations 10 points this (Wednesday) morning. The situation is strong. The firmness will probably continue only a month or six weeks, as by that time there will be plenty of raws; enough, perhaps, to cause a slight decline in both raw and refined. The demand for refined sugar is fair and seems likely to show some increase within the next few weeks. Nearly all of the large Western beet sugar refineries have closed and have given out that there will be no beet sugar for sale east of Pittsburg. That gives the Eastern refineries an enlarged territory, and will naturally increase the output.

Tea—The demand is seasonably small, but most holders seem to be looking forward to a good demand very shortly. Prices remain unchanged and steady. It is quite probable that if a good active demand developed for low grades prices would advance.

Coffee—Rio and Santos have fluctuated slightly both up and down, and close the week showing no material change. The demand is light. Mild coffees are firm and in good demand. Java and Mocha are steady. The demand is fair.

Canned Goods — Tomatoes are firmly held. Canned corn is well maintained. All kinds of beans are strong—string beans hard to get. Peas are growing scarcer every day with prices holding stiff. All gallon goods are high and many lines very scarce. While no new features have developed in California fruits, the statistical position is such as to thoroughly maintain confidence in present values. Jobbers' stocks right now are in fair shape, although some items are in short supply. Stocks on the West coast are badly broken. The rest of the canned fruit list is steady to strong with the exception of gallon apples, which are easing off. All kinds of salmon are firm; there are prospects of advances in parts of the list later on. Sardines are slow and packers are holding up prices by main force. Cove oysters and lobsters are steady.

Dried Fruits—Apricots are dull and unchanged. Currants are in fair request at unchanged prices. Raisins are a trifle higher, speaking particularly of seeded, and the demand is good. Loose raisins are unchanged. Citron is a shade lower, but the demand is very light. Figs and dates are unchanged and only moderately active. Apples are easy and quiet. Prunes are about unchanged and in some demand. Peaches are still dull, although one or two cheap lots which have come out have been readily taken.

Syrups and Molasses—Fine grades of molasses are hard to get and are very firm. Glucose is unchanged for the week, and so is compound syrup, which is in fair demand. Sugar syrup is unchanged and fairly active on a ruling basis.

Farinaceous Goods — Rolled oats and cornmeal are steady. Sago, tapioca and pearl barley are in the same notches at last report.

Rice—All grades are in good supply. The market is steady.

Spices—Prices are unchanged. The demand is fair.

Cheese—Stocks are lighter than they have been at this time for years. The price is ruling 10@15 per cent. higher than usual. No change is looked for during the coming week.

Fish—Cod, hake and haddock are unchanged and in moderate demand. No advance has yet occurred in domestic sardines, although the supply is very low and an eventual advance seems almost sure. Imported sardines, meaning more particularly French, are extremely scarce and high. The demand for Norwegian sardines shows an increase by reason of the French situation, and the chance is that the end of the season will see the Norwegian product more firmly established than it has ever been before. Salmon is unchanged and in fair demand. Mackerel are in some little demand, but nothing like what they probably will be later. Prices are firmly held.

Provisions—Pure lard is dull and about ½c lower for the week. Compound lard shows a decline of ¼c. The weakness on the part of smoked meats and lard is due to the dull trade, coupled with the large supply of hogs. Barrel pork, dried beef and canned meats are dull and unchanged.

Proposed Co-operation By Three Cities.

Jackson, Jan. 9—Members of a committee recently appointed by Mayor Glasgow to consider the formation of a Business Men's Association on plans as perfected in the Battle Creek organization met to-day and will take active steps in the formation of an association for Jackson. They propose a visit to Battle Creek and Grand Rapids and it is suggested by one of the committee that an attempt be made to inaugurate a sentiment among the three associations to work in harmony on subjects that naturally come before bodies of this kind that pertain to a universal interest in this section of the State.

While it is not intended to interfere with the general purposes of the associations in their respective districts as regards location of manufacturing industries, there are questions of railroad rates, coal contracts, power and lighting contracts, etc., that affect all cities alike, and all working in the interests of the other on an understanding would materially result in the benefit of the three organizations.

At the annual meeting of the Michigan Paper Co., held at Plainwell yesterday, G. W. Rouse and F. C. Miller were elected directors. Mr. Rouse succeeded E. W. Bowman, who was formerly engaged in the banking business at Kalamazoo.

The year 1908 will make a great record for centennial anniversaries. Abraham Lincoln and Charles Darwin were born on the same day in 1809, and in the same year occurred the birth of Tennyson, Mendelssohn, Poe and Oliver Wendell Holmes.

TWENTY TRAVELERS.

Reunion of Sales Force of National Biscuit Co.

Co-operation, quality and industry were the factors which were sounded as the keynote in the annual meeting which the Grand Rapids branch of the National Biscuit Company held with its traveling salesmen Saturday, January 11.

While this progressive company holds frequent and regular get-together meetings with its traveling men to enthuse, instruct and educate, the big affair is the annual, which always follows the close of the year.

The last occasion was graced with the presence of several prominent guests, among whom were Director S. A. Sears, Chief of the manufacturing department; Frank P. Bush, Manager of the Detroit factory; E. R. McPherson, Chicago, special sales representative, and the following sales agency managers: M. J. Moore, Jackson; J. E. Zimmerman, Saginaw; D. U. Morton, Bay City.

The meeting opened at 9:30 a. m. at the factory salesroom and was presided over by Local Manager Walter K. Plumb, who gave a review of the progress made during the past year. He said in part:

Our splendid sales organization has made it possible for us to refer to the closing year as the best year in point of sales and general increase we have ever enjoyed. Our advertising has been more forceful and extensive; our high standard of quality and the broadness and attractiveness of our line can not by any means alone be credited with this growth, but it is the application of better salesmanship, closer acquaintance with our product and stronger co-operation by our salesmen which have made this possible. Besides, the public are coming to the realization that in the selection of foods it pays to have the best. The growth of our trade-mark line of packages has been almost phenomenal, and we have every reason to believe that it is only a matter of a few years when the public demand will divert the bulk of the cracker business to the In-er-seal dust and moisture proof carton, which, after all, is the ideal plan, bringing as it does to the consumer baked goods as fresh and crisp as when first from the oven, free from the contact of hands and impervious to all undesirable elements. We also have every reason to look forward to the best in 1908. We are better equipped in our manufacturing department and stronger in every respect by an added year's experience to make the coming year a banner one."

Mr. S. A. Sears, whose supervision over the manufacturing part of the business brings him in intimate touch with all of the factories and territories of the company, called attention to the perpetual growth of the business and the possibilities of the future. He referred to the recent financial situation and thought, now that money was easier, all lines would soon resume usual activities, and as a result of the recent quietness stocks of merchandise in general were far

below normal, and the reaction would be inclined towards heavy buying, which would increase factory productions. He also urged the salesmen to strive toward higher salesmanship, and, above all, to follow instructions and co-operate in every possible manner with their house.

Mr. Bush referred to the time when he carried a grip, traveling in Michigan territory for William Sears & Company, and later the New York Biscuit Company. He spoke of the changed conditions which have gradually come to the business during the past sixteen years—the improvement in every way for the salesmen of to-day; how a salesman, by concentration, in a small territory, could get more business than by scattering and only partially working a large

recently became a benedict, graciously received congratulations and gave a very spirited and instructive talk along In-er-seal carton lines. He said the mission of the special sales representative was not alone to travel with the regular man, assisting him with his sales, but, by observing his method of working the trade, making suggestions which would lead to larger sales.

As Mr. McPherson has traveled for the company in nearly every part of the United States, graduating from a regular territory to the special field, his talk was well received and brought out much enthusiasm.

M. J. Moore, of the Jackson sales agency, who was formerly a product of the local sales organization and later promoted because of his fitness

ceases, attributing his success to this element and hard work.

Mr. H. W. Sears responded to the toast, "Relation of Credit Man to Salesman," bringing out the importance of harmony and helping each other. He said the results of the last year had proven that the salesman who made the greatest increase in his sales also had the least losses, because a dealer will positively buy more goods if his account is kept in proper condition. Also that it was the duty of the salesman to keep the credit man posted regarding the condition of his customers, so the credit department could pull with and not against him.

Office Manager A. G. Packard gave some very excellent advice as to the office and the salesmen co-operating, describing particular departments as so closely related that the least friction on the part of either would be harmful. He emphasized the need of a salesman promptly replying to his house correspondence and properly caring for necessary reports.

Mr. W. H. Wanamaker spoke on "Landing Difficult Orders" and gave a vivid description of the obstacles which are encountered in every salesman's career, making suggestions based on actual experience as to how best to convince a contrary prospect. Persistency properly tempered was one of the assets which he had turned into profitable results.

Mr. C. O. Whitbeck, in treating his topic, "Actual Ways of Assisting Dealers," claimed a sale was not actually made until the goods had moved from the dealer's possession, and a good salesman would therefore educate his customers regarding the selling points of articles under consideration. He also pointed to the need of properly displaying goods and the value of the house assisting by judicious and effective advertising. His argument in the main was for the salesman first to sell his line and thereby become familiar with the less salient features so as to impart his knowledge and enthusiasm to his dealer.

Mr. J. N. Riste said of his topic, "Enthusiasm," that it was to salesmanship what steam was to a locomotive—that a salesman properly enthused could overcome opposition and turn indifferent customers into active and interested ones. That while other elements were needed in the salesman's make-up, without enthusiasm practically nothing was possible.

Mr. H. R. Bradfield described his recent visit to the "Western Home of Uneeda Biscuit," taking his auditors with him in a most delightful trip through the Uneeda Biscuit Works, Chicago, and laying particular emphasis on the modern machinery and up-to-date features which form such an important part of that modern plant. He referred to the popularity of Uneeda Biscuit, which to-day has become almost a household word in every home and is sold in almost every part of the world. In speaking of its growth he referred to the sales of Uneeda Biscuit during its first year of fifty million packages, comparing the same with



Walter K. Plumb

field; how the sales force of the Grand Rapids branch had been augmented in numbers from six men to twenty since his first territory assignment. He cautioned against a salesman too freely criticising a piece of goods which the house desired to push, but to apply enthusiasm and effort, and thereby create sales, as one individual saying a piece would not sell did not make it so; for time and again it had been demonstrated that another salesman would go over the same field and build up a large and successful trade on the criticised article. Mr. Bush pointed out in a graphic manner how desirable it was for a salesman to strive to elevate himself; to rise above and become too big for his territory; that promotions were waiting for such men.

Special Salesman McPherson, who

and ability for his present responsible position, extended a most happy greeting, and told how helpful these sales meetings were to him; how he always returned to his business with more enthusiasm, which he profitably applied.

Likewise Mr. Morton referred to the growth of the company's business in his home town, Bay City, and the benefit of sales meetings; how helpful was the influence of an interchange of ideas and experiences, and spoke of the additional results he had secured on his return from a former meeting because of new enthusiasm.

Mr. Zimmerman talked convincingly of biscuit future, optimistically basing his prediction on past achievements; also touching on the advantages of quality in product as the stepping stone to successful sales in-

present sales, which are in excess of over one hundred thirty million packages annually.

Mr. A. C. Rockwell was called before the Chairman and presented with the In-er-seal trophy because of his December sales, which showed a higher percentage of increase than that secured by any other salesman during that month, and gave a very interesting talk on "Personal Friendship and Selling Goods." He described how a salesman could make personal friends of his customers and why it was absolutely necessary if perpetual orders were to be secured.

Mr. H. H. Herrick, who looks after the company's interests in Southwestern Michigan and resides at Elkhart, Indiana, was called upon to speak of "His Honor—the Mayor of Niles." He humorously described the incident which occurred on the Grand Rapids Wholesale Dealers' Extended Trade Excursion last fall, when he was introduced to the party by several of the members as the Mayor of Niles, and participated in the deception for some time. He also gave a strong talk on points relating to sales work the past year with a look forward to even better results the coming year.

Mr. J. J. McMahon said that a salesman should work with the future in view—that while present effort and accomplishments were essential, the man should have his eye on the big job farther up, and to secure it must remember that there is no elevator in business—that success is reached only in climbing the stairs step by step.

Mr. C. C. Collins brought from his Upper Peninsular territory a message on "Co-operation." He skillfully handled his topic, showing that his familiarity with Co-operation must come from daily and constant application with that essential. He urged the boys to pull with their house and pull with each other.

Mr. F. J. Seibel explained how to open and retain new accounts—suggesting the value of stick-to-it-iveness properly applied. He said when a salesman had a little spare time on his hands in a town, instead of spending it about the hotel, he should make it a point to turn it into account, by making the acquaintance of new dealers and endeavoring to cement their friendship to his line.

Mr. Fred Hanifin touched on one of the most prosaic topics of the meeting, but at the same time one of the most important, viz., Collections." He insisted that aside from the salesman's duty to work with his house on collections it meant everything to give this co-operation, because the credit man could do more to put obstacles in the salesman's way than almost any other member of the house organization; besides, he realized that it facilitated the passing on orders, if the salesman gave the credit department proper information and assistance in handling the collection work.

Mr. C. W. Anderson, of Albion, whom the traveling boys sometimes refer to as a "Ladies' man," spoke of what his house was doing to assist the salesmen in the upbuilding of

their respective territories. He said that the interests of the employer and employe were identical and that if it were possible ways and means for stronger co-operation should be studied and developed.

Mr. A. H. Wise was assigned "Making Work Pleasurable," and he responded with his usual enthusiasm, showing that while he was a hard worker, the secret of real pleasure was to be found in one's daily work. He also emphasized that the salesman's work could be made pleasurable by pulling with his house in every possible way, thus avoiding criticism and making his vocation much easier and brighter.

Mr. R. N. Bird spoke of his experience in the display department of the Company, and carried this advertising thought to the field work of the salesmen, pointing out how essential it was that a dealer should display in a prominent manner the goods which the manufacturer was advertising, so that the consumer upon entering the store would be attracted by the display, making it easier for the retailer to land the sale. He said that the window of the grocery store was the soul of the business, as the eye is the window to the human soul, and that the salesmen in general should pay more attention to having the goods well displayed.

Mr. O. E. Rasmus, of the Kalamazoo sales agency, gave a delightful and intensely interesting talk on "Quality as a Salesman's Ally." He brought out many new thoughts on this subject and urged upon his brother salesmen the helplessness of a man in selling work, who did not have quality behind it. He said that goods of best quality would always be best, and goods of second or third quality could always be beaten.

Mr. A. H. Scholtens of the Muskegon sales agency, described the growth of In-er-seal trade mark package sales with a thought to the future, urging, that while the package train was running under higher speed than before, that it was necessary to keep shoveling in the coal for the accomplishment of bigger things.

Mr. P. J. Van Anrooy, of the Lansing sales agency, thought that "Cultivating Other Salesmen" was about as important a matter to consider as anything relating to sales work. He gave a practical talk showing how much each salesman owed his brother salesmen for ideas and experiences, and that this cultivation of men was a study worth while.

Mr. Hollway, who looks after a portion of our city trade, gave a fine talk on "Saturday Advertising." He referred to the salesmen of the old school and the salesman of the new regime. The salesman of to-day he said, no longer is content as a five day per week man, but feels that the hustle of the age demands six days application in selling work, to the same degree that the need of this is felt in other fields. He thought Saturdays could be devoted to demonstrations and store advertising to excellent advantage—that it gave the salesman an opportunity to become better acquainted with his trade and to teach

the grocers and clerks about his goods.

Mr. W. A. Smith spoke in a feeling and eloquent manner of Seymour Butter Crackers, describing what it meant to a salesman to have behind him a piece of goods of this character, which proved to be the entering wedge to the sale of a broader line of baked goods. He compared the present price with that of forty years ago, and referred to the success of this cracker through all of the intervening years—while to-day, it is being manufactured, sold and consumed, in larger quantities than any other butter cracker in the world; also that all other Butter Crackers were compared with the Seymour—that it was the standard.

Mr. G. W. Leichner, who had spent many years as a clerk in a retail grocery store, pointed to the importance of cultivating the retail clerk. He said that it was the salesman who always had a smile and a cheery word with a handshake for the boys behind the counter whose goods were pushed. He gave a number of striking illustrations told so convincingly that it would be impossible to discredit his statements.

Mr. G. L. Chriswell had a message to the consumer and emphasized that at this age of the world the manufacturer and wholesaler could not wait for the consumer to come to him to learn of his product, but carried the knowledge of it into the homes of the people through various avenues; that this hastened the up-

building of the line by promoting an active demand for a product.

Interesting talks on In-er-seal packages and their relation to the consuming public were given by Mrs. Nellie M. Slade and Mrs. Gracia Grey.

The climax was reached when the venerable "Master Baker, Mr. John Bagley, arose and expressed his impressions of the occasion. He acquitted himself in his usual happy and humorous manner.

This most successful meeting was followed by a complimentary dinner given by the local branch to its sales representatives and invited guests, and was held in the ordinary at the Morton House.

Mr. E. A. Stowe, editor of the Michigan Tradesman, was the guest of honor and at the close of the menu gave a delightful talk pertinent to sales work, stating that the salesman was "the man of the hour" and nothing was impossible for his accomplishment.

P.

Necessity of Versatility.

The smaller druggist, himself his own buyer and seller, must needs cultivate all around qualities. Should he possess, in addition to these qualities, energy and determination, the way is open for him to become something more than a small druggist.

A good many men who get credit for being close-mouthed are in reality too lazy to talk.

When a wise man is too tired to think his talk is sure to sound foolish

Grand Rapids Safe Co.

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Burglar Proof Safes
Vault Doors

Tradesman Building

WE carry a complete assortment of fire and burglar proof safes in nearly all sizes, and feel confident of our ability to meet the requirements of any business or individual. Intending purchasers are invited to call and inspect the line. If inconvenient to call, full particulars and prices will be sent by mail on receipt of information as to the size and general description desired.



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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, January 15, 1908

MOVE IN RIGHT DIRECTION.

Gratifying returns are coming in to testify to the efforts made in the railroad world to reduce the death rate of the traveling public. From 2,097, the number of persons killed or injured in accidents on the Union Pacific in 1906 to 1,209 in 1907, while not so large as it might be, still shows that a turning point has been reached and that there is every reason to believe that better results can be hopefully expected. There is now no need of referring to the one-time opposition of the railroad management to the demands for safe transportation, which was urgently called for, other than to direct attention to the fact that the demands have been heeded. The block system which the Union Pacific has adopted at the expense of \$1,000 a mile is an earnest of what that road has made up its mind to do—and is doing—for the protection of human life on its lines. In a word the roads have made a move in the right direction, and the time has come for the public to ask if it is not somewhat to blame for the railroad death rate which has aroused such general alarm?

If one fact is more prominent than another it is that the American railroad official understands the wants of the traveling public and caters to those wants. For years now from the rising of the sun to the going down of the same the everlasting gospel of "Get there" has been preached until only that road can be considered first-class of which the rate of miles per hour stands highest. So the distances between leading centers have been the basis of attainment, and whatever stood in the way of that attainment has been the obstacle to be overcome, and it has been overcome. Following the line of least resistance, the roads found that line along the banks of winding streams. They "got there" and for awhile satisfaction prevailed. So far so good; but the satisfaction did not continue. It was taking too long. New York and Chicago, and especially New York and San Francisco, were much too far apart. Too much time had to be spent on the road, and the murmur of discontent rapidly expanded to a howl of complaint;

and murmur and howl reached the eager ear of competition, who heard and heeded. In theory the problem of transportation was simple and easy. It consisted in placing a ruler between the places named and drawing two straight lines; but in practice something more was called for than straight lead pencil marks. It is going to cost to tunnel this mountain range; engineering skill is not equal to the bridging of an inland sea. These obstacles, however, are in the path of the straight lines drawn, and to satisfy the exacting public these Herculean tasks must be performed to accomplish the journey first; and Hercules does his work! How much nearer now are the commercial centers? The time tables will answer that, and the increased amount of travel shows more plainly than anything else how much the shortened distance, and so the lessened time, is appreciated. Sixty miles an hour, ninety miles an hour, with a possible one hundred and something miles an hour is "going some," and so the public ideal of "getting there" is becoming realized.

"Getting there"—where?

The question was a bolt out of a cloudless sky, revealing its existence by its flashing sarcasm, while the annual dead list of the railroads, appalling as it is, confirmed the astounding fact that in meeting the public (remember that) requirement of "getting there," the element of safety had not apparently been taken into account; so that the number of miles per hour measured the time required between the locality terrestrial and—the one reached but not mentioned on the ticket of transportation!

Is Hercules, the road-builder, alone to blame, or is Eurystheus, the unreasonable and exacting public, a sharer of the direful death harvest?

From the pagan king's point of view the American public can afford to be fair with its railroad builders. To all intents and purposes, with insurmountable obstacles in the way, an unheard of rate of speed was not simply asked for but demanded, and the demand implied the assuming of any attending risk. The speed has been reached, and the traveler can travel at the ninety-mile rate if he will, but he knows, as everybody does, that he does this at his own risk and he knows, too, as everybody does, that the appalling death rate of the railroads is due—shall we say wholly?—to the exacting requirements and the assumption of the tremendous risk.

The remaining question to consider is whether the time has not come for the public to put a stop to its exactions. It is ready to concede that the effort of the railroads to lessen the death rate at a cost of \$1,000 a mile—at any cost—is a move in the right direction. Would it not be a similar move to stop asking for and wanting these increasing speed rates, which necessarily increase in the same ratio the chances of accident and death? It certainly seems so. The ticket that reads "From New York to San Francisco" ought to be a passport to the West-

ern metropolis, not to Paradise; but if the ticket is bought only on the condition that transportation is to be accomplished at the rate of 100 miles an hour, it is the buyer of the ticket, not the seller, who is to be found fault with for buying such a ticket on such conditions at his own risk.

After all it is well enough to ask if these ideal rates are worth realizing? Is the world any better off if it moves at ninety miles an hour rather than at sixty?

SELF CONSCIOUS CUSTOMER.

One of the most interesting phases of human nature in the life of the retail merchant is the diffident customer—the man or woman who enters a store with a sort of apologetic air as though confessing that the premises are very much private property and admitting that it is the height of impudence to intrude; but such people do exist, and, now and then, every clerk or proprietor of a store has to deal with them. Moreover, it is no easy matter to get within reach of such people and their wants at times. Their self consciousness seems to annihilate, for the time, all ideas and plans they had indulged in before starting out to "shop," and, ignoring all attempts to serve them, they wander aimlessly about and sometimes leave the store unable to overcome their embarrassment.

This latter result happens when a clerk or the merchant himself becomes too insistent and sometimes loses his temper in the effort to gain the attention of the would-be customer. And it is an irritating experience, walking in a parallel line to the customer, waiting for a sign as to what is wanted, making an enquiry which receives no response or a suggestion which is not heeded in any way.

Patience, courtesy and quick wit are the essential factors for the clerk or other attendant who finds himself confronted by a bashful customer. Let them look around awhile, but do not let them lose sight of the fact that you are awaiting their motion. Engage them in conversation upon some current local topic other than trading; if this fails try comments on the weather or some matter of world-wide interest. If an opportunity offers to extend a courtesy do not neglect to utilize it. In many establishments through the South short stories as to ante bellum times were commonly used to break the dignified silences indulged in by the chivalrous but poverty stricken old gentlemen who had had experiences during those times.

As a rule, it is best to taboo politics and religion. The fashions, sporting matters, crimes and casualties, the crop prospects or results or other commonplaces are certain to serve if taken up at the right time and in the proper way. These modest people are not to blame for their behavior. They are born that way, certainly, and as they go on through life that peculiarity is intensified. Afraid of making a mistake or of appearing ridiculous, they adopt silence and timidity as their best resource so that it remains for the one waiting

upon them to win them. And such a customer, once giving his confidence to a merchant that has at last made him feel at home, becomes a permanent patron.

ATTRACTIVE MAIN STREET.

Epigrams by the dozens have been written and spoken to show that co-operation is a good thing for all who participate, and the very large business communities have begun to appreciate the force of the claim in behalf of harmonious, united effort. The large interests all over the world are co-operating, but let some person suggest to the business man in a small city or village that the men of his town get together for the common good of the place and he says: "What's the use?"

The use is manifold in the small community as in the larger one. For example, the average main street of the lesser city is not kept in an attractive condition. The funds raised by taxation for the care of that street are limited and, as a rule, are disbursed piece-meal and not with the best judgment. Moreover, while tenants may long for better walks and cleaner roadways, they turn to the landlords for relief and the landlords put them off with makeshifts or turn them down altogether. Supposing there are fifty business establishments, large and small, on that main street and that one-half of these concerns occupy rented properties and the other half own the premises they occupy. If those concerns would get together upon an equitable basis and raise a fund of \$100 a month their street could be, within a very short time, made a spic, span, attractive thoroughfare and could be maintained in that condition. It is all a question of putting aside petty jealousies, personal grudges, penurious practices and agreeing to a public spirit which can not fail to help not only every business on the street but every interest in the town.

Of course, in the smaller towns hitching posts have come to be looked upon as a necessity because, as the tradition goes, unless a farmer can hitch his team directly in front of one's store he will not trade at that store. And equally is it that long rows of teams hitched on either side of the street on a Saturday give an appearance of business to the town—make things look lively. Better service would be extended the farmers and better results would accrue to the merchants if a common sheltered and adequate hitching place were afforded away from the main street, as in the city of Kalamazoo, for example.

A clean, well-kept street, without hitching posts every fifteen feet, without scraps of straw, manure and other refuse distributed indiscriminately, without so many muddy cesspools, with sidewalks in good condition, with store fronts trim and well painted and everything looking neat and prosperous, is one of the best assets any town can possess. And co-operation will develop such an asset.

It is hard for most of us to be good when we have a chance not to.

STURDY PIONEERS.

The Fur Traders of the Grand River Valley.*

Part I.

In days of old, before the invention of stoves and furnaces, when dwellings were floored with earth or stone, when one fireplace was the heating plant for a whole castle, when human clothing had to be heavily padded for protection against cold and damp, the skins of wild animals were in great demand for floor coverings, for bedding and for raiment. The supply came easily when all the earth was forest-clad, and all men were hunters; but in the course of time advancing agriculture, growing towns and baronial preserves so limited and diminished the forests and the wild beasts that fine furs in Europe became rare and expensive, Russia, Siberia and India furnishing the main supply. Then it was that kings and princes gloried in their furry possessions as insignia of wealth, ranking with jewels and tapestries. The distribution of coarser skins for the common people was through the periodical fairs in leading towns.

The discovery of the New World, with its unbroken forests and immense population of wild animals and Indians, opened up a fresh field for the operations of fur dealers.

The French settlers of Canada were the first to perceive the great opportunities in America and sought by "grants" from the King to obtain control of this trade. About 1602 a grant was obtained from Henry IV. by Sieur de Monts "to colonize Acadie," a region extending from Philadelphia north to beyond Montreal. This whole enterprise was not colonization, but an effort to obtain the monopoly of the fur trade. One of de Monts' associates in this scheme was the afterwards celebrated Samuel de Champlain. The value of the great monopoly soon became apparent and was a constant occasion for intrigue, even the clergy of both Old and New France striving to obtain control of this rich source of revenue.

It was by the Canadian French that centers for trading with the Indian trappers were first established in the region about the Great Lakes, the most important being at Michilimackinac and Detroit.

The history of the fur trade is one of the most exciting chapters in the story of the French in Canada. Parkman says, "Beaver skins had produced an effect akin to that of gold in our own days, and the deepest recesses of the wilderness were invaded by the eager seekers after gain."

The English played their part in this quest for the Golden Fleece. In 1666, shortly after the settlement of Jamestown and Plymouth, Captain Gilliam was sent from England with a ship to search for a northwest passage to India, through Hudson Bay. Although unsuccessful in this endeavor, he saw a promising commercial opportunity; he built a fort and laid the foundation of a fur trade with

the Indians. Two years later the Hudson Bay Company was chartered. The original sum invested was about \$50,000, but it became so profitable that the stock at one time netted 2,000 per cent. in one year. The regular annual dividends averaged 25 to 50 per cent. The shares were never in the market, but were carefully handed down from father to son.

The trading posts which were established at different points were called factories, and the traders factors. The phenomenal success of the English stimulated to greater activity the hardy and adventurous Canadian Frenchmen, and their couriers-dubois and half-breeds canoed the waters leading to Hudson Bay and intercepted the Indians laden with peltries and gave them more for their packs than the English had promised. At the head of one of the French

ed every sea. For four generations the Astor family has ranked high among the multi-millionaires of the earth.

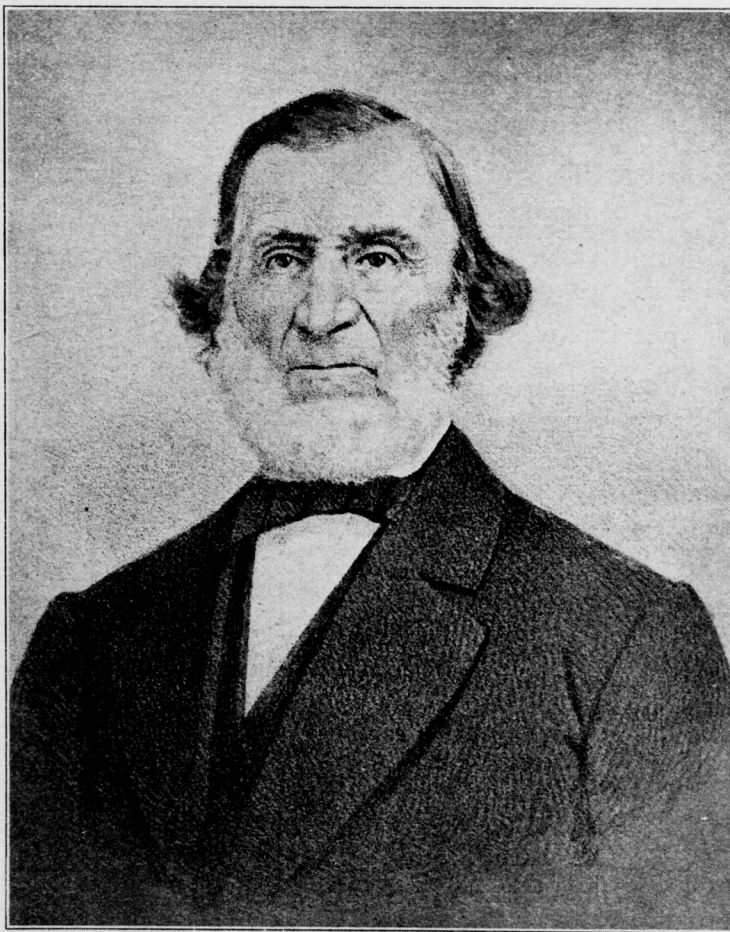
These facts are stated to show how much money there was in the fur trade and to demonstrate that the wilderness of Michigan, situated between the rival companies of Astoria and Canada, would naturally be invaded by both; and so it was. The Astors had stations from La Pointe, at the west end of Lake Superior, to the Island of Mackinac, dealing with the Sioux Indians, the Sacs, the Foxes and the Ojibways. The French had posts in the region of the Sault Sainte Marie, all through what is now known as the Saginaw region, and through the valley of the Owashitanong, or Grand River. (This name in the Indian tongue is said to have meant "the far-away waters," called

route for their favorite breeding places in the deep and placid waters beyond. Heroically they plunged through this great natural obstacle, but thousands were overcome each season by well-aimed spears cast by the Indians while balancing themselves skillfully and gracefully on the sides of their strong boats, called chemung or dug-outs. The most successful catches were at night by the light of pitch-pine torches. The white pioneers have described the scenes upon the river at this great annual rally of the red men as most exciting and picturesque. The Astor Fur Company discovered their rendezvous soon after the close of the war of 1812, and at once established a trading post on the Owashitanong at its junction with the Flat River, where Lowell now stands. Then the Indians, when coming to the fisheries in the spring, brought with them great packs of peltries, the result of their winter trapping. At that time there were found in this region most of the American fur-clad animals—bear, wolf, fox, badger, rabbit, marten, mink, raccoon, wild-cat, otter, squirrel, lynx, beaver, etc.

The first agent at this trading post was Joseph La Framboise, of Mackinac. His wife was a young half-breed who had had a convent education in Montreal. She is described as "beautiful, brave and spiritual." Their relations with the Indians were friendly and profitable, and, to their credit be it said, no whisky was ever sold at their factory. Upon the death of her husband Madame La Framboise continued the business until 1821, when she resigned her position and returned to her old home in Mackinac, having acquired quite a comfortable private fortune. Her only daughter married Captain Pierce, U. S. A., brother of Franklin Pierce, President of the United States. The Romish church at Mackinac stands on land donated by Madame La Framboise shortly after her return to the Island, and beneath the altar are interred her remains and those of her daughter. On a memorial tablet is inscribed, "Magdalene La Framboise, died April, 1846. Aged 66 years;" "Josephine Pierce, died November 24, 1820."

After the war of 1812 the business of trading with the Indians had to be carried on under the license of the United States, which license was revoked on complaint of the Indians. The favor of the red man was so important to the trader that many of the factors, in order to establish full confidence, married Indian wives. This was the case with Rix Robinson, the successor of La Framboise.

The period between the years 1820 and 1840 covers the reign of the fur kings in the Grand River Valley. Rix Robinson, the Campaus and the Godfroys were, for that day, as wealthy as are the lumber kings of the present. Rix Robinson at one time, with the Rev. Wm. Montague Ferry, owned the whole village plat of Grand Haven, besides tracts of land at several other points on the river. The Godfroys' and Campaus' real estate stretched from Grand River in acre-



Rix Robinson.

companies was Joseph La France, of Michilimackinac, traveler, hunter and trader, who penetrated the wilderness even to the Mississippi. The story of his adventurous life is most fascinating.

The Germans, too, used America as a great hunting ground. John Jacob Astor, son of a peasant near Heidelberg, came to New York in 1783, at the age of 20. Following the advice of a chance acquaintance on shipboard, he invested his little capital in furs and in six years had acquired \$250,000. The blazed trails from one of his trading posts to another finally spanned the continent, and about 1812 he founded Astoria on the Northern Pacific coast and established there the headquarters of the American Fur Company. His commercial connections at length compassed the globe, and his ships sail-

ed so on account of the length of the stream). The tribes occupying this central portion of the State were the Pottawattamies, the Chippewas, the Ottawas, the Wyandottes and the Hurons. The broad waters of the Owashitanong were teeming with the finny tribes which furnished summer food, and a winter supply as well, for the dusky denizens of the forest.

Early in the last century the portion of the river opposite our city was known as "The Rapids." For the distance of a mile the fall averaged from 15 to 18 feet. Three islands of several acres each divided the stream into two surging channels, and a rough, rocky bottom further increased the noisy agitation of the water. Every spring there came to these rapids from Lake Michigan great shoals of the mammoth fish known as the sturgeon, en-

*Paper by Miss Rebecca L. Richmond before the Historical Society of Grand Rapids at its meeting on December 20, 1907.

properties away up to what is now College avenue, with Fulton street and Wealthy avenue for north and south boundaries.

Rix Robinson's name heads the list of fur traders who made permanent locations in the Grand River Valley. In 1814, as a stalwart, energetic youth, he left his father's home in Auburn, N. Y., and struck out to seek his fortune in the West. He found employment in Detroit for a time, then with a trader's pack on his shoulders he followed the Indian trails into Illinois and Wisconsin, bartering with the natives, and finally reached Mackinac, where he entered the service of the Astor Fur Company, under its agent, Robert Stuart. (This Robert Stuart removed to Detroit in 1834 and later became Treasurer of the State of Michigan.) Robinson married at Mackinac an educated Indian woman, of whom there were many in that part of the State, and their only son, John, after a varied career, at last became a missionary to his mother's people. In 1821 Rix Robinson was sent to supersede Madame La Framboise at the post at the junction of the Flat River with the Grand. He also bought out what private interests Madame La Framboise had acquired, and in addition established trading posts at the mouths of the Grand and Kalamazoo Rivers. When the Rev. Mr. Ferry, in 1834, returned from the mission at Mackinac to the mouth of the Grand he found his old acquaintance, Robinson, already established there and conducting a thriving business with the Indians on a scale most enterprising for that period. His line of trading boats plied the river from Lake Michigan to its junction with the Flat—his couriers-dubois penetrated the forest for hundreds of miles in different directions. Robinson, in his relations with the Indians, was always honest, just and frank, and they loved and respected him. Through their special favor he acquired 600 acres of land where is now the village of Ada, and in order to cultivate that he retired from fur trading in 1837. That farm became one of the finest in Kent county. At his death it passed into the hands of E. P. and S. L. Fuller and a part of it is now owned by our townsman, Mr. John B. Martin. In 1838 Mr. Robinson acted as Commissioner of Internal Improvements, at which time the Legislature appropriated \$60,000 for promoting navigation on the Grand River. A part of this appropriation went into the canal at Grand Rapids. Mr. Robinson's first wife died in 1848 and in 1850 he married the granddaughter of a chief of one of the neighboring tribes, Sippiquay by name. His domestic relations are said to have been most happy. He seems to have understood the Indian character and customs surprisingly well and, we are old, spoke several of the tribal dialects better than any other white man in the Territory. Five of his brothers in turn followed Rix Robinson into the West, all of whom settled in the Grand River region. Robinson's Landing, a few miles below our city, being named for one. They were all

men of unusual force of character and physique, Rix and two of his brothers being over six feet in height and heavy in proportion. This leader of the Michigan fur traders and pioneer agriculturist died in 1873, at his farm near Ada, at the advanced age of 81.

In 1887, fourteen years after Rix Robinson's death, a monument was erected in his honor by the Association of the Old Residents of the Grand River Valley. The orator was the Hon. Thomas B. Church, a prominent lawyer of Grand Rapids, and one of the most eloquent speakers in the State. The address made by him on this occasion is said to have been one of his best efforts. The monument was first placed upon the public square at Ada, but was afterwards removed to the cemetery and placed on the grave where Rix Robinson lies. We give a descrip-

tion taken from the Grand Rapids Daily Democrat, July 1, 1887:

The monument is of white bronze and is a handsome piece of work, costing \$675. It is 12 feet high and on the massive base are inscribed in raised letters the name of the departed and the legend, "Erected by the Old Residents' Association of the Grand River Valley, 1887." Upon the front of the shaft is an excellent bas-relief of Rix Robinson, a speaking likeness, which all commend for its life-likeness and truthfulness, and the words, "In memory of Rix Robinson, born 1792, died 1873." Upon the remaining three faces are the following concise and terse expressions, each phrase of which speaks more than elaborate volumes: "Indian trader on Grand River, 1821. Supervisor Ada township, 1840. Associate Judge Circuit Court, Kent county, 1841. State Senator, 1845. State Commissioner of Internal Improvements, 1846. Member of State Constitutional Convention, 1850. Brave,

honest, patriotic, a loving husband and father, a friend of the Indians, their negotiator with the Government and a peacemaker."

Part 2.

Louis Campau.

In 1826 there came to the Indian settlement opposite the mouth of the Flat River a Frenchman about 35 years of age named Louis Campau. He was a member of a fine French family of Detroit and had, for several years previously, been trading with the tribes in the Saginaw region, where he had distinguished himself by rendering valuable assistance to Lewis Cass in a Government treaty with the Indians. He found the Flat River country so well occupied by Rix Robinson that in about a year (1827) he moved down the Owashtanong some thirty miles and established himself in the large Indian settlement about "The Rapids."



Louis Campau

This village was one of the largest in the Territory and is said in the summer season to have numbered 600 lodges, or about 3,600 inhabitants. On the east bank, about halfway between what is now Pearl and Bridge streets and at the base of the beautiful knoll called Prospect Hill, Mr. Campau built hewn log or block houses, one for his home, the other for his warehouse, where he kept the articles for barter with the Indians, and stored up the furs received in exchange. The goods for barter generally consisted of woolen cloths, various colored blankets, guns, ammunition, tobacco, coarse sheetings, thread, twine, beads, brass and copper kettles, silk or cotton handkerchiefs in bright colors, printed calicoes, etc. These goods were usually made up into packs, weighing

ninety pounds, at the headquarters of the different fur companies and sent out in the spring to the traders. As far as possible the goods were transported by water in large canoes, or bateaux, manned by from eight to ten men and carrying from fifty-five to sixty-five packs. It was for the storing of this stock that quite large warehouses were needed at the different posts. For five years Mr. Campau and his four assistants were the only white men on the east bank of the river, the few other settlers having located on the West Side about the Baptist Mission of the Rev. Leonard Slater, which had been established in 1824. About 1831-2 another Frenchman, Richard Godfroy, came to this post and later was associated with Mr. Campau in the fur business. In 1834 the manufacture of lumber by Slater's little sawmill enabled Messrs. Campau and Godfroy to erect frame houses for their families, Mr. Campau's house being built on the present site of the Widdicomb building. They also built each a capacious frame building for a general store and warehouse just below the Eagle Hotel on the west side of Waterloo, now known as Market street. Mr. Robert Barr (the first carpenter west of Detroit and still living at the age of 95) was the builder. These stores were long and low, painted bright yellow, and in front stood a massive wooden machine for pressing bales of fur. An Indian could carry a pack of about fifty pounds and his pony three or four times as much. Mink skins were valued at from 50 cents to \$1 per pound; buckskin, \$1; beaver, marten and lynx, \$1.25. It took twenty pounds of any of these furs to buy a yard of broadcloth, which was the heart's desire of every Ottawa or Pottawattamie lady. The rank of a squaw was strictly indicated by her costume. The wives of chiefs had great pride in their fine black broadcloth petticoats, squares for head and shoulders decorated with interlaced gay ribbons applied with fine stitching, sacques of lustrous black satin, and elaborately beaded leggings and moccasins. The plebeian squaws generally wore bright cotton petticoats and sacques and the ordinary Government blanket over head and shoulders. These blankets in scarlet, grey and white were marked as to their quality with black points, one to three woven into one corner, one point being the finest. The men's everyday wear consisted of bright colored cotton shirts hanging loose, leggings and moccasins of dressed deerskin and broad colored belts, to which were attached knives and a game-pouch, then a red blanket wrapped over all. Men and women both delighted in handkerchiefs of the most vivid colors for head and neck.

In 1834 the white population of the village of Kent numbered about 100. Louis Campau was called "The Proprietor." He made the first plat of the village and laid out the first road, on the line of the Indian trail which came in over the eastern hills down what is now Fulton street and around Prospect Hill to Campau's trading post. The next street led from the

trail at Mr. Campau's new house down to the yellow warehouses and was named Waterloo street. A spacious garden surrounded Mr. Campau's house and the winding path, bordered by imported flowers and shrubs which led down to the canoe landing on the bank of the river, is said to have been the special admiration of the Indians. Imagine this all in the place of the Boston Store, Foster, Stevens & Co.'s, Spring's and the Fourth National Bank. (The vacated block houses Mr. Campau rented in 1836 to Messrs. John Almy and Abel Page, who arrived with their families from New York and Vermont. Mr. Almy was a practical surveyor and drew all the early plats and maps of this region. Deacon Page planted the first orchard and nursery with trees brought from Detroit and Rochester.)

When, in 1849, Mr. Campau removed to the spacious and imposing house at the top of Fulton street hill, built by Mr. Bostwick and latterly the home of Mr. George Gay, his old home was converted into a tavern and gradually developed into the Rathbun House, for many years a popular hotel.

Louis Campau had great control and influence over the Indians among whom he lived. He was just to them, but never allowed his decisions to be questioned, and was entirely fearless in his dealings with them. He was a devout Catholic and gave liberally to the church. In 1835 he erected for Father Viszoczky (the priest then in charge of the Romish mission) a house of worship on the corner of Monroe and Division streets, later sold to the Congregationalists when the Romanists built a church of stone where the Grand Rapids National Bank now stands. Mr. Campau's real estate comprised at one time the land bounded by Fulton street and Wealthy avenue, Prospect street and College avenue and forty acres on Jefferson avenue, the last enclosed by a board fence. His properties were estimated at \$100,000, a large fortune for those days. He lost heavily in the financial crash of 1837 and never recovered from the blow, as, with the rapid settlement of Michigan, the Indians retreated before the white man, and the fur trade diminished accordingly. Enough, however, was saved from the wreck to furnish a moderate income for himself and wife. They had no children.

We, the grey-haired children of the pioneers, remember "Uncle" Louis Campau as a retired gentleman, and his wife as a most sweet representative of the gentlewoman of the "Old School." She was one of the six daughters of Captain de Marsac, who had served under General Lafayette and later settled in Detroit—Sophie de Marsac, after whom is named the Grand Rapids Chapter of the Daughters of the American Revolution. In their dignified and imposing home upon the heights, set in the midst of grand native trees, garden and orchard stretching down to Washington street, with a sweeping view of the Owashtanong Valley and the western hills beyond, Monsieur and

Madame Campau dispensed for many years a delightful hospitality.

The French social circle was large, for Uncle Louis had brothers, Antoine, Touissant and George, and four of Madame Campau's sisters had married and located in Grand Rapids; then there were the families of Richard, William and John Godfroy and their sister, Mrs. Taylor, the Stanleys and others. The hospitality of Monsieur and Madame Campau was not confined to relatives and fellow townsmen—the Indians were always welcome guests. Until the discontinuance of the annual payments in 1856 the Campau's spacious grounds were the favorite rendezvous of the older Indians, who loved to talk with Uncle Louis of the days of the early twenties, when Nature's own children were sole proprietors of

men whose public enterprise, and good citizenship were a power in the community for nearly half a century.

Among the papers left by Louis Campau is a copy of the Government "license to trade," issued to him as a dealer with the Indians, the text of which is as follows:

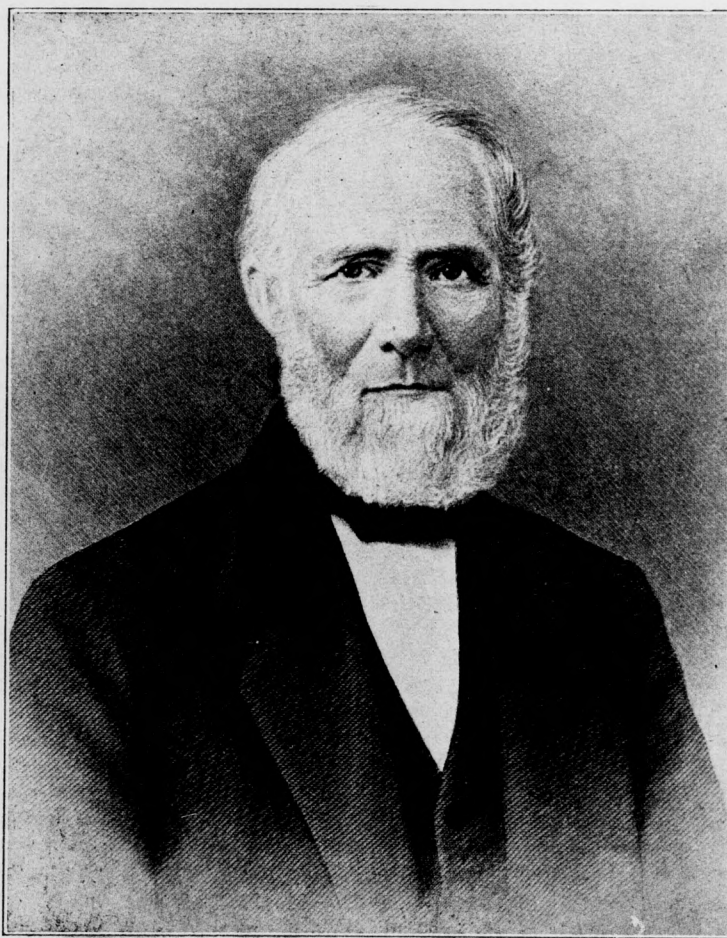
Instructions to Louis Campau, this day licensed to trade with the Indian nation at ———.

First. Your trade will be confined to the place to which you are licensed.

Second. Your transactions with the Indians will be confined to fair and friendly trade.

Third. You will attend no councils held by the Indians, nor send them any talk or speech accompanied by wampum.

Fourth. You are forbidden to take any spirituous liquors of any kind into the Indian country; or to give,



Antoine Campau

the forests and streams of the Peninsula between the Great Lakes.

Many of us remember the childlike delight Uncle Louis took in being the earliest herald of winter. His sleigh bells were always the first heard over the new fallen snow, as the old white horse jogged down Fulton street hill, dragging the buffalo-robed cutter and the master with flowing white locks and big fur muffler. All along Monroe street the dear old equipage was hailed and saluted year after year until 1871, when the sleigh bells jingled for the last time, Uncle Louis dying in April, at the age of 80. His wife had gone eighteen months before, and in three years his three brothers followed them.

So suddenly vanished the first generation of a French family to whom Grand Rapids owes its foundation—

sell or dispose of any to the Indians.

Fifth. Should any person attempt to trade in the Indian country without a license, or should any licensed trader carry any spirituous liquors into the country, or give, sell or dispose of any to the Indians, the Indians are authorized to seize and take to their own use the goods of such trader, and the owner shall have no claim on the Indians or the United States for the same.

Sixth. Should you learn that there is any person in the Indian country trading without a license, you will immediately report the name of such person, and the place where he is trading, to some agent.

Seventh. The substance of the fifth regulation you will communicate to the Indians.

Eighth. You will take all proper occasions to inculcate in the Indians the necessity of peace, and to state to them that it is the wish of their Great Father, the President, to live in harmony with them, and that they must shut their ears to any

wild stories there may be in circulation.

Given under my hand at the city of Detroit, this 15th day of November, 1833.

Wm. Woodbridge, Sec'y, and at present vested with the powers of Superintendent of Indian Affairs therein.

Part 3.

Richard Godfroy.

Associated for many years with Louis Campau by ties of both friendship and business, Richard Godfroy inherited his knowledge of, and aptitude for, the fur trade from his grandfather, Jaques Gabriel Godfroy, of the French firm of Godfroy & Beaugrand, who, as early as 1770, were operating several trading-posts between Fort Vincennes and Monroe. Richard (born in 1809) was the son of Jaques Gabriel Godfroy and Elizabeth May—his wife was Ann Lewis, of Sandwich, Canada; and Mrs. Dr. Wooster, of Grand Rapids, is their daughter. Many relatives are living to-day in Detroit. Mr. Godfroy joined Mr. Campau at the rapids of the Owashtanong about 1831, and assisted in managing trading posts also at Lowell, Grand Haven and Muskegon. When Louis Campau built his home, at the corner of Monroe and Waterloo streets, Mr. Barr, the village carpenter, framed one also for Mr. Godfroy and his family of six on the block of ground opposite the present Morton House, between Ottawa, Monroe, Ionia and Louis streets.

The fur trade proved very profitable and Mr. Godfroy was to furnish his home with all available comforts and with much of the style then prevalent in the city of Detroit. He had a private tutor for his children, and his carriage (the first to enter this wilderness), with folding steps and drawn by a span of notable black horses, was a marvel of elegance.

Richard Godfroy placed the first steamboat on the Grand River in 1837, naming it "The Governor Mason," after our first territorial governor. Regular trips were made in the interest of his business to Lowell, to Grand Haven and sometimes to Muskegon. In May, 1840, a party of Eastern capitalists overpersuaded Mr. Godfroy to send them by boat during a storm up the Lake to Muskegon, with the result that the little steamer was driven ashore and totally wrecked, although fortunately no lives were lost.

This was a final financial blow to Mr. Godfroy, as he had previously lost heavily in the collapse of the People's Bank, in which he and Louis Campau were equally interested. His property, which included Island number 3, the Woodward Farm, on the Lake road, and a large tract of land running north from Bridge street on the hill to the old D. & M. depot, was all turned over to his creditors, and the homestead property on Monroe street was bought by the Romanists for the placing of their new stone (St. Andrew's) church. The death of his wife (who was a famous beauty) completed the depression of Mr. Godfroy and he removed from Grand Rapids to the Michigan headquarters of the American Fur Company at Mackinac. His

last years were spent with his daughters at Muskegon and Grand Rapids. He died in 1883, aged 74.

Richard Godfroy was in appearance tall and slender, very energetic and agile and his manner was characterized by true French courtesy. He was called by the Indians "Jaquance," meaning Little Joseph, in distinction from his grandfather, who had been known among the tribes as Big Joseph. It is said that his word, once given, was never broken, and the Indians and other trappers loved and trusted him implicitly. The following incident will illustrate their loyalty: When visiting one of their camps Mr. Godfroy lost a pocket knife. Long afterwards it was found in the possession of an Indian boy, who was made to tramp through the forest thirty miles to Muskegon to restore the article; and only the earnest intercession of Mr. Godfroy saved the lad from further punishment for having appropriated a knife which he knew belonged to their beloved Jaquance.

Part 4.

Antoine Campau.

A dozen years after Louis Campau settled at "The Rapids" he was joined by three brothers, one of whom, Antoine, became actively identified with the local fur-trade. He had been appointed agent of the Saginaw post as successor of Louis, managing that, as well as a farm, at Grosse Pointe, near Detroit. He had visited his brother at "The Rapids" as early as 1833, but it was not until 1835 that he sold his farm and moved here with his family, making the long, rough journey through the timbered land in a covered wagon.

He at once became agent for a prominent firm of fur dealers of New York City, Pierre Choteau, Jr., & Co., who were among the strongest rivals of the Astors, and for Buhl & Co., of Detroit.

Mr. Campau located his warehouse near the foot of Pearl street, at the rear of the present National City Bank, and his home was near his brother Louis' on Monroe street. In 1845 he located on a fine farm of 120 acres, a couple of miles out on South Division street, or what was then called the Kalamazoo Stage Road. This farm house, with its four young people and hearty hospitality, was the scene of many a merry-making, especially in winter for sleighing parties. In 1855 Mr. Campau platted a portion of his farm into city lots, the sale of which, together with his success in trade, gave him an ample competence.

Mr. Campau was a man of fine appearance, slightly over six feet in height, with an erect and dignified carriage and an affable address.

In all business relations he ranked high as to exactness, promptness and integrity. As illustrating the confidence placed in him by the Eastern firms for whom he was agent, we make a few quotations from letters loaned by relatives.

In 1853 we find Choteau & Company writing from New York: "We can not close this letter without expressing to you our satisfaction at the manner in which you have acted

throughout your long connection with us. You have in all cases proved yourself entitled to our confidence. We regret that circumstances will no longer permit the continuance of the fur business at Grand Rapids."

Choteau & Company made over to Messrs. Buhl & Company, of Detroit, the business that they had handled in this section, and warmly recommended Antoine Campau to their employ. This firm wrote to Mr. Campau in 1859:

"Please send in all the mink you can by express, and tell Mr. Godfroy to do the same; send as often as you get twenty-five skins on hand. We want to keep them moving."

Although the connection with Choteau & Company had ceased in 1853, we find that in 1858 an English made gold watch was sent by Mr. Choteau, of which he begs Mr. Campau's acceptance "as acknowledgment of services rendered by you and as a token of esteem entertained for you after an agreeable business intercourse of many years' duration." Buhl & Company's relations with Mr. Campau seem to have been as satisfactory as were Choteau's, for in 1864 we find they wrote a warm expression of their esteem, accompanied by the gift of a handsome cane. Then again from Buhl & Company in 1868 a letter "enclosing an extra on last year's salary" and a request for his services for another year. About 1870 Mr. Campau retired from active business. His death occurred on October 31, 1874. The crowds in attendance upon the burial services at St. Andrew's church testified to the high honor in which Antoine Campau was held by his fellow citizens. We have in the beautiful "Antoine Campau Park" on South Division street the conversion of the old homestead property into an affectionate memorial, the gift of his appreciative grandson, Martin A. Ryerson, to the city of Grand Rapids.

As a sort of postlude to the work of the trappers and factors came in 1863 the first plant at Grand Rapids for the manufacture and retail sale of furs, established by Mr. Homer B. Jarvis at 9 Monroe street, the present site of the Wonderly Block. By 1870 that also had closed its doors, and many years elapsed before it had a successor.

The old Indians were gone to happier hunting grounds, the younger generation had been transferred to Government reservations, where the school and the plow supplanted the spear, the tomahawk and the trap. The dense forests had fallen by the pioneer's axe; the wild animals, greatly diminished by the reckless onslaught of a hundred years, had retreated to the distant north; the men who represented the greatest business industry of Territorial Michigan had made a "final balance," and the curtain rang down upon the dramatic and picturesque scenes of the first half of the nineteenth century in the Valley of the Owashitanong.

Note—For much of the material of this paper upon "The Fur Traders of Michigan" the writer is indebted to Everett's, Baxter's and Goss' Histories of Grand Rapids, to magazine articles upon the fur trade at

large, and to interviews with pioneer residents of our city, notably Mr. Ezra T. Nelson, who located here in 1836 and had personal acquaintance with all the fur traders, and was for a time in the employ of Campau & Godfroy at their warehouses on Waterloo street.

In order to make this history as accurate as possible corrections and additions are solicited.

How Manual Training Saves the Boys.

Manual training in the modern scheme of education is based on the universal instinct of the normal child to reach out for things, to examine them, to confirm not only the impressions received through the finer senses but to add to them knowledge which is positive from the first.

From long observation as to the effects of manual training upon boys, it appears to me plain beyond argument that it is the best possible basis of an education for the youth who is bright mentally, and also has a decided practical bent of mind.

I remember one boy who, almost as a baby, would lie on the floor, kicking up his heels and designing labyrinthian railroad yards, impossible main-line curves, and rickety turntables. The father would pat him on the head when, the construction over, the incipient draftsman and builder would run match-stick locals and fliers over the make-believe tracks. Later, the same urchin instituted a miniature irrigation system in the back yard, turning it into a malaria swamp; but, although the father made the boy fill up the ditches, he presented him with a set of government topographic maps, executed in the height of cartographic art, which brought the same joy to the young map-maker as if a struggling artist had received the work of a master painter.

Through manual training a large class of boys are not only benefited but saved to the world as valuable working factors. The bulk of the world's work is done by mediocres, by those who in feats of pure mentality are slow and cumbersome; even by those who in their boyhood were ridiculed by those of bright and ready wits. Now, it is these steady, useful beings, bound to the things which they can see and feel, that the system of manual training is saving to the world in an ever increasing ratio.

A pupil more than usually dense was brought to the principal of a manual training school located in a poor district of one of our large cities. The boy, a listless unprepossessing Jew, told his instructor plainly that he did not want to learn; that he was out for a good time, and his idea of pleasure was to sit around and do nothing. He didn't like arithmetic; couldn't see any use to it, anyway. He never would have any use for geography, for he "wouldn't never go nowhere." Grammar was "rot." He had no friends to write to; so what was the use of learning?

The teacher told the youth that he might look around the shops, as long as he did not interfere with the work of the instructors or scholars.

During the whole day the boy floated around the shops—not like an un-

easy spirit, for that would suggest life in some form, but like a loggy, water-soaked piece of driftwood. Suddenly he stopped before a youth energetically planing some walnut boards for a box, the shavings curling up over the plane with the crisp noise of the cutting. He watched until the work boy fitted the boards together, and briskly but carefully drove home the thin shiny nails. "That's fun," he mumbled.

"Well, how are you getting along to-day, Ike?" asks the principal pleasantly, as he meets the boy in the hall, after school.

"Say, let me make a box—will ye?" asks Ike, ignoring the teacher's question.

"Come around to-morrow morning and I'll see what I can do."

"And from that simple request to be allowed to make a box," said the principal, "that aimless, wooden boy has developed into an expert designer of fine glassware. He found he could not make his box without understanding the use of the square, the plane, and other tools; that he must know how to figure out dimensions when he wanted to make a box a certain size, and that he could make his box look better than that of the boy who worked next to him by putting some kind of a simple design on the cover.

"Thus he became interested in arithmetic, geometry, and mechanical drawing. As he mingled with other boys interested in these things and found that they could read and write well, and understand something about the countries which grow mahogany, rosewood, walnut, and other fine woods, he became anxious to gain the information which would place him more on a level with his associates, and which would also enlighten him about the things which he saw and handled.

"From wood he got to working in iron, became interested in the properties of metals generally, and finally of glass. I saw how he admired the delicate processes of its manufacture and decoration, when I took him through some works one day, and now, as I say, he is an industrious, progressive young man in that line. And this transformation and its definite origin in the manual training shops of my school." H. G. Cutler.

Georgia View of a Negro Official.

Representative W. H. Rogers, of McIntosh county, the only negro member of the General Assembly, has resigned his office. A brief and respectful letter to this effect was received in the Governor's office yesterday. No reason was assigned for this action.

He rarely participated in the debates of the House, but voted on every question. He was quiet, unobtrusive and well thought of by the members of the House.

He spoke in opposition to the disfranchisement amendment, and offered an amendment to that bill which sought to exempt from its terms all slaves in involuntary servitude previous to the Emancipation Proclamation and their descendants.



Responsibility of the Mother for the Child's Looks.

It must occur to every thoughtful person that the occupation of being a mother is a much harder job nowadays than it used to be. Time was when the comfortable belief prevailed that children were merely little animals, and if they were kept reasonably clean, fed when they were hungry, kissed when they were good and spanked when they needed it, a woman felt that she had done her full duty, and could leave the rest to Providence.

Sometimes the children were pretty and healthy and strong, and then the mother complacently took credit to herself for them. Often they were homely and sickly and delicate, and when they died she wept bitter tears and spoke of mysterious afflictions, but it never occurred to her that she was in any way responsible for the tragedies she lamented.

We have gotten a long way now from those cheerful, happy-go-lucky views of a mother's duties—so far, indeed, that the intelligent mother who tries to do her part by her family stands a good chance of being crushed under her load of responsibility. The present view of the child is not of the little animal who will grow up the way he was born, but of something infinitely plastic that the mother's hand may shape physically, mentally and morally into whatever she chooses.

It is a platitude to say that the molding of character lies almost entirely with the mother. There is no luck in the way children turn out. The result is always the inexorable and inescapable logic of cause and effect. Men do not sow tares and expect to reap wheat and no parent who lets a child grow up uncontrolled, disobedient, undutiful has any right to look for his teachings to bear any harvest but sorrow and anxiety. The days of miracles are past and nothing is going to happen to change the selfish, head-strong boy or girl into the loving and considerate man or woman.

There is not a single silly girl who brings shame and misery on herself; there is not a wild boy who breaks his mother's heart by his dissipation; there is not even an unsuccessful, no-account loafer who have not a right to reproach their parents with their fate and say, "This is your work. If you had controlled me while I was a child, if you had taught me to bridle my passions and my appetite, if you had instilled the habit of obedience in me and taught me persistence of purpose and industry, I should not now be the poor, ruined creature that you see. I blame you with my wretched life and ruined happiness."

A few years ago I was sitting on a hotel piazza with a group of women, and one of them kept calling to her little daughter, a child of

10, who had been ill, and telling her to come into the house. The girl did not even pay her mother the courtesy of a reply, and the mother turned to me and said: "I can do nothing with her. She doesn't obey a word I say and I have absolutely no control over her."

"Whether she comes in out of the rain or not," I replied, "doesn't matter much, but what are you going to do when she gets grown? You have established no habit of obedience in her, she has no respect for your judgment, no care for your feelings. There will be nothing to which you can appeal if the day ever comes when you will need to save her from making some terrible mistake—when you will need to save her from herself."

The other day I heard the sequel to the story. The girl grew up, and by and by she made the acquaintance on the street of people her mother could not know, and when her parents roused up to a sense of their duty at last, attempted to control her, she laughed at them and defied them and went her way, and there came a day when her mother would have been glad to look upon her dead face and know that she was safe.

This is an old view of an old subject, and it is only of late that we have come to realize that the mother is as much responsible for her children's physical welfare as she is for their mental and moral development. The other day I had this subject forcibly impressed upon me in a curious way. I was talking to a "beauty doctor," a man of deeply scientific attainments who devotes his great skill to making people better looking, and he boldly declared that a mother who lets a child grow up ugly is a criminal.

"Of course," he said, "I am not speaking of those horrible deformities that pass all human skill, but just the little blemishes that mortify and annoy people all their lives. Think, for instance, of dooming a man to go through the world bow-legged or knock-kneed when the simplest of surgical operations will remedy the defect. The same thing may be said about the teeth. Nothing is uglier than a tusk or crooked teeth, and half the time the whole matter could be remedied simply by having a tooth drawn in time and giving the other teeth room."

"Then, there's the nose. It is just as much a mother's duty to train up a nose in the way it should go as it is for her to cultivate proper manners in her little ones. There's absolutely no use in a mother submitting to the affliction of permitting her child to have a hideous nose because it was born with one. The soft tissues can be molded early in life. A thick nose can be made thinner by regular treatment, such as compressing it daily, either with the fingers or with instruments made with springs and padded ends so as to clasp the nose. A clever woman I once knew adjusted a clothespin so it did the work perfectly. Many noses are wrung and twisted out of shape by the two vigorous use of the hand-

kerchief. A pretty nose is one of the rarest and most important elements of good looks, and it is surely a mother's duty to see that her child gets one naturally, if she can, artificially, if necessary.

"Flopping ears can be trained to grow close to the head by being kept bandaged back while the child is young. Pretty hair can, of course, be secured by proper brushing and cultivation, while a good complexion, woman's crowning charm and beauty, is simply the result of proper food. Ninety-nine out of a hundred fallow, pasty skins are merely the visible and outward sign of a childhood diet of pickles and pies and candy."

"A beautiful form can be secured to any child by physical culture. A good walk and a graceful carriage, two elements of beauty that are not sufficiently appreciated, can be taught as easily as the a, b, c's, and, therefore, I say that it is absolutely in the mother's power to say whether her children shall be good-looking or not. If she has the intelligence, the industry and the patience she can cultivate beauty where none really exists, and outwit old Mother Nature herself."

"It is also in a mother's power to determine the health of her family. It used to be that when a woman had delicate and sickly children she simply resigned herself to what she called the inscrutable will of Providence, and let them die or grow up into thin-chested, spindling girls and boys who were doomed to semi-invalidism all their lives."

"Now, if she be intelligent enough, she fights disease for her children. The most robust family I know were all puny children who belonged to what our grandmothers would have called a consumptive family and would have resigned to an early

grave. From the time they were born their mother began to build up a constitution for them. They were reared on simple and nourishing food, their muscles trained, they were taught to breathe deeply and they grew up into splendid specimens of vigorous and joyous young man and womanhood."

"Show me a woman's children," went on the professor of beauty, "and I will tell you what sort of a woman she is. If they are rosy, bright-eyed and healthy she is a woman of intelligence and industry. If they are pasty-faced and sickly, nine times out of ten it is the direct result of their mother's ignorance and laziness."

"Being a mother—" I began.

"Being a mother," interrupted the professor, "is the greatest profession on earth, and the one that requires the widest knowledge, and it is this that makes the unanswerable plea for the higher education of women. It is ignorance, and not intent to murder, that makes a woman give her baby a cucumber pickle to cut its teeth upon, and with a race of educated mothers we shall produce a race that will not only be strong and healthy, but as beautiful as the ancient Greeks."

Dorothy Dix.

The Post-Card as an Advertising Asset.

Not only do we commend to the druggist the keeping in stock of a good line of these cards for sale to the public, but also the issue of cards directly advertising his store. The best way to do this is to secure a good photograph of the interior, and then for a moderate price the plate can be made and printing done. Good work of this kind in either single color or by the effective three-color process can be had in any of the large cities.

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THE COMING YEAR.

What Science Hopes To Do During 1908.

Among the marvels anticipated by inventions now pending are smokeless fires, crossing the Atlantic in thirty hours, and harnessing to machinery both the air above us and the brimstone fires that blaze deep in the earth beneath us.

It is from England that the revolutionary plan comes for converting all coal into gas at the mine and dispatching it thence by pipe to factory and house. This would be the end of coal ashes and smoke and would split in two the price of fuel. The London idea is to pipe the gas to stations to generate electricity. The electricity would then be supplied to public and private dwellings for heating, lighting, and power purposes. Soft coal could be used at the mouth of the coal pit for generating gas. And this could then be distributed to the nearest cities without smoke or grime.

It is believed by the London engineers interested in the colossal scheme that gas could be furnished from the coal mines into the heart of London for about 40 cents a thousand cubic feet. It is believed in America that these rates could be duplicated all over the United States and that the delivery of the cheap fuel gas would stimulate industry to such a degree that probably the consumption would increase fully 50 per cent. within a few years.

The gas engine would become so important a factor in our industries as to create a manufacturing revolution. It is said by A. S. Atkinson, an investigator of the English project, that more than half the charges made on coal used by city consumers is for freight and transportation. By utilizing the coal at the mouth of the mines and transmitting the energy in the form of gas to the cities the railroads would suffer, but the public and manufacturing interests would be enormously benefited. There would be large trunk lines for gas transmission from a large city to the nearest coal mine.

And these could be tapped at any point to supply towns and cities along the route. The unsightly, sooty coal cars and coal wagons would vanish off the face of the earth. The cost of the original plant would be huge.

The large compressors at the mines would have to be supplemented by a scientifically large and expensive producer plant. A high pressure sufficient to carry the gas a hundred miles or more would also necessitate reducing pressure plants at the receiving stations. And the initial cost here would be considerable. In utilizing the gas for electrical generation through the employment of gas engines in the cities the electrical transmission line would be abolished and also the large substations and transforming stations. Otherwise the price of generating electricity from gas engines, Mr. Atkinson declares, would remain about the same as to-day if the fuel sold for the same price. The gas as a fuel, however,

could be furnished plentifully at about half its present cost. The industrial world would have the opportunity merely to double its present output at scarcely any increase in cost for the power employed.

The revolution the Londoners would work with coal, however, is less amazing than that which one, Peter Croper Hewitt, the inventor, of New York, proposes for the water. He set out to build a flying machine and he ended by building a boat that is to cross the Atlantic in thirty hours. He applied his airship ideas to water transportation and evolved a scheme that will raise the giant hulls of liners clear of the resistance of the waves, yet resting on water planes so as to glide or skim exactly like an airship, only in a medium 800 times heavier. This means that the tremendous resistance which ocean craft now encounter is quite avoided. At present the power must be increased eight times merely to double the ship's speed, so that every knot after twenty entails a cost in power out of all proportion to the higher speed.

Mr. Hewitt's invention is a water flying machine. His first model was twenty-seven feet long and carried an eight cylinder gasoline motor. It flew over the water above forty miles an hour, with hull quite clear and the planes skimming the surface like feathered oars. This model, Mr. Hewitt has explained, was entirely supported by the planes at sixteen miles an hour; the hull was entirely out of water. So far speed has been limited only by the propeller, but the craft will gradually improve with increased size so that the liners of the future will be practically independent of the weather and have no resistance from the waves. This means an end forever to seasickness.

Albeit revolutionary and modern Mr. Hewitt's idea is not new, but has been anticipated by a number of inventors abroad. The principle on which it is constructed has been noticed for centuries by kite flyers. And forty years ago the British government experimented with a contrivance that showed how a craft would lift were it provided with inclined planes made fast to its hull. Many inventors strove for the prize, among them Raoul Pictet, whose inventions astonished the simple Swiss on the famous shores of their lakes.

But all the water flying machines of that period were fatally deficient because of their weight. The fault is overcome by the gasoline motors of to-day, which leaves Mr. Hewitt with but one problem, that of the propeller. And this it is expected will be quite surmounted ere long by the new methods of ocean engineering. A boat with a speed of seventy miles an hour is already projected by Mr. Hewitt, who regards this as a step toward the still larger craft which can bridge the Atlantic in a little over a day.

There is little in the world of invention and discovery that is as important as the problems of power. That we shall find some practical way of using the heat of the earth's



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Makers of the



interior for industrial purposes is the opinion of a number of men of science, of Prof. T. C. Mendenhall, formerly superintendent of the United States coast survey; of Prof. W. J. McGee, the geologist, and of Prof. William Halleck of Columbia university.

Prof. McGee declares that we shall some day have artificial volcanoes, which we will control as we do the furnaces in our houses, employing them to furnish both heat and power. They will operate our factories, run our street cars, and illuminate our cities. The cool crust of the earth is estimated by these men to be thinner proportionately than the shell of an egg. At a depth of only twenty-five miles the temperature is something like 10,000 degrees, and all substances are molten. At some places the crust is still thinner, so that it is thought that it would not be difficult to construct conduits into the hot core of the planet. Pipes would be sunk as far in as wished to reach the desired degree of heat. Such a pipe, Prof. Halleck calculates, would cost \$10,000 a mile, and suggests two pipes be sunk to a depth of 12,000 feet for experiments. If connections were established between the lower ends of the pipes an inexhaustible supply of heat would be on tap at the top. The temperature at the lower ends of the pipes would be considerably above the boiling point of water if the scientific men are correct in computing that the temperature rises about one degree for every sixty feet.

If the two pipes were sunk about fifty feet apart connection could be made between them by simultaneously exploding heavy charges of dynamite at their bases. The rocks would be so shattered that if the explosions were repeated it is thought the fissures would finally afford a channel between the two pipes. If a small stream of water were to be diverted from a passing river into one of the pipes its water would fill the rocky crevices over two miles below and be converted into steam which would be forced up and out of the other pipe. The descending stream would exert a pressure of something like 5,000 pounds to the square inch and would therefore quite suffice to keep the device working automatically.

There have been expert investigations, especially by the United States survey, as to the depth of the earth's crust, which has been found uneven in thickness. It is comparatively thin in South Dakota, particularly thick in the southern states. The city of Yankton is calculated to be but twelve miles above the earth's inner fires, whereas Philadelphia and New York are over twice that distance above the molten rocks. Prof. Halleck has proposed that subterranean heat could be got in almost limitless quantities in some parts of Yellowstone park and at slight expense for the digging. Prof. Halleck has also proposed that inasmuch as only about two years would be needed for sinking the pair of pipes the experiment need not be thought formidable. He is quoted as arguing that such a plant, once put into successful operation,

would supply heat and power for all time to come at almost no expense. The cost of the experiment would be about the price paid by Mr. J. P. Morgan for an average old master and it would be money well invested even if no other end were attained than the advancement of our scientific knowledge.

The idea of setting the sunlight to work direct is nearer immediate realization than the harnessing of earth's inner fires. It is, indeed, a fulfilled fact. Frank Shuman, a chemist of Philadelphia, has invented a solar engine. He has made a big hot box. It is a large wooden frame, eighteen by sixty feet, sunk into the ground and covered with a double top of ordinary hothouse glass with one inch fair space between the layers. Below this coating of glass are coiled iron pipes painted black. It is from these that the power comes. They are filled with ether, which is connected with vapor in the hot box, passes through the engine, developing the engine's full power, thence again into the condenser, and back again into the hot box. In tropical climates water could be substituted for ether.

Mr. Shuman's solar engine is so successful that he is now working on a fifty horse power engine that is to be placed in Florida next spring. He also plans to erect large solar power plants at prominent shipping points like the isthmus of Panama, Havana, the Suez canal, Mexico, and Cairo. The United States weather bureau has finished its plans for locating a plant at Washington for making private tests, and an Amherst college professor is to take another plant to a high mountain range to test its efficiency there, while the land of the Pharaohs is to have a solar power trolley line if negotiations now in progress are satisfactorily consummated.

When solar power shall be as fully developed as steam power is now many delightful changes will be ushered into the industrial centers. Perhaps chief among them will be the untainted atmosphere and the quiet operation of the power plant. Mr. Shuman says of his engine:

"It is efficient and beautiful in its work and thus far has never failed for a single moment. Nor has it demanded any repairs. Its simplicity is so pronounced that any boy can operate the mechanism." There is nothing really new about solar power. Millions of dollars have been spent in the wrong direction and the experiments were actual failures. Nearly all the previous attempts were based on the idea of concentrating the rays of the sun with the aid of mirrors or lenses on a boiler, this boiler running an engine and the whole device requiring complicated clock movements. The solar rays, says Mr. Shuman, do not heat the atmosphere to the same point as his hot box because the sun only shines on the same atmosphere half the time. The atmosphere all the time is radiating heat into space. The winds and air currents equalize the temperature between night and day, and between the poles and the equator.

In consequence we receive in the atmosphere only an average temperature, which is sufficiently low to be beneficial to all forms of life. When the sun shines into his hot box the radiant heat passes immediately through the glass on the blackened pipes. There is no circulation to allow the radiation of heat into space. The blackened surface converts the light into ordinary heat.

Ada May Krecker.

New Mill Almost Ready.

Bay City, Jan. 13—The Richardson Lumber Co.'s lumber mill, the latest addition to local industries, will start January 20. The installation of machinery is practically complete and the mill will begin at once upon both hemlock and hardwood, having a capacity of about 75,000 feet of hemlock per day, or about 50,000 hardwood. The plant will give employment to about 100 men on the start, but will employ more as the yards are created. The Richardson Co. has a big plant in Alpena and has lumber enough now to keep both plants running twenty-five years. The company is now logging for the new mill in Montmorenci county and will rail its logs to this city.

There is a possibility, it is said, that the Richardson Co. will, like some other local plants, go into the manufacture of by-products from lumber waste. Wood alcohol, acetic acid, charcoal, bases for paint, and a host of tar coal products of medicinal or drug value are derived from waste wood.

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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.



Show Special Interest When Selling Women Linens.

Written for the Tradesman.

It's an easy matter to sell towels and handkerchiefs and similar goods that count up into the dozen. Selling these is on the same principle as the Ten Cent Store. Before she is well aware of the fact a woman has selected two or three times as many units as she intended to purchase when she entered the place.

In order for the seller to accomplish this result it is only necessary to keep putting forward handsome or pretty patterns, in which she is sure to get interested in spite of herself. Women go fairly daffy when it comes to supplying linens for the home, be it bedding, napery or towels and face cloths and occasionally a rug. Linen appeals to their innate aestheticism. I don't believe the civilized woman exists who hasn't a love for this fabric praised of the Bible.

Given love for it, the clerk has but to satisfy that affection with sight of fine qualities and beautiful patterns. If he does this, and at the same time extols their special merits to the skies, the woman will find it impossible not to succumb to the attractions set forth.

Always be sure to display quite a number of different designs of the same quality and price. This invariably and inevitably gets a woman razzle-dazzled—she wants 'em all, providing each is pretty. If you show but two or three figures—make no move to exhibit others—a woman jumps at one of two conclusions: that you have no others or that you are indifferent as to a sale, and either one of these is sure to prejudice her against your department. A clerk might just as well set it down as an axiom first as last, that, in buying linens, a woman desires a large variety of patterns from which to take her pick.

Don't, above all things, hurry her in choosing. If given good care linen lasts a long time and, this being true, she has to have it before her eyes for months and months. Hence she must give more than a passing thought to this matter in hand, otherwise she will be dissatisfied with the goods when they reach her house.

If you do not possess it acquire a knowledge of the uses of the various centerpieces, doilies, etc., that are in your stock, so as to talk intelligently about them. Take a fashionable lady, who naturally entertains and is invited out a great deal, and she knows all about good service as regards linen, dishes, and the like. But there's the modest little woman who hasn't had a chance for much of a fling in the world of luxury. She stands outside its pale. She goes some, to be sure, but would like to do a little more in the way of entertaining. She may be under obligations in several different small ways, and intends paying these lit-

tle social debts. But she lacks that confidence in one's self that comes from practice, and so dreads the coming ordeals. She does not know just how to do things.

Now the linen clerk, if he be adroit, can drop a word here and there—enough so that the customer is drawn out, but so cautiously that she is not aware of the fact—and from her replies or observations he can form some idea as to her social standing. Then let him make the most of the intelligence thus gleaned and he will be able to effect a dozen future sales where, ordinarily, he would consummate but one or two.

Where a woman is shown interest like this she doesn't care to go to any other store—yours is plenty good enough for her. The attention you gave her on a previous sale has great influence with her on repeats.

But the sale that swells the store's coffers the most is the one where a bride-to-be is concerned. She generally comes with her mother or other older relation. And now is the time you are to beam your very pleasantest and to take infinite pains. This counts for not only the now but for the hereafter. There will be linens and linens and linens to sell this new little hausfrau in the future. Once you secure the bride's trade you are in clover. So look well to your knitting during this critical period.

Be courteous with all. In the first place, because it is right and proper and, in the next, because politeness has a monetary value. N.

How the Farmer Got Even.

"In my runs out into the country," said the autoist, "I have had rather bad luck with a certain farmer for the last year. The highway is as level as a floor and as hard as a stone in front of his farm, and, of course, I have let the machine out a notch or two along there. I killed two hens the first time I tried it. Then I killed a goose. Then I struck his old dog and threw him over the fence as dead as a doornail. Then I hurt a cow, killed a calf and smashed up a farm wagon. The last thing I did was to give the old farmer himself a lift that laid him up for a week.

"Funny enough, although I stopped on each and every occasion and offered to pay damages, the man would accept of nothing."

"Oh, that'll be all right," was his way of putting it, and I finally began to wonder what he had up his sleeve. I found out the other night, and it was one on me. I took a run out past his place in the afternoon and returned in the evening. When I got within half a mile of his house I saw lights moving in the road in an erratic manner, red and green and white lights. As I clipped along a green light suddenly showed up close ahead, and I gave the wheel a twist and went into the ditch. Half a dozen things broke at once, and then the tank caught fire and a \$3,000 machine went up the spout."

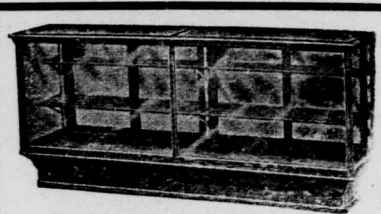
"But what were the lights?" was asked.

"Oh, the farmer was making it 'all right.' He had tied lanterns to the

horns of his cows and turned the cows into the road, and I couldn't tell whether an express train had taken to the highway or Japan had at last declared war. He'll be kind o' lonely not to see any more of me, but I guess he'll try to stand it somehow."

Pittsburg Druggist Sued for Damages.

A Pittsburg druggist is being sued for \$10,000 damages by a customer, who claims that the druggist put two grains of calomel in each dose of a powder instead of two grains in the entire quantity as per the prescription, in consequence of which his wife was confined to her bed for two months.



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SWINGING THE JOLLY.

When You Attempt It Keep Something in Reserve.

Written for the Tradesman.

The old book-keeper whirled around on his high stool and faced the junior clerk, who stood warming his hands before the open door of the wood-burning stove at the back of the store. The light of the blaze shone red on a discouraged face as the boy turned to the book-keeper.

"What's the kick?"

"Not a thing."

The old man smiled and climbed off his stool to the boy's side.

"There's something wrong," he insisted.

"I'm tired of being knocked by people who claim to be my friends," replied the young man.

"You'll get used to that, sonny."

"That's what they told the man who was being hanged."

"You'll have to get used to it," continued the old man. "You'll experience such treachery all your life."

The young clerk grumbled as he waved his hands to and fro over the fire.

"That old maid up on Celery avenue told the boss I was trying to get up a flirtation with her, and the boss called me good and proper."

The old man laughed at the serious face of the other.

"Anyone ought to know that wasn't true," he said. "If she really thought you were interested in her she would never have told of it. She'd have been afraid some other woman would charm you away from her."

"Then what did she tell it for?"

"Probably because she had it in for you for some reason, and because, too, she thought the boss would think more of her charms if he was made to believe that some fellow had been smitten by them. You see, she wanted to give you a knock and get a rise herself."

"I never did anything to her."

"Perhaps not, but you are too frank in speaking of yourself. You open your heart to people too much."

"I've not been too frank with her."

"Yes, you have. You make yourself too common with every one you get well acquainted with. You must stop that."

The young clerk frowned and closed the stove door with a bang.

"You've always told me to be friendly," he said.

"Sure! Well, be friendly."

"And yet you—"

"There's a heap of difference between being friendly and putting your heart on exhibition, young man."

"I'd like to know what you're getting at."

"Be pleasant, be cheerful, take an interest in the affairs of others, smile when they smile, grieve when they grieve, if you think it is necessary, but when it comes to yourself as a topic of conversation, cut it out."

"If one only could!"

"One must. Young man, you must remain a mental mystery to those with whom you associate! Do you realize what that means? Let me tell you. If you see a snake lying in the road, what do you do?"

"I kill it if I have time. If not, I go around it."

"But before you kill it what do you do?"

"Why, I get a stone," laughed the clerk.

"No, you don't. The first thing you do is to investigate and see if the snake has power of harm. If it is a constrictor that can choke you to death, or a rattler that can fill your veins with poison, you give it a wide swath, all the room it wants."

"You bet I do."

"And if you find that it is a little grass snake, or a garter snake, you cuff it and step on it, and finally snap its head off."

"Of course I wouldn't go and get a gun to kill a harmless snake."

"Now, this is a homely sort of an illustration," said the book-keeper,

"but I guess that it will serve. Some people size up other people just as you size up a snake. If they discover that a man has no power of harm in him they will abuse him. If they see that he is not aggressive, that he can not or will not strike back, they put it all over him. If they know that he will not slap their faces the first time he meets them they lie about him. They borrow money of him, they knock him, they betray him, just because they know they can do so with impunity."

"They do that anyway."

"Oh, no, they don't."

"Well, I've heard some pretty secretive persons knocked pretty hard."

"My son, there are people who would knock the Angel Gabriel if they thought they could profit by it. I am speaking of the average man and woman—the man and woman who is not hostile as a rule, who mean to do about the right thing. I can't put it too strongly. If you show that you will not, or can not, strike back, you will be abused and imposed upon all your life. You've not got to fight to maintain the respect of your fellows, you've just got to make them think you will fight."

"That's easy," laughed the clerk.

"I had a bit of experience along the line I am talking on when I was a kid," continued the old book-keeper. "I was sent to school in a strange district, where I didn't know a single boy. I was rather a husky-looking little chap, and the youngsters treated me with great respect, until one day I made a mistake. I was urged into a friendly wrestling match, and the boy threw me easily, for I was not as strong as I looked. From that time on every low-down pup in the school thought he could take a fall out of me, and most of them did."

"You see, I had disclosed my weakness, or what they mistook for my weakness. I'm telling you right now, that the boys did just what men and women do, only in a different way. It is a joy in the heart of the average man or woman to have some creature who is admittedly beneath them, in muscle or self-possession if not in brain. If you are beneath them don't let them find it out. Permit them to guess. Make them think you can fight, morally or physically, if put upon, and they will let you alone."

"Your theory seems to me to be about right for a race of savages, out on a sandy tropical island somewhere," said the clerk, but there was in his face a look of interest, an expression of determination, which had not been there before.

"Men and women are alike the world over," said the old man. "There are more brutal things done by the landlord than by the African savage, although the average landlord is a very considerate person. All will insult the weak. A man who has \$10 in his pocket will lord it over one who has only ten cents. A millionaire will not bother to personally degrade a poor man except by impudently ignoring him, but there is the spirit of superiority everywhere."

"Then I've got to keep my mouth shut about myself?"

"That's what."

"And learn all I can about others?"

"Of course. That's in the business."

"And make my associates think I'll fight like a tiger?"

"If you can, yes. But don't carry this too far. You may get yourself into a place where a bluff won't go."

"I'll take the risk," said the young man, and the session was closed.

The next night when the junior clerk came to the back end of the store for his nightly chat with the old book-keeper there was a large contusion under one eye, and his nose looked as if it was trying to rival a coconut in size. He sat down by the stove without saying a word.

"Who won?" asked the old man.

"It was this way," replied the boy. "There's a gang of boys down on First avenue who have been putting it over me for about a month. It got so that the little kids insulted me. Last night, after hearing your discourse on the delights of a fighting soul, I went down there and took a smash at the biggest loafer of the bunch. The fight was a draw, but when I passed there this morning the boys looked chummy and behaved themselves. You see it worked."

"Now, don't become a bruiser, going about with a chip on your shoulder," said the other. "Keep up the jolly, but keep yourself out of it. Don't exhibit your weaknesses. Make people think you will fight, and, as a rule, you won't have to."

Alfred B. Tozer.

A No Account Dog.

A man in Missouri recently sued a railway company for damages for the death of a hound killed on the track. The company defended itself upon the following points:

Said dog was chasing a rabbit up defendant's track in violation of the game laws.

Said rabbit lived on defendant's right of way, and was therefore the property of the defendant.

Plaintiff's dog was a trespasser, and was hunting defendant's property without permission.

Said deceased was not much of a dog anyhow, or it could easily have kept out of the way of defendant's trains.

And having fully answered, defendant prays to be discharged.

Attention!

Grocers and Butchers

You Need Good Scales

They are your most faithful servants and you place a lot of confidence in them, therefore you want and should buy only the very best—the kind you can depend on.

A poor scale is a bad investment at any price, but have you not paid high prices for unsatisfactory scales because you had to do it?

You could not buy a first-class scale at a price you felt it was really worth, could you?

We can satisfy you with both scale and price, for our method of selling places the **best** within the reach of all.

Do not buy a scale without first seeing the ANGLDILE.

Angldile Computing Scale Company
Elkhart, Indiana

AT THE FLORIST'S.

Flower Girl Was Innocent Cause of Divorce.

Written for the Tradesman.

"Do you often have such a siege?" I asked.

The little flower girl looked tired. She clasped her hands over her breast, rolled her orbs to Heaven, gave a gasping sigh and made a movement as if she were going to drop in a dead faint.

"Wasn't she enough to make angels weep!" she exclaimed, catching herself out of the feigned faint.

"Do I get 'em often? Which—the fool women or the hypoes?"

"Both," I laughed.

"Yes, I do," was the rejoinder; "one is the result of the other."

"It seems," she continued, "as if I get every type of femininity a trotting on the face of the globe! They come in the store in droves, quadruplets, triplets, doublets and just as common—or uncommon—individuals. The very worst I have to try my patience are the ancient tabbies of some gone-to-sleep old Rebecca Lodge, or some offshoot of Masonry, like the Eastern Star, I mean."

"They have threshed the straw all over before coming here, and yet when once they step over the threshold they seem bereft of reason. They will flit from flower to flower like bees in search of honey. One will want one variety and another will prefer something else. It's almost like picking out the carpet for the church, the ladies make of it such a momentous occurrence."

"When the committee is narrowed to two or three the nerve-racking has diminished accordingly. But, even with this small number to deal with, it's no easy matter to suit. Why, I've seen a couple of apparently friendly women get into such a heated argument over the respective merits of American Beauties and Easter lilies that they left the store sworn enemies and without having decided upon the flowers to grace their pastor's pulpit on the following Sabbath! Now what do you think of that?" and the dispenser of flowery sweetness grinned in unregenerate amusement.

"You'd imagine — now wouldn't you—that one woman flocking off all alone by herself could make up her mind without inordinate delay? Not so, begorrah! She seems to take a fiendish delight in making a girl lift out from the refrigerator jar after jar of flowers, which are so heavy they almost break her spinal column. And maybe by the time she has taken out four or five the woman's fancy will have wandered to an entirely different flower and the girl's back-breaking effort will have been for naught."

"There's the stingy sort, the want-to-get-extras-thrown-in kind. She says: 'Can't you tuck in a few of these little white flowers for nothing? They don't cost you much.' Or it's 'Throw in two or three pinks; they'll add so much to the beauty of the bouquet beyond the amount I pay for.' And that even with carnations at 60 cents a dozen in the 'up' sea-

son! I guess she's the one to confiscate the entire National Biscuit Co.—the cheekiest of the cheeky."

"Letting alone the customers, it taxes our ingenuity to make the most of every flower; to see that things don't go to waste on our hands. Of course, thousands of blossoms and bushels of greenery have to be thrown away; but there's one waste product that we are able to use even when the beauty is faded forever, and that's the rose leaves. Every one is saved, to sell for rose jars and rose pillows and rose pads to hang in dresses and to lay in dresser drawers. Very fragrant and satisfying are these. We sell pounds and pounds of rose leaves to people of aesthetic taste."

"It amuses me to observe the ways in which men buy flowers. As a rule, they purchase bunglingly. In the first place, their knowledge of flower varieties seldom extends beyond roses, or possibly I should say roses and pinks; they rarely call the latter 'carnations.' They generally simply order thus: 'Make me up a nice bouquet.' Ask them of what flowers it shall be composed and they reply: 'Oh, anything you think will be pretty.' Then you're as much at sea as before, for until you know a trifle about the person it is going to you can not make up what will be pleasing to the recipient. So you begin to 'feel around' a little. You have to do this very adroitly, so as not to seem to be prying into the affairs of the buyer. You ask: 'Do you wish the bouquet for an elderly person?' Almost always the man will then get somewhat confidential and begin to give suggestions, although still knowing the names of but few flowers. 'It's for my dear mother's birthday, so you needn't count the cost,' he beams. You ask her favorite color, and everybody likes white posies, and asparagus fern for greenery, and there you are. You eliminate all ideas of stinginess as to price and make up a beautiful bouquet 'for my mother's birthday.' Likely as not this man who is so dutiful as to remember the date of his mother's birthday will stop in the next morning to tell you how pleased she and all the rest of the family were over her lovely flowers."

"The boy just beginning to pay attention to a girl is the funniest of all our customers. He blushes so over the selection of the flowers for HER that he gives himself away at once. I always try to make it as unembarrassing for the laddy as possible, for I appreciate his feelings, which, for the life of him, he can't choke sufficiently to keep from showing."

"A young man may be head over heels in love with a girl or his sentiment towards her may be of the most platonic of the platonic. And he may make the occasion of the sending of flowers mean everything or nothing. Flowers play a most momentous part in all of Cupid's pranks. They are a help—never a hindrance—in his manoeuvres. The candy man, the stationer, the livery and the box office can each do their full share in assisting the florist to

deplete the pocketbook of the young man hit with the darts of the merry little god. What one of the five can not accomplish along this line the other four are fully able to. Only with marriage or the breaking of the engagement may the lover hope to end the digging of the big hole that Love makes in his wages. Woe be to his aspirations if he thinks to win even the cold regard of the average girl with anything less. Her common sense would have to be of the Spartan character to be willing to forego these concomitants of 'being in love!'

"Once in a while a man comes into the store who wants everything done in secret. He doesn't even wish to give us the name of the recipient of his bounty. We are to deliver the flowers or potted plant to such and such a number, at such and such a time of day."

"What is the name, please?"

"You needn't put any name on the package, it'll get there all right," orders the man who has a secret to keep."

"We never like to send out such orders as these, for they almost always spell trouble in one way or

another for somebody else besides the man."

"I recall one such incident last August. A fine home was broken up just through one of our bills."

"Tell you about it? All right, I can do so as the divorce made things public property:"

"The man in the case had been buying flowers of us right along all summer, to be delivered to an incognita at a certain location—always no name, just the street and number. I knew the fellow was a married man and curiosity impelled me to look up his residence address in the city directory, which turned out to be—not the one where the summer's expenditure for flowers went to."

"Queer," thought I; but the 'affaire du coeur'—if such it were—was none of my business."

"The man always came to me to wait on him—perhaps sized me up as being more gullible than the others in the store."

"Do you know I had an odd feeling of resentment towards him every time he was ordering flowers for that address. They were always the most expensive and the amount was lavish."

"Perhaps one-tenth as often I was

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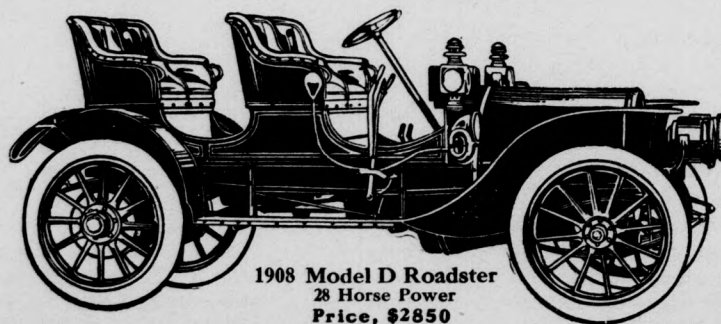
No plumbing system to get out of order.

No excess weight of a water-cooling system.

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1908 Model D Roadster
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Price, \$2850

ordered to send a skimpy little lay-out—half a dozen carnations, never mind the green—to that other address, the one I hunted for in the directory.

"I couldn't help but feel sorry for that wife at the residence address. I think I almost watered the mean little pinks with a tear more than once; you see, it would come over me that I myself was really a party to the deception going on.

"The divorce came about through me, you might say—at least, it was my handwriting that fell into that wife's hands and clinched her suspicions, although I was perfectly innocent of any intention to do anything Iago-like.

"The man used to have me 'chalk it down,' as he called it, and in August I was to send him a statement—to his office address.

"I did as directed, writing in all the dates in their proper order, with the names, in general, of what was sent on each date.

"American Beauties are not grown under glass by the greenhouse man just for the fun of raising them, and when three or four dozen—enough for a bower—are sent to an incognita she must fairly revel in roses.

"Swanson counts up, you may be sure, also, and palms and mammoth Boston ferns.

"That man was a FOOL—all capitals as high as a meetin' house! For what did he do but carry that August bill around in his pocket—and drop it on the floor of the hall when he pressed a goodbye kiss on his wife's unknowing lips!

"Well, it was Goodbye HIM after that.

"There was a dreadful scene enacted an hour later in the bower of roses and another and worse one lived through shortly after in a particular downtown office.

"The divorced wife is now living in California and 'Incognita' is Mrs. So-and-So, at the residence address I curiously ferreted out in the city directory!"

Erminie Kenyon.

J. B. Martin, proprietor of an aristocratic restaurant in New York City, announced that with the opening of 1908 women would be given the privilege of smoking in his establishment. The announcement caused considerable advance discussion and the outcome was awaited with interest. When the clock indicated the opening of the new year the first cigarette was lighted by a young woman in a towering hat, and several others followed her example. The picturesque effect was noted by the company, and as the hours of the morning advanced rings of smoke rose to the embossed ceiling propelled from feminine lips. It has long been suspected that many ladies of the upper set are smoking on the quiet, and if they choose to come out in the open there is no law to prevent. There is no danger that it will become a prevalent practice among refined and intelligent women. The most inveterate smoker of the male persuasion would be tempted to abandon the habit if he should find his wife in a public place with a filthy cigarette in her mouth.

GAY LOTHARIO

Should Preside Over the Perfume Department.

Written for the Tradesman.

At the perfume counter in the drug store no other man need ever hope to approach—in successful achievement, the one who is confessedly known as "a ladies' man."

The prosaic man, the stolid man, should never apply for the position of dispenser of these liquid sweets, for his name will be Mr. Dennis, Mr. Mud or any other cognomen signifying total failure.

Those who, for the most part, purchase perfumery are members of the Fair Sex. They revel in its possession. I don't, by this, offer the idea that women use much at a time. No, not that; that would be vulgar, ill-bred. I mean that they love to keep supplied with a goodly quantity of the olfactory-pleasing fluid; this does not necessarily infer that they use it inordinately, or, as an observing maiden aptly describes it, "put it on in slathers." Of course, there are some so foolish as to overdo the subject, but, generally saying, people are better brought up than to commit this error.

When a girl or woman purchases perfume she always wants to take her time about it. As to other items of shopping, she may rush through them to "beat the band," but the detail of perfumery-buying requires thoughtful deliberation. Especially is this true if she be wedded to a certain brand or brands. She is then slow to try new sorts. In this event none but a "really and truly" ladies' man will take the bother to open up strange odors for her to choose from; no other kind of clerks care to be engaged in such business. They call it "picayunish." A man who is fond of women's society does not look upon this painstaking as a bore—this careful sampling of different compounds for feminine personal use. I myself like so well to talk to a pretty, interesting or entertaining woman that I can well understand how one devoted to the Sex may delight to serve them at the perfume counter—or any other, for the matter of that! Such a clerk enjoys gazing into the eyes of a fascinating woman, in the meantime gently waving the bottle-stopper under dainty nostrils while waiting for a decision on the merits of peculiar qualities. Not a suspicion of onerousness in this performance for him—he rather do this task than eat, as the saying goes. He enjoys watching the discriminating expressions that flash over a lady's features as she estimates the worthiness of each particular scent.

'Tis the taking of infinite pains that delights a woman shopping at the fragrance department. One who but indifferently recognizes the penchant of the Sex for the flattery of delicate attentions is not going to become a favorite clerk with them.

"Once upon a time"—but this isn't a fairy tale—there was a man-clerk in the largest drug establishment of my home town who was an ideal employe for the perfume department. He was a "really and truly" ladies'

man if ever there was one. In the first place, he was a tall, well-set-up, handsome fellow, just the one, physically, to take a lady's eye. He was a typical blond—flaxen hair inclined to waviness, dark blue speaking eyes that were full of the devil, a complexion of peaches and cream that any woman might envy. His hand was large, well-shaped, firm and white, with nails ever kept in the pink-of-perfection condition—a hand that had a clinging sensation when coming in contact with that of a woman. That was what the ladies said. I don't know how it was with the men. If there was any clinging quality about the big blond's hand with them they were mum on the subject. Either there was no perceptible emotional sensation or they didn't care to talk about it. I will leave it with the reader to form a conjecture.

So much for the physical appearance.

As to dress this particular perfume clerk was a regular Beau Brummel. He sometimes wore a purplish navy blue suit which intensified his blond coloring. When he was clad in a light tawny suit, the exact shade of a lion's mane, the women declared he looked bonnier than ever. When he had on his long black overcoat with the wide Persian lamb collar, that turned up luxuriously around his ears, and the equally-wide cuffs, that came down comfortably over his hands, his jaunty cap of the same costly fur set rakishly on his curly head, if he wasn't a picture of magnificence then I'm grandly mistaken in my guess. His bearing was that of a military man; and every one knows that a woman dotes on anything suggestive of braid, buttons and epaulettes. Shoes were continually shining and the time the perfume clerk in the big drug house was ever seen without immaculate gloves has yet to be recorded.

When waiting on the ladies, without seeming to make the least effort to be that, he was a regular Prince Charming. He always carried on a little chit-chat of a conversation with

customers; was always in a talkative, merry mood; always accompanied them to the door, which he would open with a grand, a Chesterfieldian flourish, bidding them with gay bonhomie to "be sure and call again."

Well, well! Can you imagine trade as not booming in the perfume department of that fine drug store with such a fine fellow presiding over its destinies? I can not.

This Apollo was with that firm for a term of years. When he finally deserted these parts to accept a more lucrative position in a far-distant city, many were the "girls he left behind" with aching hearts, which his successor has been utterly unable to assuage.

Jo Thurber.

His Neighbor's Cat.

A Cleveland lawyer tells of a man living in a suburb of that city whose sleep had been disturbed nightly by the howling on his own back fence of his neighbor's cat. At last, in despair, he consulted his lawyer.

"There sits the cat every night on our fence," explained the unhappy man, "and he yowls and yowls and yowls. Now, I don't want to have any trouble with this neighbor; but the thing has gone far enough, and I want you to suggest a remedy."

The lawyer looked solemn and said not a word.

"I am well within my rights if I shoot the cat, am I not?" asked the sufferer.

"I would hardly say that," replied the legal light. "The cat does not belong to you, as I understand it."

"No."

"And the fence does?"

"Yes."

"Then," concluded the lawyer, "I think it safe to say that you have a perfect right to tear down the fence."

Not the Third Degree.

His Wife—Are you going to ask that young Jenkins and his fiancée to our house party?

Husband—Not much.

"You dislike him, don't you?"

"Yes, but not enough for that."

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.

THE MAKING OF A MAN.

Correct Training Is Not in Luxurious Positions.

Written for the Tradesman.

"Kelley always was an obstinate little customer. If you wanted him to do a thing that didn't exactly appeal to his juvenile sense of the appropriate, you had to try to drive him the other way, as you get a drove of pigs to go south by pretending to want them to go north. Yes, I've had many a hot time with Daniel D. Kelley."

The dry goods man laid the paper he had been reading down on the counter and looked meditatively out of the window. He had an audience of two, a doctor and a lawyer, who had dropped in to talk over some lodge committee work in which the three were interested.

"I remember the fellow," said the doctor. "Red-headed little outlaw. Broke his arm once falling off the roof, where he had climbed just because you told him not to. I was called to put in the repairs. That the fellow? What's he been doing now?"

The lawyer smiled at the recollection, for he had been the one to lift the boy from a heap of empty boxes when he rolled off the roof.

"Nervy little customer," he said. "He never batted an eye, with all the pain. He said that if he lived he'd climb all over that roof without falling off. I wonder if he did?"

"He was up there before his arm was out of splints," said the merchant. "Kelley certainly was the limit, but he was a speedy one when he got started. I'd like to see him right now."

"What's he been doing now?" repeated the doctor. "If he keeps out of jail he will be doing remarkably well."

"He came in here to learn the dry goods business," said the merchant, ignoring the twice-repeated question. "I put him at the remnant counter first. Everything marked, and all that, there, you know. He was keen enough when there were customers to wait on, but the very Old Nick was in him when he had nothing to do. His brother Fred was at the linen counter then, and he gave him all sorts of pains. Freddie parted his hair in the middle and wore blue ties, and put powder on his face. He wanted to be all to the good with the girls."

"What has become of Freddie?" asked the lawyer. "I haven't seen anything of him for a couple of years."

The merchant did not answer the question. He folded the paper he had been reading and put it aside. He went on with his story in his own way:

"One day Kelley came to the office and told me that he was too strong to be in the ring with remnants all his life. He said they were out of his class. That is precisely the way he put it. I asked him what he wanted to do. Said he was aiming to put a railroad tunnel through a chain of mountains down in South America. I paid him off and he went his way. After that he used to disgrace

Freddie by coming into the store in overalls and wampus, with oil and metal black spread over him quite liberally. Freddie used to have business in another part of the store when Daniel B. called. Daniel B. did smell of gasoline, and linseed oil, and machine grease, and numerous other things. There is no doubt of that.

"One day I collared the young scamp and asked what he was up to. And right there I received a jolt. 'I'm tryin' to win out of the Freddie row,' he said. 'I'm still lookin' fer that tunnel in Sout' America. I'm dirty, an' if I was a machine of some sort I wouldn't need oilin' fer a long time, I've got so much on me now, but I'm goin' to get into somethin' big. I'm down here in a machine shop workin' for ten per, an' I'm saltin' the scads to put me through Houghton. If I'm ever goin' to make that big hole through the Sout' American Andes, I've got to learn how.'"

"Did he learn how?" asked the doctor.

Again the merchant ignored a question.

"I had a long talk with the boy, and I hope I encouraged him in what he had set about. I told him that it would be a good thing for him to get out of the Freddie row. We've got to have clerks, of course, and the work is honorable, but we don't want a fellow to come into the store and settle down at the linen counter and remain there all his life. We want young men to start in at the bottom and pass on up until they know the business from top to bottom and can give merchants the benefit of their ideas and their knowledge. If Daniel D. had taken a notion to do that he'd have made a winning, but he wasn't cut out for the store."

"There was a heap of sense in that boy right then. 'Look here,' he said to me, 'if youse go into a place where t're's big money you finds Dagoes, or Dutchmen, or Swedes, or Johnny Bulls hoggin' all t'e best jobs. If youse wants to talk to a manager in a big shop you've got to go in wit' an interpreter, an' that's no josh. I guess t'e Yankee boy is playin' second to most of t'e other nations. I knows w're t're's t'ree or four t'ousand a year after I gets t'rough Houghton, an' that's more t'an a rod of t'e Freddie row could earn. It's me fer t'e mountains.'"

"I couldn't say much to the boy. You can't when a fellow talks to you like that. I know that he had a mighty hard row to hoe, but I thought he'd come out ahead of the bunch in the Freddie row. I told him to come and see me if he ever came to the place where he thought he'd have to quit, but he never did."

"I wonder if the boy sized things up correctly?" asked the lawyer. "I know that the professions and most branches of business are over-crowded, and that foreigners are pretty thick in the shops, but I had no idea that they were taking the best places."

"Of course they are taking the best positions," said the merchant. "The

tendency of the modern school is to fit a boy for a desk, or for one of the professions which are alleged to be learned. The boys seem to think that it is a disgrace to learn any mechanical pursuit. They don't like the smell of oil, and they want the perfume on their clothes to say they are gentlemen whether they are or not. And this condition exists in a country which is being developed faster than any country was ever developed before.

"Manufacturers are filling the good places with imported men. When they try to put the American boy ahead, the chaps won't wash. They are not made of the right material. Their mothers cuddle them too much. They want them to go in the best company, and want them in one of



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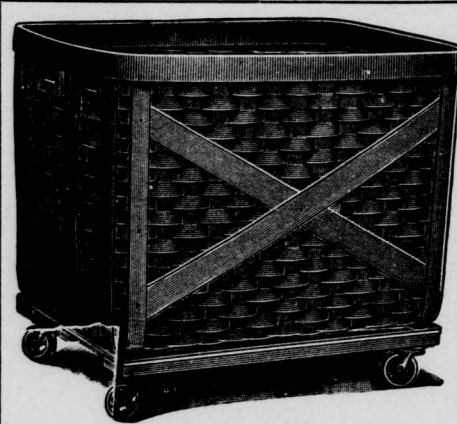
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For this reason, among others, the stock of

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.

the best professions. The making of a man has not been considered. There are doctors and lawyers, old and young, who can't pay their office rent, or get enough to dress decently, and there are men in business who fail every other year, but these lines are continually being reinforced from the schools and colleges, while men engaged in manufacturing, mining and the chemical field can not get capable young men."

"You are right about there being too many lawyers and doctors," said the lawyer.

"What our schools should do is to teach the boys to do things that are out-of-doors, out on the mountains, down in the mines, in the noise of the machine shop. There are too many boys taught things which girls can do just as well, or better. Manual training is the thing now. Then teach the boys to think, and to invent, and to take chances, not to be afraid. That is the way to make a man."

"It seems to me," said the doctor, "that you started in to say something about Daniel D. Kelley. I do not know what you have to say about him, but, whatever it is, say it. Keep on your trolley."

"I met Kelley one day after he had taken a year at the Michigan College of Mines at Houghton," continued the merchant. "He was dressed like a laborer, but his eyes were bright as diamonds. He was working for the money for another year. I asked him if he had found a place for that big tunnel, and he said he thought he had. He knew more of life than when I first talked with him. 'I'm coming out all right,' he said. 'This is a mighty big country, and there are lots of things to be done—lots of big things. We are doing construction work that makes the work of the old Greeks and Romans look like the change out of a postage stamp, and I'm going to get into the game.'"

"Well, the boy got through. I guess it took him five years to finish at the College of Mines, but that was not detrimental. It did him good to go out and work a year after a year of study. In the meantime Freddie was still selling linens. Daniel used to come in and laugh at him now and then. Freddie didn't like to have him come. And now look here:"

The merchant unfolded the newspaper he had been reading and held it up for the inspection of the others. There, in the middle of the first page, was a portrait of Daniel D. Kelley. Underneath was the line: "The man who carried the South American Central Railroad over and through the Andes."

"There is the man," said the merchant. "I've told you how he was made. Oh, about Freddie? Why, he is down there acting as office ornament for Daniel D. Kelley."

Alfred B. Tozer.

The Unities.

Poker—I see a laundry has moved into the building adjoining our church.

Joker—Ah, a case in which cleanliness is next to godliness.

Sitting Around the Store Stove.

It was in a grocery store in a Northern Michigan village, and a dozen of us were sitting around the red-hot stove of Skinner's grocery. Of course, the talk was of the hard times, and Uncle Ezra Schermerhorn drew a long breath and said:

"Gentlemen, I saw this coming at least seven years ago, and sounded a note of warning. I told the people of the country that there was too much speculation."

There were murmurs of approval, and then Deacon Hotchkiss shook his head in a solemn way and observed:

"I don't know how much breath I have wasted in telling the people that the era of prosperity could not last, and that it was bound to be followed by these hard times."

There was a moment of silence, and then Job Livingstone, who owns the only sandpit for miles around, nodded his head and added:

"Aye; any man of acumen could see it coming. The country was speculation mad. Everybody was plunging. The only wonder is that the panic held off so long. There are plenty of men here to-night that I told to go slow more than three years ago."

Two or three of the sitters remarked that they had been warned by him, and then Uncle Philetus Smith had his say:

"Five years ago Dan White come to me to borrow a dollar. I told him that we were in for a panic and to get ready for it. Why, gentlemen—"

Just then a boy came running in and said that Abner White's woodshed was on fire, and while we sat dumb for a few seconds Peter Williams called out:

"Holy smoke and tall catnip! But I predicted this very thing nine years ago and have been looking for it every night since!"

Why He Paid.

John G. Shedd, Marshall Field's successor in the great Chicago business house, said recently that success and failure were matters of luck much oftener than the world supposed.

"The race," said Mr. Shedd, "is not always to the swiftest, nor is victory always to the strongest, nor great success to the most industrious and the most intelligent. No; luck plays its part often, just as it did in the case of the three men who bet one another a turkey dinner. It was luck, pure luck, that decided the bet."

"These three men sat rather late over their bridge at the club one night. As they were separating, they discussed a little nervously the reception that awaited them at their wives' hands, and, more for mischief than anything else, they agreed that he who didn't do what his wife told him on getting home should have to treat the others to a turkey dinner."

"Well, the first man, after reaching his house, stumbled about the dark bedroom until he kicked the cat. The cat yowled, and the man's wife, raising her head from the pillow, moaned:

"Well, go on; kill the poor cat and have done with it."

"The man frowned and muttered to himself:

"It is a case of kill the cat or pay for the dinner."

"So he killed the cat."

"The second man on his arrival could not find any matches. As he felt for some in the drawing room he bumped against the piano, and his wife complained:

"Why don't you break the piano, careless?"

"Determined not to lose his bet, the man got a hatchet, and the sound of crashing blows soon filled the house."

"The third man, getting home, stumbled on the way upstairs. His wife screamed angrily:

"Go on, fall downstairs and break your neck, do!"

"Not me," said the third man, after a moment's thought. "I'll pay for the turkey dinner."

A Kentucky Breakfast.

"Not to be outdone by the President whose bear dinner at the White House is a fine campaign play," said an Illinois member of Congress yesterday, "Uncle Joe" is to give a Kentucky breakfast to a number of his intimates. I asked him what a Kentucky breakfast consisted of, and he said:

"A bottle of whisky, a bulldog and a beefsteak."

"What is the bulldog for, Uncle Joe?" I asked.

"Why, he has to eat the steak," he replied."

God has only one school for character, that of daily life.



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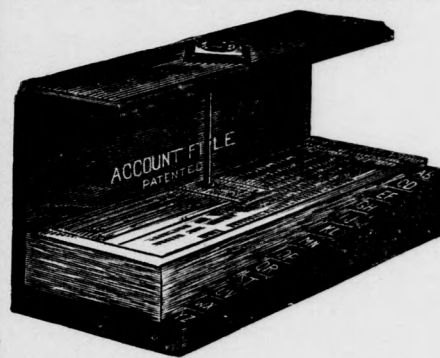
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GRAND RAPIDS, MICH.

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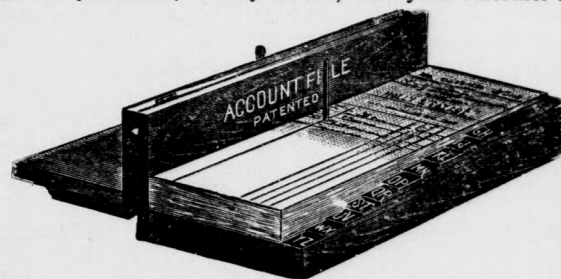


A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save one-half the time and cost of keeping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

NO HOME MARKET.

Weak Arguments Against Mail Order Buying.

Written for the Tradesman.

When a merchant wants arguments which will have weight with the farmer against buying goods from the mail order concerns he ought to study actual conditions and know that his arguments have foundation in facts. He should not pass out second hand arguments without examining their merits. Conditions are constantly changing, and those which were good once may have little force at present.

One argument frequently used against mail order buying is that it tends to destroy the home market for the farmer's produce. It is argued that if every one adopted this plan there would soon be no stores in the villages; there would be no grocers to buy the butter and eggs, fruit and vegetables; there would be few village residents to consume farm products, and the home market would be gone.

Let us consider present conditions and discover if possible to what extent the villages provide a home market, or how much a home market benefits the farmer.

Taking the State of Michigan as an example, we find that about 35 per cent. of its population reside in cities of 10,000 and upward inhabitants. These places are not dependent upon the trade of the immediately adjacent farmers for their maintenance. They furnish a home market to limited territories, and also consume a large proportion of the State's products which are shipped into them.

The towns of from 5,000 to 10,000 inhabitants comprise only about 5 per cent. of our population; those of 2,000 to 5,000 about 5 per cent. and those from 1,000 to 2,000 another 5 per cent. In all of the above-mentioned we have about one-half the population of the State in less than 200 cities and villages. Then there are listed about 1,500 villages ranging from twenty-five to 1,000 inhabitants, making possibly another 25 per cent. Many of these are only crossroads postoffices, or little hamlets with no postoffice, store or railroad facilities, and some of the residents are farmers.

From the above it would appear that about one-third of our population reside on the farms and raise their own supplies, one-third in the large cities to whom farm products must be shipped, and one-third in the villages and towns which may be supplied directly from the farms. If the farm products were all consumed within the borders of the State and each village could be furnished exactly what it required from its locality there would surely be a home market for one-half the products. Every grocer buys butter, eggs and some fruit. Almost every village has a meat market, a poultry buyer, either a flouring mill, an elevator or a grain and produce buyer, and a live stock buyer. The larger place may have more than one buyer in each line. With 1,500 such plac-

es in this State it would appear that the farmer has an almost ideal home market. Why should he not use every endeavor to maintain or strengthen this condition?

The foregoing represents what might be, not what actually is. Any one at all conversant with the facts in the case knows that the most important products of the farm—those which return a large proportion of the money—such as wheat, hay, beans, barley, potatoes, apples, cattle, sheep and hogs are in large part sold to dealers who ship to the cities. Apples, potatoes, butter, eggs, poultry, vegetables and small fruits are to some extent used in the villages; but the dealer who buys to retail at home seldom pays more than the one who ships away. The latter takes all the farmer has to sell, while the other only wants a few bushels at a time, and the farmer has to go to several places to dispose of a load. Failing in this, he goes from house to house and peddles it out in little dribbles. A few such experiences as this, carrying produce upstairs or down cellar, haggling over prices and quality, lacking change or waiting for a woman to hunt up her purse, watching his team all the time lest they become frightened, and all the time thinking that he intended to be at home in time to do some important farm work that day—all this disgusts him with village customers. He does not want that kind of home markets. He will lose more by getting behind with his regular farm work than he will get from his fruit and vegetables.

The farmer who has ten to fifty tons of hay to sell contracts it to the buyer, who goes through the country in quest of it. The hay baler goes from farm to farm and bales it. When the farmer is notified that cars are waiting at the station, the hay is quickly loaded, and hauling and delivering is a short job in comparison to hauling it loose to the livery stables or to the citizen who has only room for one or two loads at a time.

More and more milk routes are coming into operation which gather the milk and cream from the farms for the cheese and condensed milk factories and the creameries. The time is also coming when eggs will be collected regularly and often in the same way so that the cities may have guaranteed fresh eggs. Makers of first class dairy butter can contract it to hotels, restaurants, boarding houses, grocers or private families and deliver at stated intervals. They are not obliged to take their pay in trade. Grocers and general merchants handle butter and eggs with little or no prospect of profit in order to secure the farmers' trade. They are losing this hold upon country customers from causes altogether apart from mail order buying. When a new order of business is established and the grocer buys only the butter and eggs needed to retail, and refuses everything which will not satisfy home trade, he may find it more satisfactory than former methods.

The problem which we are endeavor-

ing to solve is to what extent the prosperity of the villages and small towns helps the home market. It depends more upon railroad facilities as to where produce is consumed than anything else. The cattle and swine which are shipped to Chicago or Detroit may come back to our own State as dressed meat. Some of it may even be consumed in the village whence it was shipped or by the farmer who raised it.

The live stock buyer may himself be a farmer. The apple buyer may live in another state. The hay buyer may ship from several stations other than the place he resides. The grain and produce buyer does not expect to pay in trade, but he does prefer to do business in a place large enough to have a bank. This last may be said of other dealers also.

The cities must have farm products and there will always be stations to receive them whether there be any stores or business places at such stations or not. Perhaps some reader of this may have noted that the Grand Rapids and Kalamazoo express going east is often flagged at Delhi to take on a can or two of milk or cream—one illustration of this fact.

There are other conditions which tend to injure the village as a home market. This is no doubt more particularly the case in the older settled portions of the State. For instance, Washtenaw county is said to have 700 rented farms. The retired farmers, widows and maiden ladies who own these farms quite naturally select as a residence the nearby vil-

Established in 1873.

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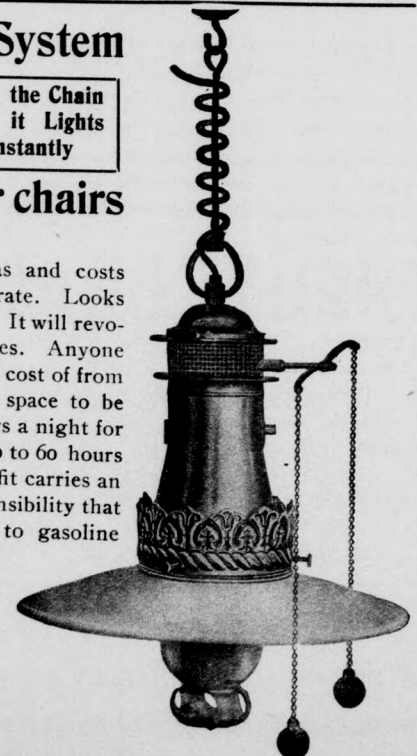
GRAND RAPIDS, MICH.

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

Pull the Chain
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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.

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lages where rents are small, property low in price, expenses much less than in the cities, and where they can oversee their farms and secure their butter, eggs, fruit and vegetables from the same. Many other village residents have a garden, fruit trees, a flock of hens and some even keep a cow.

Let us look at some of the things the grocer sells and see if they are home products. The canned beans, corn, peas, tomatoes, pumpkin, apples and berries may come from distant states. It is not home consumption but home canning factories which make a market for these. Then there is flour. How many people in any given village use flour from wheat grown in the vicinity? The grocer keeps the brands most called for. It may be made in a neighboring village, a distant city of the State, or it may be Western spring wheat flour. He may keep all of these while another grocer handles several other brands. At the same time there may be a flouring mill in the place which buys its wheat from elevators in other parts of the State and ships the manufactured product to Eastern cities.

There are some things in this connection which seem strange to the uninitiated. One dealer is shipping away produce to distant cities, while another in the same place sends away to neighboring towns to secure the same kind and quality to retail to his customers. How can merchants expect the farmer to work with him to their mutual advantage when they do not co-operate among themselves? How can they expect him to confine his patronage to home institutions when the village people set him the example of demanding goods from abroad which are no better than home products and no cheaper?

These suggestions are not put forward with the desire to prove either side of the mail order contention. Rather that we may understand it as fully as possible and adopt means best suited to each case to improve conditions. And we would advise not overworking arguments which are already weak. That second hand goods have been in use a long time may not prove that they are still good.

The farmer needs home stores of all kinds, depot, bank, repair shops, mills, lumber yards, etc., nearly as much as he ever did. But the buyer who takes his products in the largest quantities affords him the best market, no matter whether consumed in the town or shipped away.

E. E. Whitney.

Householder Must Get Radium.

Radium wonders never cease. One gram of radium emits each hour enough heat to raise a gram of water 100 degrees, and one gram of emanation is enough to melt a gram of ice. Five and a half grains of radium would boil away a grain of water every hour; twelve pounds would evaporate a pound of water every hour. A ton would boil away 200 pounds of water each hour, and it would serve as efficient fuel to warm

a house, do all the cooking and afford plenty of hot baths for a large family, not only during their own lives, but it would continue to perform these useful functions for about twenty generations without much falling off.

Theoretically it will last forever, but practically it falls off in the course of a long time to a minute fraction of its original powers. It was Newton who first used the old English word ray in a definite scientific sense. He employed it either in the sense of undulations or in the sense of corpuscles. So a ray may consist either of shotout particles or it may be a bundle of ethereal vibrations. To radiate is to send out rays; a radio-active substance is one which is active in sending out rays. We do not, however, speak of a candle as radio-active, nor a teakettle. The word has come to mean capable of emitting rays which will effect the discharge of an electroscope at a distance.

Becquerel discovered that salts of the metal uranium continuously emitted radiations capable of discharging an electroscope near which they were placed, but without contact. Mme. Curie discovered a constituent of pitchblende nearly two million times more radio-active than uranium. To this substance she gave the name radium.

No one has ever seen the metal. No doubt it could be prepared, but its salts are too costly to risk the experiment. It would probably be a white, hard, easily oxidizable metal, much like calcium, for its salts closely resemble the salts of calcium.

Use Pleasant Voice Over the Telephone.

Written for the Tradesman.

How few clerks there be who, in replying to a call over the telephone, so modulate the voice as to give an agreeable impression at the other end of the wire. The majority of store help pay no attention whatsoever to its cadences, delivering an answer in a lackadaisical, don't-give-a-rap sort of tone, leaving the customer to infer that his question carries not an iota of interest for the hearer and that the latter is not only bored but really put out by the compulsion of giving it even a slight consideration.

Now this telephonic communication may hold in itself the nucleus of a large amount of future patronage, and yet that entire future trade depending on this small politeness on the part of the clerk—courtesy due the veriest stranger—may be jeopardized by that note in the human voice which suggests, as plainly as would a declaration, that its owner would much prefer not to be pestered with the necessity of replying.

I had just such an experience recently with a clerk in a clothing store:

Fashions change so radically even in a few weeks sometimes that I wanted to be certain that I should be getting the very latest production as to color in a certain style of four-in-hand. Also I wished to know the exact width I should select and re-

ceive some information as to the weave, also what price would purchase me a fine article, as I desired to send away, as birthday presents to three stylish young-men cousins, as many modish pieces of elegant-quality neckwear.

Imagine my surprise and humiliation, on calling up a certain reliable store, to have the answer to my two or three brief questions so curt as to be brittle enough to break in two. Besides this shortness of speech, the intonation was such as to convey to me the extreme reluctance that the clerk whom I had rung up felt at being obliged to answer.

With a cordiality I could not feel, I thanked the man and hung up the receiver.

Subsequently, more out of curiosity than anything else, as to how a second store's employe would comport himself under the same enquiries, I called up another well-known establishment and put to the one who answered the telephone the identical questions asked the other clerk.

This one was all smiles—I could see them a mile away! He not only answered the few queries I made but even volunteered so much advice on the subject of fine-quality neckwear in the prevailing fashion that I felt fairly steeped in information.

No need to tell the reader where I bought the good neckties for my three men-cousins. No need to affirm where I shall place possible patronage along this line in the future. No need to declare that my tongue shall sound words of praise for the neck-

wear department of the store which keeps such a commendable clerk.

Tony Woolin.

Catching the Idea.

Teacher (after explaining the character of the Pharisee)—And now, what do we mean by a hypocrite?

Pupil—Please, miss, a man wot says he is wot he isn't, but he ain't!

Love's music is never perfect without the chords of pain.

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

EMPLOYING RELATIVES.

Charley's Experience with His Wife's Brother.

Written for the Tradesman.

"Now, Charley," pleaded the wife of six months, "I don't see why you can't give Benton a position in the store. He's out of a job, you know, and I just know that he hasn't a cent to his name."

The young shoe man laid down his paper and looked up into Mabel's pretty face. Benton is his wife's brother, and Charley had heard about him on many previous occasions. Somehow, Benton was always out of a job.

"Why didn't he stay in the place I got him down at Garlow's?" he asked.

"That old skinflint!" exclaimed Mabel, in fine scorn. "Why, he treated the poor boy shamefully!"

"Oh, he did! What did the cruel man do to Benton?"

"Why, he made him tug great baskets, and bags, and boxes, about the store morning, noon and night. And he had to be there the first one in the morning, and the last one at night. It is a shame the way the poor boy was abused."

"And why did he leave his job down at Victor's?"

"Oh, he never stood any chance there. They kept putting new men right over his head, and never paid him half what he was worth."

"I'd like to hear what Garlow and Victor say," grumbled the shoe man. "Your little brother Benton seems to butt into the worst places in town, if you let him tell it."

"Now, Charley, you know yourself that you wouldn't like to work for either of those men. Benton stood it just as long as he could, because you got him the places, but he had to quit or lose his self respect. I don't see why you can't give him a place in your store. He's just the best boy! I know he'll draw trade for you, for he's ever so popular with the Beech street crowd. I should like to have him with you, dear, because you know so much about business, and could teach him lots of things."

This was a bribe! A bribe of flattery. Charley grinned and turned to his paper again. Mabel was a feminine diplomat if ever there was one!

"If you want to talk with him I'll tell him to call at the store in the morning," added wifey, hopefully. "He'll be awfully pleased to get in with you!"

Charley groaned in spirit, for he had his own notions about Benton. The young man had worked himself out of a dozen places in a year, and Charley was about tired of trying to do anything for him. He had never given the boy a chance in his own store because he didn't like to mix family matters with business. Besides, Benton knew about as much of the shoe business as a cow knows of the crime of '73.

"I'll have him call on you in the morning, anyway," continued wifey. "You give him a chance and you'll find him just the nicest clerk you ever had."

"Are you sure that Benton wouldn't have to quit because of his self respect?" asked Charley, with a grin. "That self respect of his seems quite a burden to lug about."

"You're just as contrary as you can be!" complained wifey. "You wait until you get acquainted with Benton, and you'll see! You will give him a place, won't you, dear? He really is an awfully nice boy."

Charley thought of a little slip in his cash drawer with several items on it, not remotely connected with Benton and various touches, but he did not tell wifey how well he was acquainted with little Benton.

"Send him around and I'll talk with him," he said, and went back to his evening paper.

The next morning Benton walked into the store about 9 o'clock. He was tall and slim, and he wore his hair long and put oil on it. His nose was too short, and his manner was that of one who is entering into his own after being long deprived of his rights.

Charley did not like his looks. He couldn't bear his air of condescension. He objected to the way he wore his clothes. Above all, he dreaded mixing family matters with business. He wanted to please his wife, but he would have paid Benton a salary to stay away from the store rather than have him about.

However, he met the boy with a friendly smile and set him to work. It took a long time to tell him about the goods and prices, and the hundred and one things there are about a city shoe store, for the boy wouldn't keep his mind on what was being said to him. During the forenoon two pretty young girls came into the store and Benton left a customer to chat with them. In the afternoon a flashily-dressed fellow sauntered in and visited with the boy for half an hour. When he left there was a slip showing that he had been trusted for a pair of shoes. Charley called the new clerk over to the desk.

"Look here," he said, "no credit goes here. I told you about that this morning." Benton drew his shoulders back with an air of independence.

"He's all right," he said.

"I don't care whether he's all right or not," declared Charley. "I do a cash business. I wouldn't trust my own brother."

"I'll see that you get your money," said Benton.

"I'll see that I get it Saturday night, when your salary will be due," said Charley, provoked at the manner of the young man.

"Oh, all right, if you want to do that!"

Benton walked away without promises for the future, and without apologizing for his open violation of the rules of the store. Only for that little woman up at the house Charley would have fired him out of the store bodily.

That afternoon Charley was called out of the store for a time, and when he returned he found Benton ordering the old salesmen around as if he owned the store. They all knew that he was related to Charley by

marriage and created no row, but at night the best clerk in the store walked up to Charley and resigned. The merchant told him to wait a few days and went home with a frown.

The next morning Benton came in late, with red eyes and shaking hands. He had evidently been celebrating his advancement in life. Charley began to see why he had not made good in the other places. He was careless, disobedient, and his habits were not good. Besides all that, he was possessed of an exaggerated idea of his own importance. He was domineering and assertive without any excuse for it.

Charley saw that it was up to him to divorce business and family and told the young man to get out of the store.

"Mabel said I was going to stay here right along," said the young man.

"Get out!" said Charley, and he closed the door with a bang.

That night Mabel was cross at dinner, and Charley waited for the attack which he knew would come. Presently it did come.

"You didn't give Benton much of a chance, did you, dear?" asked the pretty wife.

"Benton," replied Charley, "is too elevated in intellect and manners for the shoe trade. He would have owned the store by now. He ought to get into politics and run a ring of tainted money experts. You tell him to keep away from the store."

"He isn't likely to go back there, after the way you treated him."

"Look here, dear," he said, "Benton is all right, but he won't do. Sometimes I think the human race is nearer to plant life than to the lower grades of animal life."

"What has that to do with the way you treated Benton?"

"I'll tell you. I often think of plants when sizing up men. There's the plant that grows in the strong soil, sturdy, fruitful, of benefit to the world. That is the industrious man of affairs."

"I think you're horrid to call Benton a plant," said wifey.

"And there is the plant that will grow in water. It looks just as bright and as thrifty as the plant that grows in the earth, but it is not. It doesn't have the right sort of food. It is fragile and can't endure the least hardship. You know those men, dear. When you get down to the bottom, there is nothing to them."

"Indeed, I do."

Wifey was becoming interested.

"And there is the plant that lives in a sponge, on hot air, in the dining room. It looks all right, but it is worthless. That is the man who breathes in whisky and cigarettes and cheap literature. He lives on hot air, and he is hot air, from feet to head. He's not worth shelf room."

"Yes, I know," ventured Mabel. "I think you're real smart to know so much."

"And that hot air man, dear, is Benton!"

Then Charley had business in another room! Alfred B. Tozer.

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

**CERESOTA
FANCHON
BARLOW'S BEST**

Judson Grocer Co.

Grand Rapids

GOOD REPUTATION.

It Is the Best Asset a Man Can Have.

"After all is said and done, and all the puff and wind taken out of success talk, what is the best asset for the young man starting in to make his ambitious way?"

This question was asked of the head of a large mercantile establishment, a man as conspicuous for his success as for his distaste for anything savoring of publicity, and like a shot came back the answer: "A reputation for being square."

That was getting the thing down to extreme simplicity, and in this day of scientific courses in the art of being a success it sounded unconvincing.

"You don't mean that such a reputation is the best foundation for a career?"

The thin nose glasses came off their perch and became, as they always do when their owner desires to be emphatic, a thing to gesture with, the iron gray mustache grew a little more stiffened, the great man was in earnest.

"I do mean just that," said he. "Squareness and a reputation for being square make the best thing that the beginner can have to-day. I don't care what line he is going to start in, how he is going to start, whether he is going to sell shoes or make matches, cure disease, or defend criminals, whether he is going to work for somebody else, or whether he is going to be his own boss; to be square is the best thing he can be, to let people know that he is square is the best thing he can do in beginning. Because this—the reputation, at least—is essential to a worth while success; and that's what makes it so important.

"You hear talk now about shrewdness and the capacity for fooling a competitor being the great thing in business. Nobody places a higher premium upon shrewdness than myself; nobody is more anxious to get the best of the other fellow when he's against us and the trick can be done on the square. But here is where the shrewd man and the man who overvalues shrewdness are apt to overreach themselves and come to grief; too often shrewdness, consistently practiced, and depended upon, means crookedness in the end, and no one can be crooked and achieve and hold a worthy position in the business world.

"All this talk about honesty having ceased to be the best policy is about as worthy of thoughtful consideration as the wail that there no longer is room for the beginner. All these tendencies which a certain class of publications are showing of making heroes of business swindlers, of putting the sanction of publicity and public acceptance upon fictional business half-crooks, is merely another instance of a demonstration of the astigmatism with which even the best equipped intelligences of the day may be afflicted.

"It isn't a true sign of the times; it isn't what is purports to be, a

chronicling of the moment's history. It's interesting reading. That's all. And the young man who allows himself to be influenced by it in the slightest shows that his experience with the world has not been a round and complete one. For it's experience, business experience, the hardest, fiercest kind of competitive business experience, that teaches a man that no matter what he's doing, or what he has, he can't afford to be anything, any time, anywhere, but square.

"It's useless to maintain that there are not dishonest men who are high up in the commercial world—useless and foolish. Everybody knows that they are there, because wherever you find a certain number of human beings together you'll find one dishonest one. But these men are near the top in their lines not because of their lack of squareness, but in spite of it. They're never really big men, but sort of half way big, men who've made so much noise that they've attracted more attention than their importance justifies.

"I can name a few on this same street. I won't do it; but as I run their names over now there isn't one who isn't second grade in his business position as well as in his character. They've won success of a certain kind; they've made some money. So has the successful bookmaker, the successful keeper of the tough saloon. But I don't think we consider either of these lines as eligible to the average ambitious young man when we sit down to consider the question of success.

"In the regular, established lines of business the dishonest beginner is a dead fish from the start of the race. The business world is a cold, clammy sphere. Its business is to make money, and one sure way to

lose money is to deal with dishonest people. The business world doesn't want to lose money, and so it does its best not to deal with people who are dishonest. The newcomer in any field or in any line may be dishonest. There always is that possibility. The business world runs no chances if it can help it; it won't enter extensively into any proposition where the possibility of losing much money exists.

"Such dealing isn't business, it's speculating. So it watches the beginner. He is on probation. Let him show that he is square, that he is naturally honorable, or that he realizes that the rules of the business game require that he be so, and he will be received with open arms. Let him show just once that he isn't on the square, and, slam! down go the gates and Mr. Beginner-Who-Is-Not-Square is locked out.

"And then he's done for. If he had got inside the gates he would have been all right for awhile at least, for a reputation for honesty goes almost as far as one for the opposite. But locked out at the beginning and he's locked out for good. Let him try to break in, let the question of his credit come up, no matter where. 'Jones? Jones?' says the credit man. 'No, you can't do any business with him. He's bad.' And that settles it.

"Take the employe—the beginner on a salary. In this house we make it a point of trusting our people as early as is justified. We lose something by this, of course, but it's the quickest way of finding out if they are honest. If they are not, out they go, no matter how small and insignificant the position they hold. For the fact that they are dishonest shows that they are fools, and we can't use such in our business."

Young man, be square! Don't be simple, though. Watch the other fellow like a cat, but be square yourself. And you'll beat out the other fellow if he's dishonest.

Martin Arends.

"Yellow" Journalism To Date.

We reproduce the following from a London daily paper:

All juvenile digestion records have been broken by Master Charles Price, of Mansfield Road, Haggerston, N. E. Three weeks ago this gastronomic pioneer, who is only 11 years of age, committed a trifling fault at school and was placed in a corner. Rather than stand idle he busied himself with a brass chain, 9 inches long, which he threw into the air and repeatedly caught in his mouth. He did it once too often. Suddenly the class was alarmed by his screams—Master Price had swallowed the chain. He was hurried off to St. Bartholomew's Hospital, when he was examined internally with the aid of X rays. The doctors held a conference, and an operation being thought impossible, to every one's astonishment, instead of emetics, the lad was given doses of acid to dissolve the chain. The wonderful digestive power possessed by small boys, aided by the acid, has performed the seemingly impossible, and little Charlie Price has now the proud distinction of having digested nine inches of brass chain. He is a walking crucible. Examination under the X rays now shows no sign of the chain, and yesterday he returned to school as well as ever.

We leave the comment to the reader.

The kingdom of heaven is manifest in any city not by the height of the steeples but by the level of the people.

**IT WILL BE YOUR BEST CUSTOMERS,
or some slow dealer's
best ones, that call for**

HAND SAPOLIO

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

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

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

THE MUSIC BOX.

It Played Havoc With the New Merchant.

Written for the Tradesman.

Hiram Jinks, although no relative of the redoubtable Captain Jinks, was, nevertheless, a dealer in beans, the food the renowned officer was supposed to have fed to his horse. Of course, he did not deal in beans alone, for Hiram—called Hi Jinks for short—was proprietor of a small general store in Blinkville.

Hiram had always enjoyed all the trade of Blinkville up to the time of which we write, but he had recently had occasion to add several gray hairs to the straggly growth on the top of his head, for a competitor had just entered the field in the person of Waldo Emerson Jenkins. Waldo had established a general store with the patrimony received from the estate of his father, Silas Jenkins, whose demise had even been marked by the city papers. Silas had grown up with Blinkville, having arrived at that town at the time when wild cats were all the rage and the only means of transportation was the old reliable ox team.

Waldo was so swift that Blinkville never would catch up with him. He had formerly worked for Hiram, but when his father died he gave up his position and started a rival establishment. Worst of all, Waldo was cutting into Hiram's trade. Hiram saw his old customers flocking to the Jenkins establishment with envious eyes. Waldo's store was up to date, while Hiram still clung to the same methods employed by Noah in dealing out general stores on board the ark. If it had not been for Penrose McGillicuddy, Hiram's genial errand boy, he would have had no trade at all, for Penrose was an industrious lad.

Penrose read the Sunday papers from the city and he was wise beyond his years. He hoped some day to be Hiram's successor and the old man felt kindly toward the youth. In spite of the work of the latter, however, trade went from bad to worse until Hiram would have given anything to put Waldo out of business.

The climax came when Waldo imported a big music box and even the Corner Grocery Club, which had always been wont to discuss affairs of state about Hiram's stove and spit tobacco upon the floor of Hiram's establishment, deserted to hear the tunes from the big music box. Even Hiram dropped into Waldo's place to see just what kind of a machine he had.

After his visit he felt more morose than ever. The music box was a large upright affair and played several tunes, the music rolls being adjusted by means of a small indicator upon the side. Penrose also paid a visit to the Jenkins establishment and when he returned he imparted information to Hiram that caused that worthy to smile almost aloud.

Saturday night Penrose went to the Jenkins establishment and, while Jenkins and the clerks were busy, he did a few things to the indicator. Then he stood by the stove and waited for

events. He didn't have to wait long.

Mrs. Muggins, proprietress of Blinkville's only boarding house and probably the best customer in the place, entered with Mrs. Bifkins, known as the village gossip. While Mrs. Bifkins was getting a small order filled by one of the clerks, Mrs. Muggins started to tell her that it was the anniversary of the death of Elijah Muggins, her lamented husband.

Then Waldo broke in.

"I have a tune appropriate to the occasion," he said to the widow. Then he started for the music box. He pushed the indicator around to "The Holy City" and released the lever. The next moment he almost fainted for the relentless music box burst forth with the strains of "A Hot Time in the Old Town."

The look Mrs. Muggins gave him as she swept from the store would have congealed mercury. She went across the road and ordered a week's supplies from Hiram.

Penrose giggled in his sleeve.

Then another diversion occurred.

Mrs. Deacon Perkins entered. She was just informing Mrs. Gable that her husband, the deacon, had gone to the city to remain two days on business.

"I can trust Isaiah anywhere," she was saying when the strains of music burst forth again from the box. Waldo had set the indicator at "Absence Makes the Heart Grow Fonder," but the music sounded strangely like "Oh, What a Lovely Dream."

Mrs. Perkins purchased her groceries at Hiram's that night. Many others, sympathizing with her and with Mrs. Muggins, both incidents having been repeated many times, followed their example and Hiram was many shekels richer.

The climax came in Waldo's establishment when Denny Donohoe, known as the town terror because of his pugilistic ability, entered the store. Denny was about half seas over.

"I won't give him a chance to begin a conversation that the music will have any reference to," said Waldo as he switched the indicator around to "Erin," and released the lever.

Denny came into the store. He didn't get far. He heard the music and then his eyes bulged out. He doubled up his fist, while fire seemed to shoot from his optics.

The strains of "God Save the Queen" permeated the atmosphere. Denny started for the machine. Waldo got in his way only to be floored by a blow from the brawny Irishman's fist. When the Celt finished with the machine it was a wreck. When he finished with Waldo the members of the Corner Grocery Club carried him home on a shutter.

In a week Waldo had sufficiently recovered to prosecute Denny before a justice of the peace. Murphy was the name of the justice and it cannot be wondered at that Denny escaped with the costs when he explained to his countryman the cause of the assault.

During the time that Waldo had been in bed his trade had fallen off considerably and when he was able

to be at the store again he decided to seek a new field. He didn't seem to be able to make up his differences with the women the music box had insulted and the many others who had followed them to Hiram's.

Hiram took over Waldo's stock, or rather that part of it which was not returned to the wholesale houses at a discount, and he and Penrose shook hands as the train bearing Waldo steamed away. Penrose is now a partner in the firm of Jinks & McGillicuddy. Charles R. Angell.

What Becomes of the Coke?

A teacher was explaining to her class the various ways in which gas is obtained:

"Much of the gas we use is extracted from coal," she said, "and after the gas has been taken out the coal becomes coke. In some parts of this country gas is obtained by boring deep holes in the ground and such gas is called natural gas."

"Does the natural gas come from the fires down in the bad place?" enquired a boy eagerly. "If it does, what does Satan do with all the coke he has left?"

It is needless to say that the teacher did not answer the question.

A Happy Thought.

Stranger—My friend, why are you swearing so?

Cussity—Why? Because of a blank fool of a doctor. I got some pills for a pain in my back, and the directions read: "Take one a half-hour before you feel the pain coming on."

VULCANITE ROOFING

Best Ready Roofing Known

Good in any climate.

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

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If You Happen

to need
a stock of
bang-up
coffee
that'll
make your
customers
"sit up and
take notice"

there's **"QUAKER"**

Brand
COFFEE

always "on top"

Worden Grocer Co., Grand Rapids

Two Open Winters and Their Effects.

The year 1907 opened auspiciously for the juvenile division of the clothing business. January and February proved exceptionally good retailing months. The coldest weather of the winter came during these months and was helpful in enabling dealers to clean up pretty effectually the stocks that had been carried into the new year by an open winter. Many who had become conservative in their buying during the old year went into the new one with such light stocks of desirable kinds that it became a matter of record quite unusual that the better class of dealers were ordering in their spring weights, and together with their wash goods exploited these lines at that time with fairly good results. Because of this activity there came prompt demand upon wholesalers for spring shipments. Deliveries were for a time very backward on account of sporadic labor troubles. Because of the conservative buying pursued as a result of experiences had with an open winter, dealers went along cautiously with such stocks as they had on hand, and there was consequently less than the customary amount of unloading. Stocks having been reduced to staples were held on to as good spring property at full or nearly full profit prices.

A warm March and early Easter ushered in a brisk spring opening, with the result that the volume of business for the month was phenomenally large for that month, the receipts being augmented to no small degree by the active sale of fancy reefers and coverts for juveniles and boys. But the gains of March were later discounted by slowness of business during April and May, caused by unseasonably cold weather.

Manufacturers, doubtless encouraged by the retail business of March, got out in April with their heavyweights considerably earlier than it was customary for them to go before their trade. But buyers were depressed by the way their business dragged along during that month and May, and the business on heavyweights was more or less handicapped by the discouraged state of the retail mind, and orders did not run as large as they were expected to, and were particularly light on overcoats, owing to the stocks that had been carried over from the open winter and the caution it had prompted. On suits the business secured was satisfactory.

But there was no active duplicating for immediate needs, as buyers had been ordered to reduce their stocks and refrain from buying until seasonable weather made further transactions necessary.

As the off weather conditions, however, had only been playing hide-and-seek with the retailers' business, the hot weather of June gave trade a wonderful impetus and at once carried the dealers into summer. Murky skies had been dispelled by sunshine and warmth. Staples got and held a remarkably strong position, and together with washable stuffs brought the sales records up to very

gratifying proportions. Collarless suit styles met with a popular welcome and established a decided change in juvenile styles. Yoke Norfolk were prime favorites, and a large business was recorded on this style.

The making of larger sizes for boys, short pants suits, up to 19 years of age was a feature of the year.

Another was the taking up of youths' clothes by juvenile houses that had not hitherto manufactured long trousers suits. Many tried to enter the high-priced field, with the result that they found a rather limited market for their products and were finally forced to sacrifice stocks which they had accumulated in anticipation of success.

With the opening of the fall season only a few of the most prominent dealers in the metropolitan towns made effort to stimulate an early interest in new lines by attracting attention thereto in published announcements to parents of school children, and inviting them to outfit their boys with new apparel for the new school session.

Autumn dragged from its beginning, opening slow and continuing below the normal mark on the monthly averages. Then came an end to the optimism engendered by the prosperity of 1907, and which had grown finally into a disastrous degree of overconfidence, and the country was seized with financial stomachache. There has since ensued business conservatism that is extremely beneficial. Impaired confidence has resulted in a wiser dispensing of credits. Conservatism and retrenchment are general and are saving the health of the business. This changed policy on the part of retailer, manufacturer and mill has resulted in a material reduction of the volume of the big spring business that was booked prior to the depression. High colors and attractive patterns had materially helped manufacturers to do a large business for the spring of 1908. And it was done in the face of much complaint against the debauchery of fabric manipulations which was so widely deplored by both manufacturer and retailer. In a way the latter had become the scapegoat of the craze for style, with high colors concealing counterfeit quality.—Apparel Gazette.

Give Your Firm a Fair Chance.

In their dealings with large firms many people do not use the same frankness they would accord to individuals. If he had cause of complaint against an individual the straightforward man would go to the other man, state his cause of complaint, and give the individual a chance to defend himself before nursing a grudge. But in the case of a large corporation the same straightforward man would "have it in" for the firm without giving them a chance to rectify the mistake or to apologize for the impoliteness.

Some time ago the manager of the men's furnishing department of a large store met an old customer of his who frankly told the manager that

he no longer traded with his firm. He didn't like the clerks in that store.

A few weeks before he had gone into the store just at closing time. He had been busy with important matters all day so that he had been unable to reach the store before that time, but, being in need of a new collar, he apologized to the clerk for bothering him at such a late hour, and stated why he was unable to make his purchase earlier.

The clerk answered that if he waited on everybody that came in at closing time he never would get home at night. As the customer knew exactly what kind of a collar and what size he wanted and as the whole transaction would have taken but a few minutes, he left the store in great anger.

The manager replied that his dissatisfied customer should have made a complaint of the matter. He admitted that it was his business to see that his clerks treated their customers with politeness, but said in defense that unless the customers made complaints when ill treated it was impossible for him to know of every case.

The customer answered that he was "no kicker," and that he preferred to take his patronage elsewhere rather than "to have trouble." He seemed unable to grasp the fact that he was doing the firm an injustice by condemning the whole store on account of the fault of a minor employee.

The men of authority in large stores feel this injustice keenly, for they lose customers without even hearing the cause of complaint or being given a chance to defend themselves.

M. S. Watt.

Tommy's Blunder.

Mrs. De Smythe—Tommy, do you want some nice plum jam?

Tommy—Yes, mother.

"I was going to give you some to put on your bread, but I've lost the key to the pantry."

"You don't need the key, mother. I can reach down through the window and open the door from the inside."

"That's what I wanted to know. Now just wait until your father comes home."

Nothing makes one more tired than living only for a rest.

To Whet His Appetite.

A convict of a Western prison had been extremely refractory, and different means were tried, without success, to break his spirit. One morning the superintendent said to the warden:

"That scoundrel, No. 212, is behaving worse than ever."

"Put him on bread and water," said the warden.

"But he is already on fast diet," replied the superintendent.

"Then keep it up and give him a cook-book to read."

No man ever prayed who did all his praying on his knees.

There is

no such thing as "Telephone Competition." The proper phrase is "Telephone Duplication."

Avoid it.

"Use the Bell"

IT
PAYS



CROWN PIANOS are made in a factory that has the finest and most complete privately compiled piano-building library in the country. Piano dealers know what this means. Piano players realize what it means when they play on a Crown Piano.

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Coffee Ever Offered to
the Trade

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

20¢
—THE—
POUND.

PENOBSCOT PAIGE.

One of the Forerunners of Early Days.

Written for the Tradesman.

Michigan was the Far West in the thirties, and the men and women who dared its wilds to build homes were even more adventurous than those who now go to the uttermost parts of the earth for that purpose.

Big John Paige was one of the forerunners in the settlement of Western Michigan. He had no family attachments, however, and did not settle permanently in the new Land of Promise. He came, flourished for a time, making his mark on the territory between the lakes, then passed on to the Greater Northwest, finally ending his days amid the wilds of the Upper Mississippi.

The tall pine from the Penobscot was a character. He made his mark with a big M and the Indians had good cause to long remember the giant lumberman from the State of Maine, whose stentorian voice echoed through the pine woods like the roar of an avalanche as he urged his three yoke of cattle along the snow-covered road before a tremendous jag of pine logs. More properly speaking, they were trees, since Paige followed the New England custom of dragging whole trees to the river before cutting them into proper lengths for lumber.

There were six men from the Pine Tree State lumbering on the Lower Muskegon at an early day, and Long John Paige was one of them. Isaac Millard was boss, the stalwart Penobscotter being a very efficient second.

Millard's men were often designated as the "Big Yankee Crew." They were a host in themselves, and were often called upon to try titles with other early loggers of the north woods. Many stories are extant of these men from the East. Meat for the camps was supplied by Indians in the shape of venison. Paige was a dear lover of this deer meat, but he put his foot in it early in the winter by frightening an Indian visitor away from the shanty.

"All redskins are lousey," was the common remark of Big John. Coming to the shanty one day, the big man encountered a native of the forest just coming out. Paige raised upon his toes, shook his finger at the intruder, shouting in a voice of thunder: "Marchee, blankety blank you!"

The frightened redskin bounded ten feet into the air and ran like a deer. From that time not an Indian could be coaxed to come near the shanty occupied by the Big Yankee Crew. Paige's companions took him to task for his brusque manners. It was unpleasant to go without meat for the remainder of the winter, which they had to do.

"It does seem as though you're always making a muss of things," growled Tom Earle, the smallest man in the crew. "I've a notion to take you down and sit on you."

"Maybe you'd like to try it, old man," jeered the big Penobscotter.

The trial came later, when Paige and Earle tried out, the little man getting the worse of the scrimmage.

Millard was not present at the time and was extremely put out about it. Earle afterward quitted camp, joining his fortunes with a rival camp. Millard said so much about the bullying manners of Paige that that worthy at last turned upon his boss and attempted to throw him out of the shanty.

And then occurred as pretty a catch-as-catch-can battle as ever graced the annals of the north woods. Some of the men offered to assist their boss, but that worthy cried to them to stand back. The big Penobscotter found his match for once. The well knit and wirey Isaac Millard gave him the surprise of his life.

"Look, boys!" exclaimed one, "it is Kennebec against Penobscot!"

At the end of the bout Big John found himself laid squarely upon his back, with the knee of his contestant pressed upon his breast. At the sight of the big man's downfall a fierce and delighted yell went up from the throats of the other members of the crew.

"Let me up, Ike, you're the better man," said Paige.

Millard complied at once. Paige sulked for a day, after which he came to his conqueror and extended the hand of fellowship.

"It served me just right, Ike," said he. "I was full and didn't know what I was about. Let's be friends again."

"I am your friend, John," returned the boss, "but if you lay your defeat to whisky, why we'll have to try it over again, that's all."

"Oh, I don't; I don't," quickly cried the big Yankee riverman. "I hadn't whisky enough aboard to make any difference; I own up that you are a better man than I am. Will that do, boss?"

"That's all right, John," laughingly returned the boss, and from that time these two men were never at enmity. From that hour, too, the crew were under stricter discipline and obeyed the orders of their boss without a murmur.

John Paige continued in the woods until two years later, when he departed westward, and his after career is involved in uncertainty. It was after this that Millard drifted to Grand Rapids and engaged in lumbering there for some years.

One of his first adventures in the new country was to preempt a piece of land somewhere in the now town of Alpine. He began clearing, thinking to make a farm out of the wild land, returning each day to Grand Rapids.

Business called him from his labors for several weeks. On his return he was surprised and disgusted to find a log cabin built in his little clearing. Someone had jumped his claim. Millard went to the house and looked in. Nobody was at home. He debated the situation for a short time, then deliberately took his ax, marched to a nearby big tree and began chopping. He felled the tree across the house, smashing it to the ground. He then left the vicinity and never returned. Of course, who his rival land-grabber was Millard never learned.

This pioneer lumberman was a tem-

perance man, yet sometimes drank a glass of liquor when he felt the need. At one time, after a forty mile walk along an Indian trail through a dense forest with two feet of snow on the ground, Millard and two companions reached the Rapids in an exhausted condition. Entering a grocery they called for liquor, which was at once set out. Millard drank a tumbler of whisky, then washed it down with a pint of water which stood on the counter in a tin cup.

"Did you drink all that gin?" suddenly asked the merchant.

"Gin! Why, I thought it was water!" exclaimed Millard.

"It was gin all right," said the other. Millard's companions were alarmed for their friend. They at once hastened him over to the nearby tavern and made ready to put him to bed and send for a doctor.

"Wait until I need one, can't you?" said Millard. "I feel first rate. Fact is, I ain't the least bit tired somehow."

No physician was summoned. The man so full of liquor felt no effects from his big drink. His tiredness, incident to a long tramp, vanished and all the evening he enjoyed his good feelings with as clear a brain as he ever had. Millard's theory, when speaking of that experience, was that the big dose of liquor served to overcome his feelings of fatigue without affecting his brain.

J. M. Merrill.

The logic of love convinces more than the love of logic.

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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.

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

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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.

The World Yields To a Pleasing Man.

Pleasing manners and polite address have brought many men to the top notch of success, when without these qualities they would have failed.

There is something irresistible in the man who has a kindly smile, a cheerful word, and a hearty, open, honest way about him. He captivates us, and we are willing immediately to confide in him, to take him unto ourselves as a friend and lay before him our plans, and schemes, and doubts, and difficulties. Somehow he seems to weave a hypnotic spell over all who come within his influence.

Such a man not only gets along well in the world himself but he is a mighty power in assisting others up the ladder of success. His cheery voice is an uplift to greater effort, and his own bearing is so contagious that every one within reach catches it, with the result that there are a cheeriness and charm which drive away despondency and act as stimulants to incite all to do the best that is in them.

People of winning ways have such a peculiar charm about them that they never are refused favors when they can at all be granted. History affords many examples of men of pleasing address who succeeded solely on account of this one advantage.

David's pleasing address found favor in the sight of King Saul; Paul before Agrippa was distinguished by his courteous bearing; Cicero was a man of high dignity and to his suave manner is attributed the great sway he had as an orator over the Senate; Virgil, the poet, was beloved by all his friends for his gentle manner and sweet smile.

In our own day we have many examples of famous men who built their greatness on charming manners and winning ways. Gladstone was one of the most lovable of men, his look inspired confidence, and any one who had the honor of talking to the Grand Old Man of England carried away memories of that pleasing, mobile countenance—memories which time could not obliterate.

Daniel O'Connell, the Irish agitator, was another man of such a pleasing, winning personality that he was simply magnetic. O'Connell was a rough, yet kindly Irishman, and he had not a lineament of beauty in his strong, rugged, Celtic face, but no man ever had more attractive powers than he. His voice used to sway tens of thousands to the depths of their souls. As a lawyer he was the greatest success of his day, his own fascinating personality simply won the jurors to his side, and so he seldom lost a case. Enemies with uplifted hands to strike him he disarmed with a smile, and they rushed to embrace him.

It would be invidious to mention the great men of our own country at the present time who can attribute both their financial and social success to good manners and pleasing address. These have been the foundation stones on which our merchant princes and captains of industry first reared the nascent structures of their afterwards colossal progress.

In every age of the world politeness has paid. From the gray dawn of civilization to the present men have arisen at intervals who have towered above their fellows as an Aquonkagus over a Mount Washington, and while not all of these were remarkable for graciousness of manner or pleasing personality, nevertheless, in each and all were certain innate qualities which separated them from the rest.

Every man has certain inborn characteristics which never can be eradicated, but which can be developed and brought out. Thus the great men of history achieved fame. Some gave more attention to one quality than another, hence they excelled in some particular line.

Beauty of character is inherent in every one, it is more latent in some than in others, but in all it can be cultivated and made to bloom as one of the brightest flowers in the garden of life. Christ himself, the Great Exemplar, nurtured and tended this beautiful flower, and he was the most perfect gentleman this world has known or ever will know; he taught the lessons of gentleness and love; he was gentle with all, and the little children ran after him to touch even his garments.

The true gentleman never forgets that he owes a twofold duty—a duty towards himself and one towards the world. He who thinks only of self and forgets all about others, or does not care if he remembers, can not lay claim to that name which adorns the species. The selfish man never can be a pleasing personality. He is wrapped up in himself like a caterpillar in the chrysalis and shows only the shell of his ugliness to the world.

The public wants to see the bright side of a man. It neither wants him eclipsed nor gibbous, but with his full face turned towards the people, illuminating them with the beams of a shining countenance.

Mirabeau was the ugliest man in Paris, yet he was a prime favorite with the women on account of his engaging manners and persuasive politeness.

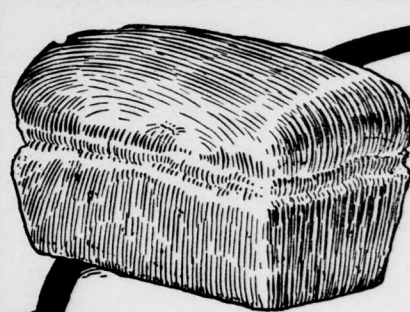
It was politeness and a uniform courtesy that gave Washington much of his popularity and contributed to his success. He was accustomed to salute his colored body servant.

Henry Clay was noted for his fine manner. One day he and a friend were walking down the street when they met a colored man; the negro doffed his hat and Clay saluted in return, whereupon his friend questioned him for thus honoring a negro.

"What!" exclaimed Clay, "would you have me outdone in politeness by a negro?"

Lincoln, although without early training in society, cultivated the habits of gentlemanliness. When a man sent to him by one of the Senators and in conversation uttered an oath Lincoln turned to him and said: "I thought the Senator sent me a gentleman. I see I am mistaken. There's the door. I bid you good day."

Madison C. Peters.



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as Bread**

Karo

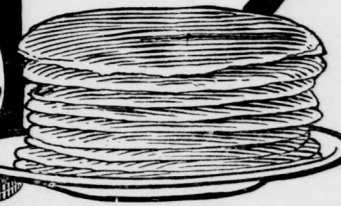
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And it loses the vouchers that come to you with **Ariosa**; vouchers that, if you will work hand in hand with us, will bring you several hundred dollars of merchandise every year gratuitously.

Arbuckle Brothers
New York

TOLD BY A MILKMAN.

Flat-Dweller Learns How Milk Is Kept Sanitary.

Written for the Tradesman.

Tommy, the young clerk who opened the corner grocery in the morning, was not partial to the job. He declared that all the kicks were registered in the morning, and that he had to suffer for the faults of the other clerks, and the boss, too.

Particularly, he disliked Mrs. Maggie Scanlon, who lived in the first flat over against the grocery, counting from the roof.

"She comes in here every mornin', with a shawl over her head," he complained, whenever he found any one who would listen to him, "an' kicks about everythin' in the bloomin' shop. If 'er baby 'as 'ad the tummyache in the night, it's the milk she bought 'ere the evenin' before. If 'er man gets drunk an' wipes 'er over the 'ead with a chair, it's because the food he bought 'ere made 'im nervous."

The boss of the grocery bought the best milk he could get, but there was a kick on it in the neighborhood. He lost customers by telling some of the kickers that if they would occasionally purify the dishes they carried the milk home in, it might keep longer without getting sour, but it was of no use.

One morning when the milkman was just going away, after leaving a couple of big cans of milk, Mrs. Maggie came into the store, with her shawl over her head, as usual. She had a little pitcher in her hand and a fierce look in her eyes.

"You're the milkman?" she asked.

The milkman nodded and edged toward the door. He had met women just like Mrs. Maggie before.

"We've been talking about you," said the woman, "and we've decided that you must get quite a rake-off from the doctors in this neighborhood. It is a lucky doctor that gets a practice where you sell milk."

Tommy stopped sweeping and listened, his back to the two, but his ears open wide enough to catch every lisp of the talk. The milkman had been a newsboy, a policeman, and a "barker" at the fair, and he was long on talk himself. The boy knew that he would give a good account of himself.

"The doctors say there's nothin' doin'," said the milkman. "The milk we sell is better'n goin' to a 'ospital. It's that pure that no other food or medicine is needed."

"Oh, I wasn't going to say anything about its not being pure," said Mrs. Maggie, giving the knot of shawl under her chin a twist. "I was thinking of asking you to change the color of it a little. It's quite nice to have such beautiful blue milk, only it doesn't match the paper on the dining room wall."

"Next week," said the milkman, "we're going to give a pint of liquid paint away with every pint of our cerulean fluid. If you think best, we will send a man up to make a sketch of your dining room and send the milk in to match anything you see fit to put next to it. We're in the market to please customers."

"Oh, you needn't mind about that," said the flat-dweller. "We can change the furniture in the dining room to match the milk. Anyway, it sours so soon that it doesn't matter much what color it is."

"We're getting out a milk in layers," said the milkman, settling back on the counter, as if he enjoyed the symposium, "and if the top layer doesn't suit you can flop it off and expose the next one. Of course, where the dining room is as large as 6x8 we give more layers than where we do business with a smaller one."

"Why, yes, I noticed that layer invention," replied Mrs. Maggie. "The milk we get has been in layers for a long time. The first layer seems to be quite wet, but after that comes the chalk. Little Johnny found a layer of sugar in the bottom of the can the other morning, and I was going to ask how you could afford that, with only seventeen pounds for a dollar."

"It is expensive, but we have to do it," replied the milkman. "Next month, if the panic floats away, we're going to put coffee in for the third layer. Anybody who spends three cents for milk almost every day ought to have about everything in sight."

"There was a pure food man up in the building yesterday," said Mrs. Maggie, "looking at some of your milk. He said it wasn't quite so deadly as some other things if we used it before the microbes got big enough to eat up the stomach. I thought you'd like to know how kindly he spoke of you."

"He's a fine fellow, that pure food man," replied the milkman. "He comes out to hold social converse with the cows about once a month. The cows like him so well that one nearly kicked his head off the last time he was there. You see, our cows are some like school boys: They don't care for the hot bath, and the inspector insists on their having a swim and a massage every other day. Sometimes he remains for an hour or two and manicures the bossies all by himself."

"I should think it would be quite nice to give the cows a bath," replied the woman. "I just thought something of the kind was going on out there, for I've been finding soap in the milk."

"Any soap you find will be set down in the bill," said the milkman. "We can't furnish soap for large families with milk only six cents a quart. If you find any whitewash just let me know. We've been redecorating the cow houses, and some of the whitewash may have washed off."

"There isn't anything so healthy as lime in the milk," said the woman. "I shouldn't wonder if you could get quite a lot of wood by straining your milk, though, for we often find large pieces of pine in it. I don't suppose you have more than fifty cows in one small room without a floor?"

"Every cow has an alcove bedroom and a private bath," replied the milkman. "We're going to put carpets on the floors before the pure food man comes out again. The men who do the milking are sterilized by a committee of surgeons from Butterworth Hospital every time they go

to the cow houses. We're going to have our milk up to standard if we don't make a cent."

"Yes, I thought you had doctors out there," said the woman. "Your milk smells like the back room in a dry-county drug store. I suppose you read good books to the cows while they are being milked?"

"We have a brass band for them, madam," replied the milkman. "We are going to hang old masters on the walls for them to gaze at just as soon as we can get a cargo from the other side."

"I think you're about the best ever," retorted the woman. "I'll tell the neighbors how careful you are of the cows. I suppose you keep men watching the well, too, so that the milk won't get contaminated with water?"

"Oh, we pulled up all the wells and carted them off the farm," replied the milkman. "They're piled up in a row just over the county line if you should want one. We get our water from bubbling springs and distill it for the use of the cows. Of course, if the customer lives six in a two-room flat, under the roof, rain may drizzle into the milk, especially if the fire escapes are used as refrigerators."

"I'm awfully glad I found out about the distilled water," said the woman. "I have been accusing the water of inoculating it with funny little insects, but now I think it must be the ice. Still, it doesn't seem as if a frog two inches long could live long in a cake of ice."

"I've known animals to materialize out of the city tap," replied the milkman. "Have you ever tried washing your milk dishes now and then? About once every three months is about right, I guess. And it might be a good idea to keep ice in the flat. I'll bring you a letter from one

of the cows the next time I come, and a picture of the upholstered beds where they sleep."

"Oh, never mind that. We'll be satisfied if we get milk from the cows. I presume the preservatives I find in the milk get there by way of the hot baths you give the cows? Of course you wouldn't put them in to the milk."

"We're going to have a new brand of formaldehyde next week that will keep milk until it gets bald headed. In the meantime, get along with half a pint a day if you can. Milk is going up every week—upstairs."

The milkman made for the door and got out before the woman could get hold of him. As he disappeared she turned to Tommy:

"Did you ever hear anything like it?" she asked, with a frown.

"No," replied Tommy, truthfully. "I never did." Alfred B. Tozer.

He Came Back at Her.

J. McKee Borden, Secretary of New York Department of Charities, was talking at a dinner about beggars, says an exchange.

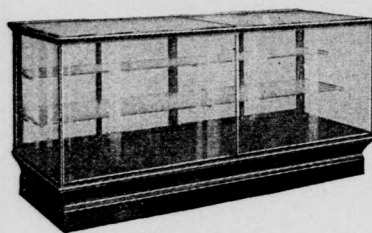
"Many of these men, of course," he said, "are humbugs, and we do well to refuse their requests for help. What excellent digs, though, they sometimes give us in return."

"I remember the case of a farmer's wife who refused a tramp a night's lodging."

"Well, then, ma'am," said the tramp, "would you mind if I slept in that big meadow there behind your barn?"

"No," said the woman, "you may sleep there if you like."

"One thing more, ma'am," said the tramp, "before I say good-night: Will you please have me called at 4 sharp? I want to catch the cattle train to market."



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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

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PUTNAM FACTORY, National Candy Co
Makers
GRAND RAPIDS, MICH.

BUYING BY MAIL.

Seek the Causes in Order To Apply Remedies.

Written for the Tradesman.

The physician should know what is the matter with his patient before he prescribes a remedy. In other words, he should diagnose the case. Sometimes this is very difficult. He can not decide immediately. He must enquire into the past history of the patient, learn how long he has been ailing, his occupation, habits of living, previous treatment and many other things. Having decided the exact nature of the malady, he must also decide whether medical treatment will be of any avail. Knowing the disease, knowing the effect of his medicines and which are adapted to the particular case, he proceeds intelligently.

Mail order buying has developed to such an extent that it has become a malady injuriously affecting many a merchant's trade and threatening the existence of various small stores. One person after another comes forward with plans which he declares will remedy this evil. Like patent medicine advertisements, they sound very fine, but the merchant who tries one of them may find that it does not have the desired effect. It does not fit his case or else he does not know how to apply it.

Every merchant should study the causes of this evil until he is sure he understands them. If he finds himself to blame for any of these he may be able to eliminate them. If fellow dealers or townsmen are partly responsible he may be able to secure their co-operation and improve faulty conditions. If he comes to the conclusion that he is unable to cope with mail order competition and can not do a satisfactory and reasonably remunerative business because of it, he should plan to get from under—get a location where it will not affect him or take up some other occupation.

Let us see if we can discover any of the causes of this malady. Why does the farmer patronize mail order houses? The following are some of the reasons:

The mail order concerns advertise. They advertise constantly and abundantly in the field they seek to supply. They advertise everything they have to sell. They give extended descriptions and illustrate freely the various articles.

The farmer believes he is saving money. He thinks he is getting as good goods as the home stores sell at a lower price.

He does not know that many kinds of goods are made of the cheapest material on purpose for mail order houses.

He does not know whether he can find everything he needs in the home stores. He does not enquire.

He does not appreciate home stores. He may "miss the water when the well runs dry."

The Grange—otherwise the Order of Patrons of Husbandry—still teaches that a large share of the "middlemen" are useless and expensive factors in transmitting goods from man-

ufacturer to consumer. The catalogue houses teach that the local retailer is an unnecessary "middleman."

Farm papers and others advertise largely implements, machinery and other goods which are not sold through the regular wholesale and retail channels. Some may be sold by agent-dealers in the home towns and some may not. These papers help to form or encourage the habit of buying by mail.

Every plan which promises benefit to the farmer must be tried out. It may take several years for a man to discover that he gains nothing by mail order buying. Before he tires of it his neighbor may begin

Circulars, advertisements and catalogues extol the merits of the wares offered for sale in such glowing terms that the farmer imagines them to be far superior to those which he finds in the home store.

The other fellow always has a better job; the distant climate is the most agreeable; the residents of other sections make money easier, and the goods in another town are better than those at home. This is human nature.

The farmer has a grievance, real or imaginary, against the local merchant, and will not deal with him if he can possibly avoid it. He tells his neighbors how he has been wronged or cheated by the home dealer, but if he gets taken in by an advertisement or a mail order house he keeps mum.

Many a farmer has grown up with the idea that the storekeeper does not work for a living, but lives off the laboring man. He is envious of him and thinks that if he himself had the capital or the education he would quit farming and go to keeping store.

Some farmers' idea of business is that it is a game in which the shrewdest win. Let the other fellow look out for himself, is their motto. They can not or will not believe a merchant who professes to look out for his patrons' best interests.

He imagines that a merchants' association is a combine, a trust, to force greater profits from customers.

Many do not understand the true causes of rise or fall of the markets, and blame the merchant or produce buyer for conditions altogether beyond his control.

From the gorgeous window trims, the expensive show cases and fixtures, the magnificent appointments of some stores the farmer argues that profits are excessive. And it is often true that the plain, unpretentious stores sell on a closer margin. Those who cater to wealthy patrons can not expect farmers and laboring classes to help foot that expense.

The general store saves the farmer much time in trading, and perhaps he does not fully realize that where there are several stores carrying distinct lines these offer more complete assortments, which may be to his advantage.

The farmer can take his catalogue and sit down at home of an evening or on a stormy day and make up an order of things he needs and not delay his farm work by going to town and spending the whole day go-

ing from store to store to find the same articles.

The idea of reciprocity is entirely foreign to some people. Could they be persuaded that they would receive more than they gave they might practice helping other people.

The dealer who has much money invested in reliable, up-to-date goods, which will fully serve the farmers' purpose, can not, except in special cases, send away for a single article for a customer. The farmer can not always see it that way, and goes off with the idea that the merchant is not very accommodating or does not want his trade.

Some people want all the benefit of community enterprises, but do not care to bear any burden or share of responsibility.

The farmer thinks 10 per cent. above wholesale prices ought to give the merchant a good profit. He will not know unless he tries storekeeping himself that 10 per cent. barely pays necessary expenses and leaves nothing for him to live on.

Sometimes it is true that merchants drive away trade. There are misfit merchants and tricky dealers, just as there are scheming and dishonest farmers.

Human beings are not perfect, and many well meaning people do not hitch with their neighbors. Some of these may never have thought of their obligations to home institutions or of the benefits which they derive from having stores and repair shops close at hand.

And most deplorable of all, some

men are very obstinate. If they find they are doing something which displeases or injures others, for that reason alone they keep on doing it.

Some men use the mail order catalogue prices to bluff or worry the home merchant. They would not take the trouble to send away for goods anyway, but they want him to know they are posted on prices.

Many things the catalogue mentions of which the farmer never heard and never felt the need of. Some, indeed, are very useful and the home merchant might well be the first to introduce them.

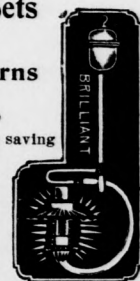
Doubtless there are other reasons than the above, but in many cases there may be but two or three which influence the individual. Could the merchant discover these he might be able to apply remedies which would correct the mail order evil to a large extent in his own locality.

E. E. Whitney.

Obstacle is often only another way of spelling opportunity.

The Sun Never Sets where the Brilliant Lamp Burns

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



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

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



Tradesman Company

Grand Rapids, Mich.

WHY HE STRUCK.

One Day as a Bill Collector Was Enough.

Did you ever, you fellows who sit in the office and handle figures, or you fellows who stand back of the counter and handle goods, did you ever stop to think about the fellows that the firm has on the outside going around and handling the collection end of the business? Probably, yes. You've thought: "Gee, but those collectors have a snap. All they've got to do is to come into the office in the morning and get their bills, hop on a street car and go around and around again, Willie, stopping here and there to get some money, then after they've killed enough time, come into the office and report and go home. A cinch! And here we've got to stay indoors all day and plug away like sin."

I know. I used to think that way myself before I put in my first day as a collector. I had sat at a clerk's desk for two years and I was pretty sick of it. The monotony of the work and the small prospects for any substantial increase in position or salary had discouraged me, as it does most clerks who have had this amount of experience at the work. I wanted something different, something with more variety in the work and more chance for promotion. I was tired of indoor work; I wanted something outside, and I looked around and there was the collecting department, and Oh! what a lovely thing it must be to be a collector, I thought.

So I sought a change to that department. The man in charge of the collections said:

"Have you had any experience in this line of work?"

Of course I hadn't; but I knew I could learn if given a chance.

"Well, do you think you would like collecting?"

Like it? Why, if there was anything in the world that I would like above all others it was collecting.

"How do you know, if you've never had any experience?"

Of course I didn't know how I knew, but I was sure of it, just the same.

"Well, this work is all right if you like it," said the man. "And you possibly can make good, if you like it. Anyhow, if you want to take the risk of giving up a sure thing for an experiment, I'll give you a trial. You can begin to-morrow morning. Get down at 9."

Get down at 9! Bankers' hours! And I had been killing myself for two years trying to ring in before the time clock struck 8. Would I like collecting? What a foolish question.

I was surprised the next morning at the size of the bunch of statements that was handed me.

"Do I have to see all these people to-day?" I asked.

"You'd ought to, although of course some of them may be out."

"I mean, have I got to go to all these places to-day?"

"That's the regular day's stunt," was the answer. "They're put in or-

der for your route. Begin at the top and go through to the bottom."

I looked at the first address and saw that it was way down in a side street near the southern end of Halsted street, so I jumped on a car and was off. I was a collector at last, and I felt pretty good. At the end of the car line I got off and began to look for my first stop. There was not much in sight but prairie, and I asked the saloonkeeper where the place was.

"Right off there," he said, pointing at nothing somewhere to the south.

"How far?"

"Oh, about two miles. You'll have to walk. There isn't any car line out there."

Did you ever walk two miles on that soft bottom prairie down near the Little Calumet? That must be a pleasant country—for ducks and geese. For a man with a pair of thin shoes it's different. As near as I could estimate I carried four pounds of black mud on each shoe when I found my store, and already I had begun to wonder if this collecting game was such a cinch after all. And, to welcome me, that storekeeper just said:

"Rause mit you! Get out of my place! I don't pay for dose goods until I got ready. Dey war rotten!"

I had figured on sitting down for a rest and a little talk at the end of that stroll, but it was not to be. Out on to the wet prairie I went again to walk back to the end of the car line and go east to hunt up another address.

My reception here was something different from the first one.

"Oh, so you're the collector for Slap & Bang, are you? Glad to see you, sir; glad to see you. I always am glad to see people from that firm; never had dealings with a firm that was so square and upright and so generous in its treatment of its patrons. No, sir; they use you right when you do the same by them.

"But about this bill, my boy—you are new to this work, aren't you? Ah, of course. Then you couldn't know about my arrangement with the firm. It's all right; you needn't apologize, you didn't know. I'll keep this statement; thank you for bringing it out.

"That's all right; you can tell the boys in the office that there's no hard feelings on my part for the mistake they made; none at all. Tell them that, will you? Thank you. Good day, good day to you."

I didn't get a grip on myself until he'd closed the door behind me. Then I had a suspicion that I'd been conned, but it was too late to go back, and I went on my way feeling sore and a little discouraged.

All that day it was about the same. Somehow our customers seemed all to be off on a side street, where I had to walk a mile to get at them. And somehow they seemed to be able to get rid of me before I could make the talk that had been drilled into me in the office. At last I resolved to do the talking myself. I went in to one man, presented the statement and said:

"We've waited long enough for this little bill now, and I don't want

to be put off. I want the money or a check to take back with me, and no excuses go."

That man looked at me for a whole minute. Then he said something, and did something. So did I. I beat him to the door; I was a lightweight and had the advantage of speed. But it was such a close call that I didn't care for it. I went sadly back to the office. I had tried to collect something like forty accounts, and I had got just six. I was going to quit; the collector's life was not for me.

The boss looked up at me in amazement. "What? You got six of those old accounts? Six of them! And we'd given up all hope of getting one. You're a hit; evidently you're cut out to be a collector."

Evidently I was, for I've been at it for three years now. But it took me a long, long time to begin really to like it—as I was sure I was going to do from the beginning.

George Donahue.

Acquiescent.

"I don't believe in these lovers' quarrels," remarked Mrs. Jones. "John and I never had the slightest difference of opinion when we were courting, did we, John?"

"No, indeed," assented John, "but we've made up for it since, Maria."

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AND BONDS OF WESTERN MICHIGAN.

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CITY BANK
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Capital and Surplus \$720,000.00

Send us Your Surplus or Trust Funds
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Until You Need to Use Them

MANY FIND A GRAND RAPIDS BANK ACCOUNT VERY CONVENIENT



Handling Customers in a Shoe Store.

Handling customers is an important factor in the success of a shoe store, because there are a right and a wrong way, and if the latter method is in vogue the establishment is certain to lose trade.

Rules for selling shoes are impossible to formulate. What will impress one customer will utterly fail with another. One man wants the clerk's advice; another resents it. A third is impressed with a shoe if the salesman admires it on his foot; a fourth becomes suspicious of anything that the clerk praises. Consequently, tact is needed; that indefinable characteristic that is born in a man and rarely cultivated.

The ideal shoe clerk is an adept reader of human nature. Hence, ideal shoe clerks are rare. He must know when to praise and when to keep quiet. He must understand how to please children, and through the children to manage the parents. He must size up the "purchasing power" of the customer independent of what priced shoe is asked for.

Frequently \$3 shoes are sold where a good clerk would have sold a \$3.50 or \$4 pair to the same customer. When this occurs in fifty cases the loss to the establishment begins to be felt.

A man enters a store and says he wants shoes. Too often the clerk underestimates the customer's purchasing capacity. Because he does not wear a swell coat and nobby hat the salesman concludes that \$3 is about his limit. He produces \$3 shoes; the customer likes their appearance, and the sale is made.

A clerk of greater experience never judges a man's or woman's pocket-book by their clothes. He knows that the nobby dressers too frequently have all their surplus cash upon their backs. What is more important to his employer, he realizes that many poorly clad persons have money in bank. He knows that they will buy good shoes because they are the cheapest. In other words, the higher priced footwear wears the longer, and is the best investment for an economical customer.

Popular-priced shoes do not wear any too well. Hence, if the clerk makes the mistake of showing the customer a popular-priced article, he will probably make a sale; but the shoes will not come up to the high standard that the patron has been accustomed to expect, the buyer will come to the conclusion that "Smith's shoes are no good;" will inform his friends of the fact, and never enter the store again.

This happens in hundreds of cases where popular-priced shoes are sold, although the proprietor never learns of it. But he is uncomfortably aware of the fact that his trade, for some unknown reason, is gradually falling behind its old standard.

A good rule is to always begin on a customer with a high-priced shoe. Even if it is rejected, it will relieve the store of blame, in the customer's mind, if the lower-priced footwear fails to give satisfaction.

There is another advantage in this system: Suppose a \$5 shoe is shown. (That is high-priced footwear for the ordinary run of trade.) The customer will say that it "is more than he wants to pay;" nevertheless, he is impressed with its appearance, and the clerk's description of the shoe. He volunteers the information that a \$3 shoe "is about what he wants."

The clerk says he will get a pair, but he returns with two pairs; one selling at \$4 and the other at \$3. He shows the \$4 shoes first; then the others. Now, the talk about the \$5 footwear has impressed the customer with the value of good leather, and the chances are almost even that he will take the \$4 shoes instead of a \$3 pair, as he originally intended.

If a customer can once be persuaded to buy the better class of goods he will not return to the cheaper shoes. Moreover, the store will hold his custom because the shoes that he buys are sure to give satisfaction.

Of course, a lazy clerk will not go to all this trouble. His object is to dispose of customers as quickly as can be. Nor is it possible to give this attention to a patron during a Saturday rush; although even then an effort should be made to sell the best shoes.—A. B. Northfield in Boot and Shoe Recorder.

The Driver Wept.

The coolest thing that has happened for some time occurred a few days ago in a provincial suburb.

The electric car system has just been installed there, and the drivers and conductor go about their work with a great air of dignity. This accentuated the audacity of a certain workman who was wending his way homeward, carrying his kit.

As a car approached in all its glory of a fresh coat of varnish he held up his hand, and the car drew up smartly. But the man did not get aboard. He had a tobacco pipe in one hand and a match in the other.

He coolly struck the match on the side of the car, and said to the driver, between puffs, "All right (puff)—governor, you—can—go on!"

In a Manner of Speaking.

A Scotch witness was being examined as to the sobriety of the defendant, and in his anxiety not to express an unfavorable opinion, had made so many evasive answers that both judge and counsel became exasperated.

"Now, sir," cried the judge, "answer the question. Was he or was he not intoxicated?"

"Aweel," said Sandy. "I wullna deny that he was intoxicated in a manner o' speaking."

"And pray, sir, what do you mean by that?" roared the justice.

"I mean," Sandy replied, very calmly, "that he could walk straight, but he couldna talk straight."

The man who accomplishes things has learned to labor while he waits.

A Talk About Rubbers

The durability of a rubber shoe is determined in a great measure by its fit. Wherever it bulges or wrinkles it will crack. When it cracks it leaks. You lose.

Hood Rubbers



are perfect fitting because:

They are made over scientific shoe lasts.

They are made according to measurements that correspond exactly with your shoes.

The vitality of the stock used makes the rubber keep its shape and wear well.

We are selling agents for Michigan.

Grand Rapids Shoe & Rubber Co.

Grand Rapids, Mich.



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.



Abuses Peculiar To Live Poultry Shipments.

Mention was made some time ago of efforts on the part of the American Humane Society to secure the passage of a law regulating the shipment of live poultry. As stated at that time most of the live poultry coming to this city is forwarded by freight in the patent cars designed especially for the proper carriage of the poultry and in all cases stock arriving by freight is accompanied by men in charge to feed, water and care for it in transit. It is stated, however, that live poultry shipped into some Western cities by freight where the time of transit is shorter—is forwarded without proper facilities for feed and water. And there is also criticism that express shipments of live poultry to this market from points at a considerable distance are often made in improper coops and with no provision for feed and water, with the result that the stock sometimes arrives in bad condition. There appears to be very little reason for complaint as to the handling of express shipments to this market from nearby points, whence the stock is in transit twenty-four hours or less, and some years ago express service for live poultry shipment to New York was confined chiefly to nearby points of supply. But about three years ago, through the efforts of certain receivers, a considerable reduction in the express rate on live poultry from distant points was secured, as a result of which many of the smaller poultrymen in Ohio and Indiana and even farther west and southwest, who had formerly been dressing their stock or shipping it to nearby cities, began to forward stock alive by express to this market. There has since been a very remarkable increase in the quantity of express poultry arriving here and whereas formerly the supply of express stock amounted to only two or three full cars a week it is not unusual now, on favorable markets, to receive the equivalent of eight or ten cars in a week. Much of this express poultry now takes two or three days or more to come through from the Western shipping points and it is asserted that no proper provision is made for food and water, with the result that it often arrives in poor condition and unfit to be marketed until fed up and watered for a day or two. Instances are reported where the stock has been actually sick and unfit for food.

So far as these abuses actually exist it is clearly for the interest of the trade—both receivers and shippers—that they should be corrected, not only for humanitarian reasons but in furtherance of proper trade methods.—N. Y. Produce Review.

Large Increase in Output of Sugar.

Saginaw, Jan. 13.—The beet sugar campaign in Michigan is over. There

are two or three factories still slicing and there is usually a straggler that works into February, but nearly all of the sixteen factories in the State finished their runs this week. Figures now available in this city, which is the center of the industry, indicate that the sugar output has broken all records and that the companies have had the most successful and profitable year of their history. The present estimate for the total Michigan output of sugar is 187,200,000 pounds. The campaign of 1906-7 produced 177,383,000 pounds, so that this year's output is approximately 10,000,000 pounds greater.

The Michigan Sugar Co., whose headquarters is in Saginaw, and which owns six of the sixteen factories in the State, will this year produce 70,000,000 pounds of granulated sugar. Its plants have sliced about 286,000 tons of beets, for which the average price paid to the farmers was \$5 a ton, making \$1,430,000 received by growers from this company alone.

The output of this company is an average of 11,700,000 pounds of sugar per factory, and it is stated by officials of the company that this average will apply to all the factories, which gives a total output of 187,200,000 pounds for the State. Inasmuch as sugar is about the same price as last year, the value of this product will be in round figures \$8,500,000, an increase in value of about \$500,000. The farmers will get about \$4,500,000 for their beets.

The local factory at Carrolton, considering its capacity, made one of the best runs in the State, turning out close to 14,000,000 pounds of sugar and slicing 55,000 tons of beets, an average of 100 tons a day more than last season. Another big record was that of the Caro plant, which sliced 53,200 tons of beets and made 13,400,000 pounds of sugar. Farmers receive from each of these factories about \$275,000 for their beets and factory labor was paid about \$130,000 by the two.

The Michigan Sugar Co. is contracting for beets and says the acreage for next year will show a substantial increase over that for 1907.

None of the companies in the State will, it is said, grant the demands of the farmers, already made in certain localities, for a flat rate of \$6 a ton for beets. They say that under no circumstances could a flat rate be paid for beets. In that event farmers, they contend, would merely strive for bulk and endeavor to raise the largest possible quantity of beets. This is obtained principally by cultivation and keeping the beets free from weeds, the sugar content depending more upon the care the beets receive than anything else. If they paid a flat rate, they say, the farmer could let his beets go to weeds and attain their growth without any attempt to develop their saccharine quality. It is possible the farmers may revise their demands and ask for higher rates based on sugar content, although in some parts of the State they are threatening to "strike" and raise no beets the coming season unless the \$6 flat rate demand is granted.

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.
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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.
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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.

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Letter, Note and Bill Heads
Statements, Envelopes, Counter Bills
Tradesman Company
Grand Rapids

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.

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References—Valley Bank and Home Savings Bank.

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Write or wire us what you have to offer

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Dairy Feeds

are wanted by dairy-men and stockfeeders because of their milk producing value. We make these a specialty:

Cotton Seed Meal
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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

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FEED MILLERS

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GRAND RAPIDS, MICH



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Jan. 11—We have had a pretty quiet week in the coffee market, so far as speculation is concerned, and there is about the same condition in spot goods. A good many enquiries have come to hand and there are indications that a buying time will soon set in. In store and afloat there are 3,831,014 bags, against 4,017,951 bags at the same time last year. At the close Rio No. 7 is quoted at 6@6½c. Mild coffees are very firmly held and a goodly number of enquiries have been received from out of town. The receipts of Brazil coffee at Rio and Santos from July 1, 1907, to Jan. 9, 1908, have been 7,536,000 bags. Last year for the same period, 12,726,000 bags.

The sugar trade has been mighty quiet during the week, but, of course, no other condition is anticipated at this time of the year. Buyers take the smallest possible quantities, and until we see an improvement in the money market there is no great activity to be looked for in sugar. All refineries are quoting at 4.80c, less 1 per cent. cash.

The improvement in the tea trade which has been noted in this correspondence for several weeks continues. As usual, the call has been mostly for low grade Formosas, Pingsueys and Congous, but the whole line is in quite a satisfactory condition.

Every week shows some improvement in the rice trade and holders are not at all inclined to make concessions. Buyers are not taking supplies ahead of current requirements, but the total is quite satisfactory. Prime to choice domestic, 5½@6½c.

Since the turn of the year there seems to be a steady improvement in the spice market. Not that the increased volume of business is attracting any great amount of attention, but it is something to have any signs of life exhibited in a market that has been dead for some time.

Molasses is steady. Stock here are not especially large and holders are firm in their views. Good to prime centrifugal, 22@30c. Syrups are dull and unchanged.

There is a disposition on the part of buyers of canned goods to hammer down the quotation on tomatoes, but holders are seemingly determined to make no concession and hold for 80c. There are many well posted men, however, who say that the prevailing dull market in the financial district will aid the buyer and a quotation of 77½@75c is prophesied. The pack of peas this year is shown by the American Grocer to be 5,885,000 cases, against 4,500,000 cases a year ago—thus making a supply that will be probably ample for all requirements. The market is quiet, but, as a rule, firm. It is said, but

not positively, that Maine corn for future delivery has been offered at 85c f. o. b. Portland, and New York State fancy at 80c. Other goods in the way of "tinned" stock are moving in about the usual way—showing some "panic-stricken" effects once in awhile, but generally pretty well sustained.

Creamery special butter has made a little further advance during the week and closes at 31@31½c. The amount of stock that will meet the "test of the best" is by no means overabundant and no surprise will be occasioned if a further advance be made. Extras are firm at 30½c; firsts, 28@30c; seconds are fairly plentiful and demand is backward; holders are quite willing to let go at 24@26c; fine creamery storage goods are worth 28@29@29½c; factory is quoted at 17½@20c; process, 20@23c; packing, firm at 16@18c.

No change is to be recorded in cheese. There is just about the same call week after week. Of course, supplies are diminishing and sellers are firm in their views. Full cream New York State, 15¾c.

Eggs are firm on almost all grades, as receipts are light. Extra Western fresh gathered, 29@30c; firsts, 27½c; refrigerator stock, all the way from 16@20c.

Too Much Money on Hand.

Saginaw, Jan. 14—The financial and industrial situation has so eased up in this part of Michigan money is rapidly becoming a drug on the market. Country bankers are sniping their surplus currency to the local institutions in large sums, and the latter are in turn shipping money to their correspondents in the big cities for deposit. One outside bank sent in \$50,000 the other day from its accumulating surplus which it was unable to loan for deposit on interest. One banker Saturday estimated that banks here have approximately \$1,500,000 on hand in cash, which is double the amount they carried when the last bank statement was issued a few weeks ago.

Lease a Veneer Plant.

Ontonagon, Jan. 14—The Ontonagon Stave & Veneer Co.'s plant has been leased on a long time lease by the Uniform Stave & Package Co., of Minneapolis, and it 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 same. Work was started in this direction last week. The Uniform Stave & Package Co. has a capital of \$400,000.

May Move Auto Factory.

Marshall, Jan. 14—Representatives of the Steel Swallow Auto Company, of Jackson, conferred with the Commercial Club here relative to the removal of their factory here. Most of the steel castings of this company are made in this city by the New Process Steel Co., and it is believed that the product can be more economically manufactured here. The company wants to sell \$30,000 worth of preferred stock to people here.



VALLEY CITY BENT KNEE BOBS

No. 6 Bobs finished and painted (no body) with shafts 1½ \$17, 1¾ \$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.

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 1873

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.

THE NINTH ANNUAL

Successful Banquet Held by Grand Rapids Grocers.

The ninth annual banquet of the Grand Rapids Retail Grocers' Association, which was held at the Knights of Columbus hall last Thursday evening, was by all means the most enjoyable affair of the kind ever held under the auspices of the organization. The attendance was ample, the menu was satisfying and the after dinner speeches were both didactic and entertaining. Fred W. Fuller, President of the Association, officiated as toastmaster in a highly acceptable manner. The first address was by Guy W. Rouse, who spoke on the Relation of the Jobber and Retailer, as follows:

In looking backward we realize that the jobbers' customers years ago were largely, directly or indirectly, the lumbermen of the State who were clearing up the forests. It was customary in those days for some of the large operators to buy supplies in the fall to last them for a large part of the winter. It was no uncommon thing to sell an operator twenty-five or thirty barrels of pork, large quantities of blackstrap, brown sugar, etc., and the sales to retailers in the lumbering districts were on a comparative basis. The lumberman in those days bought his goods in the fall and paid for them in the spring or summer when he began receiving returns for his lumber. The retail grocer in a large number of communities was obliged to do business on a similar basis and, as a consequence, both the retailer and the wholesaler gauged their profits accordingly. In those days competition was not keen and it was an easy matter to make what is now called a "long profit." I do not think that either the retailer or the jobber sat down and figured the cost of carrying accounts for so long a period, but in a general way the profit was large enough to cover the items of insurance, interest, etc., and allow a liberal margin to the seller.

Then, too, in the earlier days of the grocery business another part of the retailers' customers were largely farmers, who bought goods on credit and settled for them in the fall when they received the money for their crops. Their conditions were similar and the retailer was obliged to charge long prices in this instance as well. As a consequence the retailer carried large lines of credit with the jobber, and a large part of the year asked for extensions of time allowed for payment.

From this view of the conditions it is easy for us to understand that the jobber and retailer did business in former days on the basis of large profits, large credits and long time for settlement.

Since those days conditions have been gradually changing, but the interests of the jobber and the retailer have continued to be very close. They have both thoroughly learned the lesson resulting from changing conditions. With the decline of the lumber business and the growth of agricultural interests began the days of more careful buying, smaller profits and more prompt settlements; and with the prosperity of the farmer and the growth of cities these tendencies have continued to the present. Today we find that the retailers' customers are careful buyers. They are willing to pay a fair price for a good article, but inasmuch as they pay cash for their purchases or settle at the end of the month or on pay day (as a great many of the working people do), they insist on buying their goods at a fair price. The buyers are in touch with the markets through advices in the papers, and

their grocer must sell his goods on about the same basis as the other grocers.

The retailer to-day knows the price of goods better than he ever did before; he knows the value of goods in the package better than he ever did before. The jobber is forced to sell goods at a fair price if he retains his customers. When it comes to the matter of payments the groceryman stands in the front rank of retailers. I believe it is safe to estimate that more than half of the retail grocers, possibly 75 per cent. of them, make additional profit each year by discounting their bills. The average retailer has acquired the practice of buying his goods in moderate quantities, practically as he needs them for his demands, and to-day he allows the jobber to carry whatever surplus stock is necessary, and thus conducts his business with a much smaller investment in merchandise than formerly. He has also come to the point where he believes that the margin of profit will not permit him to grant long time credits, and probably there is no branch of the retail business to-day where the credits are handled so intelligently and with so strong a hand as in the grocery trade.

These two conditions of the retail trade have produced good results for the groceryman.

This change of conditions with the retailer and consumer has not only made changes possible with the jobber, but has compelled the jobber to adopt from time to time better methods of conducting his business. The careful buying of the retailer with the cash in hand has a tendency to constantly reduce the margin of profit with the jobber, and at the same time has resulted in his turning his money over much more often than he could under former conditions and made it possible to sell on smaller profit. Like the retailer, he has on different occasions shortened the time for payment. He has grown more cautious in his credits. He has been content with a smaller margin of profit, and the result has been that the jobber and the retailer have both become better business men.

There has gone on during all of these years a steady elimination from the ranks of both jobber and retailer until to-day I think I am safe in saying that the retailers and wholesalers are business men of the higher type.

With this view of the conditions, I want to suggest a few concrete thoughts regarding present day affairs and questions, and I trust anything I may say will be understood as suggestions for the better things which we are all striving to attain rather than any criticism regarding the methods of any particular retailer or jobber.

The first thought in my mind is relative to the goods we are selling. We are all interested in selling a good article. We should all be interested in the pure food law. The National Wholesale Grocers' Association, through its officers, has helped to frame wise laws regarding the manufacture and sale of food products. We believe they have accomplished much real good, and this has been made possible through the loyalty, not only of the wholesale grocers, but of the retailers throughout the United States. I believe it is the duty of everyone of us to lend our moral support to the perfection, as nearly as possible, of our pure food laws.

The matter of our relations toward one another—jobber toward jobber, retailer toward retailer; jobber toward retailer and conversely—is a homely matter to talk about, but we can all help to improve our business from a moneymaking standpoint. We can help to improve the community in which we live by working in harmony; by conducting our competition along honorable lines; by fair play and the "square deal,"

and I believe such gatherings as this one to-night, which make closer friends among you retailers and among ourselves as jobbers, are steps in the right direction, and I trust you will continue this work.

There are purely business questions, matters of detail, such as inventories, the insurance of our stock and many other subjects in which we are all interested. Quite frequently when some one of our customers has suffered a loss by fire we find he has overlooked his inventory or has no insurance. Perhaps he has allowed his insurance to expire through carelessness, and this particular man is obliged to start over. Perhaps the jobber, from his acquaintance with so many retailers, is able to appreciate the value of these things more than the retailer, and I believe it is the duty of the jobber to suggest things of this kind to his customers.

There is, in addition to these things, a broader heading which may cover many other matters that I have not mentioned, which I will place under the head of business ethics. As you all know, we can not stand still. We are either going ahead or sliding backward. I have endeavored to show you that our conditions have been improving during the past. The last year, in most instances, has been a profitable one, and the next year promises to be just as good, and I believe, with continued improvement in our methods of doing business and closer relations between members and between the jobber and the retailer, that we can continue to improve the ethics of our business and also to improve the appearance of our profit account.

Walter K. Plumb spoke on Organization, as follows:

As members of one great family we are traveling the same road and shall arrive at the same goal. We breathe the same air—are subject to the same bounty. It is not becoming, then, that brother should hate brother; it is not proper that friend should deceive friend; it is not right that neighbor should trick neighbor. There is pity for the man who can harbor ill feeling toward his fellows. He loses half the enjoyment of life; he embitters his own existence. Apply this in social, civic, religious or business life, as it stands for the very essence of harmony, unity, happiness and success, if you please.

My theme treats with one of the large problems; it has vital bearing on yesterday, to-day and the future. Lack of organization has ruined homes; has shattered business; has made nations weep and empires crumble. Take from the home organization between father and mother and child, and I will show you not a peaceful, happy fireside, but a domestic revolution of discord and friction, which can not but react to a serious and most harmful degree. Show me the business which is not properly organized and I will point to courts, trustees, receivers and bankruptcy. Recall a disorganized country, and picture Atlanta, Bull Run, Gettysburg and other red stains in the history of our own beloved country.

As I take it, you want to hear something of organization in its relation to your commercial vocation and your Association, and more directly applied to your common interests and business problems. Therefore, what is organization? It means structure, form, suitable disposition of parts which are to act together in a manner for use or service. Only recently one of our merchant princes had this to say:

"While character, ability, personality and ambition may help to success, no single one of these or combination of two or three, or the possession of all four, will bring success unless they are held together by a fifth—the key-stone—organization."

Organization is power. The accumulated results of this factor are our inheritance from past generations. Every field to-day has reached a high plain of perfection; every department of human activity is crowded. This creates keen competition and to meet this successfully every effort is made; every nerve strained to compete with and, if possible, outdo the competitor.

A knowledge of your chosen business is more necessary than capital. You must first organize yourself and then transmit system and organization into your business. How many retail grocers and general merchants are a success beyond gaining a mere livelihood? How many have money to invest in bank stock, gas securities and other current investments. How many are discouraged by the showing in their annual inventory and are continually dropping out? How does the percentage of failures in this line compare with others? There is a reason. There must be one or many. I would not place at the head of the list lack of capital, but rather, incompetence because of the lack of organization; the want of system, of knowledge of details. Our local record shows that fully 50 per cent. of those who engage in the retail grocery business do not remain ten years.

Now, let us turn to the successful elements which contribute to the advancement of the grocer. Inseparably linked together are the buying and selling. As a chain is no stronger than its weakest link, so is a flaw apparent if these two factors do not thoroughly co-operate. While it is said that goods well bought are half sold, the half remaining to do is an all important one. Again, regardless of sales skill, if the buying has been slighted and quality overlooked, no sales organization can make good the deficit. Following, there is need of an accurate cost system. Don't take anything for granted, but see that you pay just what you agree to, and get what you pay for. Careful receiving in manufacturing and wholesale concerns is the first stop to leakage, and the retailer can not afford to overlook this. If your goods are bought delivered at your store, it is a simple matter to ascertain the cost; otherwise add freight and drayage.

Now, what does it cost to run your business?

Don't overlook a fair interest on your capital invested, cost of rent if you lease, heat, light, insurance, depreciation on delivery outfit, help hire, depreciation of fixtures, telephone rental, shrinkage on fruit, vegetables and sundry items, general maintenance, and any other expenses or outgoes you may have, including a fair salary for yourself, for the business should be made to earn at least a fair profit. This means organization and system—not necessarily an expensive one, but to a degree consistent with your means and in keeping with your business.

Now we have arrived at the cost of goods and the selling expense. Spread this expense properly over each item in your store and make your selling price consistent with the percentage of profit you should have. Permit me at this point to add a word on selling. The object, I believe, is to turn the stock over quickly at a profit and get your money for what you sell. I have in mind a local grocer who has been very successful and a vivid picture of his personality and his store is flashed on my memory; a store with clean windows, attractively trimmed; well arranged interior, with the same eye to cleanliness and freedom of dust; goods temptingly displayed; a place for everything and everything in its place; not expensive, but serviceable and attractive fixtures, and, above all, a house organization of helpers courteous and obliging from the delivery boy up—a unit organization, pulling together

as one, each imbued with the desire to help the boss make business hum and, perhaps unconsciously, laying the foundation to a training which will later lead to the successful conduct of a business of their own.

Now, let me take you to the door where the wagons are loaded. See the well groomed, well fed horse; note his neat, clean and well kept harness; see how the brass shines; observe the delivery wagon only recently painted, looking as if it was washed frequently. Can you wonder why that bright, clean faced boy, as he mounts the seat, squares his shoulders and drives off as proud as the winner of a derby?

Let us pass back through the store as we leave and take off our hats to the man who dared to organize his business; the man who recognizes the value of advertising; the grocer who has time to tell you of the benefits he has derived from the Grand Rapids Retail Grocers' Association.

But what of this Association and its functions? Truly, in this modern age you can not afford to miss the benefits that come through association for the accomplishment of common purposes. This kind of co-operation is the give and take of business ideas and knowledge; in other words, men are commencing to realize that no one man can know all, but through association work every man can make a profitable exchange by giving his knowledge and experience for that of others. To your local Association you are indebted for many good things. I have in mind what has been accomplished toward a systematic closing hour and the establishment and regulation of the huckster's license; the bringing about of Thursday half holidays during the summer months and the part your local Association has taken in making it possible for Grand Rapids to have a creditable market place; and then, again, the agitation last year on the ordinance relating to weights and measures, and your advice and efforts resulting in an improved garnishment law. There are many other beneficial conditions, such as your sugar and flour cards, but I am sure that you are all familiar with the splendid work the local Association has done and is doing to make the retail grocery business in this field brighter, better and more desirable.

Now, can you afford to be indifferent to the service the Association is giving you? Can you permit a few to sacrifice time and money in their splendid efforts for you—yes, for each one of you? I say no—and the time is at hand right now for you to become a lifter and not a leaner. If a few faithful ones can secure these results, what is impossible to two hundred or more grocers banded together for mutual good? The annual dues of the Association, \$1, represent less than most of you spend on a single entertainment, which simply delights, with no permanent benefits. Don't be afraid that your competing grocer will rob you of some experience or knowledge if you meet him on a friendly footing in Association work. Neither overlook the social side of this meeting of men. It is more than worth while.

Now, as to the larger Association—the State organization of retail grocers and general merchants: If you have attended one of their annual conventions or have kept in touch with their excellent work, I don't need to tell you of the enthusiasm, push and swing which characterize these events nor to speak of the fine work the State Association is doing right now, guided by your own worthy President, the peerless, self-sacrificing Fred W. Fuller; encouraged by our splendid fellow-townsmen, the President of the National Wholesale Grocers' Association, William Judson, and assisted by the energetic, hustling President of the State Wholesale Grocers' Association, Guy W. Rouse.

Hardware Price Current

AMMUNITION.

Caps.	
G. D., full count, per m.	40
Hicks' Waterproof, per m.	50
Musket, per m.	75
Ely's Waterproof, per m.	60

Cartridges.	
No. 22 short, per m.	2 50
No. 22 long, per m.	3 00
No. 32 short, per m.	5 00
No. 32 long, per m.	5 50

Primers.	
No. 2 U. M. C., boxes 250, per m.	1 60
No. 2 Winchester, boxes 250, per m.	1 60

Gun Wads.	
Black Edge, Nos. 11 & 12 U. M. C.	60
Black Edge, Nos. 9 & 10, per m.	70
Black Edge, No. 7, per m.	80

Loaded Shells.	
New Rival—For Shotguns.	
Drs. of	Per

No.	Powder	Shot	Gauge	Per
120	4	1 1/2	10	\$2 90
129	4	1 1/2	9	2 90
128	4	1 1/2	8	2 90
126	4	1 1/2	6	2 90
135	4 1/4	1 1/2	5	2 95
154	4 1/2	1 1/2	4	3 00
200	3	1	10	2 50
208	3	1	8	2 50
236	3 1/4	1 1/2	6	2 65
265	3 1/2	1 1/2	5	2 70
264	3 1/2	1 1/2	4	2 70

Discount, one-third and five per cent.

Paper Shells—Not Loaded.	
No. 10, pasteboard boxes 100, per 100	72
No. 12, pasteboard boxes 100, per 100	64

Gunpowder.	
Kegs, 25 lbs., per keg	4 75
1/2 Kegs, 12 1/2 lbs., per 1/2 keg	2 75
1/4 Kegs, 6 1/4 lbs., per 1/4 keg	1 50

Shot.	
In sacks containing 25 lbs.	
Drop, all sizes smaller than B	2 10

AUGERS AND BITS	
Snell's	60
Jennings' genuine	25
Jennings' imitation	50

AXES	
First Quality, S. B. Bronze	6 00
First Quality, D. B. Bronze	9 00
First Quality, S. B. Steel	7 00
First Quality, D. B. Steel	10 50

BARROWS	
Railroad	16 00
Garden	33 00

BOLTS	
Stove	80
Carriage, new list	70
Plow	50

BUCKETS	
Well, plain	4 50

BUTTS, CAST	
Cast Loose, Pin, figured	65
Wrought, narrow	75

CHAIN	
Common, 1/4 in. 5-16 in. 3/8 in. 1/2 in.	10c.
BB, 7/16 in. 1/2 in. 5/8 in. 3/4 in.	5 1/2 c.
BBB, 1/2 in. 5/8 in. 3/4 in. 7/8 in.	7 c.
BBB, 3/4 in. 7/8 in. 1 in. 1 1/8 in.	7 1/2 c.

CROWBARS	
Cast Steel, per pound	5

CHISELS	
Socket Firmer	70
Socket Framing	70
Socket Corner	70
Socket Slicks	70

ELBOWS	
Com. 4 piece, 6 in., per doz.	net 65
Corrugated, per doz.	1 00
Adjustable	dis. 40&10

EXPANSIVE BITS	
Clark's small, \$18; large, \$26	40
Ives' 1, \$18; 2, \$24; 3, \$30	25

FILES—NEW LIST	
New American	70&10
Nicholson's	70
Heller's Horse Rasps	70

GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28	
List 12 13 14 15 15 17	
Discount, 70.	

GAUGES	
Stanley Rule and Level Co.'s	60&10

GLASS	
Single Strength, by box	dis. 90
Double Strength, by box	dis. 90
By the light	dis. 90

HAMMERS	
Maydole & Co.'s new list	dis. 33 1/2
Yerkes & Plumb's	dis. 40&10
Mason's Solid Cast Steel	30c list 70

HINGES	
Gate, Clark's 1, 2, 3	dis. 60&10
Pots	50
Kettles	50
Spiders	50

HOLLOW WARE	
Common	dis. 50

HORSE NAILS	
Au Sable	dis. 40&10

HOUSE FURNISHING GOODS	
Stamped Tinware, new list	70
Japanese Tinware	50&10

IRON

Bar Iron	2 25	rate
Light Band	3 00	rate

KNOBS—NEW LIST	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85

LEVELS	
Stanley Rule and Level Co.'s	dis. 50

METALS—ZINC	
600 pound casks	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&10
Dampers, American	50

MOLASSES GATES	
Stebbins' Pattern	60&10
Enterprise, self-measuring	30

PANS	
Fry, Acme	50
Common, polished	70&10

PATENT PLANISHED IRON	
"A" Wood's pat. plan'd, No. 24-27	10 80
"B" Wood's pat. plan'd, No. 25-27	9 80
Broken packages 1/2 c per lb. extra.	

PLANES	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45

NAILS	
Advance over base, on both Steel & Wire	
Steel nails, base	3 00
Wire nails, base	2 40

ROOFING PLATES	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00

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

SHOVELS AND SPADES	
First Grade, per doz.	6 50
Second Grade, per doz.	5 75

SOLDER	
1/4 @ 1/2	26
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	

SQUARES	
Steel and Iron	70%

TIN—MELYN GRADE	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00

TIN—ALLAWAY GRADE	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 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

WIRE	
Bright Market	60
Annealed Market	60
Coppered Market	50&10

WIRE GOODS	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10

WRENCHES	
Baxter's Adjustable, Nickled	80
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70-10

Crockery and Glassware

STONEWARE

No charge for packing.

Butters	
1/2 gal. per doz.	52
1 to 6 gal. per doz.	6 1/2
8 gal. each	60

Milkpans	
10 gal. each	75
12 gal. each	90
15 gal. meat tubs, each	1 28

Churns	
2 to 6 gal. per gal.	7 1/2
Churn Dashers, per doz.	84

Milkpans	
1/2 gal. flat or round bottom, per doz.	52
1 gal. flat or round bottom each.	6 1/2

Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	7

Stewpans	
1/2 gal. fireproof, ball, per doz.	86
1 gal. fireproof, ball, per doz.	1 10

Jugs	
1/2 gal. per doz.	68
1/4 gal. per doz.	51
1 to 5 gal., per gal.	8 1/2

SEALING WAX	
Pontius, each stick in carton	Per doz. 40

LAMP BURNERS	
No. 0 Sun	40
No. 1 Sun	42
No. 2 Sun	55
No. 3 Sun	90
Tubular	60
Nutmeg	60

MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints	Per gross 4 40
Quarts	4 75
1/2 gallon	6 65
Caps	2 10

LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
Anchor Carlton 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 00
No. 2, Sun Plain Top, (\$1.25 doz.)	1 25
575 Opal globes	1 40
Case lots of 3 doz.	1 35
565 Air Hole Chimneys	1 20
Case lots, of 3 doz.	1 10

OIL CANS	
1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 60
2 gal. galv. iron with spout, per doz.	2 50
3 gal. galv. iron with spout, per doz.	3 50
5 gal. galv. iron with spout, per doz.	4 50
3 gal. galv. iron with faucet, per doz.	4 50
5 gal. galv. iron with faucet, per doz.	5 25
5 gal. Tilting cans	7 00
5 gal. galv. iron Nacefas	9 00

Electric in Cartons	
No. 2, Lime (75c doz.)	4 20
No. 2, Fine Flint, (85c doz.)	4 60

Can you wonder at the possibilities of organization when you stop, consider and reflect? We might go even farther in this same field and treat with the National Retail Grocers' and General Merchants' Association, of which that man, so rich in experience, so forceful and lovable, Fred. Mason, was the honorable Secretary for many years, but these illustrations are sufficient, and in closing may I refer to the three strong characteristics which mean so much to you and me—honesty, diligence and perseverance.

An honest man is the noblest work of God. Be honest because it is right. Right is might and will always finally win. By diligence you drive your business. Nothing is more precious than time. The Creator himself deems it so precious that he gives us but one moment at a time. Without perseverance, the most diligent fall by the wayside.

General Grant said: "I will fight it out on this line if it takes all summer." And, finally, friends, in the words of Longfellow:

"The heights of great men, reached and kept,

Were not attained by sudden flight;

But they, while their companions slept,

Were toiling upward in the night."

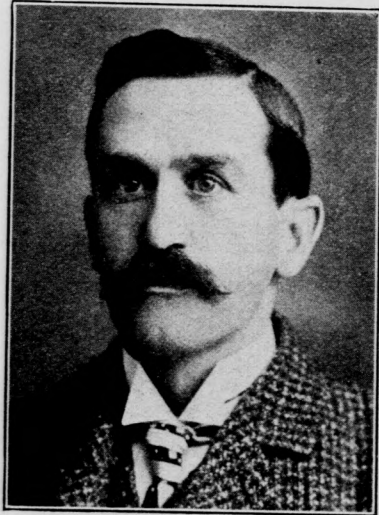
Fred J. Ferguson spoke on Any Old Thing, as follows:

President Roosevelt took the big stick and went after the trusts in great style. He ordered an investigation of their business methods and laid them bare to the public, but every one that he hit and fined came back at the public and made them settle by raising prices. The last one he hit was John D. Rockefeller, and he hit him right on the bald head, and Judge Landis came to bat and hit the old man on the solar plexus with a fly ball and sent him around the bases to the home plate with a fine of \$29,000,000. This would put most firms out of business, but not John D. He knows there are a great many grocers in the United States and by tacking on 1/4 per cent. a gallon on the oil they will pay the fine. The grocers are all good fellows and like to do their share. I think we all admire fighters, and when Teddy went into office he had a record for fighting and went after the bunch of sharks, and everybody cried, "Sick-em, Teddy," and he kept on going until he whipped them all and exposed their little game and then what? Why, they got sore and said: "We can get his scalp. We will close down the factory, pull in our money, make the laboring man walk the streets and make him think Teddy is to blame, and we will nominate a candidate to our liking and start up again in 1909 with the old prosperity gag." The fellows who yelled the loudest for Teddy to "sick-em" are standing on the street corners talking against the gamest and best President we ever had. So it goes, boys: you may do your best to serve the public or associations and you will have enemies as well as friends. But it doesn't do to stay too long. That is what Homer Klap thought when he fell from the Secretary's tree and John Witters climbed up in the branches and called out, "Come on, boys, and bring your ladies to the biggest and best annual banquet, to be given Jan. 9, 1908." From appearances here to-night I think he announced it right. John, you and Fuller and the rest of the bunch are all right.

Did you notice how our friend Musselman took Wm. Alden Smith down to Lansing and groomed him; put the bridle and saddle on him; went to the post and when he got the word, "Go," he rode him right into the United States Senate? You remember, boys, I told you at one of our former banquets that Amos had his eye on the Governor's job.

Now, Amos put William in the United States Senate and William, when it comes time, will put Amos in the Governor's chair. Now listen, I am going to prophesy: It may not come right away, but some time in the future it may be Wm. Alden Smith for President, Amos Musselman for Governor, Huntley Russell for Congress (and he will sing songs for the bunch), Chas. B. Kelsey for State Treasurer and E. A. Stowe for Mayor of Grand Rapids. Don't you think we would be on the map? The Deacon has tried hard to be Mayor and make a hit, but the Police Commissioners are all good pitchers and struck him out. The umpire said: "Three strikes; you're out. Go to the bench." But the Deacon says: "Sign me for another term and I will put two new pitchers in the box who will pitch my kind of a game and I will win."

McDonald has another year to antagonize the sports and liquor interests and has the backing of the Prohibition party, the churches and the Sunday schools for another term. Well, if McDonald gets the office again and gets the Mayor and Commissioners with him he is going to make a model city by hiring Carrie



Nation for Assistant Prosecutor, with power to smash all saloons and turn all the booze into the street. The jail will not be a public resting place any more. The bums will have to fly and the county will not have to pay 16 cents a meal for bean soup. We will all do our garbage up in sealed packages and deliver same to Mr. Brown's piggies, thanks to our Council's foresight in building a garbage burner, and then have Mr. Brown tell them it is no good and give Brown a contract on his own basis. "I will take care of you right," says he. So he led them up to the post and tied them all securely and now they have to take their medicine. In this model city, when McDonald gets the booze all out, won't it be fun to see the boys walk down to the City Hall and have the Plumbing Inspector look down their throats and tell them their pipes are rusty? Send them up to the Health Officer, who will give them a permit to go out to the new hospital and feed on fresh air with no microbes in it; but, alas, poor boozers, it won't do. The undertaker will get you and Ferguson will get a hack order.

Have you noticed what a turn religious affairs have taken in our city? Billy Sunday was here a few weeks ago and gave our people the gospel right off the bat, with base ball trimmings and slang, and then a prominent preacher, who preaches new theology, took a fall out of Billy's sermon and declared it out of order and not right, but Billy talked to 8,000 people in two days, and that is as many as the other fellow talks to in a year, so the people must like it. Give them what they like. The

successful man in business is the man that gives the people what they want. I wish for the sake of the grocers they would agree on some kind of theology that would lead to the right road that goes to that happy land where there are no sand in the sugar and no water in the vinegar and strawberries will run the same all through the boxes, your scales will all be uniform and Mr. Atwood will be welcomed as a guest only, not as an official.

I am going to stop talking on Any Old Thing and say a few words about the sweetest and most beautiful thing we have here to-night, the ladies. I spoke a few years ago at your banquet and my subject was, The Ladies, Our Absent Guests. I suggested that the ladies ought to be with us and I am pleased to see them here to-night. There is not one man here (married, I mean) who does not owe his success, not only in business but his standing in the community, to the lady who sits on his left. It is said that from Adam and Eve's time to the present man's troubles have been laid at the door of woman. I dispute this. It is just the opposite. When our forefathers came to this new land with their families the women turned in and did not only household duties but tilled the soil as well. They were drudges and slaves for men, with no voices in matters of business. They only spoke when they had family quarrels and then they had the last word. It is different now. Women have, by the aid of schools, books, clubs and churches, educated themselves until they are head and shoulders above men in a great many things. In art, literature, politics and business they are there with the goods, and I am looking forward to the day when we poor men will have to stay at home and rock the babies while our wives go out to boss jobs. Go back to your boyhood days and think of your dear old mothers with their good advice: "Be good, my boys, and you will come out all right." When you grew up to young manhood and went to see your sweethearts and they let you out the door very late, after "papa" had made a loud disturbance, they advised you to be good and said you would be happy some day. You young men who are single, remember this is leap year, and if your girls get up courage to ask you to marry answer yes, for double harness properly fitted works just as easy as a single one, but do not marry auto-girls on wheelbarrow salaries. You men who are married, be good to the ladies. They are your helpmates, your advisers and your equals. Buy them new hats every time the styles change if they want them, for the ladies are God's greatest blessing to you.

Glen Denise was down for a talk, but was unable to be present. His place was taken by L. F. Maloney, who acquitted himself creditably.

Wilber S. Burns responded to the topic, The Ladies, in his usual acceptable manner.

E. A. Stowe made a few remarks relative to the work of the Grand Rapids Board of Trade.

The programme was interspersed with musical selections which were greatly enjoyed by the audience.

Those Gallant French.

An exceptionally pretty girl with an English flag lieutenant at her side was standing on a chair on the pier watching the racing. On a chair behind were two Frenchmen. The lady turned around and said in French: "I hope I do not obstruct your view."

"Mademoiselle," quickly replied one of the men, "I much prefer the obstruction to the view."

Answered an Advertisement for His Own Job.

Neither of the partners had arrived, and the clerks that morning were indulging in their usual bout of gossip.

"Did I tell you chaps that I was leaving?" drawled the languid swell of the staff, whose incompetence was as palpable as the splendor of his attire.

"Heard you got the sack," replied the spectacled cashier, gruffly.

"I answered an advertisement yesterday for what looks like a first class job," resumed the overdressed one, ignoring the remark. "I've told a strong yarn, but you've got to do that if you want to keep up with the times."

Just then the senior partner entered and all wrote intently.

Within five minutes the "old man," who had been opening letters, called the last speaker into his room, and the following dialogue became plainly audible to those outside:

"Have you been in our service seven years?"

"No, sir; only fifteen months."

"And is your salary \$22 a week?"

"Eh, no, sir."

"And are you in entire charge of the counting house?"

No reply.

"And are you leaving us because of a difference with the firm regarding the management of our city department?"

Dead silence and a short pause.

Then the old man said:

"You should be more careful in your statements, sir. This is a small world. The advertisement you answered was for the situation you are leaving on Saturday. That will do."

Did He Get the Job?

Bank president—What we need is a young man who has lots of patience. Do you think you would do?

Applicant—Yes, sir; the last time there was a run on your bank I stood in line for over four hours.



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

**PEANUT ROASTERS,
CORN POPPERS, &c.**

LIBERAL TERMS.

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

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

VULGAR MONEY.

Occasions When It Is Offensive To Offer It.

Give your friend a cigar and he will beam on you for half an hour. Offer him a dime to buy one and you insult him.

Invite him to your home for dinner and he will love you for life. Present him with a quarter to get one down town and he will be mad enough to kick you out of your own house.

Give a friend's wife a sack of candy for her little boy and she will compliment your wife's new hat to all the neighbors. Give her a nickel to buy him one and she will hate you forever.

Give a bride and groom any gift that you can think of from kitchen kettles to a grand piano and you will get a dainty scented note of thanks from the bride in due course of time. But as you value your life don't offer a five dollar bill.

In matters of hospitality and friendship a silver coin is as cold as the nose of an Eskimo dog. One clasp of the hand is worth a thousand gifts of money and a dry morsel garnished with a smile is more to be desired than the most sumptuous and lavish charity without it.

I have a friend named just plain ordinary Smith who makes his living playing the piano. He touches the keyboard like a man drawing melody from the heart of a friend, and the harmony sweeps like an avalanche or lulls like a mother's slumber song at the master's will. I have seen men and women sob listening to one of his melodies, and within fifteen minutes stand up in the aisles and cheer like rooters at a base ball game. I have seen his fingers sweep over the keys like the Twentieth Century Limited passing a flag station, and I have heard him getting two hundred dollars' worth of music out of Home, Sweet Home and Old Black Joe in fifteen minutes.

Now, when Smith came back from Europe after studying under Herr So-and-So and Madam Such-et-Such, he didn't change his name to Monsieur Smitherini or Herr Schmitzlich, nor wear corsets, but there were a lot of other artistic characteristics that stuck to him like barnacles to the bottom of a ship.

One of these characteristics was that he didn't want to be patronized by the Newlyriches or the Gottrexes.

It happened one day that he was invited by a lady of fashion to be present at a soiree, and, if he only would, please, to play, even if he could only play one lovely opus, or something.

Smith came, and played, and at the end of the performance was invited to partake of refreshments by himself in the back hall behind a potted plant. He stood it for a while, in white anger, but presently wedged his way into the parlor to find out what was the matter, only to learn from the good lady that she always expected her entertainers to sit back between the house-palm and the balustrade.

Then Smith's characteristic showed

itself. He told the woman exactly what he thought of her in language that anybody over six years old could catch the meaning of, repeated his remarks to her husband, took the twenty dollar bill the man handed him and threw it in his face, and then spit on the piano. After that he left the house, feeling better.

Smith didn't act like a saint, but he expressed the general sentiment of decent people toward vulgar money with clearness and force. Any true man or woman is, at bottom, more anxious for loose heart-strings than for loose purse-strings.

But the shame of shames in our business relation is that we are so mad for money that no decrees of decency can hold us back from the most outrageous greed. On the street corner, in the department store, at the sign of the three balls, and elsewhere in the market place, people want your money—and they will do anything not punishable by lightning from Heaven to get it. A man will bury his face in a newspaper while the conductor passes to make him believe he has already paid his street car fare. He will let a bill run past discount day, pay it a week later, and take off the discount anyhow, because he thinks the dealer will be afraid to kick. He will go to church Sunday morning and rent his building to a saloonkeeper or a gambler on Monday. He will put his property in his wife's name to avoid the payment of just debts. The same woman who would enquire into another woman's pedigree for six generations before accepting her in the social set will warm a dollar in her bosom that may be fouled with the disgrace of a distillery, a questionable house or a plain theft—and as for money wet with the tears of widows who work at 90 cents a day, and girls who stand behind a counter for \$3.50 a week, there are more automobiles and summer homes bought with it than this world dreams of—and it dreams more on these topics than many of us think.—Business Monthly Magazine.

He Was the Limit.

The dear girls were comparing notes on subjects of more or less importance.

"Your beau seems rather bashful," said Stella.

"Bashful!" echoed Mabel. "Why, bashful is no name for it."

"Why don't you encourage him?" queried her friend.

"I have tried," answered Mabel, "but the attempt was a measly failure. Only last night I sat all alone on the sofa and he perched up in a chair as far away as he could get. I asked him if he didn't think it strange that the length of a man's arm was the same as the distance around a woman's waist, and what do you think he did?"

"Just what any sensible man would have done—tried it—I suppose."

"Not any, thank you. He asked if I could find a piece of string so we could measure and see if it was a fact. Ain't he the limit?"

Writing poetry is easy enough; the uneasy part is to get it printed.

The Work Shirt Situation.

At no time during the past twenty-five years has it been so necessary for the retailer to use as much care in the selection of his line of work shirts as when he shall buy his stock for the spring of 1908. Cotton cloth is from 30 to 50 per cent. higher than in previous years, when a good, roomy, serviceable work shirt sold regularly at \$4.50 per dozen and retailed for 50 cents—also labor, cotton thread, buttons, labels, paper boxes, in fact, everything that enters into the manufacture of work shirts, has advanced in like proportion. Unscrupulous manufacturers and jobbers who have no reputation to uphold will, in order to quote old prices, reduce the size of the shirt in width, length, size of arm-hole, width and length of sleeve, omit linings, use poor quality thread, buttons that will break in the wringer and employ thin starchy fabrics of cheap and inferior quality. The retailer handling such a line of work shirts will gradually but surely find his trade drifting away. Too much stress can not be laid on the size of the work shirt as this is its chief qualification. Naturally, work shirts are made of cloth of a coarser texture than higher-priced shirts, therefore are more likely to shrink. A good value work shirt will fit, after washing, at arm-holes and sleeves as well as before and width, length and size across the chest will be right. Also the stitching and construction of the garment should be kept up to the standard, as a work shirt must be strong at all points and should be double stitched and gusseted or tacked at every point of tension.

The temptation to skimp is very strong, as one inch reduction in the width of front and back saves a yard of cloth per dozen; thus, it is obvious that if the length of shirt, size of arm-hole and width and length of sleeves be reduced, sufficient cloth will have been saved to overcome the advance in the cost of the material. The cloth market is now flooded with blue chambrays and other materials which look effective when new, but after the first washing suggest a muddy mixture. The wise merchant will purchase his work shirts for the spring of 1908 from manufacturers who have a reputation, and who have in the past demonstrated their absolute reliability. Representative merchants now concur in the opinion that it is better policy to buy the best grade of work shirts and sell for 60 cents, as a shirt to retail at 50 cents, with a normal profit, is not a dependable shirt to sell.

Even Now.

"Say, old chap, lend me a dollar, will you?"

After complying the lender suddenly has his memory refreshed.

"Look here!" he declared to the borrower, the next moment, "come to think of it I lent you a dollar over a year ago and you never returned it!"

"That was odd."

"What was odd?"

"Dollar No. 1."

"What of it?"

"Well, this is dollar No. 2; that makes it even."



WABASH STRIPE RAILROAD OVERALLS

THE IDEAL CLOTHING CO.

38

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.



DEPENDABLENESS.

The Best Quality a Man Can Possess.

Dependableness, perhaps, is the most prized of all the qualities which promise the young man preferment in life. There are millions of nooks and corners in the world for the mediocre person who has earned for himself the reputation for doing things in calm, sober seriousness that comes of his recognition of his duty. Even the blockhead, who, under all circumstances can be counted upon to be at his post and attempt the best that is in him, has a value in many places where erratic brilliance could not be trusted for a day.

That young man who is entering life has need to consider these statements of fact as the business world has found them. More than ever before there is abroad the idea of the "short cut" to success. Men have made these short cuts and succeeded; men are making them and succeeding. There is a profound impression at large that for one to take the long, painstaking lanes to the goal of an ambition means only the loss of time and effort.

"Look how Smith got on," is a standard form of expression on the part of the young man who has in his mind a remarkable example of the "short cut."

Well, perhaps Smith did get on. It is not known, however, that Jones, Black and Brown didn't fail miserably in trying to imitate him. When you press the young man who would imitate Smith in the short cut, he can not tell you how Smith did it. But he may have a head full of incidents concerning Smith's personality and vagaries while Smith was succeeding!

I know of nothing which may have more of potential harm in it to the average young man's prospects than for that young man to make a study of the personal vagaries of some individual man who has made a success. Some of the most erratic men in the world have succeeded in their lines of effort. In the work of a comparatively few men in comparatively few lines, personal vagaries may have been assets upon which they have realized. In the great majority of cases these men succeeded in spite of their erratic dispositions!

Imitativene s, affectations, "bluff"—all are forms of weakness in the man. They will not pass current long in the world's serious work. When once any form of such weakness is expressed and recognized, the element of dependableness is gone in the person expressing it. That employer, partner, or man in any way called upon to share the responsibilities of such a person always must be under stress of that person's uncertainties in disposition and temperament. One of the commonest and yet most distressing of observations made every

day by the heads of responsible organizations may be epitomized:

"That man Jones is a wonder in his way. Oh, if we only could depend on him all the time!"

Yet there are a hundred young men, perhaps, who are nursing a secret admiration for this man Jones—not an admiration especially for his ability but a sneaking emulation of the weaknesses and foibles which have been his undoing. I recall the experience of a friend of mine with two men in his employ. One of these had his full measure of earnestness. In his work he had one fault as his employer saw it—he nursed some ideals that not always fitted in with his duties. When they did not, this man's conscience forced him to refuse to do the thing desired. It was awkward—it embarrassed the earnest man—but when his earnest refusal was considered he was told that because of that earnestness some one else would take the work off his hands.

But a new man of mistaken ideas discovered this situation. He admired the business weakness of the other. At the first opportunity he, too, refused a task—from another motive—and was discharged on the spot. His shallow egotism was his undoing—an egotism so shallow that when he was undone he could not understand why!

"Thoroughgoing, ardent and sincere earnestness!" What a multitude of minor shortcomings it covers up every day! John A. Howland.

How Not To Sleep.

Don't sleep on your left side, for it causes too great a pressure on the heart.

Don't sleep on your right side, for it interferes with the respiration of that lung.

Don't sleep on your stomach, for that interferes with the respiration of both lungs and makes breathing difficult.

Don't sleep on your back, for this method of getting rest is bad for the nervous system.

Don't sleep in a chair, for your body falls into an unnatural position and you can not get the necessary relaxation.

Don't sleep standing up, for you may topple over and crack your skull.

Don't sleep.

Make Concrete Poles.

The latest of the many uses to which concrete is being put is the making from it of telephone and telegraph poles, and this is of especial importance on account of the scarcity of suitable pine poles. It is claimed that these poles may be used for any purpose for which wood or iron is used, such as trolley poles, block-signal poles, etc.

A skeleton framework of four corrugated iron rods is covered with concrete, the resulting pole being octagonal in shape and tapering gracefully. At the top, mortises are provided for the cross-arms, which are fastened by iron bolts. There are also mortises for the use of linemen in climbing.

Imlay City Delegates To Jackson Convention.

Port Huron, Jan. 10.—The Business Men's Association of Imlay City held a very interesting meeting last Tuesday evening, at which I was present, and elected the following officers:

President—Frank Rathburg.

Vice-President—Geo. Titus.

Secretary—Thomas Taylor.

Treasurer—Joseph Marshall.

Delegates to State convention: Geo. Titus, Chas. Hazeltine, M. J. Haskins, Thos. Taylor, T. T. Crandall and Wm. Muir.

The Association has twenty-five members.

Secretary Green, of the National Retail Grocers' Association, will be with us on the 5th and give an address; also Fred Mason, Ex-Secretary of the National Grocers' Association. Everything points to a large attendance.

On account of the fact that a great many merchants like to plan a little ahead when they go to attend a convention, by making reservations at the hotel at which they intend to stop, a list has been secured of the principal hotels in Jackson, with the rates charged by each, so that in case any readers of these columns care to engage their rooms now for the big convention they will be saved the preliminary trouble of communicating with the hotels in regard to their various rates:

Otsego Hotel, Main and Francis, 200 rooms, \$3 to \$4 per day, with meals.

Hotel Dalton, Main and Francis, 44 rooms, 75 cents to \$1.50 per day, European.

Hotel Ruhl, Main and R. R. Crossing, 60 rooms, \$2 per day, with meals.

Hotel Stowell, Main and Milwaukee, 40 rooms, \$2 per day, with meals.

Hotel Plaza, E. Main, opposite M. C. depot, 10 rooms, \$2 per day, with meals.

American House, E. Main and R. R. Crossing, 50 rooms, \$1 to \$1.25 per day, with meals.

Eagle Hotel, E. Main and R. R. Crossing, 15 rooms, \$1 to \$1.25 per day, with meals.

Blackman Hotel, W. Main, 40 rooms, 50 cents, 75 cents, \$1 for rooms, meals 35 cents.

Raymond, E. Main, 20 rooms, \$1.50 per day, with meals.

Murray Hotel, Jackson and Clinton, 30 rooms, \$1, with meals.

Park Hotel, W. Main, 20 rooms, \$1 to \$1.25, with meals.

J. T. Percival, Sec'y.

A Great Moral Lesson.

The man with the red whiskers had been telling how greatly the money stringency had affected his business, when the gentleman with the white eyebrows observed:

"Yes, we have all been bothered more or less, but there is a great moral lesson in these things."

"I don't see it," said the other. "When money is so darned close that you can't pay your debts and your debtors can't pay you, where is the moral?"

"I will tell you, sir. Take my case, for example. Just before this stringency developed I was going to buy

a half interest in a grocery store for \$500."

"It must have been a small concern."

"It was. After buying we were to water the stock up to \$5,000. An increase of \$4,500 on nothing, you see."

"And then what?"

"We were to unload the thing on my father-in-law at the last named price. Yes, sir, we were going to work a barefaced swindle on him."

"And the stringency stopped you?"

"It did. I couldn't raise the \$500 to buy into the grocery and therefore I have escaped swindling my father-in-law. That's what I counted. We get money panics and other things that retard progress and hurt business for the time being, and we are prone to call them great calamities, but behind them, sir, are great moral lessons intended to benefit mankind. I had to forego my plans, but I am a better man for it, and now, if you feel like paying 25 cents on the dollar for some mining stock that used to sell for 124 I have a small quantity that I would be pleased to transfer to you."

What He Wanted.

A young man, having an impediment in his speech that prevented him from pronouncing certain words plainly, went into a butcher's shop to buy some sliced shoulder. The butcher was unable to understand what his customer wanted and the young man repeated the order several times, much to the amusement of those present.

Finally, becoming indignant at the ill-concealed ridicule, he slapped the butcher on the shoulder and blurted out: "I want some of this but I want it sliced off of the other hog."

A Change.

"He was utterly crushed when his wife died, wasn't he?"

"Seemed so. But he got utterly mashed on a young widow six months later."

You might as well try to get to Europe on a treatise on navigation as to get to heaven on a system of theology.

It may be a little out of your way to

Hotel Livingston

but we went a little out of our way to make our Sunday Dinners the meals "par excellence."

The Herkimer Hotel

Grand Rapids, Michigan

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.

RATES 50c AND UP PER DAY



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 Other members—John D. Muir, Grand Rapids, and Sid A. Erwin, Battle Creek.

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 Executive Committee—J. L. Wallace, Kalamazoo; M. A. Jones, Lansing; Julius Greenthal, Detroit; C. H. Frantz, Bay City, and Owen Raymo, Wayne.

Privileged Pharmacies in Sweden.

By the year 1920 all privileged pharmacies in Sweden will have passed into the hands of the State, and from that date there will only be personal concessions. Both Houses of Parliament, however, have presented to the king a memorandum, praying his consideration with regard to the future aspect of pharmacy (after 1920). The document states that the most important points to be considered are a cheap, good, and easily obtainable supply of medicine, coupled with a system of promotion (from smaller to larger pharmacies) for the members of the profession, guaranteeing an adequate means of livelihood. It will be necessary to open a large number of new pharmacies in country parts, as in some districts the existing conditions are deplorable with regard to the supply of remedies. Consequently many new businesses should be opened to supply the wants of a well-defined area. This stop will, of course, bring a loss to many existing pharmacies, but this might be obviated by the creation of an income regulation fund, to which all more profitable businesses would have to contribute on a fixed basis; this surplus could then be divided among the less-favored pharmacies. Further, it will be necessary to formulate a set of regulations fixing the relative position of employee and owner, the question of the appointment and salary of the former, the age and amount of pension to be granted to owners, and the elaboration of the statutes of the pension institute which is to be founded for the benefit of pharmacists.

Adulterated Turpentine.

Down in Georgia, from where the turpentine comes, the druggists have drawn up a severe indictment against the quality of the turpentine on the market. It seems that the turpentine is all labeled by the manufacturers "for mechanical purposes only," and that druggists are unable to find a pure article to dispense as a drug. The steady rise in the cost of turpentine is a necessary result of the wasteful and extravagant methods which have been pursued by the turpentine producers of the South for the last century. Indeed, it is a matter of surprise and of congratulation

that we have any forests left at all. The diminution of the area of turpentine trees and the absence of any systematic attempt to replace them on an adequate scale furnishes the best possible explanation of this increase in price of turpentine, and gives assurance that the price will continue still further to increase. The scarcity of the oil and the liberal margin of profit which the present price offers to the adulterator makes it reasonable to suppose that adulteration does exist, while the fact that the manufacturer takes refuge in the phrase "for mechanical purposes only," is in itself the best evidence of the truth of the charges brought by the druggists of Georgia. Here is one case in which the food and drugs act has developed some interesting information.

Coloring Bulbs of Incandescent Lamps.

The process generally recommended for coloring incandescent lamp globes is to coat them with a solution of collodion, in which has been dissolved aniline of the desired shade. To "frost" omit the dye. "Frosting" may also be accomplished by means of a solution of alum in water or of white shellac dissolved in wood alcohol.

In using the alum process make a saturated solution of alum in water and dip the globe into this, holding it in a horizontal position while the crystals are forming and the excess of liquid is draining. The drying and cooling processes should be very slow, in order to impart a perfect crystallization to the glass. Repeated dippings and dryings will make a heavier coating of crystals. To make red glass globes color the alum solution with cochineal or logwood. Yellow globes are made by coloring the solution with turmeric; blue by using indigo, and other colors by using Diamond dyes. Another method of frosting globes is by dipping them in a hot solution of Epsom salt, or a hot solution of sal ammoniac. In frosting globes they should be previously polished carefully with a sheet of clean tissue paper to free them from all dust and grease. Randolph Reid.

Is Counter Prescribing Legal?

This practice is illegal in many states and always questionable as a matter of business policy. If a man is not very sick and seems to be in doubt as to which of several remedies he will try, there is no harm helping him come to his own decision and selling him what he wants on his own prescription. If you think there is money or business in counter prescribing, you should take a medical course and do it in the right way.

In your state a law which becomes effective on March 1, 1908, requires ingredients to be stated on label, same as National Law, with addition of cocaine and omission of cocaine and eucaine. (Applies only to proprietary medicines and patent food preparations.) It would be well to consult your local board of health from time to time on matters of this kind. M. Billere.

Formula for a Gasoline Soluble Soap.

Try the following:

Benzol 500 parts
 Gasoline 500 parts
 Soap, best white, shaved 5 parts
 Water, warm, sufficient.

Dissolve the soap in the warm water, using from 50 to 60 parts. Mix the benzol and gasoline, and add the soap solution, a little at a time, shaking up well after each addition. If the mixture is slow in emulsifying, add at one time from 50 to 100 parts of warm water, and shake violently. Set the emulsion aside for a few days, or until it separates, then decant the superfluous water, and pour the residual pasty mass, after stirring it up well, into suitable boxes.

The following is an excellent benzene garment cleaning soap:

Soap, white, shaved 12 parts
 Ammonia water 3 parts
 Boiling water 18 parts

Dissolve the soap in the water and when it cools down somewhat, add to the solution the ammonia water. Pour the solution into a flask of sufficient capacity (or holding about three times as much as the mixture) and add enough water to fill it about three-quarters full. Shake and add, a little at a time, under active agitation, enough benzene to make 100 parts. This constitutes the stock bottle. To make up the mass or paste put a teaspoonful in an 8-ounce bottle and add, a little at a time, with constant agitation, benzene to about fill the bottle. This preparation is a rapid cleaner and does not injure the most delicate colors.

P. W. Lendower.

Some Drawbacks To Early Closing.

You can not do any business with your store shut up. That is a foregone conclusion. Druggists have too long hours and in many cases in the larger towns and cities some of those hours can be spared, but in many other cases to close early means the loss of money that will never be captured otherwise. If a man wants a cigar to-night, one to-morrow morning will not do just as well. Same with a good many other things and especially soda water. If you are in a town that has any summer visitors or that is a resort of any kind, it seems that rather than close up before the day's business ends, one might better employ more help and keep open. There is good money in the late customers and it is worth getting. Think it over before you decide to cut down the working hours of the store. Better employ a relief man and accommodate the people.

Look Out for Salco and Lacto Sal.

Druggists are warned by N. A. R. D. Notes to beware of canvassers exploiting Salco and Lacto Sal. They recently visited Kansas City drug stores, presenting a clipping from a country paper which called for these preparations to be compounded with other simple ingredients after the manner of Kargon Compound and similar goods. Of course, the druggist did not have the "proprietary" which the recipe called for, but when asked by the canvasser if he could

get it, said he could. The article was procured, but the pretended customer never came back.

An examination of the "preparations" by N. A. R. D. experts disclosed the fact that Salco was nothing more than Epsom Salt and Lacto Sal was granulated sugar, but the price of the articles was \$1.35 to \$1.50 an ounce.

Selling Nipples.

Let one nipple of each style carried in stock be kept in a small tray or box, in order that a customer may be allowed to select a desired kind without the clerk being put to the trouble of opening several boxes and putting them away after making the sale. This scheme of displaying many kinds of nipples will obviate the possibility of a customer finding at some other store a more desirable nipple that she "did not know you kept." Joseph F. Hostelley.

The Drug Market.

Opium—Is lower on account of competition among importers.

Morphine—Is unchanged.

Quinine—Is steady.

Cocoa Butter—Is very firm and advancing.

Santonine—Has again declined.

Arnica Flowers—Are scarce and higher.

Quince Seed—Is in small supply and has advanced.

Linseed Oil—Has declined.

Simple Corking Device.

Take a small "riveting" hammer, slip a rubber crutch-tip over the head, and you have a bottle-corking machine which is just as useful to cork one bottle as it is a thousand, and you don't have to move the bottles to the machine, either! Soften the corks by steaming or moistening, and you can pound them in tight with never a broken bottle, chipped neck, or cut hands.

Wrong Delivery a Costly Mistake.

A Waltham, Mass., lady was awarded recently \$520 more than the \$2,000 she asked in her suit against the proprietors of a local store, whom she charged with delivering the wrong medicine at her home, thereby causing her an illness. The jury awarded \$2,520. Her husband, who had brought suit for the loss of his wife's services for illness, was awarded \$580.



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WHOLESALE DRUG PRICE CURRENT

Acidum		Copaiba	1 75@1 85	Scilla Co.	50	Liquor Arseni	10@ 12	Salacin	4 50@4 75	Oils					
Aceticum	6@ 8	Cubebae	2 15@2 25	Tolutan	50	Magnesia, Sulph.	3@ 5	Sanguis Drac's	40@ 50	Whale, winter	bbl gal. 70@ 70				
Benzoleum, Ger.	70@ 75	Erigeron	2 395@2 50	Prunus virg.	50	Mannia, S. F.	45@ 50	Sapo, W	13 1/2@ 16	Lard, extra	85@ 90				
Boracic	17	Evechthitos	1 00@1 10	Tinctures				Sapo, M	10@ 12	Lard, No. 1	60@ 65				
Carbolicum	26@ 29	Gaultheria	2 50@4 00	Anconitum Nap'sR	60	Menthol	2 65@2 85	Sapo, G	@ 15	Linseed pure raw	41@ 44				
Citricum	62@ 65	Geranium	02	Anconitum Nap'sF	50	Morphia, SP&W	3 25@3 50	Seidlitz Mixture	20@ 22	Linseed, boiled	42@ 45				
Hydrochlor	3@ 5	Gossippi Sem gal	70@ 75	Aloes	50	Morphia, SNYQ	3 25@3 50	Sinapis	@ 18	Neat's-foot, w str	65@ 70				
Nitrosum	8@ 10	Hedeoma	3 00@3 50	Arnica	50	Morphia, Mal.	3 25@3 50	Sinapis, opt	@ 30	Spts. Turpentine	Market				
Oxalicum	14@ 15	Junipera	40@1 20	Aloes & Myrrh	60	Moschus Canton.	@ 40	Snuff, Maccaboy.	@ 51	Paints					
Phosphorium, dil.	14@ 15	Lavendula	90@3 60	Asafoetida	50	Myristica, No. 1.	25@ 30	DeVoes	@ 51	Red Venetian	1 1/2@ 2 @3				
Salicylicum	44@ 47	Limons	2 00@2 15	Atrope Belladonna	50	Nux Vomica po 15	@ 10	Snuff, S'h DeVoes	@ 51	Ochre, yel Mars	1 1/2@ 2 @4				
Sulphuricum	1 1/2@ 5	Mentha Piper	1 80@2 00	Aurant Cortex.	50	Os Sepia	35@ 40	Soda, Boras	8 1/2@ 10	Ochre, yel Ber	1 1/2@ 2 @3				
Tannicum	75@ 85	Menta Verid.	3 25@3 35	Benzoin	50	Pepsin Saac, H &	@ 100	Soda, Boras, po	7 1/2@ 10	Putty, commer'l	2 1/2@ 2 1/2@3				
Tartaricum	38@ 40	Myricla	3 00@3 50	Benzoin Co.	50	P D Co	@ 100	Soda et Pot's Tart	25@ 28	Putty, strictly pr	2 1/2@ 2 1/2@3				
Ammonia				Barosma	50	Picis Liq N N 1/2	@ 200	Soda, Carb.	1 1/2@ 2	Vermillion, Prime					
Aqua, 18 deg.	4@ 6	Olive	1 00@3 00	Cantharides	75	Picis Liq qts	@ 100	Soda, Bi-Carb	3@ 5	American	13@ 15				
Aqua, 20 deg.	8@ 8	Picis Liquida	10@ 12	Capsicum	50	Picis Liq pints.	@ 60	Soda, Ash	3 1/2@ 4	Vermillion, Eng.	75@ 80				
Carbonas	13@ 15	Picis Liquida gal.	@ 40	Cardamon	75	Pil Hydrarg po 80	@ 50	Spts. Sulphas	@ 2	Green, Paris	29 1/2@33 1/2				
Chloridum	12@ 14	Ricina	1 06@1 10	Cardamon Co.	75	Piper Nigra po 22	@ 18	Spts. Cologne	@ 2 60	Green, Peninsular	13@ 16				
Aniline				Castor	1 00	Piper Alba po 35	@ 30	Spts, Ether Co.	50@ 55	Lead, red	7 1/2@ 8				
Black	2 00@2 25	Rosmarini	@ 100	Catechu	1 00	Pix Burgum	@ 30	Spts, Myrcia Dom	@ 2 00	Lead, White	7 1/2@ 8				
Brown	80@1 00	Rosae oz.	6 50@7 00	Cinchona	50	Plumbi Acet	12@ 15	Spts, Vini Rect bbl	@ 2	Whiting, white S'n	@ 95				
Red	45@ 50	Succini	40@ 45	Cinchona Co.	60	Pulvis Ip'cet Opil 1	30@1 50	Spts, Vini Rect 1/2 b	@ 2	Whiting Gilders	@ 95				
Yellow	2 50@3 00	Sabina	90@1 00	Cinchona Co.	60	Pyrethrum, bxs H	@ 75	Spts, Vini R't 10 gl	@ 2	White, Paris Am'r	@ 1 25				
Bacca				Columbia	50	& P D Co. doz.	@ 75	Strychnia, Cryst'l 1	10@1 30	Whit'g Paris Eng.	@ 1 40				
Cubebae	28@ 33	Sassafras	90@ 95	Cubebae	50	Pyrethrum, pv.	20@ 25	Sulphur Subl.	2 1/2@ 3 1/2	Shaker Prep'd	1 25@1 35				
Juniperus	8@ 10	Sinapis, ess. oz.	@ 65	Cassia Acutifol	50	Quassia	8@ 10	Sulphur, Roil	2 1/2@ 3 1/2	Varnishes					
Xanthoxylum	30@ 35	Tigil	10@1 20	Cassia Acutifol Co	50	Rhatany	50	Terebenth Venice	28@ 30	No. 1 Turp Coach	1 10 1 20				
Balsamum				Digitalis	50	Rhel	50	Thebromae	55@ 60	Extra Turp	1 60@1 70				
Copaiba	70@ 80	Thyme	40@ 50	Ergot	50	Sanguinaria	50								
Peru	75@2 85	Thyme, opt	@ 1 60	Ferri Chloridum	35	Serpentaria	50								
Terabin, Canada	65@ 70	Theobromas	15@ 20	Gentian	50	Stromonium	60								
Tolutan	40@ 45	Potassium				Tolutan	60								
Cortex				Bi-Carb	15@ 18	Valerian	60								
Abies, Canadian.	18	Bichromate	13@ 15	Chlorate	12@ 15	Veratrum Veride	50								
Cassiae	20	Bromide	20@ 25	Cyanide	30@ 40	Zingiber	60								
Cinchona Flava	18	Carb	12@ 15	Iodide	2 50@2 60	Miscellaneous									
Buonymus atro.	60	Chlorate	12@ 14	Potassa, Bitart pr	30@ 35	Aether, Spts Nit 3f	30@ 35								
Myrica Cerifera.	20	Cyanide	30@ 40	Potass Nitras opt	7@ 10	Aether, Spts Nit 4f	34@ 38								
Prunus Virgin.	15	Iodide	2 50@2 60	Potass Nitras	6@ 8	Alumen, gr'd po 7	3@ 4								
Quillaia, gr'd	12	Potassa, Bitart pr	30@ 35	Prussiate	23@ 26	Annatto	40@50								
Sassafras..po 25	24	Potass Nitras	6@ 8	Sulphate po	15@18	Antimoni, po	4@ 5								
Ulmus	20	Prussiate	23@ 26	Radix								Antimoni et po T	40@ 50		
Extractum				Aconitum	20@ 25	Glycyrrhiza pv 15	16@ 18					Antipyrin	@ 25		
Glycyrrhiza Gla.	24@ 30	Hydrastis, Canad.	@ 2 50	Aithae	30@ 35	Hydrastis, Canad.	@ 2 50					Antifebrin	@ 20		
Glycyrrhiza, po.	28@ 30	Hellebore, Alba.	12@ 15	Anchusa	10@ 12	Hellebore, Alba.	12@ 15					Argenti Nitras oz	@ 5		
Haematox	11@ 12	Inula, po	18@ 22	Arum po	@ 25	Inula, po	18@ 22					Arsenicum	10@ 12		
Haematox, 1s.	13@ 14	Iris, po	10@12	Calamus	20@ 40	Iris, po	10@12					Balm Gilead buds	60@ 65		
Haematox, 1/2s	14@ 15	Iris, plox	35@ 40	Gentiana po 15	12@ 15	Iris, plox	35@ 40					Bismuth S N	2 10@2 25		
Haematox, 1/4s	16@ 17	Jalap, pr	25@ 30	Glycyrrhiza pv 15	16@ 18	Maranta, 1/4s	15@ 18					Calcium Chlor, 1s	@ 9		
Ferru				Hydrastis, Canad.	@ 2 50	Podophyllum po.	15@ 18					Calcium Chlor, 1/2s	@ 10		
Carbonate Precip.	15	Rhel	75@1 00	Hydrastis, Can.	@ 2 60	Rhel	75@1 00					Calcium Chlor, 1/4s	@ 12		
Citrate and Quina	2 00	Rhel, cut	1 00@1 25	Hellebore, Alba.	12@ 15	Rhel, cut	1 00@1 25					Cantharides, Rus.	@ 90		
Citrate Soluble.	55	Rhel, pv	75@1 00	Inula, po	18@ 22	Rhel, pv	75@1 00					Capsici Fruct's af	@ 20		
Ferrocyanidum S	40	Spigella	1 45@1 50	Iris, po	10@12	Spigella	1 45@1 50					Capsici Fruct's po	@ 22		
Solut. Chloride	15	Sanguinari, po 18	@ 15	Jalap, pr	25@ 30	Sanguinari, po 18	@ 15					Cap't Fruct's B po	@ 15		
Sulphate, com'l	2	Serpentaria	50@ 55	Maranta, 1/4s	15@ 18	Serpentaria	50@ 55					Carphyllus	20@ 22		
Sulphate, com'l, by	70	Senega	85@ 90	Podophyllum po.	15@ 18	Senega	85@ 90					Carmine, No. 40	@ 4 25		
bbl. per cwt.	7	Smilax, off's H.	@ 4	Rhel	75@1 00	Smilax, off's H.	@ 4					Cera Alba	50@ 55		
Sulphate, pure	7	Smilax, M	@ 2	Rhel, cut	1 00@1 25	Smilax, M	@ 2					Cera Flava	40@ 42		
Flora				Rhel, pv	75@1 00	Smilax, M	@ 2					Crocus	45@ 50		
Arnica	20@ 25	Scilla po 45	20@ 25	Rhel, pv	75@1 00	Scilla po 45	20@ 25					Cassia Fructus	@ 35		
Anthemis	50@ 60	Symplocarpus	@ 25	Rhel, pv	75@1 00	Symplocarpus	@ 25					Centraria	@ 10		
Matricaria	30@ 35	Valeriana Eng.	@ 25	Rhel, pv	75@1 00	Valeriana Eng.	@ 25					Cataceum	@ 35		
Folia				Rhel, pv	75@1 00	Valeriana, Ger.	15@ 20					Chloroform	34@ 54		
Barosma	40@ 45	Zingiber a	12@ 16	Rhel, pv	75@1 00	Zingiber a	12@ 16					Chloro'm Squibbs	@ 90		
Cassia Acutifol.	15@ 20	Zingiber j	25@ 28	Rhel, pv	75@1 00	Zingiber j	25@ 28					Chloral Hyd Crss 1	35@1 60		
Cassia, Acutifol.	25@ 30	Semen		Rhel, pv	75@1 00	Semen						Chondrus	20@ 25		
Salvia officinalis.	18@ 20	Anisum po 20	@ 16	Rhel, pv	75@1 00	Anisum po 20	@ 16					Cinchonidine P-W	38@ 48		
1/2s and 1/4s	18@ 20	Apium (gravel's)	13@ 15	Rhel, pv	75@1 00	Apium (gravel's)	13@ 15					Cinchonid'e Germ	38@ 48		
Uva Ursi	8@ 10	Blrd, 1s	4@ 6	Rhel, pv	75@1 00	Blrd, 1s	4@ 6					Cocaine	2 70@2 95		
Gummi				Rhel, pv	75@1 00	Carui po 15	14@ 15					Corks list, less 75%	@ 45		
Acacia, 1st pkd.	@ 65	Cardamon	70@ 90	Rhel, pv	75@1 00	Cardamon	70@ 90					Creta	bbl 75		
Acacia, 2nd pkd.	@ 45	Coriandrum	12@ 14	Rhel, pv	75@1 00	Coriandrum	12@ 14					Creta, prep.	@ 5		
Acacia, 3rd pkd.	@ 35	Cannabis Sativa	7@ 8	Rhel, pv	75@1 00	Cannabis Sativa	7@ 8					Creta, precip.	9@ 11		
Acacia, sifted sts.	@ 18	Cydonium	75@1 00	Rhel, pv	75@1 00	Cydonium	75@1 00					Creta, Rubra	@ 8		
Acacia, po.	45@ 65	Chenopodium	25@ 30	Rhel, pv	75@1 00	Chenopodium	25@ 30					Cudbear	@ 24		
Aloe Barb	22@ 25	Dipterix Odorate.	80@1 00	Rhel, pv	75@1 00	Dipterix Odorate.	80@1 00					Cupri Sulph	8 1/2@ 12		
Aloe, Cape	22@ 25	Foeniculum	@ 18	Rhel, pv	75@1 00	Foeniculum	@ 18					Dextrine	7@ 10		
Aloe, Socotri	@ 45	Foenugreek, po.	7@ 9	Rhel, pv	75@1 00	Foenugreek, po.	7@ 9					Emery, all Nos.	@ 8		
Ammoniac	55@ 60	Lini	4@ 6	Rhel, pv	75@1 00	Lini	4@ 6					Emery, po	@ 6		
Asafoetida	35@ 40	Lini, gr'd bbl 2 1/2	3@ 6	Rhel, pv	75@1 00	Lini, gr'd bbl 2 1/2	3@ 6					Ergota..po 65	60@ 65		
Benzoinum	50@ 55	Lobelia	75@ 80	Rhel, pv	75@1 00	Lobelia	75@ 80					Ether Sulph	35@ 40		
Catechu, 1s	@ 13	Pharlaris Cana'n	9@ 10	Rhel, pv	75@1 00	Pharlaris Cana'n	9@ 10					Flake White	12@ 15		
Catechu, 1/2s	@ 14	Rapa	5@ 6	Rhel, pv	75@1 00	Rapa	5@ 6					Galla	@ 30		
Catechu, 1/4s	@ 16	Sinapis Alba	8 10	Rhel, pv	75@1 00	Sinapis Alba	8 10					Gambler	8@ 9		
Comphorae	92@1 05	Sinapis Nigra	9@ 10	Rhel, pv	75@1 00	Sinapis Nigra	9@ 10					Gelatin, Cooper.	@ 60		
Euphorbium	@ 40	Spiritus		Rhel, pv	75@1 00	Spiritus						Gelatin, French.	35@ 60		
Galbanum	@ 100	Frumentum W D. 2	00@2 50	Rhel, pv	75@1 00	Frumentum W D. 2	00@2 50					Glassware, fit boo	75%		
Gamboge..po.1	25@1 35	Frumentum	1 25@1 50	Rhel, pv	75@1 00	Frumentum	1 25@1 50					Less than box 70%			
Gaulacum..po 35	@ 35	Juniperis Co O T 1	65@2 00	Rhel, pv	75@1 00	Juniperis Co O T 1	65@2 00					Glue, brown	11@ 13		
Kino.....po 45c	@ 45	Juniperis Co.	1 75@3 50	Rhel, pv	75@1 00	Juniperis Co.	1 75@3 50					Glue white	15@ 25		
Mastic	@ 75	Saccharum N E 1	90@2 10	Rhel, pv	75@1 00	Saccharum N E 1	90@2 10					Glycerina	18@ 25		
Myrrh.....po 50	@ 45	Spt Vini Galli	1 75@6 50	Rhel, pv	75@1 00	Spt Vini Galli	1 75@6 50	Grana Paradisi.	@ 25						
Opium.....5	40@50	Vini Oporto	1 25@2 00	Rhel, pv	75@1 00	Vini Oporto	1 25@2 00	Humulus	35@ 60						
Shellac	45@ 55	Vini Alba	1 25@2 00	Rhel, pv	75@1 00	Vini Alba	1 25@2 00	Hydrarg Ch...Mt	@ 9						
Shellac, bleached	60@ 65	Sponges		Rhel, pv	75@1 00	Sponges		Hydrarg Ch Cor.	@ 90						
Tragacanth	70@1 00	Florida sheeps' wool	carriage 3 00@3 50	Rhel, pv	75@1 00	Florida sheeps' wool	carriage 3 00@3 50	Hydrarg Ox Ru'm	@1 00						
Herba				Nassau sheeps' wool	carriage 3 50@3 75	Nassau sheeps' wool	carriage 3 50@3 75	Hydrarg Ammo'l	@1 15						
Absinthium	45@ 60	Velvet extra sheeps'	wool, carriage @ 2 00	Velvet extra sheeps'	wool, carriage @ 2 00	Velvet extra sheeps'	wool, carriage @ 2 00	Hydrarg Ungue'm	50@ 60						
Eupatorium oz pk	20	Extra yellow sheeps'	wool carriage @ 1 25	Extra yellow sheeps'	wool carriage @ 1 25	Extra yellow sheeps'	wool carriage @ 1 25	Hydrargyrum	@ 80						
Lobelia.....oz pk	25	Grass sheeps' wool,	carriage @ 1 25	Grass sheeps' wool,	carriage @ 1 25	Grass sheeps' wool,	carriage @ 1 25	Ichthyobolla, Am.	90@1 00						
Majorium.....oz pk	28	Hard, slate use.	@ 1 00	Hard, slate use.	@ 1 00	Hard, slate use.	@ 1 00	Indigo	75@1 00						
Mentha Pip. oz pk	23	Yellow Reef, for	slate use @ 1 40	Yellow Reef, for	slate use @ 1 40	Yellow Reef, for	slate use @ 1 40	Iodine, Resubli	3 85@3 90						
Mentha Ver. oz pk	25	Syrups		Syrups		Syrups		Iodoform	3 90@4 00						
Rue.....oz pk	39	Acacia	@ 50	Auranti Cortex.	@ 50	Acacia	@ 50	Lupulin	@ 40						
Tanacetum..V.	22	Auranti Cortex.	@ 50	Bergamoti	4 50@ 75	Auranti Cortex.	@ 50	Lycopodium	70@ 75						
Thymus V. oz pk	25	Bergamoti	4 50@ 75	Cajiputi	85@ 90	Bergamoti	4 50@ 75	Macis	65@ 70						
Magnesia				Caryophilli	1 15@1 25	Cajiputi	85@ 90								
Calcined, Pat.	55@ 60	Cedar	50@ 90	Chenopadii	3 75@4 00	Cedar	50@ 90								
Carbonate, Pat.	18@ 20	Chenopadii	3 75@4 00	Cinnamoni	2 00@2 10	Chenopadii	3 75@4 00								
Carbonate, K-M.	18@ 20	Cinnamoni	2 00@2 10	Citronella	50@ 60	Cinnamoni	2 00@2 10								
Carbonate	18@ 20	Citronella	50@ 60	Conium Mac	80@ 90	Citronella	50@ 60								
Oleum				Conium Mac	80@ 90	Conium Mac	80@ 90								
Absinthium	4 90@5 00	Syrups		Syrups		Syrups									
Amygdalae Dulc.	75@ 85	Acacia	@ 50	Auranti Cortex.	@ 50	Amygdalae Dulc.	75@ 85								
Amygdalae, Ama 8	00@3 25	Auranti Cortex.	@ 50	Bergamoti	4 50@ 75	Amygdalae, Ama 8	00@3 25								
Anisi	1 90@2 00	Bergamoti	4 50@ 75	Cajiputi	85@ 90	Anisi	1 90@2 00								
Auranti Cortex.	2 75@2 85	Cajiputi	85@ 90	Caryophilli	1 15@1 25	Auranti Cortex.	2 75@2 85								
Bergamoti	4 50@ 75	Caryophilli	1 15@1 25	Chenopadii	3 75@4 00	Bergamoti	4 50@ 75								
Cajiputi	85@ 90	Chenopadii	3 75@4 00	Cinnamoni	2 00@2 10	Cajiputi	85@ 90								
Caryophilli	1 15@1 25	Cinnamoni	2 00@2 10	Citronella	50@ 60	Caryophilli	1 15@1 25								
Cedar	50@ 90	Citronella	50@ 60	Conium Mac	80@ 90	Cedar	50@ 90								
Chenopadii	3 75@4 00	Conium Mac	80@ 90												
Cinnamoni	2 00@2 10	Syrups										Syrups		Syrups	
Citronella	50@ 60	Acacia	@ 50									Auranti Cortex.	@ 50	Citronella	50@ 60
Conium Mac	80@ 90	Auranti Cortex.	@ 50									Bergamoti	4 50@ 75		

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED		DECLINED	
Index to Markets		Index to Markets	
By Columns		By Columns	
A		B	
Ammonia	1	Baked Beans	1
Axle Grease	1	Bath Brick	1
B		Bluing	1
Baked Beans	1	Brooms	1
Bath Brick	1	Brushes	1
Bluing	1	Butter Color	1
Brooms	1	C	
Brushes	1	Candies	1
Butter Color	1	Canned Goods	1
C		Carbon Oils	1
Candies	1	Catnap	1
Canned Goods	1	Cereals	1
Carbon Oils	1	Cheese	1
Catnap	1	Chewing Gum	1
Cereals	1	Chicory	1
Cheese	1	Chocolate	1
Chewing Gum	1	Clothes Lines	1
Chicory	1	Cocoa	1
Chocolate	1	Cocoa Beans	1
Clothes Lines	1	Cocoa Shells	1
Cocoa	1	Coffee	1
Cocoa Beans	1	Confections	1
Cocoa Shells	1	Crackers	1
Coffee	1	Cream Tartar	1
Confections	1	D	
Crackers	1	Dried Fruits	1
Cream Tartar	1	F	
D		Farinaceous Goods	1
Dried Fruits	1	Fish and Oysters	1
F		Fishing Tackle	1
Farinaceous Goods	1	Flavoring Extracts	1
Fish and Oysters	1	Fresh Meats	1
Fishing Tackle	1	G	
Flavoring Extracts	1	Gelatine	1
Fresh Meats	1	Grain Bags	1
G		Grains and Flour	1
Gelatine	1	H	
Grain Bags	1	Herbs	1
Grains and Flour	1	Hides and Pelts	1
H		I	
Herbs	1	Iced	1
Hides and Pelts	1	J	
I		Licorice	1
Iced	1	M	
J		Matches	1
Licorice	1	Meat Extracts	1
M		Mince Meat	1
Matches	1	Molasses	1
Meat Extracts	1	Mustard	1
Mince Meat	1	N	
Molasses	1	Nuts	1
Mustard	1	O	
N		Olives	1
Nuts	1	P	
O		Pipes	1
Olives	1	Pickles	1
P		Playing Cards	1
Pipes	1	Potash	1
Pickles	1	Provisions	1
Playing Cards	1	R	
Potash	1	Rice	1
Provisions	1	S	
R		Salad Dressing	1
Rice	1	Saleratus	1
S		Salt Soda	1
Salad Dressing	1	Salt	1
Saleratus	1	Salt Fish	1
Salt Soda	1	Seeds	1
Salt	1	Shoe Blacking	1
Salt Fish	1	Soap	1
Seeds	1	Soda	1
Shoe Blacking	1	Soups	1
Soap	1	Spices	1
Soda	1	Starch	1
Soups	1	Syrups	1
Spices	1	T	
Starch	1	Tea	1
Syrups	1	Tobacco	1
T		Twine	1
Tea	1	V	
Tobacco	1	Vinegar	1
Twine	1	W	
V		Wicking	1
Vinegar	1	Woodenware	1
W		Wrapping Paper	1
Wicking	1	Y	
Woodenware	1	Yeast Cake	1
Wrapping Paper	1	Y	
Yeast Cake	1	Y	

3

4

5

Emblem	@15	Cocoa Bar	10	Raisins	
Gem	@15 1/2	Cocoa Drops	12	London Layers	25
Ideal	@16	Cocoa Honey Cake	12	Cluster, 5 crown	3 25
Jersey	@15	Cocoa Hon. Fingers	12	Loose Muscatels, 2 cr	
Riverside	@15	Cocoanut Macaroons	18	Loose Muscatels, 3 cr	8 1/2
Springdale	@16 1/2	Dandelion	10	Loose Muscatels, 4 cr	9
Warner's	@15	Dixie Sugar Cookie	9	L. M. Seeded 1lb. 9 3/4 @10 1/2	
Brick	@18	Frosted Cream	8	Sultanas, bulk	
Leiden	@15	Frosted Honey Cake	12	Sultanas, package	
Limburger	@18	Fluted Cocoanut Bar	10	FARINACEOUS GOODS	
Pineapple	40	Fruit Tarts	12	Beans	
Sap Sago	@22	Ginger Gems	8	Dried Lima	7
Swiss, domestic	@16	Graham Crackers	8	Med. Hd. Pkd.	2 45
Swiss, imported	@20	Ginger Nuts	10	Brown Holland	
CHEWING GUM		Ginger Snaps N. B. C.	7	Farina	
American Flag Spruce	55	Hippodrome Bar	10	24 1 lb. packages	1 50
Beeman's Pepsin	55	Honey Cake, N. B. C.	12	Bulk, per 100 lbs.	3 50
Adams Pepsin	55	Honey Fingers, As. Ice	12	Hominy	
Best Pepsin	45	Honey Jumbles	12	Flake, 50lb. sack	1 00
Black Jack	55	Household Cookies	8	Pearl, 200lb. sack	4 00
Largest Gum Made	55	Household Cookies Iced	8	Pearl, 100lb. sack	2 00
Sen Sen	55	Iced Honey Crumpets	10	Maccaroni and Vermicelli	
Sen Sen Breath Perf	55	Imperial	8	Domestic, 10lb. box	60
Long Tom	55	Iced Honey Flake	12 1/2	Imported, 25lb. box	2 50
Yucatan	55	Iced Honey Jumbles	12	Pearl Barley	
CHICORY		Island Picnic	11	Common	4 65
Bulk		Jersey Lunch	8	Chester	4 75
Red		Kream Klips	20	Empire	5 30
Eagle	5	Lem Yem	11	Peas	
Frank's	7	Lemon Gems	10	Green, Wisconsin, bu.	2 35
Schener's	6	Lemon Biscuit, Square	8	Green, Scotch, bu.	2 45
CHOCOLATE		Lemon Wafer	16	Split, lb.	04
Walter Baker & Co's		Lemon Cookie	8	Sago	
German Sweet	26	Mary Ann	11	East India	6 1/2
Premium	38	Marshall Walnuts	16	German, sacks	7
Caracas	31	Mariner	11	German, broken pkg.	
Walter M. Lowney Co.		Molasses Cakes	8	Tapoca	
Premium, 1/4s	36	Mohican	11	Flake, 110 lb. sacks	7
Premium, 1/2s	36	Mixed Picnic	11 1/2	Pearl, 130 lb. sacks	6 1/2
COCOA		Nabob Jumble	14	Pearl, 24 lb. pkgs.	7 1/2
Baker's	35	Newton	12	FLAVORING EXTRACTS	
Cleveland	41	Nic Nacs	8	Foot & Jenks	
Colonial, 1/4s	41	Oatmeal Crackers	8	Coleman brand Van. Lem.	
Colonial, 1/2s	33	Orange Gems	8	2 oz.	1 20 75
Epps	42	Oval Sugar Cakes	8	4 oz.	2 00 1 75
Huylar	45	Penny Cakes, Assorted	8	8 oz.	4 00 3 00
Lowney, 1/4s	40	Pretzels, Hand Md.	8	Jaxon brand Van. Lem.	
Lowney, 1/2s	39	Pretzettes, Mac. Md.	7 1/2	2 oz.	2 00 1 25
Lowney, 1s	38	Raisin Cookies	8	4 oz.	4 00 2 40
Van Houten, 1/4s	20	Revere, Assorted	14	8 oz.	8 00 4 50
Van Houten, 1/2s	20	Rube	12	Jennings D. C. Brand	
Van Houten, 1s	40	Scalloped Gems	10	Terpeness Ext. Lemon	
Webb	35	Scotch Cookies	10	Dox.	
Wilbur, 1/4s	39	Snow Creams	16	No. 2 Panel	75
Wilbur, 1/2s	39	Spiced honey nuts	12	No. 4 Panel	1 50
COCOANUT		Sugar Fingers	12	No. 6 Panel	2 00
Dunham's 1/4s & 1/2s	26 1/2	Sugar Gems	08	Toper Panel	1 50
Dunham's 1/2s	27	Sultana Fruit Biscuit	16	2 oz. Full Meas.	1 25
Dunham's 1/4s	28	Spiced Gingers	9	4 oz. Full Meas.	2 00
Bulk	12	Spiced Gingers Iced	10	Jennings D. C. Brand	
COCOANUT SHELLS		Sugar Squares, large or small	8	Extract Vanilla	
20lb. bags	4	Superba	8	Dox.	
Less quantity	4	Sponge Lady Fingers	25	No. 2 Panel	1 25
Pound packages	4	Sugar Crimp	8	No. 4 Panel	2 00
COFFEE		Sylvan cookie	12	No. 6 Panel	3 50
Rio		Vanilla Wafers	16	Taper Panel	2 00
Common	13 1/2	Waverly	8	1 oz. Full Meas.	85
Fair	14 1/2	Zanzibar	9	2 oz. Full Meas.	1 80
Choice	16 1/2	In-er Seal Goods		4 oz. Full Meas.	3 50
Fancy	20	Albert Biscuit	1 00	No. 2 Assorted Flavors	1 00
Santos		Animals	1 00	GRAIN BAGS	
Common	13 1/2	Butter Thin Biscuit	1 00	Amoskeag, 100 lb. bale	19
Fair	14 1/2	Butter Wafers	1 00	Amoskeag, less than 100 lb	19 1/2
Choice	16 1/2	Cheese Sandwich	1 00	GRAIN AND FLOUR	
Fancy	19	Cocoanut Dainties	1 00	Wheat	
Peaberry	19	Faust Oyster	1 00	New No. 1 White	98
Maracaibo		Fig Newton	1 00	New No. 2 Red	99
Fair	16	Five O'clock Tea	1 00	Local Brands	
Choice	19	Frotana	1 00	Patents	5 60
Mexican		Ginger Snaps, N. B. C.	1 00	Second Patents	5 40
Choice	16 1/2	Graham Crackers	1 00	Straight	5 10
Fancy	19	Lemon Snap	50	Second Straight	4 75
Guatemala		Oatmeal Crackers	1 00	Clear	4 10
Choice	15	Oysterettes	50	Subject to usual cash discount.	
Java		Old Time Sugar Cook.	1 00	Flour in barrels, 25c per barrel additional.	
African	12	Pretzettes, Hd Md.	1 00	Worden Grocer Co's Brand	
African African	17	Royal Toast	1 00	Quaker, paper	5 10
O. G.	25	Saltine	1 00	Quaker, cloth	5 30
P. G.	31	Saratoga Flakes	1 50	Wykes & Co.	
Mocha		Social Tea Biscuit	1 00	Eclipse	5 00
Arabian	21	Soda, N. B. C.	1 00	Kansas Hard Wheat Flour	
Package		Soda, Select	1 00	Judson Grocer Co.	
New York Basis		Sultana Fruit Biscuit	1 50	Fanchon, 1/4s cloth	5 90
Arbuckle	16 00	Unedea Biscuit	50	Grand Rapids Grain & Milling Co. Brands	
Dilworth	14 75	Unedea Jinger Wayfer	1 00	Wizard, assorted	5 00
Jersey	15 00	Unedea Milk Biscuit	50	Graham	4 50
Lion	14 50	Vanilla Wafers	1 00	Buckwheat	5 25
McLaughlin's XXXX		Water Thin	1 00	Rye	4 90
retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.		Zu Zu Ginger Snaps	50	Spring Wheat Flour	
Extract		Zwieback	1 00	Roy Baker's Brand	
Holland, 1/2 gro boxes	95	Holland Rusk		Golden Horn, family	6 00
Felix, 1/2 gross	1 15	36 packages	2 90	Golden Horn, baker's	5 90
Hummel's foil, 1/2 gro.	85	40 packages	3 20	Wisconsin Rye	5 00
Hummel's tin, 1/2 gro.	1 43	60 packages	4 75	Judson Grocer Co's Brand	
CRACKERS		CREAM TARTAR		Ceresota, 1/4s	6 70
National Biscuit Company		Barrels or drums	25	Ceresota, 1/2s	6 60
Brand		Boxes	30	Ceresota, 1/4s	6 50
Butter		Square cans	32	Lemon & Wheeler's Brand	
Seymour, Round	6	Fancy caddies	35	Wingold, 1/4s	6 45
N. B. C. Soda	6	DRIED FRUITS		Wingold, 1/2s	6 35
Select Soda	8	Apples		Wingold, 1/4s	6 25
Saratoga Flakes	13	Evaporated	10 @11	Pillsbury's Brand	
Zephyrette	13	California	22 @24	Best, 1/4s cloth	6 40
Oyster		California Prunes		Best, 1/2s cloth	6 30
N. B. C. Round	6	100-125 25lb. boxes	@ 6	Best, 1/4s cloth	6 20
Gem	06	90-100 25lb. boxes	@ 6	Best, 1/2s paper	6 20
Faust, Shell	7 1/2	80-90 25lb. boxes	@ 7 1/2	Best, 1/4s paper	6 20
Sweet Goods.		70-80 25lb. boxes	@ 7 1/2	Best, wood	6 40
Boxes and cans		60-70 25lb. boxes	@ 8	Worden Grocer Co's Brand	
Atlantic, Assorted	10	40-50 25lb. boxes	@ 8 1/2	Laurel, 1/4s cloth	6 20
Brittle	11	30-40 25lb. boxes	@ 10	Laurel, 1/2s & 1/4s paper	6 00
Cartwheels	8	Citron		Laurel, 1/4s	5 90
Cassia cookie	9	Corsican	@22	Wykes & Co.	
Currant Fruit Biscuit	10	Imp'd 1 lb. pkg.	@ 8 1/2	Sleepy Eye 1/4s cloth	6 00
Cracknels	16	Imported bulk	@ 8 1/2	Sleepy Eye, 1/2s cloth	5 90
Coffee Cake, pl. or iced	16	Peel		Sleepy Eye, 1/4s cloth	5 80
Cocoanut Taffy Bar	12	Lemon American	15	Sleepy Eye, 1/2s paper	5 80
		Orange American	14		

6	7	8	9	10	11
Meal 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 26 00 Cow Feed 25 50 Middlings 27 00 Gluten Feed 29 00 Dairy Feeds Wykes & Co. O P Linseed Meal 31 60 Cottonseed Meal 29 50 Gluten Feed 28 00 Malt Sprouts 24 00 Brewers Grains 28 00 Molasses Feed 26 00 Hammond Dairy Feed 25 00 Oats Michigan carlots 55 Less than carlots 56 Corn Carlots 65 Less than carlots 64 Hay No. 1 timothy car lots 15 00 No. 1 timothy ton lots 16 00 HERBS Sage 15 Hops 15 Laurel Leaves 25 Senna Leaves 25 HORSE RADISH Per doz. 90 JELLY 5 lb. pails, per doz. 2 35 15 lb. pails, per pail 90 30 lb. pails, per pail 90 LICORICE Pure 30 Calabria 23 Sicily 14 Root 11 MATCHES C. D. Crittenden Co. Noiseless Tip .450/4 70 MEAT EXTRACTS Armour's, 2 oz. 4 45 Armour's, 4 oz. 8 20 Liebig's Chicago, 2 oz. 2 25 Liebig's Chicago, 4 oz. 5 50 Liebig's Imported, 2 oz. 4 55 Liebig's Imported, 4 oz. 8 50 MOLASSES New Orleans Rancy Open Kettle 40 Choice 35 Fair 26 Good 22 Half barrels 2c extra MINCE MEAT Per case 2 90 MUSTARD 1/4 lb., 6 lb. box 18 OLIVES Bulk, 1 gal. kegs 1 65 Bulk, 2 gal. kegs 1 60 Bulk, 5 gal. kegs 1 55 Manzanilla, 3 oz. 90 Queen, pints 2 50 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 90 Stuffed, 3 oz. 1 45 Stuffed, 10 oz. 2 40 PIPES Clay, No. 216 per box 1 25 Clay, T. D., full count 60 Cob 90 PICKLES Medium Barrels, 1,200 count 9 00 Half bbls., 600 count 5 00 Small Half bbls., 1,200 count 5 7. PLAYING CARDS No. 9 Steamboat 85 No. 15, Rival, assorted 1 25 No. 20 Rover enameled 1 50 No. 572, Special 1 75 No. 98 Golf, satin finish 2 00 No. 808 Bicycle 2 00 No. 632 Tourist whist. 2 25 POTASH 48 cans in case Babbitt's 4 00 PROVISIONS Barreled Pork Mess 13 00 Clear Back 16 50 Short Cut 16 00 Short Cut Clear 16 00 Bean 13 50 Brisket, Clear 17 00 Pig 19 00 Clear Family 14 00 Dry Salt Meats S. P. Bellies 10 Bellies 10 Extra Shorts 9 Smoked Meats Hams, 12 lb. average. 10 Hams, 14 lb. average. 10 Hams, 16 lb. average. 10 Hams, 18 lb. average. 10 Skinned Hams 10 Ham, dried beef sets. 15 California Hams 8 1/2 Picnic Boiled Hams. 13 1/2 Boiled Ham 16 1/4 Berlin Ham, pressed 9 Mince Ham 9 Bacon 12 1/2 @ 14 Lard Compound 7 1/2 Pure in tierces 9 1/2 80 lb. tubs advance 1/2 60 lb. tubs advance 1/2 50 lb. tins advance 1/2 20 lb. pails advance 1/2 10 lb. pails advance 1/2 5 lb. pails advance 1 1 lb. pails advance 1	Sausages Bologna 7 Liver 7 Frankfort 9 Pork 9 Veal 7 Tongue 7 Headcheese 7 Beef Extra Mess 9 75 Boneless 13 50 Rump, new 14 00 Pig's Feet 1/4 bbls. 1 20 1/2 bbls., 40 lbs. 2 00 1/2 bbls. 3 1 bbl. 9 00 Tripe Kits, 15 lbs. 70 1/4 bbls., 40 lbs. 1 50 1/2 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 30 Beef, rounds, set 16 Beef middles, set. 40 Sheep, per bundle 90 Uncolored Butterine Solid dairy 10 @ 12 Country Rolls 10 1/2 @ 16 1/2 Canned Meats Corned beef, 2 lb. 2 40 Corned beef, 1 lb. 1 35 Roast beef, 2 lb. 2 40 Roast beef, 1 lb. 1 30 Potted ham, 1/4 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 RICE Fancy 7 @ 7 1/2 Japan 5 1/2 @ 6 1/2 Broken 4 @ 4 SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box. Arm and Hammer 3 15 Deland's 3 00 Dwight's Cow 3 15 Emblem 2 10 L. P. 3 00 Wyandotte, 100 1/4 s 3 00 SAL SODA Granulated, bbls. 85 Granulated, 100lb. cs. 1 00 Lump, bbls. 80 Lump, 145lb. kegs 95 SALT Common Grades 100 3 lb. sacks 2 10 60 5 lb. sacks 2 00 28 10 1/2 lb. sacks 1 90 28 10 1/2 lb. sacks 1 90 56 lb. sacks 30 28 lb. sacks 15 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56 lb. sacks 24 Common Granulated, fine 80 Medium, fine 85 SALT FISH Cod Large whole @ 7 Small whole @ 6 1/2 Strips or bricks 7 1/2 @ 10 1/2 Pollock @ 5 Halibut Strips 13 Chunks 13 Holland Herring White Hoop, bbls. 11 00 White Hoop, 1/2 bbls. 6 00 White Hoop, keg 65 @ 75 White Hoop mchs. 85 Norwegian Round, 100 lbs. 3 75 Round, 40 lbs. 1 75 Scaled 12 Trout No. 1, 100lbs. 7 50 No. 1, 40lbs. 3 25 No. 1, 10lbs. 90 No. 1, 8lbs. 75 Mackerel Mess, 100lbs. 15 00 Mess, 40lbs. 6 20 Mess, 10lbs. 1 65 Mess, 8lbs. 1 35 No. 1, 100lbs. 14 00 No. 1, 40lbs. 5 60 No. 1, 10lbs. 1 65 No. 1, 8lbs. 1 35 Whitefish No. 1, No. 2 Fam 100lb. 9 75 4 50 50lb. 5 25 2 40 10lb. 1 12 60 8lb. 92 50 SEEDS Anise 10 Canary, Smyrna 4 1/2 Caraway 10 Cardamom, Malabar 1 00 Celery 15 Hemp, Russian 4 1/2 Mixed Bird 4 Mustard, white 10 Poppy 9 Rape 6 SHOE BLACKING Handy Box, large, 3 dz 50 Handy Box, small 1 25 Bixby's Royal Polish 85 Miller's Crown Polish. 85	SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rappie in jars. 43 SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond, 50 8 oz 2 80 Dusky D'nd, 100 6 oz. 3 80 Jap Rose, 50 bars 3 75 Savon Imperial 3 50 White Russian 3 50 Dome, oval bars 3 50 Satinet, oval 2 15 Snowberry, 100 cakes 4 00 Proctor & Gamble Co. Lenox 3 50 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 50 LAUTZ BROS. & CO. Acme, 70 bars 3 60 Acme, 30 bars 4 00 Acme, 25 bars 4 00 Acme, 100 cakes 3 50 Big Master, 70 bars 2 90 Big Master, 100 bars 3 50 Marseilles, 100 cakes 5 86 Marseilles, 100 cakes 5c 4 06 Marseilles, 100 ck toilet 2 10 A. B. Wrisley Good Cheer 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large 4 50 Gold Dust, 100-5c 4 00 Kirkline, 24 4lb. 3 80 Pearline 3 75 Soapine 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gro lots 4 50 Sapolio, single boxes 2 25 Sapolio, hand 2 25 Scourine Manufacturing Co. Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/4 SOUPS Columbia 3 00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyna 25 Cloves, Zanzibar 20 Mace 55 Nutmegs, 75-80 35 Nutmegs, 105-10 25 Nutmegs, 115-20 20 Pepper, Singapore, blk. 15 Pepper, Singp. white. 25 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Canton 55 Cloves, Zanzibar 24 Ginger, African 15 Ginger, Cochin 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 15 Pepper, Singp. white. 25 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 1lb. packages 4 1/4 @ 5 3lb. packages 12 1/2 @ 15 6lb. packages 25 @ 30 40 and 50lb. boxes 3 1/2 @ 3 3/4 Barrels 3 3/4 @ 3 5/8 Common Corn 20lb. packages 5 40lb. packages 4 1/4 @ 7 SYRUPS Corn Barrels 29 Half Barrels 31 20lb. cans 1/4 dz. in cs. 2 00 10lb. cans 1/4 dz. in cs. 1 95 5lb. cans 2 dz. in cs. 2 00 2 1/2 lb. cans 2 dz. in cs. 2 10 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan 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 33 Basket-fired, fancy 43 Nibs 22 @ 24 Siftings 9 @ 11 Fannings 13 @ 14	Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kyo 35 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 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 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5lb. 27 I X L, 16 oz. pails 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 21 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1lb. pails 40 Cream 38 Corn Cake, 2 1/2 oz. 25 Corn Cake, 1lb. 22 Plover Boy, 1 1/2 oz. 39 Plover Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 39 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 TWINE Cotton, 3 ply 26 Cotton, 4 ply 26 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium N 24 Wool, 1 lb. balls 10 VINEGAR Malt White, Wine, 40 gr 9 Malt White, Wine 80 gr 12 1/2 Pure Cider, B & B 15 Pure Cider, Robinson 15 Pure Cider, Silver 15 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels 1 00 Bushels, wide band 1 25 Market 40 Splint, large 3 50 Splint, medium 3 00 Splint, small 2 75 Willow, Clothes, large 8 25 Willow, Clothes, me'm 7 25 Willow, Clothes, small 6 25 Bradley Butter Boxes 2lb. size, 24 in case. 72 3lb. size, 16 in case. 68 5lb. size, 12 in case. 63 10lb. size, 6 in case. 60 Butter Plates No. 1 Oval, 250 in crate 35 No. 2 Oval, 250 in crate 40 No. 3 Oval, 250 in crate 45 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 Barrel, 15 gal., each 2 70	Clothes Pins Round head, 5 gross bx 55 Round head, cartons. 70 Egg Crates and Fillers. Humpty Dumpty, 12 doz. 20 No. 1 complete 40 No. 2 complete 28 Case No. 2 fillers 15 sets 1 35 Case, mediums, 12 sets 1 15 Faucets Cork lined, 8 in. 70 Cork lined, 9 in. 80 Cork lined, 10 in. 90 Mop Sticks Trojan spring 90 Eclipse patent spring. 85 No. 1 common 80 No. 2 pat. brush holder 85 12lb. cotton mop heads 1 85 Ideal No. 7 85 Pails 2-hoop Standard 2 15 3-hoop Standard 2 35 2-wire, Cable 2 25 3-wire, Cable 2 45 Cedar, air red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes. 65 Rat, wood 80 Rat, spring 75 Tubs 20-in. Standard, No. 1 8 75 20-in. Standard, No. 2 7 75 20-in. Standard, No. 3 6 75 20-in. Cable No. 1 25 20-in. Cable No. 2 25 20-in. Cable No. 3 25 No. 1 Fibre 11 75 No. 2 Fibre 10 25 No. 3 Fibre 9 50 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 4 25 Single Peerless 3 60 Northern Queen 3 50 Double Duplex 3 00 Good Luck 2 75 Universal 3 65 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 13 in. Butter 1 25 15 in. Butter 2 25 17 in. Butter 3 75 19 in. Butter 5 00 Assorted, 13-15-17 2 30 Assorted, 15-17-19 3 25 WRAPPING PAPER Common straw 1 1/4 Fibre Manila, white. 2 1/4 Fibre Manila, colored. 4 No. 1 Manila 3 Cream Manila 3 Butcher's Manila 2 1/4 Wax Butter, short cut. 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Per lb. Whitefish, Jumbo 20 Whitefish, No. 1 15 Trout 12 Halibut 13 Ciscos or Herring 8 Bluefish 15 Live Lobster 32 Boiled Lobster 34 Cod 12 Haddock 8 Pike 12 1/2 Pike 9 Perch, dressed 9 Smoked, White 13 1/2 Red Snapper 11 1/2 Chinook Salmon 16 Mackerel 22 Finnan Haddie 13 1/2 Roe Haddie, each 1 50 Shad Roe, each 75 HIDES AND PELTS 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 Pelts Old Wood @ 20 Lamb 50 @ 80 Shearings 40 @ 80 Tallow No. 1 @ 4 No. 2 @ 3 Wool Unwashed, med. @ 18 Unwashed, fine @ 14	CONFECTIONS Stick Candy Pails Standard 8 1/2 Standard H H 8 1/2 Standard Twist 9 Cases Jumbo, 32 lb. 8 1/2 Extra H H 10 Boston Cream 12 Big stick, 30 lb. case. 8 1/2 Mixed Candy Grocers 6 1/2 Competition 7 Special 8 Conserve 8 Royal 8 1/2 Ribbon 10 Broken 8 1/2 Cut Loaf 9 Leader 8 1/2 Kindergarten 11 Bon Ton Cream 9 1/2 French Cream 9 1/2 Star 11 Hand Made Cream 17 Premio Cream mixed 14 O F Horehound Drop 11 Fancy—in Pails Gypsy Hearts 14 Coco Bon Bons 13 Fudge Squares 13 Peanut Squares 10 Sugared Peanuts 12 Salted Peanuts 13 Starlight Kisses 11 San Blas Goodies 13 Lozenges, plain 10 Lozenges, printed 11 Champion Chocolate 14 Eclipse Chocolates 15 Eureka Chocolates 16 Quintette Chocolates 17 Champion Gum Drops 9 Moss Drops 10 Lemon Sours 11 Imperial 11 Ital. Cream Opera 12 Ital. Cream Bon Bons 12 Golden Waffles 13 Red Rose Gum Drops 10 Fancy—in 5lb. Boxes Old Fashioned Molass- es Kisses, 10lb. box 1 30 Orange Jellies 50 Lemon Sours 60 Old Fashioned Hore- hound 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, as'd 1 25 Brilliant Gums, Crys. 60 A. A. Licorice Drops 90 Lozenges, plain 60 Lozenges, printed 65 Imperial 60 Mottos 65 Cream Bar 60 G. M. Peanut Bar 60 Hand Made Crms 80 @ 94 Cream Wafers 65 String Rock 60 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Goodies 3 50 Up-to-date Asstrmt. 3 75 Ten Strike No. 1 6 50 Ten Strike No. 2 6 00 Ten Strike, Summer as- sortment 6 75 Scientific Ass't. 18 00 Pop Corn Cracker Jack 3 25 Checkers, 5c pkg case 3 50 Pop Corn Balls, 200s 1 35 Azuliki 100s 3 00 Oh My 100s 3 50 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS—Whole Almonds, Tarragona 17 Almonds, Avica 17 Almonds, California sft. shell 12 @ 13 Brazil 12 @ 13 Filberts 13 Cal. No. 1 18 Walnuts, soft shelled 16 @ 18 Walnuts, Chilli 14 Table nuts, fancy 13 @ 16 Pecans, Med. 10 Pecans, ex. large 12 Pecans, Jumbos 12 Hickory Nuts per bu. Ohio new 10 Cocoanuts 10 Chestnuts, New York State, per bu. 10 Shelled Spanish Peanuts 7 @ 8 Pecan Halves @ 50 Walnut Halves @ 35 Filbert Meats @ 27 Alicante Almonds @ 42 Jordan Almonds @ 47 Peanuts Fancy H. P. Suns @ 6 1/2 Roasted 6 1/2 @ 7 1/2 Choice, H. P. Jumbo Roasted

Special Price Current

AXLE GREASE



Mica, tin boxes...75 9 00
Paragon55 6 00

BAKING POWDER

Royal



10c size 90
1/4 lb. cans 1 35
6oz. cans 1 90
1/2 lb. cans 2 50
3/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BLUING



C. P. Blueing

Doz
Small size, 1 doz. box...40
Large size, 1 doz. box...75

CIGARS

G J Johnson Cigar Co.'s bd



Any quantity31
El Portana33
Evening Press32
Exemplar22

Worden Grocer Co. brand
Ben Hur

Perfection35
Perfection Extras35
Londres35
Londres Grand35
Standard35
Puritans35
Panatellas, Finas35
Panatellas, Bock35
Jockey Club35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
35 1/2 lb. pkg. per case 2 60
33 1/4 lb. pkg. per case 2 60
18 1/2 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass5 @ 8 1/2
Hindquarters7 1/2 @ 10
Loins8 @ 14
Rounds5 1/2 @ 7
Chucks5 @ 6 1/2
Plates5 @ 5
Livers@ 6

Pork

Loins@ 9 1/2
Dressed@ 6
Boston Butts@ 8
Shoulders@ 8 1/2
Leaf Lard@ 8 7/8
Trimnings@ 6

Mutton

Carcass@ 9 1/2
Lambs@ 10 1/2
Spring Lambs@ 10 1/2
Veal

Carcass6 @ 8 1/2

CLOTHES LINES

Sisal

60ft. 3 thread, extra...1 00
72ft. 3 thread, extra...1 40
90ft. 3 thread, extra...1 70
60ft. 6 thread, extra...1 29
72ft. 6 thread, extra...

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; Fielbach Co.,
Toledo.

Peerless Evap'd Cream 4 00

FISHING TACKLE

1/4 to 1 in.6
1 1/4 to 2 in.7
1 1/2 to 2 in.9
1 3/4 to 2 in.11
2 in.15
3 in.20

Cotton Lines

No. 1, 10 feet5
No. 2, 15 feet7
No. 3, 15 feet9
No. 4, 15 feet10
No. 5, 15 feet11
No. 6, 15 feet12
No. 7, 15 feet15
No. 8, 15 feet18
No. 9, 15 feet20

Linen Lines

Small20
Medium26
Large34

Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's, 1 doz.1 80
Knox's Sparkling, doz. 1 20
Knox's Sparkling, gro. 14 00
Nelson's1 50
Knox's Acidu'd. doz. 1 20
Oxford75
Plymouth Rock1 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

Heaver Soap Co.'s Brands



100 cakes, large size...6 50
50 cakes, large size...3 25
100 cakes, small size...3 85
50 cakes, small size...1 95

Tradesman's Co.'s Brand



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large3 75
Halford, small2 25

Use

Tradesman

Coupon

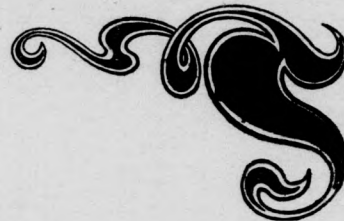
Books

Made by

Tradesman Company

Grand Rapids, Mich.

FINE CALENDAR



NOTHING can ever
be so popular with
your customers for
the reason that nothing
else is so useful. No
housekeeper ever has
too many. They are a
constant reminder of the
generosity and thought-
fulness of the giver.

We manufacture every-
thing in the calendar line
at prices consistent with
first-class quality and
workmanship. Tell us
what kind you want and
we will send you sam-
ples and prices.

TRADESMAN COMPANY

GRAND RAPIDS, MICH.

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

\$195 for a brand new \$300 piano never out of box. Many cases, extra fine tone. Box 36, Evart, Mich. 437

Bakery, ice cream, soda, candies, cigars and lunch room. This is a first-class place, new and up-to-date. Will invoice about \$2,500. Will give particulars in letter. S. D. Upham, Saugatuck, Mich. 436

For Sale—Good clean stock general merchandise and drugs, invoicing about \$5,000. Good farming community (country town). Cheap rent, easy terms. Might take some city property in exchange. Particulars enquire Merchandise, care Michigan Tradesman. 435

Department Store For Sale—Northeastern Indiana, general stock merchandise invoicing \$6,000. No stock more than one year old. You can rent storeroom, which is new and up-to-date. Best location in town. Must be sold at once. New town. German settlement. Productive country. Credit business very light. Best reason for selling, going into manufacturing business. Address A. B. C., care Tradesman. 433

\$3,000 yearly. If you earn less, go into the real estate business, insurance, loans, etc. You may make \$5,000 or \$10,000 yearly. By our co-operative plan we turn business over to you. Our correspondence course shows just how to start, how to make the most of your opportunities wherever located. If you can make money for your employer, you can make it for yourself. Be independent, successful, a man of affairs. Practically no capital required. Write for free book, endorsements, etc. American Real Estate Co., Dept. T, Des Moines, Iowa. 432

Wanted—To buy or exchange good income property for stock of merchandise from \$5,000 to \$8,000. The price must be right and some one that wants to sell. Address O. E. Cheesman, Berlamont, Mich. 431

For Sale—Cigar stand and three table pool room, \$700. Address Henry Lutzke, Bay City, Mich. 430

Will Sell or Exchange—For property in Southern Michigan, new 8,000 ft. mill. Good timber, healthy, or will take a partner with \$2,500 cash. Address J. T. Goodman & Co., Manufacturer of pine, gum, oak and cypress lumber, Amory, Miss. 429

To Exchange—Sixty acre farm for city property or drug stock in or near Grand Rapids. Address Box 333, Saranac, Mich. 427

For Sale—Store and stock general merchandise located in one of best railroad towns. Northern Michigan, surrounded by good farming country. Building valued \$3,000. New clean stock, invoice \$2,500. Will sell at discount. Good paying business. Ill health, reason for selling. Address No. 438, care Tradesman. 438

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—General stock, first-class, corner location, easy rent. First-class town, surrounded by the finest country in state. 90 per cent. cash business. My lease expires March 1. Reason for selling, other business to look after. This is a rare opportunity for someone. If interested write F. H. Ballinger, Shepherd, Mich. 382

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

\$6,000 stock of clothing and gents' furnishings in town of 1,800. One competitor. Established business. Address W. H., care Tradesman. 417

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

For Sale—Good lively 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

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

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

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. We buy mdse. stocks. 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. F. 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

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

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, Pittsburgh, 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—Stock of shoes, dry goods and groceries located in Central Michigan town of 350 population. Living rooms above store. Rent, \$12 per month. Lease runs until May 1, 1908, and can be renewed. Last inventory, \$2,590. Sales during 1905, \$3,640. Good reasons for selling. Address No. 386, care Michigan Tradesman. 386

For Sale—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 nearly new Burroughs adding and listing machine. Cheap. Box 82, Grand Rapids. 369

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—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

SITUATIONS WANTED.

Cracker Baker—All around man wants position as foreman. Thirty years' experience on sponge and sweet goods; up-to-date. Alfred Pierce, Pomona, Kan. 434

Position wanted by experienced registered pharmacist. Address No. 418, care Michigan Tradesman. 418

Wanted—Position by a married man, age 40, in general store. Experience. Address Box 658, Grand Ledge, Mich. 414

HELP WANTED.

Wanted—An efficient and experienced man to take charge of the dry goods, clothing, boot and shoe department of a general store. References required. The right man, with some capital, can buy a part, or all of the senior partner's interest. A store doing \$100,000 annual trade. Age limit and declining health the reason. Address J. A. Shattuck & Co., Newberry, Mich. 428

Want Ads. continued on next page.

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.

ENFORCED MILITARY SERVICE

Time was when the American people were a warlike race. They had settled a continent inhabited by wild beasts and tribes of savage men, and they were forced to fight to maintain themselves. Every youth was bred to the use of firearms, and the people as a rule were well informed that at any moment they might be called to the public defense from some enemy, whether it might be an invader from the outside or the savages within our national borders.

The young men of the country were constantly emigrating from the older settled sections to the Western frontiers, where they were forced to fight for existence against the wild beasts and wilder men, while those who remained at home were never tired of following the drum, whether in the regular army or the militia. As colonists the English settlers were engaged in almost incessant wars with the French and Indians on the northern frontier, and with the Indians on the Western. After the War of Independence, which commenced in 1776 and ended in 1783, the war with Tripoli (North Africa) broke out in 1801. While most of the fighting was on the sea General William Eaton, with a mixed force of Americans and Africans, marched from the sea across the desert and attacked and stormed Derne, the second of the Tripolitan cities in importance. Peace was made with Tripoli in 1805, and seven years afterwards the second war with Great Britain commenced, lasting into January, 1815, and ending with the great victory over the invaders in front of the city of New Orleans, the only distinguished victory won on land by the Americans.

Thirty-one years later was the war with Mexico, which begun in 1846 and ended in 1848. The interval between the second war with Great Britain and that with Mexico was the longest season of peace enjoyed, although there was incessant warfare with the Western Indian tribes.

Thirteen years after the close of the war the terrible internecine conflict between the States of the North and those of the South was fought with great bloodshed and destruction by fire. It ceased in 1865, and there was peace for thirty-three years, when the war with Spain took place, lasting only a few months.

In a period of 132 years—that is, from 1776 to 1908—this American Republic has passed through six wars of more or less seriousness, making an average of one war every twenty-two years. Under this rule of average it is about time for another.

But as time passes and the population of the country rapidly increases, with all the Indian tribes subdued, and with nearly all the savage game animals killed or driven into almost inaccessible fastnesses, the young men of America have no longer any natural school of arms, while they seem also to be losing their military ardor. But that the millennial season of universal and perfect peace has not yet been reached was demonstrated in the recent failure of The Hague Peace Congress, and that this coun-

try must not only continue its preparations for defense, but must do a great deal in making them effective, can no longer be disregarded.

Brigadier General W. H. Carter, of the United States Army, in the January issue of the North American Review, after citing in detail our inexcusable unpreparedness for the public defense if it were threatened by any first-class military nation, says:

After a lapse of five years the total strength of the organized militia of the whole United States is 105,213, which is actually less than it was for many years preceding the passage of the act. At the recent annual inspections of the National Guard by Regular Army officers about 15 per cent. of the men were reported absent. Out of a total of 2,179 organizations of all kinds, 1,437 were reported as fully armed, uniformed and equipped for field service at any season of the year. The estimate made by the War Department, based on inspection reports, is that 75 per cent. of the members of the organized militia would respond to a call for troops to repel invasion. This estimate considerably exceeds the generally accepted experience in the war with Spain, when many of the National Guard organizations volunteered.

With these facts as a basis and past experience as a guide, it may be safely predicted that it will be a practical impossibility to assemble, at any one point in the United States, two completely organized Army Corps of regulars and organized militia. With proper regard for the general defense, in the event of war with any first-class power, detachments would immediately reduce the strength of these corps, if ever assembled, below a state of fitness for offensive action.

It is hardly possible to conceive of any war in which less than two hundred and fifty thousand men would be required at the start. All the available men of the Regular Army in the United States, and of the National Guard, would amount to but little more than one-third of that number. The outlook for any material increase in numbers and efficiency of the National Guard is not encouraging. On the contrary, the surprising part is that so many officers and men are willing to devote their time and personal means to building up creditable National Guard organizations in the face of lack of appreciation, general indifference and much actual antagonism. Some of the existing organizations are hardly worthy to be called soldiers, but many others have not only fitted themselves to answer the call of duty in emergencies, but have the framework upon which to rapidly build splendid regiments of volunteers. This is most creditable to their enthusiasm and patriotism, but it should not prevent a recognition of the fact that the existing system and laws do not meet the needs of state or nation.

It is not strange that officers of the regular Army see no remedy but enforced universal service. The United States and Great Britain have up to the present time relied for the public defense wholly upon voluntary enlistment. It is certain, as the Tradesman has more than once said, that militia or National Guard service has in one way or another been robbed of all its attractiveness. Military show and parade appeal to the imagination and the active energies of the young of both sexes, and as long as such an interest can be aroused enough young men will flock to the volunteer organization, provided the mercantile and manufacturing classes that employ

great numbers of young men will encourage them to it. Unfortunately, these classes are the worst foes of the volunteer military service, and their opposition has probably done as much as any other cause to place the means of the public defense in the pitiful condition in which it is found.

Should such influences succeed in breaking up the only organizations that can protect society in case of extensive civil discord and social disturbances, the classes who shall be found responsible for such lack of military force will be the most helpless and hopeless sufferers. In case of an overwhelming foreign invasion they may be able to buy at an enormous price protection from the enemy.

THE USUAL EXPERIENCE.

The labor troubles in Muncie, Ind., incident to a street car strike have been long continued and attended by some unique features. The state militia can keep the would-be rioters in check, but it is generally agreed that without the soldiers there would be bloodshed and no end of broken glass. The street car company is running cars and the labor unions are uniting to prevent the business from yielding any profit. They have adopted resolutions to fine any member if himself or any of his family ride on the street cars \$25 per ride. All merchants, grocers and tradesmen generally have been notified that if they ride on the cars they will lose the patronage of all union workingmen. That is not unusual tactics to

employ under such circumstances, but in Muncie notice has been served on the physicians that if they hasten to the bedside of a seriously sick patient via the trolley they will thereby forfeit all hope of further practice. More than that all the clergymen of every denomination have been served with notice that if they ride on the cars the members of the labor unions and their families will withdraw from the church and thus the preachers will be deprived of audiences and incomes to a considerable extent.

This condition is but a repetition of the experience of every town which permits union labor to gain the upper hand. In the end it results in the absolute extinction of union domination, because history has shown that union labor is only another name for riot and anarchy and that organized labor is only another name for terrorism and treason. These experiences are unpleasant while they last, but they soon pass away and the people profit by the experience and get along without union labor thereafter.

It makes all the difference whether you are acting like a good man because you want to seem to be one or because you are.

BUSINESS CHANCES.

For Sale—Stock of general merchandise, and hotel, under one roof in two-story brick building. H. Paulsen, Gowen, Mich. 440

For Sale—Tea, coffee and package grocery business, \$1,000 per year can be made. Write Edwin Calkins, 258 Third St., Manistee, Mich. 439

Now for 1908

We're all ready for 1908. We've determined that it shall be a record breaker for LILY WHITE, "the flour the best cooks use," for prompt service, for courteous attention and for quality of goods.

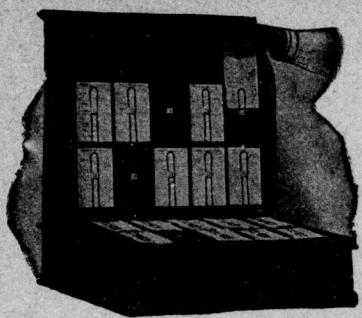
We've forged ahead during 1907 tremendously, and we are pleased to note that many of our customers have gone along with us, if their increasing orders for our products are any criterion.

Given products of uniformly high quality a dealer can build up a good trade without set-backs and it is bound to grow as the days go by. We have been much gratified to notice the steady growth of many of our customers because we realize that, in a certain sense, we are partners and our customers' growth means our growth.

We want you to consider that this is the view we take of our relationship to you, and if you have any suggestions that you think may be of mutual benefit don't hesitate to fire them at us. We'll guarantee they will be thankfully received and carefully considered.

In the meantime we're going to do everything we can to bring more customers into your store for our goods in 1908 by giving you the best of quality and service, and may you prosper thereby.

Valley City Milling Co.
Grand Rapids, Mich.



Do You Need System In Your Business?

In these days of Hustle and Bustle and close competition it is necessary for the merchant to be UP-TO-DATE and wide awake to what is going on around him, in order to succeed.

He should keep in close touch with **every detail** of his business and know how his ACCOUNTS stand at all times.

The RETAIL BUSINESS offers many chances for LEAKS unless carefully guarded.

The McCASKEY ACCOUNT REGISTER SYSTEM handles your accounts with only ONE WRITING.

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IT SAVES EXPENSE. COMPELS YOUR CLERKS TO BE CAREFUL AND ACCURATE.

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Do YOU want to improve your business? INVESTIGATE.
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Mfrs. of the Famous Multiplex Duplicate and Triplicate Pads;
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The Financial Situation

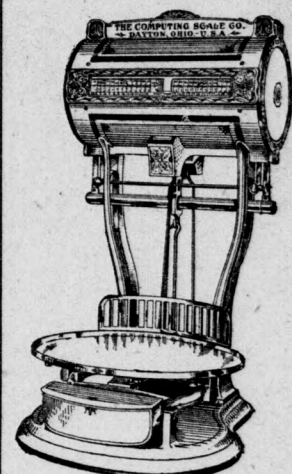
is a condition which is beyond the power of the individual to control. The large crops, the scarcity of currency and a hundred other conditions directly affect the commercial and industrial world.

Your financial condition may be affected by it to a slight degree, but you have a more **dangerous** condition in your own store if you use **old style** scales for weighing your merchandise.

In these days of **close competition** you need **every penny** that is justly yours. Do you get it? If you use old-style scales you lose on every weighing.

MONEYWEIGHT SCALES turn loss into gain. If you mark your goods to get 15 or 20 per cent. you get it.

The reason for this is easily explained, and if you are at all interested send us your name and address for detailed information.



The new low platform No. 140 Dayton Scale



Moneyweight Scale Co.

37 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

F. E. LEONARD, President

ESTABLISHED 1844

W. N. BURGESS, Manager

H. Leonard & Sons

Importers, Jobbers, Manufacturers' Agents

Crockery, Glassware, Lamp Goods
China, House Furnishing Goods

Special Announcement!

We are pleased to announce that we have completed arrangements for the season of 1908 with many of the leading manufacturers in our lines to sell their goods—in addition to our regular jobbing business—directly to the trade

On a Commission Basis

Shipments Being Made From Factory at Manufacturers' Prices

Messieurs John J. Berg and H. A. Sprik, formerly in the brokerage and commission business in this city, have sold out their business to us, and all the lines in **Crockery, Glassware, Lamps and Enameled Wares** formerly handled by them will hereafter be sold through us.

We are now the

Local Agents for More Factories

than could be visited by a merchant in a month's travel, and in our spacious sample rooms is assembled a most magnificent array of beautiful and useful goods, bringing the products of the largest and best manufacturers of the country within your reach and

Selling Them at Their Prices

We handle the products of the following:

Grand Rapids Refrigerator Co.

"Leonard Cleanable" and Grocers' Refrigerators.

Gendron Wheel Co.

Folding and Collapsible Go-Carts, Carriages, Steel Wagons, Velocipedes, Hand Cars, Etc.

National Stove Co.

Manufacturers of the famous "Insurance" Gasoline Stoves.

Buckeye Stamping Co.

Republic Stamping Co.

United States Stamping Co.

Representing every line of Kitchen Enamelwares.

Consolidated Lamp & Glass Co.

Metal, Brass and Decorated Parlor Lamps, Gas Portables and Electroliers.

Federal Glass Co.

Thin blown and engraved Tumblers, Ales, Etc.

Jefferson Glass Co.

Loc Novelties and every kind of Colored and Crystal Glass.

Crystal Glass Co.

Complete lines of Table Glassware.

Hocking Glass Co.

Decorated Novelties and Premium Goods.

Oriental Glass Co.

Ruby Glass Specialties and Souvenir Goods.

American China Co.

Homer Laughlin Co.

Complete lines of White and Decorated Porcelain and China.

Ohio Stoneware Co.

Best quality Stoneware.

Buffalo Pottery Co.

Blue Willow Ware, Fancy Wall Plates, Pitchers, Etc.

Please note that this firm, having closed out its retail department, has now taken over all the interests of the

Leonard Crockery Company

and will continue the business under the original name of

H. Leonard & Sons, Established 1844