

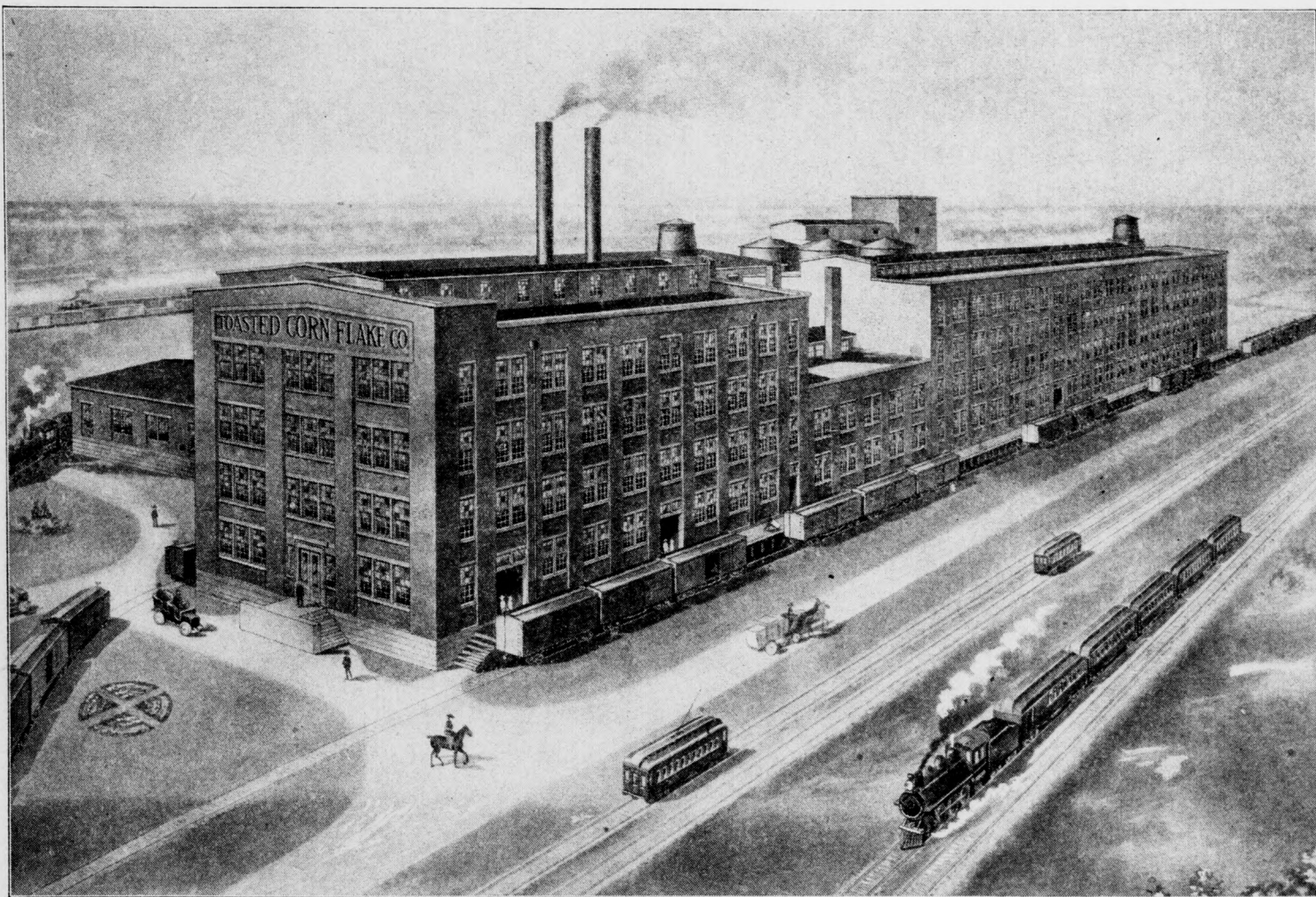
MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$2 PER YEAR

Twenty-Fifth Year

GRAND RAPIDS, WEDNESDAY, JANUARY 22, 1908

Number 1270



Battle Creek Now Has the Largest, Most Complete Cereal Factory in the World

The beautiful new home of the genuine Toasted Corn Flakes is completed. The fires have been kindled, the wheels are turning and the filmy, delicious flakes are being made in greater quantities than they, or any other breakfast food, were ever made before. And everybody's happy except the imitators. In spite of the fact that these imitators did everything possible to gain public favor during the shortage caused by the burning of our main factory, the demand for

The Genuine Toasted Corn Flakes

has kept up unabated. This shows that the people know what they want and they want the genuine because it has the flavor. We've been promising to fill all orders with the completion of our new building. Now we're ready to fulfill our promise. If you've had trouble getting a supply—**order NOW**—and give your customers all they want of what they want.

Toasted Corn Flake Co.
Battle Creek, Mich.

W. K. Kellogg

DO IT NOW

Investigate the

Kirkwood Short Credit System of Accounts

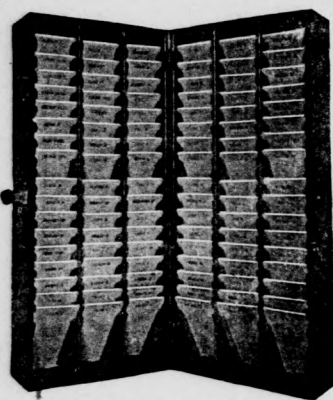
It earns you 525 per cent. on your investment. We will prove it previous to purchase. It prevents forgotten charges. It makes disputed accounts impossible. It assists in making collections. It saves labor in book-keeping. It systematizes credits. It establishes confidence between you and your customer.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



All
With
One
Writing



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

With the KEITH SYSTEM

You take the order.

Make an itemized bill for your customer, showing past account or total indebtedness.

Get an extra bill which shows your daily sales and sales to date.

Leave an itemized record for you bound in book form.

Post your accounts up-to-the-minute

All With One Writing.

Don't confuse this system with separate index systems.

The Keith is **Self-indexing**, which gives you instant reference to any account.

Other systems with separate indexes may claim it only takes a minute to find the customer's name, his number, the page and the number of the account.

You can figure, and you know if you and your clerks would wait on 200 customers in a day with a separate index system you would actually lose three hours' valuable time.

Let us show you how our system suits your business.

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 22, 1908

Number 1270

Our Multigraph Imitation Typewritten Letters save your writing the same letters over and over again. Some of the largest firms in the city are using them, why not you?

Write or phone us.

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

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A. W. HOMPE

**FIRE AND
BURGLAR
PROOF**

SAFES

**Grand Rapids
Safe Co.**

Tradesman Building

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OUR GREATEST HANDICAP.

The most discouraging feature connected with the growth of Grand Rapids is the dog-in-the-manger policy of the G. R. & I. Railroad Company, which has done absolutely nothing to assist in the development of our jobbing trade for nearly a quarter of a century. In the twenty-two years from 1884 to 1905, inclusive, the main line mileage of this road did not increase a single mile. During the same period the branch line mileage was increased from twenty-nine to fifty-five miles, a gain of twenty-six miles. In the meantime the Michigan Central double tracked its main line mileage of 221 miles and increased its branch line mileage from 799 to 1,004 miles, a gain of 205 miles. These figures are taken from reports made to the State Railroad Commissioner by the railroads themselves. The G. R. & I. has handicapped the growth and extension of our jobbing trade by refusing to put us into direct communication with the Michigan lake shore towns north of Muskegon. It has permitted the Michigan Central to invade our territory and divert trade which properly belonged to us. By refusing to make a satisfactory traffic arrangement with the Boyne City & Southeastern the G. R. & I. forced that road to extend its line from Boyne Falls to Gaylord, thus opening Boyne City and Boyne Falls to Detroit and the East. It has permitted the Michigan Central to enter East Jordan, which is destined to be a city of no small importance, and the Michigan Central will soon construct an extension to Charlevoix and other towns which have long been regarded as belonging to Grand Rapids, both geographically and commercially. Notwithstanding this invasion of Grand Rapids territory by a road which has always been partial—to state it mildly—to the interests of the Detroit market, the G. R. & I. has not retaliated by building into Eastern Michigan, as any progressive road would have done, thus depriving us of direct communication with Cheboygan, Alpena and other thriving

cities. The management of the road has turned a deaf ear to all entreaties, meeting every importunity with a whine and a sneer. This road has always been our especial pet. We gave it \$100,000 bonus to locate its car shops and general offices here. We have given it entire streets and permitted it to appropriate other streets without protest or restitution. We have permitted its paid employees to stand in the union depot and accuse us of being disloyal to the town if we made a trip to Petoskey or Chicago over some other road. We have seen our Upper Peninsula trade diverted to Detroit and other cities by reason of the vacillating policy of the G. R. & I. in taking off its night train to and from the Straits of Mackinaw whenever the whim struck it. We have permitted the Board of Trade to be used as a catspaw to influence class legislation in the interest of the road—legislation which was literally laughed out of the Legislature and the advocacy of which placed the Board in a ridiculous position. All these things and many more we have endured in the hope that the Pennsylvania system would ultimately place at the head of the G. R. & I. a strong man, physically and mentally—aggressive, broadgauged and abreast of the times in railway development—able to realize that Grand Rapids is destined to be a great city and that any railroad which is conducted along narrow and penurious lines is a fearful handicap to the prosperity of its principal city and official headquarters.

THE WELCOME CUSTOMER.

Here she comes and isn't she a beauty!

Like a gentle gust of wind, pure, strong, full of blissful contentment, she opens the store door and with hands and arms occupied by various packages she deposits her load at the most convenient place and observes: "Well, I made up my mind this morning that I must get out of doors and breathe and show the good God how thankful I am that I am alive."

And as you hurry forward to help carry her belongings back into your store you can not fail to note her general make-up. Her face, which is a veritable benediction upon all who chance to look upon it, tells the story of wifehood, motherhood, joyous industry, intense interest in home affairs and serene faith in her people, her township, her market town, her county, state and country. She is sensibly, modestly and well attired and she knows how to put on her clothes neatly, tastefully and effectively. She does not talk with nasal drawl and does not get her vowels mixed, nor become confused as to pronouns, prepositions and all the other pretensions accredited to gram-

mar. Neither does she wear shirt waists of Persian lawn, nor gauzy underwear, through fear that someone will judge that she is becoming unfashionably stout. Her hair is abundant and beautiful and is dressed becomingly without being massed, excrescence fashion, or tortured into frizzles, twists and knots all awry.

And then, as she takes a seat by your stove and you lift the jar of butter to the scales and begin counting out the eggs in her basket, you ask: "Well, what's the news out your way?"

Your welcome customer does not begin by peddling out neighborhood gossip nor launch into a tirade against something or somebody. Life is too important and time too brief for her to treasure up and retail such stuff as she goes. She tells you of the "cutest new girl baby over on the next farm" or pictures, so that you can fairly see it yourself, the achievement of So-and-So's three-year-old, which stepped a half mile in 1:16 the other day on the ice, and without a skip; or she rehearses the gist of the proceedings at the meeting of the Farmers' Club the previous evening. She does not even ask: "What do the morning papers have to say about the Thaw trial?"

She is a farmer's wife and her home is the center of the universe for sons and daughters just blossoming into manhood and womanhood, boys and girls who are healthy, strong, intellectual, refined and proud of their farmer parents. She is not a nagger, neither is she without discipline in the treatment of her family. She is a helpmeet and a most enthusiastic and willing one for both husband and children, and in turn they worship her with a love that is boundless. She has not traveled extensively—visited the Columbian Exposition, spent a week in Cleveland once upon a time and upon another occasion visited a married sister in Spokane; but she is a reader, a careful observer and, having cords of common sense, is in no sense a pretender.

And so, when she begins her trading, she knows exactly what she wants, has faith that you will deal honestly by her, picks out her purchases with discretion, never even once speaks of hard times or the troubles of herself, if she has any, nor of the woes of others. She greets other friends who happen into your store with the same cordiality and frankness she has shown toward yourself, visits cheerfully with everybody she knows and when she departs you are prompted to observe mentally: "There goes one of the very best women that lives anywhere on the footstool."

And she is.



One Thing Seen in Window Decides Room.

Just now is the season of the year when the prudent housewife, if she have the wherewithal with which to purchase, may select her annual supply of linen and cotton stuffs from a veritable storehouse of loveliness. It seems as if these goods were never so beautiful as now. Each year one would think they could not be improved in texture and design and then each year outdoes all the rest.

Formerly one could purchase table-clothing by the yard for a certain sum, but if the same design came in a "bordered" cloth more had to be paid, but now several of the stores are able to offer their customers both at the same relative price. Both ways of buying have their advantages. Of course, a bordered cloth is prettier, but, if selected, the length is limited to just so much, while, if bought by the yard, one may have a tablecloth as long or as short as desirable.

Some of the fringed bedspreads seen in the window are marvels of elegance in quality and pattern. A bed with one of these coverlids is much easier to make up than where there is no fringe as the overhanging edge "covers a multitude of sins" where little details of "tucking in" are apt to be neglected. And, too, these bedspreads "dress up" a sleeping apartment wonderfully, giving a certain tone to the entire room that would be wanting with a bedspread with just a plain hem.

Bedrooms are treated very artistically nowadays with tapestry or chintz applied to the side walls. If the latter is used it is repeated as over-curtains at the windows and on window seat and cushions or shirt-waist boxes or cedar receptacles for furs.

I know one such room that is a perfect dream. All these details are faithfully carried out; not one has been neglected.

The floor is hardwood, covered with handsome and expensive imported rugs in the rich yet soft shades of Orientalism. Immaculate twin brass beds stand at one end of the large room. Over-curtains half hide the white ruffled muslin curtains. Running around one corner is a bay window, with a seat following its outline. This seat has hinged lids for the top. Inside is ample space for dozens of laundered shirt waists or white petticoats or other dainty lingerie. The chintz tufted cushions exclude all dust. If one wished drawers could be fitted in the seat space, to lay away silk under and outside skirts and silk waists in, and a box pleated valance of the chintz could hide the drawer pulls. In this pretty room the dresser has a torchon lace-trimmed top of the yellow flowered chintz, and only the necessary comb, brush, etc.—nothing of an extraneous nature to clutter up. A large colonial straight-backed chair and a rock-

er made entirely of the chintz invite to dolce far niente. The mantel has only yellow and white articles on it—gilt and onyx clock, vase of yellow chrysanthemums, etc. A mahogany writing desk with desk chair of same wood stands in a well-lighted corner. The paper on the walls is moire and plain paneled to the picture rail, which has photographs of pretty girls and handsome young men all around the room. Above the rail is a paper with white background covered with sprawly yellow orchids. The ceiling is plain yellow in a lighter shade.

I would mention that chintz seen in a dry goods store window was the motif that led to the carrying out of this yellow-scheme sleeping room.

* * *

"The opening of the annual Automobile Exposition in Paris brought to light some novel ideas in the mode of constructing dresses and garments and emphasized still more strongly the present vogue of velvet. At least half of the elegant toilettes seen on this occasion were entirely or partially composed of that material, of which the colors were principally blue, black, brown—in medium and somewhat light golden shades—and, of course, plum, in the rich and favorite bishop tints. Very frequently these velvet dresses, when that fabric alone composed them, were accompanied by self-colored cloth wraps. While dress and garment matched in point of color, a very marked contrast existed in hats, this contrast being also visible in the waistcoat, which was a feature of many toilettes.

"Very prominent was a sleeveless coat, the skirt portion being formed of open panels and which was designed to complete the indoor toilette. At the Automobile Salon two garments of similar construction were remarked. Both were of cloth and without sleeves. They were worn over a self-colored velvet toilette, the folds of the skirt of which were visible here and there between the panels. One of these dresses was black, and both it and the coat were embroidered with jet. The other dress was dark green and although the skirt in this case had no adornment, the panels of the wrap were embroidered in shades of blue and green, as were the velvet sleeves of the robe, which passed through the sides of the wrap. A very dressy appearance is imparted by this novel wrap to the entire toilette, and it is equally well suited to day or evening wear.

"A novel, but perhaps somewhat fanciful type of skirt was likewise much remarked. The material was black cloth. The skirt, very clinging over the hips, had ample fulness at the foot, but was without flare. It was not mounted on a band, although rising an inch or so above the waistline. There was a center front seam, which, to the extent of about seven inches, was allowed to open 'V'-wise from the waistline downwards, the same arrangement being visible in the back. The top was trimmed with a jet galloon, which followed the sides of these openings and was continued over the hips and in front de-

scended in a double line to the foot of the skirt. It is, of course, by means of this galloon, and by it only, that such a skirt can be made to fit properly around the figure. It was worn with a lace waist, which, descending very low, filled up these openings in the skirt, of which the back one was rather shorter. The galloon in question was not more than one-half inch broad. At the foot of the skirt it terminated in a very large and handsome jet tassel.

"As is usual at all select gatherings, fur was greatly in evidence; not, however, so much in the form of a trimming as in a complete form—that is to say, composing the entire suit or wrap. For the suit broadtail alone was employed, while for garments, stoles, boas and muffs it is difficult now to say what skin is not considered appropriate.

"A very liberal mingling of different sorts of fur is even more fashionable than at the beginning of the season; but these minglings must be carried out in the wrap itself. It would not by any means be considered correct to wear a jacket of one kind of fur and a muff or boa of a different one.

"What also has gained rapidly in popularity is the fur toque, and this occasion proved no exception to the rule. These toques look very pretty with their simple spray of camelias or a bunch of violets as ornament. The fur employed is marten, astrakhan or chinchilla. Some of the chinchilla toques, instead of flowers, had large black aigrettes standing upright, or placed horizontally along the side of the brim, but stretching beyond it at the back. Tail garnitures were also seen on hats of larger dimensions. The fur-trimmed hat is one of the most striking novelties of the season and is a remarkably pretty one. Thus a large hat of the palest possible pink felt had around the crown a drapery of mirror velvet a shade darker. This was shrouded by mousseline of the same shade as the hat, and over both coiled zibeline tails. At the raised side there was a shaded pink aigrette. This was worn with a dress of nut-brown velvet and cloth.

"The fashion of supplementing fur scarfs with a row of tails in the back, forming a sort of fringe, is both practical and ornamental, as the appearance of the wrap is immensely improved thereby, and no one would imagine the amount of warmth imparted by these tails, of which the use in this form has become very general. In some cases they extend over the arms. This is a good idea, but such an arrangement is best suited to small cape-shaped wraps.

"There were several burnous at the Automobile Exposition, likewise shawl-shaped garments. The latter are an entire novelty. They were of cloth, generally colored, trimmed with handsome embroidered bands or else with allover soutaching. They were medium in length. The present season is too advanced for this novelty to have any great influence on winter styles. It may, however, indicate a certain change in the cut and description of spring wraps and in

this sense is not without interest. It is likely enough that somewhat later, on the Riviera, the attempt will be made to launch something of the sort."

Raises Rate on Gravel.

Muskegon, Jan. 22—The Grand Rapids & Indiana Railroad has given Western Michigan gravel shippers notification of a three-quarter of a cent raise per hundredweight in the carrying price, and the source of supply of the great amount of gravel that is used in this city will be entirely changed and will be shipped in by water. Belmont has been the point from which gravel was shipped here.



A first-class dental practice for sale in Northern Lower Michigan in a town of 1,000, two railroads, two factories, pickle salting station, good surrounding country. No competition. Address all letters to Mrs. C. D. Morgan, 31 South Pine St. Grand Rapids, Mich.

The best work shoes bear the **MAYER** Trade Mark.



TRADE WINNERS.

Pop Corn Poppers, Peanut Roasters and Combination Machines. MANY STYLES. Satisfaction Guaranteed. Send for Catalog.

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

Largest Exclusive Furniture Store in the World

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

Klingman's Sample Furniture Co.

Grand Rapids, Mich.

Ionis, Fountain and Division Sts. Opposite Morton House

ATLAS MASON JARS

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

BOOK OF PRESERVING RECIPES—FREE

to every woman who sends us the name of her grocer, stating if he sells Atlas Jars.

HAZEL-ATLAS GLASS CO., Wheeling, W. Va.

HATS

At Wholesale

For Ladies, Misses and Children



Corl, Knott & Co., Ltd.

20, 22, 24, 26 N. Division St.

Grand Rapids, Mich.

FOOTE & JENKS' IMPORTANT NOTICE TO DEALERS.

In issuing to the trade our list of **COLEMAN'S**

High Class.

EXTRACTS

at **ACTUAL NET PRICES**, We do so with the assurance that the goods are fully worth the prices quoted.

THE GENUINE Foote & Jenks are **ORIGINAL** not only pioneers

in the making of staple products of **Lemons, Oranges and Lime** fruits, as well as pure Vanilla, but the foremost manufacturers in this line in protecting local merchants from the encroachments of Peddlers, Soap Clubs and mail order schemes. **IN-MERCHANDISE** roads from this **FOR** source of competition have made great gains in the past decade, so that it is now probable that more than one-half of all the flavors and other grocers' sundries consumed in the average community is supplied from one or another of these outside sources.

NO FACTORY-TO-FAMILY GOODS Foote & Jenks' plan of co-operation with local

Dealers, who pay the taxes and bear the burden of towns and villages in which they do business, is one that combats "Factory-To-Family" schemes and the influence of canvassing agents, and is becoming appreciated by all enterprising Grocers. It will be gladly explained upon the request of any merchants not already

familiar with its workings. Write for **Special** advertising offer.

GUARANTEED In supplying **QUALITY** strictly high Class **INCREASES** Flavors as presented in Coleman's Extracts **SALES AND PROFITS**

Foote & Jenks have demonstrated repeatedly that Dealers handling our products not only hold their own but **FOOTE & JENKS** increase their out-**HAVE NO** put as compared **SCHEME** with the cheaper **GOODS** grades offered at low prices, and often urged on the trade with a premium or bait of 1, 2 or 3 Doz. thrown in free with every gross ordered.

CORRECT Twelve (12) Doz-**DEFINITION** en, and no more, make a Gross in the Laboratory of Foote & Jenks when estimating the cost of preparation and sale of their Flavoring Extracts, and no general scheme of premiums, free goods or other "deals" has consideration, the **COST FAIRLY** value of which **CONSIDERED** must necessarily be taken into account and the product cheapened proportionately by any **House offering gifts or rebates** of this sort.

RIGHT IN The "Deal" Foote **STYLE** & Jenks offer is the "Square Deal" in every instance, so that High Class Flavoring Extracts can be supplied to consumers with a reasonable margin of profit for the dealer.

STRENGTH Consumers in turn **AND PURITY** finding that they can use $\frac{1}{3}$ to $\frac{1}{2}$ less of Coleman Flavors than of other makes to obtain good results, the progressive grocer not only holds their trade but obtains the influence they can wield in securing a neighbor's patronage against the "cheap store" running scheme goods, or the solicitor for soap clubs, or the door-to-door peddler.

VALUABLE Don't try to make **ADVICE** all the profit on one "deal." The **square transaction** will multiply itself with sufficient greater frequency so that the volume of business secured thereby will in the course of the year yield a more substantial net profit.

FOOTE & JENKS, Jackson, Mich. Manufacturing Chemists.

Large Increase in Floor Space.

Charlotte, Jan. 22.—In the amount expended for permanent improvements by this city's factories in 1907 the Charlotte Manufacturing Co., the pioneer of local industries, is away in the lead. New buildings, giving the company an additional floor space of 12,000 feet, making a total of 40,000, were added to the factory last year, besides the installation of a heating plant, with 8,000 feet of radiation. The new buildings will be utilized by the glue, cabinet, finishing and shipping departments. The shipping room opens on a Michigan Central siding—a recent improvement which will, in the course of years, save large amounts in cartage, besides the

time saved in loading and unloading shipments at the freight warehouses.

The heating system utilizes the steam, which was formerly wasted for heating the dry kiln and the entire plant. The whole factory has been rewired and new switch boxes installed, increasing the efficiency of the electric light plant, which has been in operation for some time.

The company has equipped its mill on the north side of the Michigan Central tracks, which will be known as Mill No. 2, and will be devoted exclusively to the manufacture of interior woodwork, including house finish, doors, sash and office fixtures, besides custom sawing and planing for the accommodation of local builders and patrons.

Secured Five Factories Last Year.

Saginaw, Jan. 21.—The Merchants and Manufacturers' Association, which raised \$250,000 to secure new factories, has made a report of its work the last year, which shows that five large concerns were secured: The Brooks Boat Co., Strable Manufacturing Co., Semi-steel foundry, Rancier Motor Car Company and the Dudley Butter Co. Some of these concerns operated only a portion of the year, but their payrolls alone aggregated \$175,000. The output of these plants is estimated to be worth about \$2,000,000.

Defining religion always tends to become a substitute for doing it.

Charity without cheer is likely to leave the world only more chilly.

Dandelion Brand Butter Color

Purely Vegetable

The Aggressive Grocer's Profitable Field

This Trade Mark has appeared on our Butter Color for over 25 years.



Send us a trial order for Dandelion Brand Butter Color.

Then notify the dairymen on your list of customers that you are prepared to supply them.

That is all the introduction to your butter-making customers that Dandelion needs: the notice that you keep it.

Dandelion Brand Butter Color

PURELY VEGETABLE

Is the Standard of the World

It is almost as much a staple with butter-makers as sugar and coffee.

Nine out of ten of them have always used it, and the tenth is sure to come to it.

If you have not stocked it yet, write to-day to us or to your wholesaler for sizes, prices and advertising matter.

WELLS & RICHARDSON CO., Burlington, Vt.

AROUND THE STATE

Movements of Merchants.

Plymouth—Clarence Patterson has opened a bakery here.

Allegan—R. A. Montgomery, of Otsego, has purchased the White bakery.

Bangor—H. D. Harvey & Son succeed C. G. Putnam in the drug business.

Cheboygan—Robert Smith will embark in the grocery business again at his old stand on Main street.

Allen—R. L. Hughes has sold his interest in the general stock of Hughes & Co. to Wm. N. Bengé.

Sherwood—John Seymour has sold his stock of dry goods and groceries to A. W. Morris and Chas. Cole.

Prattville—Harry Raymond has purchased the G. B. Elliott general stock. Mr. Elliott will move on a farm.

Crystal—M. N. Mason, proprietor of the Crystal Mercantile Co., has sold his stock of merchandise to L. J. Teed.

Niles—J. Julius' Sons have merged their business into a stock company under the style of the Julius Clothing Co.

Charlotte—The dry goods firm of C. E. Morgan & Son has made an assignment, naming Ed. Coy as assignee.

Battle Creek—Weldin & Hobbs, a new firm, will open a general store in the Allen Block, 245, 247 and 249 West Main street.

Jackson—Henry J. Olsen has sold his stock of cigars and tobacco to the Cohen Cigar Co. Milton Cohen will act as manager.

Hillsdale—L. A. Jones has purchased the Wade W. Chapman stock of dry goods and notions. Mr. Chapman is undecided as to his future plans.

St. Johns—G. A. Smedley has sold his grocery stock to Murrett Ridenour. Mr. Smedley found it necessary to make a change on account of ill health.

Otsego—The Eady Shoe Co. increased its sales 33 1/3 per cent. during 1907 over the record of the previous year. The directors declared a 10 per cent. dividend, against a 5 per cent. dividend a year ago.

Detroit—Fred Hassig, dry goods merchant at 1151 Gratiot avenue, has assigned to John S. Duffie. His liabilities amount to about \$10,000. The largest creditor on the list is Edson, Moore & Co., for \$7,022.

Muskegon—The Ertell-Veitenheimer Shoe Co. has changed its name to the Veitenheimer-Patterson Shoe Co., Amos E. Ertell, President of the stock company, retiring and Wm. A. Patterson becoming a member of the firm.

Mendon—John F. Evert has purchased the interest of his partner, Alex. Custard, in the implement, buggy and seed business and will continue the same along a similar line under the name of John F. Evert.

Detroit—Chas. H. Schroeder, retail shoe merchant, has merged his business into a stock company under the style of the Shoe-Mart Co., with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in cash.

Ann Arbor—The directors of the Ann Arbor Savings Bank have declared the usual semi-annual dividend of 5 per cent. and at the same time \$50,000 of undivided profits were transferred to the surplus fund, making that fund \$250,000.

Ithaca—T. A. Goodwin has purchased the drug stock at St. Louis formerly owned by W. H. Rennels, who died recently. The store will be run in conjunction with the Ithaca store and for awhile at least Mr. Goodwin will divide his time between the two stores.

Detroit—J. M. Clifford & Son, dealers in timber, lumber, laths and shingles, have merged their business into a stock company under the style of J. M. Clifford & Co., with an authorized capital stock of \$5,000, of which amount \$2,500 has been subscribed and \$1,500 paid in in cash.

Detroit—Louis Schmied & Co. have merged their business into a stock company under the style of the Louis Schmied Co., which will engage in the general building and contracting business, and in the manufacture of interior woodwork. The company has been capitalized at \$50,000, of which amount \$35,100 has been subscribed and \$3,100 paid in in cash and \$32,000 in property.

Muskegon—Retiring from the business which was organized last spring as the successors of Moulton & Riedel, J. W. Fleming, President of the Muskegon Produce Co., has sold his stock in the corporation to D. B. Jones, one of the shareholders in the organization. Mr. Fleming's retirement from the concern will mark the re-establishment of his former wholesale produce and commission business at 140 W. Western avenue. The Produce company has added to its shareholders John Albers, who sold his interest in the concern some time ago, but who has now bought it back and with Mr. Jones will be interested in the Produce company. Mr. Jones will assume the active managership of the business.

Detroit—The produce dealers of this city have organized the Detroit Wholesale Produce Dealers' Association. Butter and egg dealers have a flourishing association, which meets nearly all their wants, and there is a Detroit Produce Exchange, which assembles at the call of the Secretary when there is anything pressing that needs attention, but many produce dealers had no use for either of these, while there were needs in that trade not covered by the older bodies, and a new organization, embracing the membership of both, together with many in the trade that belonged to neither, was determined upon. One of the leading objects of the Association will be to obtain uniformity in the matter of credits and collections, and it is expected also to promote good feeling among the scattered elements of the produce trade.

Manufacturing Matters.

Frankfort—The East Shore Wood-ware Co. resumed operations January 20.

Detroit—The capital stock of the San Telmo Cigar Manufacturing Co. has been increased from \$50,000 to \$110,000.

Oxford—O. K. Farnum, who operates a portable mill, has taken a contract to saw 500,000 feet of pine and basswood at this place.

Charlotte—The Charlotte Manufacturing Co. has equipped a plant for the manufacture of interior finish and office fixtures, in connection with its chair factory.

Twining—C. H. Cobb, of Saginaw, who operates the Omer stove mill, has also acquired the Gardner & Peterman mill at this place and is purchasing a stock of timber for both plants.

Holly—The Michigan Manufacturing & Lumber Co. is operating five camps in Clare county. The logs will be manufactured at Leota for the owners and railed thence to the plant at Holly.

Manton—The Truman Bros. Co. is fully installed in its new saw and planing mill and has placed the mill in active operation. John E. Truman also conducts a shingle mill, which business is carried on separately from the company's business.

Avoca—A corporation has been formed under the style of the Avoca Butter Co., for the manufacture of butter. The company has an authorized capital stock of \$5,500, of which amount \$4,700 has been subscribed and \$4,600 paid in in cash.

Detroit—The Norris Reversible Scarfree Collar Co. is a new organization in which George E. Norris is associated with Leonard Frey. Mr. Norris was formerly with the Norris Co., which institution is now in the hands of a new organization.

Zeeland—John Schipper, who has been interested in the Star Furniture Co. since its organization, has sold his interest in that corporation to Jacob A. Elenbaas, to accept a position as foreman of the machine room of the Wolverine Furniture Co.

Saginaw—Wm. Polson & Co., manufacturers of sash, doors, blinds, boxes, etc., have merged their business into a stock company under the same style, with an authorized capital stock of \$30,000, all of which amount has been subscribed and paid in in cash.

Detroit—A corporation has been formed under the style of the Shotwell-Carter Manufacturing Co., which will manufacture mixing machines used by bakers, hotels, etc., with an authorized capital stock of \$10,000, of which amount \$7,700 has been subscribed and \$3,000 paid in in cash.

Bay City—A corporation has been formed under the style of the Wenona Manufacturing Co., which will manufacture ladders, lawn swings and porch furniture. The new company has an authorized capital stock of \$10,000, of which amount \$7,700 has been subscribed, \$1,350 being paid in in cash and \$5,800 in property.

Failure of the Labor Union Bank.

Chicago, Jan. 21—Stockholders of the union labor bank of Chicago met yesterday to wind up the affairs of the corporation. Their experience has cost them about \$8,000. They will receive about 60 cents on the dollar, but assert the experience was worth the outlay. The fixtures are for sale at a bargain.

The bank was originated about eighteen months ago, and has had a checkered career. When it incorporated under the laws of Arizona in May, 1906, as the Commonwealth Trust and Savings Bank it was intended that it should be strictly a union labor institution. The shares were placed at \$10 par value, so as to allow workmen to become stockholders.

The first blow was a month after it started, when the state authorities stopped the sale of stock until the banking laws of Illinois should be complied with. These required that shares of stock have a par value of \$100, and that \$200,000 be subscribed before it could do a state banking business.

The directors at once turned the business over to George W. Dreblow to be run as a private bank until the necessary amount of stock could be subscribed. A permit to organize under the name of the International Trust and Savings Bank and to solicit subscriptions for stock was obtained from the Secretary of State. About \$128,000 was subscribed, but the labor men could not get the necessary \$200,000 to enable the bank to do a state business. The failure of the Stensland bank about that time made matters worse for the labor bankers. The unions were backward in supporting the institution which was started in their interests. Few of them subscribed for stock as unions, and only a few union men could be induced to risk their savings as individuals.

The bank had a lease on rooms at 92 LaSalle street, for which it had to pay \$4,500 a year. The rent had to be paid whether any business was done or not, and another change was made. The business was transferred to Edwin C. Kingsbury, who continued to run it as a private bank, although all the union directors were retained.

The change did not bring business, however, and a few months ago the business was again transferred to the firm of A. C. Tisdelle & Co., which was doing a banking business in the same building.

At yesterday's meeting it was found that there was about \$14,000 in cash to be divided among 300 stockholders. Mr. Kingsbury is the heaviest loser, as he held the largest amount of stock.

The failure of the bank is not due to high salaries paid the officials, for the board of directors did not even get their car fare when they attended meetings. Attorney John J. Sonstebly was directed to take charge of the necessary details in winding up the affairs of the bank.

Genius is simply drudgery converted by the glory of a vision.



The Produce Market.

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

Beets—40c per bu.

Butter—The market is unchanged from a week ago. The percentage of fancy butter is very light, and the consumptive trade is very good. There is likely to be a firm market on all grades for some time to come. Creamery is held at 31c for tubs and 32c for prints. Dairy commands 25c for No. 1 and 18c for packing stock.

Cabbage—\$10 per ton.

Carrots—35c per bu.

Celery—30c per bunch.

Cocoanuts—\$4.50 per bag of 90.

Cranberries—Wisconsin Bell and Cherry and Howes fetch \$7.50@8 per bbl. Supplies are getting rather limited and the market has advanced, with a continued firm tone. The demand is not any too large.

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

Dressed Hogs—Dealers pay 5½c for hogs weighing 150@200 lbs. and 5¼c for hogs weighing 200 lbs. and upwards; stags and old sows, 4½c.

Eggs—Mother hen is beginning to shell out, in consequence of which prices have dropped very considerably. Further declines will depend upon the weather. The wide range between storage and fresh is fast closing up, the movement of refrigerator stock continuing heavy. Local dealers pay 20c for fresh, case count, holding candled at 22c. Storage stock has declined to 18c.

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

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

Honey—18c per lb. for white clover and 16c 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 75c per bu. Spanish are in moderate demand at \$1.50 per crate.

Oranges—Unchanged in price, but the market is showing stronger tendencies and many are expecting an advance on the most desirable sizes. California Redlands command \$2.75@3; Floridas, \$2.75.

Parsley—50c per doz. bunches.

Parsnips—75c per bu.

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

Potatoes—The market is somewhat easier than a year ago on the basis of 55@60c per bu. Country buyers are paying above the parity of the market in some localities.

Poultry—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. The amount of poultry put away in storage in the fall was considerably smaller than that usually frozen, so that fresh dressed stock will have a good chance. Some live stock is wanted, but it must be fat, as there is a certain class of trade that wants it all the year round.

Squash—1c per lb. for Hubbard.

Sweet Potatoes—\$5 per bbl. for Illinois kiln dried. The price continues high, with supplies limited. Additional shipments are expected in this market within a few days, however, and it is expected that the market may take on a slightly easier tone.

Turnips—50c per bu.

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

Evolving Order Out of Chaos.

Lansing, Jan. 21—According to report made to Judge Wiest by Receiver Jewett, the assets of the National Supply Co. are more than the liabilities. The inventory states that on Dec. 7, when Receiver Jewett took charge of the Supply Co. stores, the value of the merchandise was \$37,498.46 and bills receivable amounted to \$883.68.

The total liabilities, which are \$29,115.98, include \$14,760.01 bills payable contracted by Lewis & Holder while they operated the store. Other liabilities are \$4,243.70, a circuit court judgment to J. H. Penny, of Chicago; \$6,022.50 to A. E. Briggs, principal and interest on lease of land; \$9,246, amount of Mosher mortgage and \$866.27 taxes.

Lewis & Holder were proprietors of the stores from June 1 until Nov. 23, when Adelbert Mosher took charge of the company on a chattel mortgage. The actual value of the merchandise at the time that Lewis & Holder became proprietors was about \$51,000.

Sale of the Arthur M. Lichtenstein bankrupt stock at Central Lake last Wednesday resulted in the purchase of the property by E. R. David, of New York, for \$7,111. There were ninety-six bids in all. It is understood that the purchaser acted in behalf of the bankrupt, who will now be permitted to continue the business.

Twenty students in the Pharmacy department of the Ferris Institute, of Big Rapids, passed through the city Monday on their way to Ann Arbor to take part in the January examination session of the State Board of Pharmacy. They spent an hour in the laboratory of the Hazeltine & Perkins Drug Co.

Henry R. Gray and Harry E. Crittenden have formed a copartnership under the style of Gray & Crittenden and engaged in the grocery business at Galesburg. The Lemon & Wheeler Company furnished the stock.

The Grocery Market.

Tea—Values are steady, there having been no change for the week and none is in sight. If fluctuations occur, they are more likely to be advances than declines, especially in low grades.

Coffee—Rio and Santos coffee of desirable grades is becoming scarce and high by reason of the Government's large purchases of these grades. From a buyer's standpoint the market for the better grades is in a very unsatisfactory condition on this account. Mild coffees are firm and in quiet demand. Both Javas and Mochas show a slight recession from the recently reported high prices.

Canned Goods—Tomatoes are firmly held. Corn is steady and has the confidence generally of the entire trade. All kinds of beans continue firm. Peas are strong and medium grades are getting scarcer every day. California canned fruits show no new feature. There is every indication that prices will remain steady, at least. The entire list of Eastern canned fruits is decidedly strong. Gallon apples are the only exception. Salmon continues firm with tendency toward a stronger situation. Sardines are indifferent, with the prospect that prices will remain about where they are for some time to come. Cove oysters have eased off some owing to improvement in canning conditions.

Dried Fruits—Currants are quiet at maintained prices. Seeded raisins are cheaper in Eastern secondary markets than on the coast, but seem not to be much wanted anywhere. Loose raisins show the reverse condition—a higher price is asked for them in secondary markets than on the coast. Naturally the higher spot price is being paid only by buyers who want stock at once. Apples are unchanged and in light demand. Citron, figs and nuts are unchanged and quiet. Prunes are unchanged, both coast and spot. The demand is light. Peaches are dull and unchanged, as are apricots.

Cheese—There has been a noticeable increase in the consumptive demand. Stocks are increasing very satisfactorily and if any change occurs it will probably be a slight advance in all grades.

Syrups and Molasses—Sugar syrup is unchanged and in moderate demand. Molasses is unchanged, and as to high grades still high and strong.

Rice—Nearly all grades are in good supply. The really cheap grades are scarce, as has been the case for a year past.

Farinaceous Goods—The entire list shows little change and no pronounced tendency either way.

Provisions—Stocks of everything in the smoked meat line are large and there is not likely to be any change in the near future. Both pure and compound lard are unchanged and the market is barely steady. There is likely to be an increased demand almost any time. The market is likely to remain unchanged for the present. Dried beef, barrel pork and canned meats are dull and unchanged.

Fish—Cod, hake and haddock are all duller than they should be, owing to the mild weather. Prices are unchanged. Salmon is selling in a very small way at unchanged prices. Domestic sardines are unchanged as yet, though rumors of coming advance are still current. The demand is light. The mackerel market has stiffened greatly during the past week. Norways are firmer, although no advance has yet occurred. It is hard to see how higher prices can be avoided, however, if anything like a demand springs up. Irish mackerel are scarce and also likely to advance. Shore fish seem not to be in the game to any material degree.

Particulars of the Rosenthal Failure.

Hon. Peter Doran, in behalf of the creditors of Samuel Rosenthal, dealer in clothing and shoes at Muskegon, has had John J. Wilson appointed receiver. The sale of the stock will take place Jan. 29. The assets are estimated at \$12,000. The liabilities are \$19,076.77, divided among fifty-seven creditors in the following amounts:

The Duck Brand Co., Chicago	\$ 146.90
H. B. Rosenthal & Co., N. Y.	241.46
Greenstein, Simon & Co., N. Y.	854.68
Samuel Gans & Co., Chicago	254.48
Adler Bros. & Co., New York	332.00
J. Wener & Co., New York	729.98
Michigan Shoe Co., Detroit	908.21
The Ideal Clothing Co., Gr. Rds.	158.39
Sweet, Dempster & Co., Chicago	180.95
Squires, Aldrich & Co., Chicago	334.80
Geo. P. Ide & Co., Chicago	45.10
Sweet, Orr & Co., Newburgh	916.00
M. Wile & Co., Buffalo	1,356.25
Kahn Bros. & Co., Chicago	716.51
Denzer, Goodhart & Shener, N. Y.	345.56
Levi Mann & Co., Chicago	425.50
Detroit Cap Mfg. Co., Detroit	210.50
Miller Cohn & Co., Cleveland	468.50
David Leeburger & Co., N. Y.	588.25
Frankenberg & Lampert Co., Toledo	55.56
National Umbrella Co., Cleveland	60.95
A. W. Corren & Bros., N. Y.	81.16
The Hartman Trunk Co., Chicago	66.02
The Lamb Knit Goods Co., Colon, Mich.	50.75
Ryan Bros. Knitting Co., Detroit	133.50
Rockland Woolen Mills, Cleveland, Tenn.	286.25
Kling Bros. Co., Chicago	69.34
Wear Well Hosiery Mills, Reading, Pa.	103.90
H. R. Stoepel, Detroit	76.94
J. W. Jackson & Sons, Indianapolis	185.75
Hemberger & Silberman, Detroit	283.50
S. E. Gries & Co., New York	170.67
Louis Tesser, New York	117.25
White Goods Mfg. Co., Chicago	110.63
E. Heller & Bros., New York	51.35
Runkel & Roth, Cincinnati	36.10
Central Rubber Co., Chicago	298.50
Columbia Knitting Mills, N. Y.	152.00
Wald, Walker & Co., N. Y.	341.75
Chicago Rubber Co., Chicago	607.54
The Western Pants Co., Chicago	128.20
Abel & Bach Co., Milwaukee	114.01
L. Mane & Co., New York	93.78
Adolph Hut, New York	101.76
Bradley & Metcalfe Co., Milwaukee	274.45
Unger & Greenwald, N. Y.	42.75
Finkelstein Bros., New York	208.00
Connolly Bros. & Hall, Chicago	27.75
B. Marx & Son, Detroit	34.43
Vassar Knitting Works, Vassar, Mich.	39.00
National Lbrms. Bank, Muskegon	1,500.00
Union Nation'l Bank, Muskegon	300.00
Mrs. David Jacobs, Muskegon	1,000.00
Samuel Rosen, Muskegon	2,388.00
Muskegon Chronicle, Muskegon	99.60
Taxes	107.71
Karwin & Co., Chicago	63.96
	\$19,076.77

Milton J. Quinn, plumber at 23 West Fulton street, has uttered a trust mortgage for the protection of his creditors, naming Hon. Peter Doran as trustee. His indebtedness is about \$2,700.

It's an empty business feeding the heart on brain food alone.

No well-bred millionaire boasts of his dough.

IN NEW HANDS.

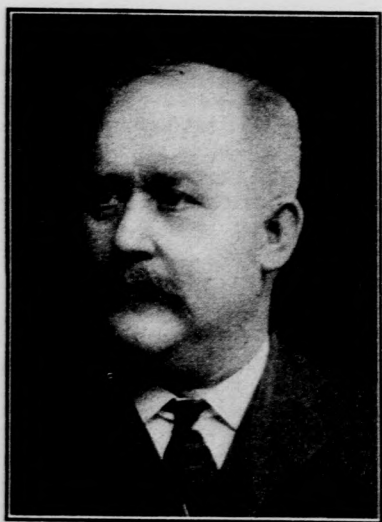
Old Officers Relinquish Their Duties To Their Successors.

Jackson, Jan 18—The meeting of the Board of Directors of the M. K. of G. was held to-day at the office of Secretary F. L. Day in this city.

The meeting was called to order by President Frank N. Mosher.

Calling the roll of officers showed all members present.

The minutes of the last meeting were read and approved.



The Outgoing President

A communication was received from M. S. Brown, accompanied by a check for \$2, with the request to credit to the employment and relief fund, it being his premium for securing new members. It was accepted with a vote of thanks to Brother Brown for the donation.

It was moved and supported that the other communications be referred to the new Board.

The application of Chas. Erigson was presented, but being a buyer and not engaged in the sale of goods, it was moved and supported that the application be declined and the money returned. Adopted.

The F. E. Minne prize of \$15 was awarded to Hamilton Irving, of Port Huron.

President Mosher then read his exaugural address, as follows:

On retiring from the office of President of this grand organization of traveling men, I am pleased to make a report of the work done for the date of our convention, held in the city of Saginaw, Aug. 23 and 24, 1907, to this date, when the affairs of the Association are turned over to our worthy successors.

The Board of Directors for 1907 have held five regular and one adjourned meeting, all of which by a resolution adopted early in the year were held in the home office of the Secretary, Frank L. Day, in Jackson. This has proven to have been a good move and a saving to the Association of many dollars of expense for Board meetings, as well as a saving to the individual members. It has also been a safeguard to our valuable records, avoiding the danger of loss or damage while being transported from headquarters to different towns where Board meetings might be held. The Association met with a serious loss in this way many years ago, and important records were lost and never found.

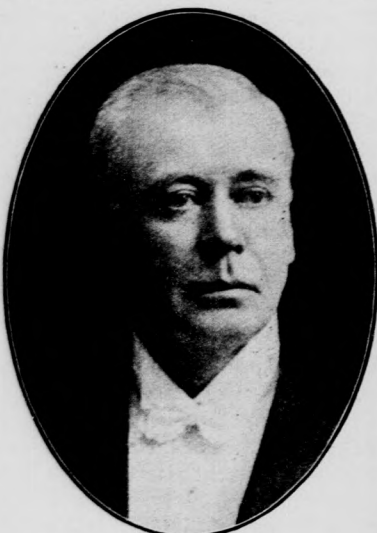
The business has been carefully and economically conducted. All bills and death claims have been fully

paid, and, as shown by the Secretary's and Treasurer's report, a balance on the right side of the books.

Since the convention we have added to our list the names of thirty-two new members, making a total of 210 new names since Jan. 17, 1907. We have some delinquents and a very few resignations, but we have made a substantial net increase, as will be shown by the Secretary's report.

Since August 24 five more of our good brothers have been called in by the Grim Reaper and put down their grips for the last time, making a sorrowful list of twenty-two during the year whom Death has called from home and family. We shall miss them from our councils; no more shall we meet them and be greeted with a hearty handshake of friend and brother. The inevitable law of nature seems to say that sooner or later we all must die; and to the sorrowing families of those departed brothers we unite in extending our heartfelt sympathy.

Again, let me put the fact strongly before you, that while we are doing much for each other as we journey



The Outgoing Secretary

through this vale of tears, the \$500 paid to the families of those who have left us and which costs us as individuals but a trifle, gives relief in a time of need. In many cases which have come to the notice of your officers it is all the bread winner has left to keep those he loved from actual want.

Along the lines of promotion of membership, the Board of Directors for 1906 made an offer of rebates in assessments and dues to members securing new members before April 1, 1907. In order to give all a chance the present Board extended the time to October 1. This offer has borne good fruit, as the records show that.

Six members had their annual dues paid.

Ten members had one assessment paid.

Five members had two assessments paid.

One member had three assessments paid.

Although this represents the work of but twenty-two of our members, it proves what can be done if each one will work for our good cause. We shall always feel indebted to Vice-President F. E. Minne, whose devotion to our Association prompted him to contribute as a prize the amount due him from the K. of G. (\$15) to the member securing the greatest number of new members between August 24, 1907, and January 1, 1908. This has been the means of increasing our roll by quite a number, the prize being won by Brother Hamilton Irving, with six to his credit.

Reports from our standing committees show some important work still under way.

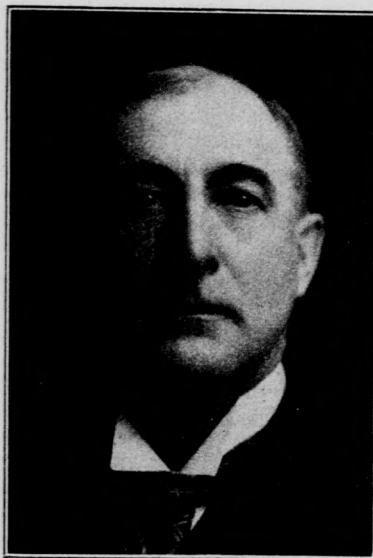
Chairman E. P. Waldron, of the Railroad Committee, has received complaints of unreasonable charges on excess baggage since the new railroad bill went into effect. This matter Brother Waldron has taken up with the Governor and State Railroad Commission, and has been assured that, so far as lies in their power, steps will be taken to secure a fair rate from the transportation companies.

Chairman J. J. Frost, of the Legislative Committee, has also been active with the Commission on the request of extra fares demanded when crossing the State lines and expects good results in the near future. I am sure that every member of the M. K. of G. will join me in extending our sincere thanks to Brother Frost for the noble work he has done during this entire year.

For the Hotel Committee, Chairman J. D. Robinson has much to his credit in the matter of individual towels in the hotel washrooms. His efforts have resulted in at least forty hotels supplying towels as requested. This good work should be kept up.

Chairman F. P. Burtch, of the Bus and Baggage Committee, reports no complaints or matters for adjustment since the convention.

The special committee appointed with the view of establishing an Employment Bureau in conjunction with the Board of Trade or M. and M. Exchange in different cities have not been successful up to this time, partly owing to the fact that their time has been very limited since the convention and partly for the lack of such information as different members



The Incoming President

were expected to give from their home city. I earnestly recommend that this work be taken up again by the Board of Directors.

In conclusion, I wish again to thank the members for the loyal support which has been given to me, and especially to my official associates for the kind consideration, and courtesy shown during our work. To the members at large I ask you to work; get busy and keep busy; stand loyally by your officers; don't expect them to do it all, but show by your individual efforts in sending in new and good members that you appreciate the fact that they are giving their services free to the building up of the best organization of traveling men in the world and the only one of its kind, I believe, in existence. Pay your assessments promptly and cheerfully and relieve the strain of your officers and Board of Directors, which comes when the death list grows large and the funds are small; and the quick, prompt payment of a claim means so much to the families of our dead. We know not in what hour any one of us may go and it would be a painful thought that those

we depended upon would, through neglect or carelessness, deprive our families of that which we in honor guaranteed to them.

Wishing for my successor, President John W. Schram, and the Michigan Knights of the Grip the fullest measure of success, and pledging my best personal efforts to make 1908 the banner year, I will step down and out.

Secretary Day presented the following report:

In submitting to you my final report as Secretary, I do so with the kindest feeling toward my fellow workers who have been closely identified with me on this Board. I shall always look back to our pleasant relations with a great deal of pleasure.

General Fund Receipts.

Annual dues from No. 2199 to 2204	\$ 5 00
Annual dues from No. 0 to 1281	1,281 00
Change of beneficiary 131-2-3-4-5-6	3 00

\$1,289 00

General Fund Disbursements.

1-13-08 check, No. 78, to Jno. B. Kelly, Treas.	\$1,200 00
1-17-08 check, No. 80, to Jno. B. Kelly, Treas.	89 00

\$1,289 00

Death Benefit Fund Receipts.

Asst. No. 2 from receipt No. 1,392	\$ 2 00
Asst. No. 3 from receipt No. 1,397 to 1,400	6 00
Asst. No. 4 from receipt No. 1,217 to 1,390	346 00
Asst. No. 5 from receipt No. 0 to 1,282	2,564 00

\$2,918 00

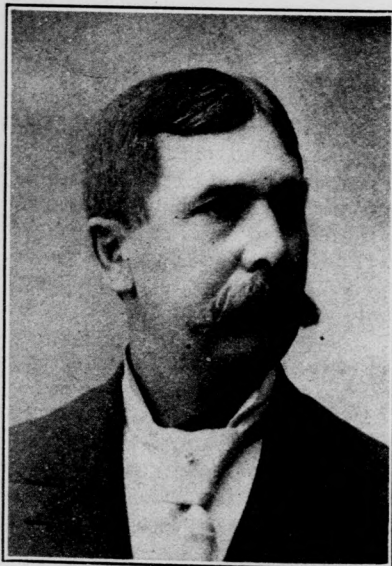
Death Benefit Fund Disbursements.

11-25-07 check, No. 76, to Jno. B. Kelly, Treas.	\$ 300 00
1-2-08 check, No. 77, to Jno. B. Kelly, Treas.	2,400 00
1-17-08 check, No. 79, to Jno. B. Kelly, Treas.	218 00

\$2,918 00

Promotion Fund Receipts.

Receipts of honorary members from 709 to 721	\$ 12 00
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The Incoming Secretary

Promotion Fund Disbursements.

1-17-08 check, No. 81, to Jno. B. Kelly	\$ 12 00
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Check from M. S. Brown ..	2 00
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1-17-08 check, No. 82, to Jno. B. Kelly, Treas.	2 00
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My brothers, this concludes my report. I have done the best I could to serve you and do my work well. If I have made any mistakes I assure you it is from the head and

not the heart and I trust that the record of my faults may be written on the sand.

I wish to be remembered by each and every one of you and if at any time I can be of any assistance to further the interests of the Michigan Knights of the Grip I assure you I am with you.

Treasurer Kelly reported a balance on hand of \$4,170.79, divided among the various funds as follows:

Death	\$2,905 30
General	1,103 97
Employment and relief	30 02
Promotion	131 50

The President's address and the reports of the Secretary and Treasurer were accepted and adopted.

The claim of J. M. Roberts was held over until the next meeting in Saginaw, when Mrs. Roberts and Mr. Pendell will be notified of the action of the Board and requested to meet with the same.

The claims of E. R. Johnson, Chas. W. Parrott and Geo. S. Hartom were allowed and warrants ordered drawn to pay the same.

The following bills were allowed and vouchers ordered drawn on the Treasurer to pay the same from the proper funds:

Secretary's salary	\$211 05
Sundries	30 30
Hamilton Irving for premium	15 00
F. L. Van Tyle, for premium.	2 00
W. G. Tapert, for premium..	12 00
W. D. Barnard, for premium.	3 00
Treasurer's salary	84 42
Acorn Press	23 10
Barlow Bros.	9 25
Expense Board meeting	80 27

An order was ordered drawn on the Treasurer for \$28.25 to close up the W. A. Van Alstine fund, he to be notified that this closed the same and that his future assessments will not be paid.

Mr. Gibbons, of Wood's Guide, was present and presented the Guide for endorsement, whereupon the following resolution was adopted:

Resolved—That the Michigan Knights of the Grip endorse Wood's Railway Guide as giving the time tables of the railroads, steam and trolley, list of hotels and other valuable information to the traveling public.

The Board of Directors extended their most hearty thanks to the retiring President, Secretary and Treasurer for the faithful work they have done during their term of office.

F. L. Day, Sec'y.

Jackson, Jan. 18—Meeting of the new Board of Directors, M. K. of G., was called to order by President Schram. All members of the Board were present.

Moved and supported that an assessment be levied to commence March 1 and close March 31, 1908, to be known as assessment No. 1. Carried.

Moved by N. B. Jones that the bonds of the Secretary and Treasurer be accepted. Carried.

Moved by A. A. Weeks that an order be drawn for \$50 for stamps for the Secretary. Carried.

Moved by M. C. Empey that the first meeting of the Board be held in Saginaw at the office of the Secretary. Carried.

Moved and supported that we give

a premium of \$1 each to all members securing three or more new active members prior to the annual convention, to be paid out of the promotion fund, no officer of the Association participating. Carried.

The following committees were appointed by the President:

Finance—H. P. Goppelt, Saginaw; A. A. Weeks, Grand Rapids; J. J. Frost, Lansing.

Printing—N. B. Jones, Detroit; M. C. Empey, Bay City; W. A. Barnard, Manistee.

Railroad—C. H. Phillips, Lapeer; C. H. Wheeler, Marquette; A. E. Harris, Detroit.

Legislature—Lou J. Burch, Detroit; E. O. Wood, Flint; John Raymond, Lansing.

Hotel—John D. Martin, Grand Rapids; E. L. Smith, Lansing; W. R. Carson, Port Huron.

Bus and Baggage—C. E. Hodgis, Saginaw; Jasper W. Davis, Detroit; John B. Heydlauff, Jackson.

Employment and Relief—M. V. Foley, Saginaw; Geo. W. Armstrong, Adrian; Melvin D. Cole, Romeo.

Chaplain—Chas. S. Scofield, Fenton.

Sergeant-at-arms—Sam'l Schaffer, Saginaw.

Adjourned to meet in Saginaw March 7. M. V. Foley, Sec'y.

Nothing Left for the Creditors.

Detroit, Jan. 21—I desire to advise you that the affairs of the Yost Grocery Co., formerly conducted by Charles L. Yost, have been closed. An inventory of the stock and fixtures was taken by two appraisers and listed at their invoice price. The stock inventoried at \$151.76, and the fixtures at \$218.22, making a total of \$369.98. The majority of the fixtures were purchased from Service & Russell, of this city, on contract, they reserving title in themselves until the same should be paid for in full. As only a small amount had been paid on same, they took the fixtures back. The stock and fixtures then left were not sufficient to satisfy Mr. Yost's right to \$250 exemptions, which the statutes of this State allow him. There is therefore nothing to distribute to creditors.

R. S. Moore.

Working on Two New Propositions.

Marshall, Jan. 22—The annual meeting of the Marshall Business Men's Association was held last Thursday evening. A review of the year's work was read by Secretary C. W. Graves and it showed that the Association has accomplished much during the year. There are more men at work in Marshall factories than at any time in twenty-five years, the good roads proposition has been put through far enough to have it submitted at the next regular election, and two good factory propositions will shortly be closed up which the Board has been working on during the year. Three new directors were elected: H. J. Hyde, C. H. Billings and W. T. Phelps to succeed C. E. Gorham, G. E. Lamb and Marvin Ferguson, the retiring President.

At the annual meeting of the Lam-

bert Machinery Co. it was decided to manufacture the entire equipment for a coffee plant, including bins, cleaning apparatus and other machinery used, in addition to what the company has already been making. This company has been steadily improving, and, from being a losing proposition for years, has finally become one of this city's best industries, under the management of A. P. Grohens. The officers elected for the coming year are all of them progressive men who will keep up the present policy of the company, namely, to keep enlarging the scope of business.

The annual meeting of the Dobbins Furnace Co. divulged the fact that A. B. Wagner had purchased all of the stock in the company. It was at first decided to pay a 15 per cent.

dividend, previous to Mr. Wagner's purchase of stock, but he has decided to put the profits into improving the business. An expenditure of \$2,000 has been made for improved machinery.

The Marshall Furnace Co. manufactured in 1907 over 300 more furnaces than in 1906, and Wolverine furnaces are now warming over 1,000 churches, school houses and public buildings. One concern in Lorain, Ohio, purchased 175 furnaces. This company has just placed on the market a new furnace, making in all fourteen different styles and sizes. The plant employed is too small and two foundries are now in use. A furnace every two working hours is the record this company made in 1907.

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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

O. L. Schutz, Advertising Manager.

Wednesday, January 22, 1908

THE SOUTH'S MISTAKE.

The other day the question came up in the House of Representatives whether certain laws should be repealed. The laws in question are those of the Penal Code, dealing with the selection of jurors and with the attitude towards officeholders in various states. Although the majority was assured by a number of Democratic speakers that these laws were obsolete and unnecessary, statements of such contradictory character immediately followed that certain Republicans voted to retain the laws in the code. Then it was that a Texan member took the floor and in a style of oratory fairly well described as "fiery" begged to inform his Congressional brethren that the South is able to solve its own problems; that "so long as the spirit of the laws lives the letter lives," and he used as a clincher the fact that Governor Vardaman had made as an important plank in the platform of his election the repeal of the Fifteenth Amendment.

It may be as well to say here, as anywhere, that nobody cares anything about that style of oratory. It does no harm and is a great reliever of monotony; but when the "fiery" speaker declares that the South can solve its own problems, without questioning the fact or expressing a doubt in regard to the South's ability to "make the vaunting true," it does become a matter of considerable moment as to what those "problems" are.

It would be easy at this point to get fiery, too, and to remark with forceful energy that as a problem-solver the South, as such, has not been a marked success; that the single problem which has kept its gray matter in constant agitation for something over a half century is to-day no nearer the solution than it ever has been, and that its old dead and buried and rotten theory of being "let alone" is as senseless as the principle on which the theory is supposed to be based.

The fact is the South, as such, has no problem peculiarly its own. It never has had such problem or problems. Once in its history it thought it had and at the price of the bitterest rebellion—bitterest the world has ever seen—it found out its dreadful mistake; and in the face of all this direful history the unregenerate son of an unregenerate stands up among the Nation's representatives and declares that the South can solve its own problems. Right there is the South's mistake. That it is a mistake and a dreadful one no one denies; but it is the mistake only that belongs to the South. The problem is the possession of the United States and it is the United States that has to solve it. The negro question is one as thoroughly national as the digging of the Panama Canal; as thoroughly national as whether Japanese children shall attend the common school in San Francisco; as national as whether a state court anywhere in the American Union can say to the Court of the United States, on a matter purely national, "Thus far shalt thou come and no farther!"

The time has gone by when state fences are to receive respectful consideration, because they are so many infringements on the public domain. So the only hope for the solution of the negro problem is for the South to buckle down with the other sections of the country and all hands work it out together. San Francisco, California's own daughter, by a process of reasoning convincing only to herself, had somehow got the notion into her head that her sandlots were the pivot on which the whole country turned and in manner and tone proceeded to manifest the importance of her position by settling the school question on her own account; but the problem was solved by the national authorities at Washington and the self-conceited State on the Pacific Sea, as she rubbed her smarting knuckles, concluded that solving national problems is not a prerogative of the State. The land barons of the Northwest have reached the same conclusion. A compatriot—so runs the tale—with a senator's head on him found it vastly to his pecuniary advantage to fence out the herds of the common cattleman from certain rich grazing lands which his avarice craved. Possession is nine points of the law and when he and his herds were ordered off the public territory, he, like the South, like California, set up the theory of states' rights, to be hustled ignominiously from the public lands and compelled to take down the fences, because the barb-wire fence was a national matter and not one which referred either to state or individual.

The thought frequently finds expression that it is about time for the South to stop making a fool of itself; but, while no fault can be found with the expression, it is submitted that its application is by no means confined to a single locality. Human nature is inclined to give due importance to its own dooryard, and if the time ever comes when the owner of that same dooryard admits that his management of that limited piece of

property can be, and is, a matter in which the neighborhood are, and by right ought to be, interested, it is safe to assume that we shall hear no more of land-grabbing nor state rights, because the parties mostly interested do not make the mistake of believing that a part is greater than the whole and that that whole has the deepest interest—and the right to exercise that interest—in whatever pertains to the welfare of that whole.

CUBA'S SECOND CHANCE.

When the United States forces intervened in Cuba something over a year ago when that country was in the throes of a revolution and President Palma had resigned, President Roosevelt declared that as soon as the country had been thoroughly quieted and it became apparent that the Cubans were again in a position to resume the reins of self-government the United States forces would be withdrawn, and the island permitted to resume its position as an independent State. For a long time it looked as if this second withdrawal of American administration would be indefinitely delayed, as conditions did not warrant the hope that a stable and reliable administration could be formed which all elements of the Cuban population would accept.

It has recently been announced by Secretary of War Taft that Cuba will be ready to be again released from leading strings in April, 1909, that is a little more than a year hence, by which time it is expected that the general census of the island will be completed and local elections everywhere will have tested the temper of the people and their ability to elect a new Congress and President without revolution. It is not, of course, expected that all disaffected elements will have been eliminated, or that the commercial interests will welcome the withdrawal of the protecting arm of the American military power, but it is believed that matters will have become so settled that the great bulk of the people will be able to agree upon a new administration which will be loyally supported.

While there is undoubtedly a considerable element in this country that would welcome annexation, it will be unquestionably best for our trade interests, as well as for our domestic sugar and tobacco industries, that Cuba should retain her independent status. Cuba as a State in the Union would be a disturbing influence politically, as well as a drawback to the growing sugar industry of this country.

While it is best for all concerned that the Administration's pledges to the Cubans should be carried out, it is but proper for the Cubans themselves to take to heart the lesson of the present intervention. Should they again abuse their opportunities and permit the administration of the island to fall into disrepute, thus compelling this country to intervene, the American flag will probably be planted on the island to be withdrawn no more, and Cuban independence would promptly become only a memory.

Such a fresh intervention would probably not mean the granting of State's rights to Cuba, but the governing of the island, just as Porto Rico is governed as a colony or dependency without any voice in the American Congress or in the election of Presidents.

As to the capacity of the Cubans for peaceable self-government there is much doubt, but the President is pledged to grant them one more chance, and, according to Secretary Taft's announcement, he is going to redeem that pledge a year hence if the Cubans continue to remain quiet and orderly. At that time a new Cuban Congress and a new government will be erected and installed, and once again American troops will be withdrawn from the island.

CRITICISING THE ARMY.

A well-known German military man who has visited this country has published some interesting criticisms of the Army and military resources of the United States. With respect to the Regular Army he finds the officers well trained and keen, but the enlisted personnel he finds fault with. He thinks the Army defective in equipment, and in reserve stores little preparation has been made for war needs. The National Guard, this German critic, like most of his kind, does not think much of as an effective arm for national purposes.

Of course, this German critic has gauged the American Army by German standards. In Germany the army is recruited by conscription, and during the term of service with the colors the German conscripts are treated with scant ceremony by their officers, being considered only as units or parts of a vast machine. Naturally discipline is of a totally different kind from that maintained in an army recruited entirely by voluntary enlistment, and desertion from which is comparatively easy and without serious risk of severe punishment. The National Guard naturally does not appeal to the German officer because there exists nothing of a similar character in Germany.

But while some allowance must be made for the biased point of view of this foreign critic, it must be admitted that he has correctly appraised our lack of military preparedness for war. The outbreak of war now would find us, as has always been the case in the past, utterly unprepared. We have no surplus supply of arms and ammunition, no accumulation of stores for use only in case of war, and no well-defined scheme of mobilization on the outbreak of hostilities or when war is imminent. These are facts that can not be denied nor glossed over and result from the American overconfidence and self-sufficiency which pervade all ranks of our people. We have an abiding faith in the ability of the American volunteer to meet all demands of war for the future as he has done in the past, but in entertaining this consoling view of the case we forget the tremendous losses the country has suffered in past wars because of this very lack of preparation and training. Experience has taught us nothing.

INDUSTRIAL EDUCATION.

A century ago the function of education was to prepare men for the practice of what were then known as the learned professions, namely, the clergy, the law and medicine. The remainder of the community went into commercial business or into the industries of manufacturing after receiving more or less of general and untechnical instruction. Indeed, at that time there was very little of what is now known as scientific technical knowledge, and men went into the mines and the workshops and learned their various processes practically. Those men who possessed the intelligence and industry to make the most of such practical knowledge as they had learned in the mines and workshops and factories became the creators of the beginnings of what is now known as technical science, and which is now taught in the universities and in technical schools.

A century ago chemistry was of importance chiefly to the compounder and dispenser of medicine. Electricity was merely a matter of scientific curiosity, and had no practical value. The civil engineer began as a military engineer, charged with the laying out of fortifications, bridges and other constructions for military purposes. When canals and railways came into their first use in this country men who had been educated as military engineers were in demand to plan and superintend the work. Since then it has been found necessary to educate men in all the sciences available to fit them to carry on the vast works of construction and manufacturing that have been developed in recent years.

The civil engineer is now an entirely distinct personage from the military engineer, while the mechanical engineer, who had his beginnings as a mere laborer in a workshop, is now a professional and scientific person.

The civil engineer was generally charged with the task of improving the means of production and of traffic for external and internal trade, such applications being directed to the construction and management of roads, bridges, railroads, aqueducts, canals, river navigation, docks and storehouses, ports, harbors, breakwaters, moles and lighthouses; also the protection of property from injury by natural forces, as in the defense of tracts of land from encroachments by seas or rivers; the direction of streams and rivers for use either as powers to work machines or as supplies for towns or for irrigation, as well as the removal of noxious accumulations, as by drainage.

But his field of action widened to such an extent that he was unable to occupy its vast and multifarious developments. The introduction of machinery and of mechanical devices in every department of production has created a demand for scientific men who can invent, design, construct and apply every sort of mechanical contrivance. To give some idea of the universality of his functions it may not be out of place to mention where he comes in.

The mining engineer, as well as his close ally, the metallurgical engineer, is concerned with the discovery and the winning and extraction from the earth of its buried treasures of oil, fuel and rock. He touches the geologist and mineralogist on one side of his functions and the chemist upon the other. Midway he allies himself to the mechanical engineer for the power to overcome his resistance and to the electrical engineer for its convenient transmission to the working-point. If he concentrates his ore after winning it from the earth he calls again for his machinery upon the mechanical engineer. His profession passes at one limit into the craft of the quarryman, and at the other he calls on the art of the civil engineer for his tunnels and for his shafts; or the tunneling and shaft work of the civil engineer are done for him by the miner. The metallurgical engineer, who transforms the crude ore into marketable metal or into the merchantable form or structural shape, is allied to the chemist upon the one side for his processes and to the mechanical engineer upon the other for his machinery. The electrical engineer is more and more furnishing him the energy for conversion by heat through electrical channels, the mechanical engineer furnishing the latter his power. The mining engineer may be both miner and metallurgist. The iron and steel metallurgist is usually a mechanical engineer.

The electrical engineer is primarily intrusted with the transformation of mechanical or chemical energy into electric form, and its transmission in that form to the point of use, where it will be again converted into some other shape. The electrical engineer has made his own the question of generating such electric energy for the solution of the problems of lighting, transportation of passengers by railway and communication by telegraph and telephone. He touches the physicist in the realm outside his applications of science, and has the mechanical or hydraulic engineer next to him to supply mechanical energy to his generator, and the mechanical engineer beyond him, where his energy drives the tool or operates the pump or the elevator. Where his energy is made to appear as high heat he serves the metallurgist and the chemical engineer; where it appears as low heat or as light he serves the individual members of the community directly, as he does in the problem of communicating speech.

The chemist is no longer the servant or assistant of the medical practitioner, nor is he an alchemist, spending his life in trying to convert the wild dreams of his imagination into realities. Thus the chemical engineer is a new but indispensable applicant for recognition. He is the engineer in charge of production or manufacture where the process or the product, or both, are chiefly or entirely dependent upon the theories and practice of chemistry. He shares his field with the metallurgical engineer as respects the manufacture of metals; he is a mechanical engineer as soon as the plant becomes large

enough to warrant the application of power and machinery to the mechanical handling of his product. Gas plants, sugar and oil refineries and the straight chemical manufacturing corporations call for such a man, whatever his designation. It would appear, however, that the normal tendency of growth and development in this field will be toward the utilization of two types of man: The one will be the chemist and the scientist; the other will be the mechanical engineer and executive. It may easily happen that in the days of small things the two sets of duties may devolve upon one man; later on it will be found that the best qualifications for both duties will not be found in one individual—the volume of duty will be too great for one man to be effective in both. When separated, the cleavage will be along the above lines.

The sanitary engineer is a specialist in hydraulic engineering in the applications of water supply and drainage as means to secure the well-being of the community as respects its public health. His field expands from that of the wise precautions respecting the piping of the individual house, where he touches the craftsmanship of the plumber, up to the broadest problems of sewage disposal and utilization, and the healthful supply of potable water for cities, free from bacterial or inorganic pollution at its source or in transit. His co-workers are the bacteriologist and the physician.

Here are new scientific persons, without whose aid the development of civilization and the progress of the human race would never have reached the present stage, much less what there is for the human race in the future. It is necessary not only to provide for the education of their successors, but also for the training of mechanical and industrial workers of all kinds, who are no longer permitted to use the workshops and factories as schools. Thus it is that whereas some hundred years ago there were only four learned professions, counting the school teachers as occupying one, to-day there are many more, not a whit less important than those that so long monopolized the field.

There seems to be no limit to the comfort and conveniences that are likely to be provided for ocean steamship travel. It is said the leviathan now building will include a swell London tailor shop, a swell Fifth avenue tailor shop, a Parisian milliner, a modiste from Paris, Fifth avenue professors of the same art and an exhibition and salesroom for fine gems and all sorts of precious stones and articles of personal adornment. It may not be long before people who take a sea voyage for a change will find that it does not differ to any great extent from living on land. Even the old fashioned seasickness that was supposed to attack anybody on the first trip over, it is said, has lost its terrors and appears as a fashionable malady of mild proportions.

MORE HUMANE WARFARE.

Inventors for years have been busy trying to find out new ways of killing people by the wholesale in warfare. In the old times enemies used to go at each other with swords and pikestaffs hand to hand. When firearms first came it was necessary to get almost as close to do any execution with the weapons. Then muzzle loading rifles came and now with brown powder it is possible to shoot and kill a man a mile off and the guns can be fired half a dozen times with one loading. In bigger weapons the progress has been equally pronounced. The guns on the naval vessels shoot as far as the gunners can see. There are torpedo boats and torpedo boat destroyers. Lately they have invented a submarine vessel which ducks down under the water, discharges a torpedo and runs away, to come up to view miles distant. The science of warfare has seen many improvements and Judge Harlan says that it behooves the United States to get itself in fighting trim to do its share in the white versus yellow conflict.

According to recently published reports a man named Wheaton in Newtonville, Mass., has surpassed them all in inventive genius. He has a new style torpedo which is ten times better than any of the others. It will be shot at an unfriendly vessel from a submarine. Instead of being filled with powder and explosives to blow the enemy's craft out of the water and then sink it out of sight, the Wheaton torpedo is filled with an anesthetic, the composition of which is, of course, a secret. When this torpedo penetrates the side of the ship, instead of killing the sailors and the marines and all the rest of them, it puts every man Jack of them asleep. With everybody on board safely wrapped in the arms of Morpheus it is a comparatively easy matter for a much smaller crew to board the hostile ship and put everybody thereon in irons. That has a great many advantages over the old way. In the first place it is humane. It is really a piece of life-saving apparatus. The design of an explosive torpedo is to destroy life, probably at once and by the wholesale. This one enables the nation that owns the invention to make prisoners of the opposing fleet and not only that but to capture the vessel as good as new and harmed only by the hole in the side where the soporific torpedo entered. Thus it would be possible to increase the United States Navy to the size which Judge Harlan thinks it should be and it could be done at comparatively trifling expense, provided there could be a war with some other nation which has a good naval outfit. Here is an invention at once humanitarian and peaceful and when it is owned by the United States and put in operation there will no longer be any Yellow Peril.

Some folks think they have the house of character because they possess the plans of virtue.

Perhaps the best way to make money out of stocks is to have nothing to do with them.

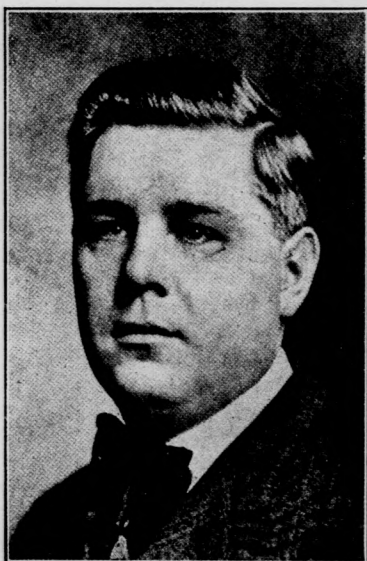
MODEL ASSOCIATION.**Battle Creek Industrial Association Welcomes All Classes.**

Written for the Tradesman.

If the population of Battle Creek doesn't reach the fifty thousand mark in the next decade, it certainly will not be the fault of the Industrial Association of that thrifty mid-state city. Until the evening of the 14th, when the annual meeting was held, the organization was known as the Battle Creek Business Men's Association. At that time the old name was discarded for the present one. The old one seemed to signify the banding together of a class, which is exactly what the members did not want. They stand for a bigger, brighter, busier Battle Creek, and clerks, mechanics, farmers and laborers are invited to come in and help the good work along. It is the purpose of the organization to represent all interests, those of the man who works with his hands as well as those of the man who works with his head.

The annual meeting of the Association is one of the star events of

appears to be the thing in Battle Creek at this time. Even the men



President Frazer.

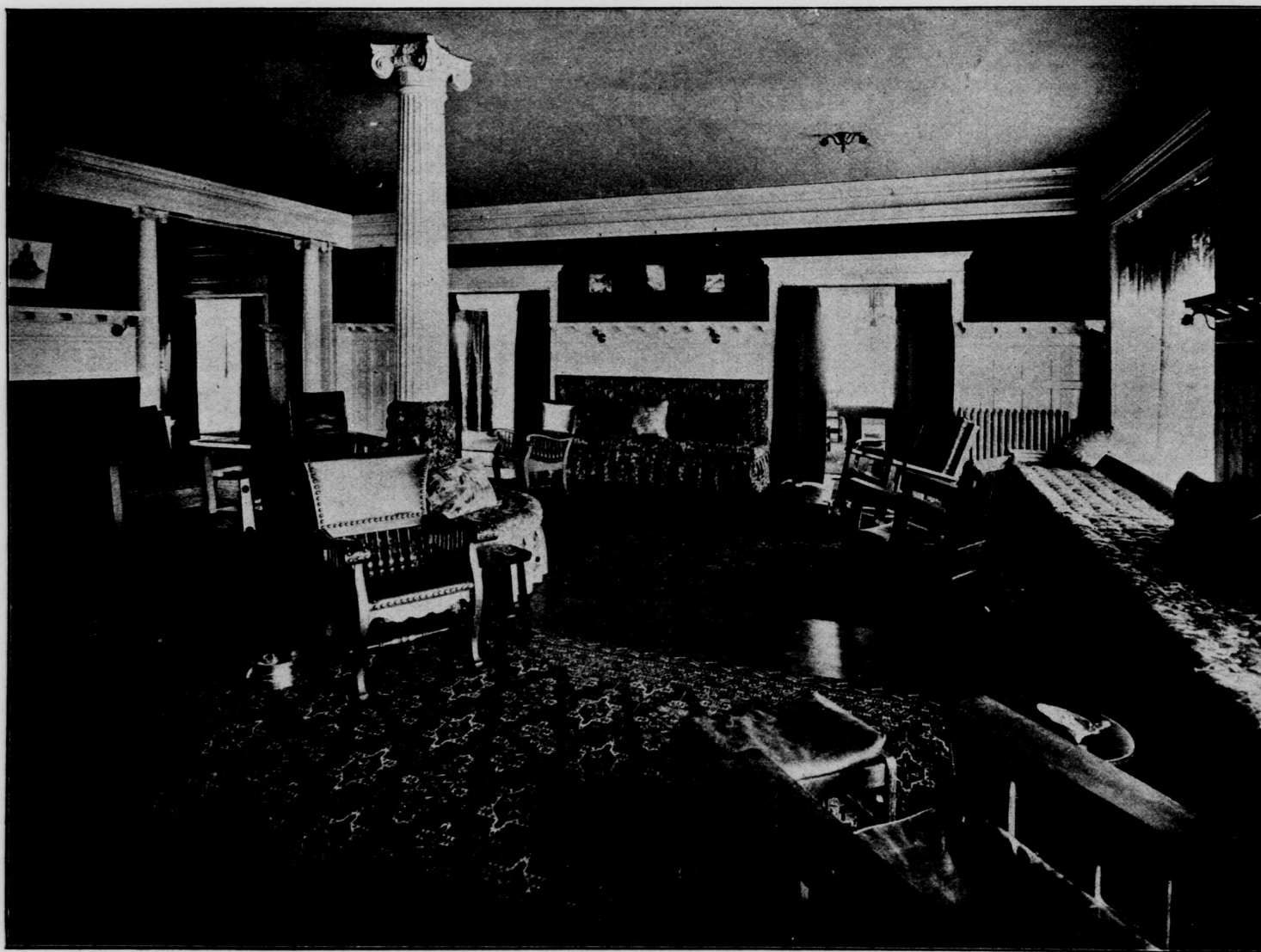
who wear their hair cut thin over the top of the head boast of pompa-

on different subjects, but the good of the city was the end and aim of all suggestions. As the city editor would say, the incidents were all in line with the main plot. They talked about more factories, more conventions, better streets, more parks, industrial peace, and more sewers. Charles W. Post, the Postum-Cereal multi-millionaire, was one of the speakers, so it may well be imagined that industrial peace was talked about a good deal. They also talked of good roads and the railroad carrying rate. A farmer said that good roads out into Calhoun county would help the city more than any other one thing, and a railroad man said that wages could be kept up to the present standard only by increasing the carrying rate, which did not seem to please the merchants and the representatives of the big manufacturing concerns.

The report of Secretary Gibson showed the Association to be \$22.65 to the good, after handling over \$9,000 during the year 1907. The members, who pay about 60 per cent.

ceived during the year over four hundred letters from manufacturers, promoters and others who asked questions about Battle Creek as a desirable place to locate. All were investigated, and only about 2 per cent. were found worthy. This looks like a large number of applications for a city the size of Battle Creek to receive, but it is accounted for by the fact that the town has been very widely advertised. The Association is opposed to the cash bonus system, but the members will invest in worthy enterprises. One concern employing fifty hands was added to the industries of the city during the year.

About the only reference to the late financial unpleasantness was in Fred W. Gage's talk on Compensation, and he drew it very mildly at that. He said that the compensation for the "relatively" hard times would be found in better financial methods, in conservatism. During the trouble of last fall not one of the Battle Creek banks put out the sixty day sign, not one of them refused to pay over money that was asked



Reception Room, Battle Creek Industrial Association.

the year in the Queen City. At the last meeting more than three hundred sat down to the banquet and listened to bright speeches and good music. They were not all business men. They represented the pick of the activities of the town. They all presented earnest faces and a good many of them brought pompadors along with them. The pompador

dours. Under the pompadors was good gray matter, so that all the bright things that were said didn't linger around the speakers' table, but got over the footlights, as theatrical people say, and provoked ringing applause.

The theme of the evening was Battle Creek, and not one of the speakers got away from it. They talked

of the taxes of the city, contributed over \$4,000 in the way of dues. The members also helped to construct a road without hills out Beadle Lake way, and that cost somewhere near \$4,000. There were eleven conventions held at Battle Creek last year, and these brought 6,000 people and \$60,000 to the town.

The Secretary said that he had re-

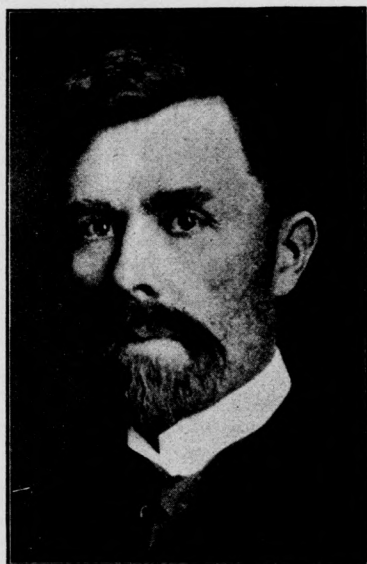
for by those who owned it, and so Mr. Gage's "relatively hard times" observation seems about right for Battle Creek.

The political proposition was touched upon by A. B. Williams, who pleaded for a non-partisan administration. He said that loyalty to the city should be the thing to count in choosing officers, loyalty after hones-

ty and ability. This speaker also gave the liquor interests a dig, saying that they were too prominent and too assertive in city elections. Mr. Williams is a Democrat and Battle Creek's democratic vote is hardly worth counting.

The best boost given to good roads was by H. W. Miller, a tiller of the soil from Newton township, who told of the benefits the city had already derived from the Beadle Lake highway. He said that the farmers were waiting to do business with any city that would assist them in making hauls to market. Later in the evening City Attorney Decker warned the Association to consider the matter carefully before voting for the proposed good roads district, to include the city and four townships, next spring. He said that under the law the good roads commissioners might raise and spend about \$42,000 for good roads in the proposed district, and that of this sum about \$34,000 would have to be paid by Battle Creek property owners, although not one cent of the money would be spent within the corporate limits. Mr.

followed the mention of the idea. This is a phase of the good roads



Secretary Gibson.

question which is creating discussion throughout the State.

the people of the city had taken steps to secure industrial peace, the workers should be given something to take the place of the unions. He regarded the union as an organization through which the employe might be heard. He thought that to eliminate all labor organizations would destroy the balance necessary to modern conditions. Too much power lodged in any one class was not good for the community.

Mr. Post seemed to think that the workers should be heard, as many of them believed that they were not being treated fairly. His remedy was the forming of an Arbitration Committee, with working men well represented, which should listen to all worthy cases brought forward and decide impartially. He said that the people were against the tyranny of the labor unions, and that industrial peace could best be preserved by giving the workers something to take the place of the union.

It was Charles Clarke, Division Freight Agent of the Grand Trunk, who gave some of the heavy shippers present a hard jolt. He com-

down. The speaker seemed to consider the point settled that the carrying rate decided the price of labor. He believed that the people would soon understand the situation and govern themselves accordingly. The men who had heard the argument before smiled, for it is the habit of the great roads to talk of making the working men pay their dividends by having less to eat and wear.

There was much said during the meeting of a great convention hall. When the teachers were here it took three halls to hold them, and the Battle Creekites are not willing that such a state of affairs should exist. Dr. S. M. Fowler, the man who has been going about the country taking first prizes with his Knights of Pythias uniform rank company, told those present how to get a big convention hall, and support it, on a capital of nothing. His proposition is similar to the one discussed in Grand Rapids. It provides that a military company should be formed here and the State asked, under a recent law, to put up for a suitable armory, which would also be a convention hall. With a



Secretary's Room, Battle Creek Industrial Association.

Decker said that he did not know as the Commissioners would actually go the limit, but as four of them would be from the townships and one from the city, the farmers might take a notion to assess the city for their highways.

Before this speech the good roads fellows had had things their own way, but now a thoughtful silence

The industrial peace proposition was not brought out until C. W. Post took the floor. He had little to say of labor unions, but said much of laboring men. He was sorry that there were not more working men in the Association. He declared that the working man was as much an integral part of the community as the business man. He advised that, since

plained that the newspapers and the people generally were opposed to the carrying lines, but expressed the optimistic thought that the condition which he deplored would soon pass away. He declared that the roads were carrying freight at the rate of one-third of a cent a mile per ton, and that they must have more money for the service or wages must go

military company up to requirements the State may expend \$25,000 for an armory and contribute \$600 per year for its support. The doctor proposed his uniform rank company as a starter, and said that enough honorary members could be found to pay for the site, thus saving all the State money for the structure itself.

A. D. Welton read a paper of fine

literary merit on The Business Man, which was heartily applauded, although the auditors did not at first seem to know what to make of it. He talked of the business man as purely a commercial creature, bound to win and bound to get the best end of every bargain, even when doing business with his fellow dealer.

At the close of the meeting a large sum of money was pledged, to be paid quarterly in advance, in order that the Secretary might not be obliged to spend about half his time chasing around to collect his salary. The Secretary has fine offices in the Post building, where there are also a club room and an auditorium, all handsomely furnished. The rooms are open every day in the year except Sunday, and the people of the city are invited to come there, whether they belong to the Association or not, and to meet their friends there. The old officers were chosen unanimously for the coming year, as follows:

President—D. H. Frazer.
Vice-President—Chas. E. Blood.
Secretary—John I. Gibson.
Treasurer—Frank W. Dunning.

Some Observations on the Prices of Periodicals.

Written for the Tradesman.

This is certainly the age of the periodical. Magazines, dailies, technical journals, trade papers, religious and scientific publications, family and farm papers, fashion guides, organs of fraternal societies, local weeklies—even the briefest classification must include a large number of different kinds, while the total number of periodicals published in the United States alone runs into many thousands. Whatever the taste of a reader or his shade of opinion on any matter under the sun, it would seem that he can now find some journal that reflects and confirms his opinion. Or if he wishes new ideas and new points of view, or entertainment and instruction, these also can be easily obtained.

Not a few of the magazines and newspapers now published are, considering the prices for which they are sold, marvelous productions. That so much in quantity, yet so good in quality, can be offered for so little money is made possible only by large circulation and the income from advertising.

How much advertising a given periodical will carry advantageously is almost as profound a question as where to place a tariff so that it will yield the greatest amount of revenue. A publication that is all advertising will not sell, one that is all reading matter and illustrations has to be held at too high a price to be popular. The proper proportion has to be determined for each individual periodical by its business manager.

The well-established and popular magazines and papers can and do charge high prices for advertising space. Especially is this true if the circulation is among wealthy and prosperous people. The journal that is just starting in has to accept lower rates.

As large a circulation as possible

is the aim of every publication, because the larger the issue the less the cost of each individual copy and the greater the advertising income. A periodical that would be published at a loss with a circulation of say 25,000 might yield a good profit if the circulation could be increased to 40,000 or 50,000. Hence the strenuous efforts to obtain new subscribers and hold old ones. Some of these are unique specimens of advertising skill and daring.

Thirty years ago, steel engravings, chromos and other attractions were thrown in with subscriptions, and premiums were offered to those who would go among their friends and neighbors and get up a club. There were also subscription agencies that offered a discount from regular rates and postmasters and others sometimes took up the work.

All these old-time methods have been enlarged upon. Goodly amounts in cash, foreign tours and college scholarships have been offered as prizes for getting the largest number of subscriptions. In the general scramble for increased lists, publishers have not always stood on their dignity. Subscriptions to very reputable magazines have been given away as premiums for a certain number of soap wrappers!

The special clubbing offer seems to be the fad that is now being put most prominently to the front, and wonderfully low prices have been made in certain combinations. A year ago, a \$3 magazine and two \$1 magazines, all high class, could be obtained for \$2.50. This season an enterprising daily, six issues—regular price \$3 per year—and a list of other high grade periodicals aggregating \$4 more were to be had on the last four days of 1907 for only \$2.

The question naturally arises, Just where is this kind of thing going to stop?

Subscription agencies, and these seem to be mainly reliable concerns, flood the mails with catalogues, offering not only the great clubbing bargains, but each has a long list of periodicals with "Publisher's Price" and "Our Price," the latter being the price at which the given publication can be obtained through the agency. One expensive publication, of which the regular price is \$12 per year, is offered through the agencies at \$7. This is, of course, an extreme instance.

The calmness with which some magazines and papers advertise their regular price, when it would seem that every one must know that the same can be obtained through an agency for quite a percentage less, forms one of the humorous features of the situation. Does any one now-a-days send direct to the publishers and pay the regular price? Probably there are such, but it does seem unbusinesslike in publishers not to make as low a price themselves on a single subscription as can be obtained from any one. A merchant knows that the soundest policy is one price to all, for what will put a customer in a worse humor than to learn that he or she has paid full regular price

for an article, when at the same time another buyer secured the same thing in the same store from another clerk for even a few cents less? It is only fair to say that these same publishers in their combination offers generally make as low prices as can be obtained anywhere.

Many very successful periodicals adhere steadfastly to their regular price and do not allow subscription agents to make a lower one. Some of these do not disdain to make very advantageous combination offers and throw out great inducements to new subscribers.

As the result of the great struggle for enlarged circulations, the public can congratulate itself on being able to secure good reading matter at bargain prices. Quillo.

Glucose Manufacturers Show Fight.

More than \$1,000,000 have been expended in advertising Karo Corn Syrup, according to a brief filed with the Department of Agriculture by the Corn Products Company in arguing that it should be allowed to continue the use of the name used in the past to designate the product. It is added that the labels on hand cost \$250,000 and would be a loss if it became necessary to change the name. It is expected that a decision of the question as to whether corn syrup or glucose is to be the title will be made in the immediate future.

One of the points raised in the brief is that a German syrup made from potatoes may be introduced here as a competitor of the corn

syrup and if such products were all to be labeled glucose it would be unfair to the corn syrup, which actually is made from corn. The department, it is said, made a tentative ruling some time ago that the product really is glucose, the distinguishing elements of corn being eliminated in the process of manufacture, but the ruling was not officially published and thus far no effort has been made to put it into practical effect.

Our Travelers are now out with our new line of

**Fur Coats
Blankets
Robes
Rain Coats
Etc.**

It's the best line we ever had.

Hold your order for our representative. It will pay you.

Brown & Sehler Co.

Grand Rapids, Mich.

WHOLESALE ONLY

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

**CERESOTA
FANCHON
BARLOW'S BEST**

Judson Grocer Co.

Grand Rapids



Suspender Trade Suffers Less Than Others.

From January to October the year in the suspender and garter industry was one of ever-increasing costs. The year before had marked big cost advances, also; so great, in fact, that complaint was heard throughout the trade that profits were getting so narrow as to make business almost uninteresting. In one way, therefore, the past year proved more enticing from the manufacturers' point of view. That was in the advance in prices to the retailer. While the year recorded numerous advances, it recorded some reactions. The instance of the advance of a well-known French suspender, and three months later its recession to the original price from which it was raised, caused no end of comment in the light of that particular incident being indicative of other retractions in domestic lines.

There is practically such a unanimity among the trade that one of two courses is left to be pursued for the coming season: Either some of the advances that were put into effect during 1907 will have to be rescinded or a proportionate increase in qualities will have to be offered. The temper of the retailers has lately demonstrated that such action is expected in view of the recession in cotton yarn prices, the easing in the leather market and prices of ends, and also in copper, and consequent drop in brass and trimmings. The first evidence of a revision in prices came shortly after the fall financial troubles and the sharp decline in the price of copper, when many slow-moving numbers were reduced by the trimming mills and similar action was taken by the web manufacturers. Suspender makers felt disinclined to yield to this pressure on the ground that their profits had been of decent proportions for only a few months back. The admission that a change had occurred in the cost of raw material prices was finally admitted by the manufacturers, after the customary season for getting salesmen off to the trade arrived and passed and business still lagged; then the new decision came quickly and almost unanimously throughout the trade.

As the prices of cotton yarns took flight in the early months of the year, yarn deliveries became poorer. Web deliveries and suspender and garter deliveries followed suit, with the result that a growing dearth of finished articles threatened the trade for a time with a sort of famine. During this period many of the charges that emanated during 1906 about favoritism, bonuses on back orders sold to others than their rightful owners, and other kicks and complaints, made matters interesting for the retailer. Simultaneously cheap webs reached what was considered the limit of reduction in quality and talk was heard about giv-

ing up 25 cent grades. Arguments passed back and forth on this issue, but the quarter lines continued to share in influencing the market. The year, probably, marked big strides in popularizing half-dollar suspenders.

The year also recorded a further decrease in the use of heavy webbing, with a proportionate growth in favor of light lises. Simplicity of design grew with the advance in the color matching fad, which by many retailers was pushed to take in suspenders and even garters. Needless to say, this failed with many, but those who succeeded in popularizing the notion sold more goods. The country trade still holds quite firmly to the heavyweights, but even this business is showing an increase of lisle orders. With the growth of the latter the summer also saw a marked rise in the call for invisible suspenders, and some new ideas cropped forth to add to those already on the market.

The end of the year brought up the old question about the advisability of combination sets. Buyers during the fall had been expressing their disapproval of the idea and threatened to leave them severely alone. Orders taken for holiday selling, however, showed that the combination still possessed some attractions outside of New York, where opposition seemed to center, and where the combination was little seen. The general tendency all over the country was against special holiday purchases, with the idea in view of making stocks on hand suffice. There is no doubt but that manufacturers lost an enormous amount of business through this economical determination on the part of the buyers.

Probably 1907 saw more garters intended for use on the bare leg sold than ever before. The great rise in popularity of the athletic undergarment was the reason, and it brought forth an endless number of ideas on the subject. The leather garter was improved by shaping to the leg, by lining with soft leather, by perforating all over with holes of greater or less size, and by placing two drops to support the hose instead of one. Slipping of the leather through the metal clasp was a trouble overcome by slightly raising the inside edge of the metal. Leather and elastic webbing were combined and non-elastic web was introduced in tubular form, and toward the end of the year much talk was heard about a waterproof garter that was being worked out on the theory of the rainproofing process. One concern got out a porous web intended to prevent slipping and irritation by passing off moisture as soon as excreted. Leather garters were designed in one piece. For summer wear a new method of making belts without stitching was put out. The idea embraced a metal insert that operated with a punch clamp, unique and valuable for its stability. The year also produced a great many new ideas in hose catches. Among the year's oddities was an all-wire supporter that engaged the shoe vamp in a loop and the hose on a sharp prong in a wire circle. The claim

made for it was the absence of pressure on the leg. The same claim was made for a small toothed spring clamp that engaged drawer and hose. A flat metal piece, sharply V-shaped, was also brought out, designed to support the hose by engaging it with the drawer and depending upon the latter for position. And with all these new ideas to help trade along and enlist public interest to the extent of more purchases, the free showcase plan thrived and developed with apparently no diminution. A Santa Claus, artistically molded in papier mache and given free with a case with an order for so many dozens, capped the climax of the year. Detachable metal initials to fit into blank buckles by means of wire prongs was another holiday development in the suspender line, more or less on the idea worked out by a big 25 cent house months before.

The year opens with what is considered a good prospect for steady business of perhaps somewhat reduced volume if the economical tendencies developed late in 1907 are continued. Owing, however, to the marked stability of the web trade, less retrenchment was or is possible than in almost any other line, and except for the probability of smaller initial orders and more all-year selling, the outlook is encouraging.—Apparel Gazette.

Her Hair Was Red.

A grocer in the suburbs of Toronto stood in his door and saw a red-headed girl about 10 years old passing by, and he could not resist calling out to her:

"Hello, little red-head, where are you going?"

The girl ran away without answering him, but she told her brother, two years older than herself, and that night he came with a gimlet and bored holes in six barrels of kerosene standing on the grocery platform, and by morning every barrel was empty. He was arrested, but as they could not prove it against him he was given his liberty. The grocer says he won't try to be so funny after this. He thought he was a joker, but he has given up the idea.

His Ambition Seemed To Fade.

A young man who was anxious to secure a job as a railroad brakeman wandered into one of the local yards the other day and came across a bunch of railroad men who were sitting in a shanty. He made known his ambition, and one of the men, who is quite a joker, asked him a few foolish questions. The youth answered them, and then asked:

"How long before I'll be likely to get a job?"

"Sit down and wait," said the joker. "There's ten or fifteen brakemen killed here every day, and you can't tell how soon we will need you."

The young man's ambition seemed to fade, and he remembered that he had an engagement elsewhere.

No man ever found his soul refreshed by sleeping in the hour of duty.

Habitual righteousness is just as possible as habitual crookedness.



WABASH STRIPE RAILROAD OVERALLS

THE IDEAL CLOTHING CO.

38

WARRANTED ★ NOT TO RIP

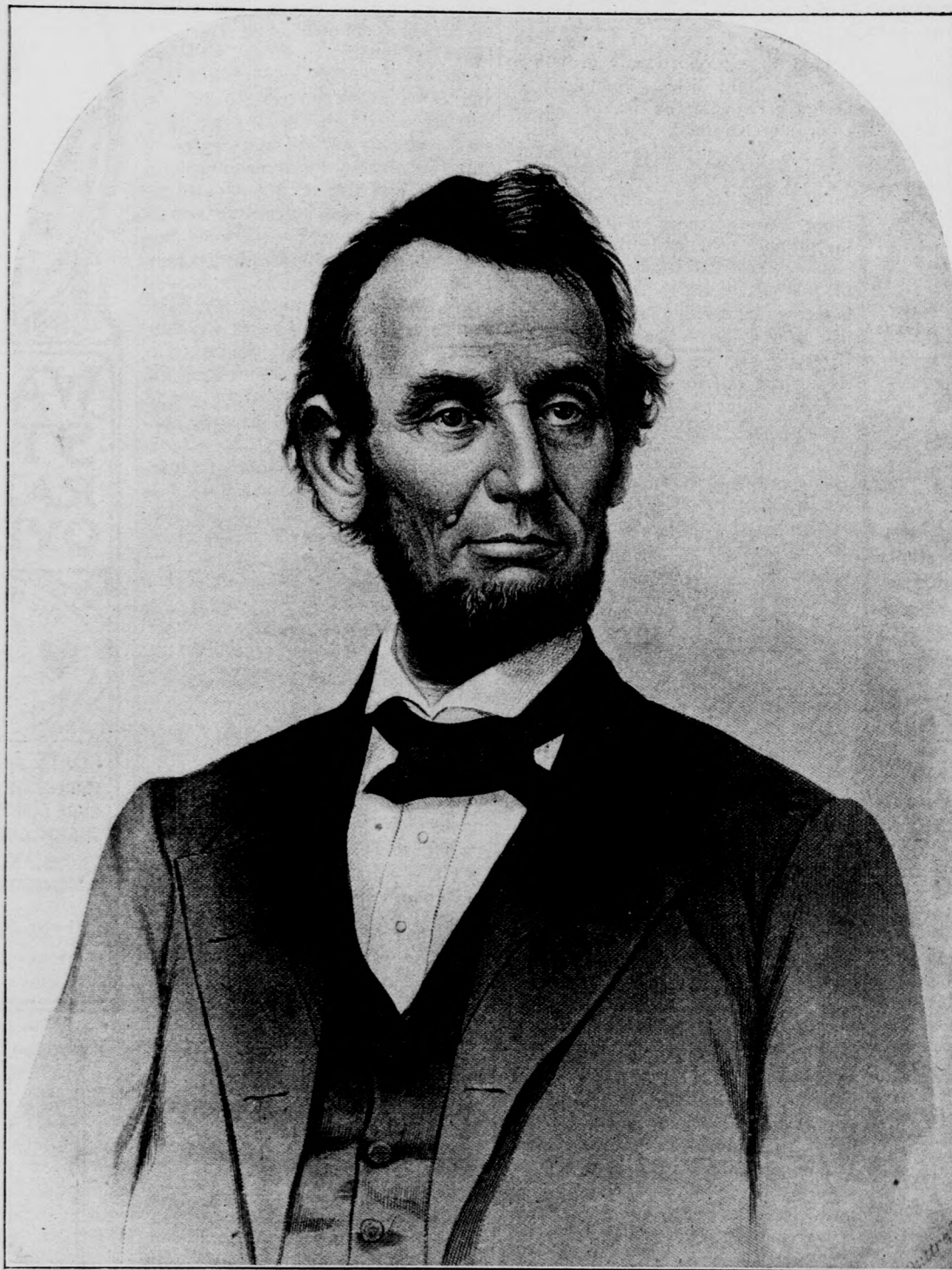
COATS AND CAPS TO MATCH
MADE OF THE CELEBRATED GERMANIA
PURE INDIGO DRILL, THE STANDARD
INDIGO CLOTH FOR SEVENTY YEARS.
BUY THE BEST AT

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.



LINCOLN'S GETTYSBURG SPEECH.

Fourscore and seven years ago our fathers brought forth on this continent a new nation, conceived in liberty and dedicated to the proposition that all men are created equal. Now we are engaged in a great civil war, testing whether that nation, or any nation, so conceived and so dedicated, can long endure. We are met on a great battlefield of that war. We have come to dedicate a portion of it as a final resting-place for those who here gave their lives that that nation might live. It is altogether fitting and proper that we should do this.

But in a larger sense we cannot dedicate, we cannot consecrate, we cannot hallow, this ground. The brave men, living and dead, who struggled here, have consecrated it far above our poor power to

add or to detract. The world will little note nor long remember what we say here, but it can never forget what they did here. It is for us, the living, rather to be dedicated here to the unfinished work which they who fought here have thus far so nobly advanced. It is rather for us to be here dedicated to the great task remaining before us—that from these honored dead we take increased devotion to that cause for which they here gave the last full measure of devotion—that we here highly resolve that these dead shall not have died in vain, that this nation, under God, shall have a new birth of freedom, and that government of the people, by the people, for the people shall not perish from the earth.

RARE MEMORY.

Abraham Lincoln's Immortal Speech at Gettysburg.

So long as literature shall serve as a chief factor in the preservation of the histories of governments and people Abraham Lincoln's speech on the occasion of the dedication of the National Cemetery at Gettysburg will stand as a principal feature in those histories.

Therefore it is a matter of deep local interest that one of our own active business men, Mr. Amos S. Musselman, heard, as a lad, the delivery of that speech.

"Yes," said Mr. Musselman, as he smiled over the recollection, "I heard Mr. Lincoln's great speech in the same sense that any husky, loyal and interested boy would have heard it, and now, with better understanding of manhood. I, of course, realize that I was a spectator and a listener upon a very important occasion.

"You see, I haven't a very clear sense of why I remained to hear Mr. Lincoln speak beyond the fact that we lived just north of Mason and Dixon's Line and that, for the most part, all our neighbors and friends were red hot Republicans and so were great admirers of Mr. Lincoln. I know we had been having strenuous times, we boys, as to who were 'Copperheads' and who were not; and with Washington only seventy miles away and the Shenandoah and the Potomac Valleys not so far off, our knowledge of and interest in the doings of the soldiers on both sides were intimate and somewhat personal.

"Possibly I heard all of Mr. Lincoln's speech because it was so short. And, on the other hand, I might add I did not hear the oration delivered by the Hon. Edward Everett, the great orator. Perhaps because I was too busy, too much excited to stay more than twenty minutes in any single place."

"You were acquainted, then, with the Gettysburg battlefield?" was asked.

"Yes, indeed. I knew every hill and ridge and valley all around there; my sister lived in the village and our farms were near there. Know the country? I knew the place just as every boy 12 or 13 years old living to-day just outside of Grand Rapids know thoroughly the territory within five or six miles of his home. And, by the way, there is one incident on the day in question which I remember more clearly than is my recollection of the immortal speech. My sister's home was in a house which sat back quite a distance from the street and had on either side and much nearer to the street two other houses. Knowing that the President was to pass the house my sister had hung an American flag on a line stretched between two shade trees, and by the side of the flag was a large portrait on cloth of Mr. Lincoln.

"Presently the procession approached and when the President's carriage arrived opposite our house he saw the flag and portrait and raising his hat bowed smilingly to

the group upon our porch. He was so tall and his was a personality so peculiarly distinguished that there was no mistake as to his movements. The flag and the portrait came into his view suddenly. He was both surprised and pleased, and beyond any question we were equally pleased by his courteous recognition."

"Did you witness the battle?"

"No, indeed. But three days thereafter I tramped all over the battlefield—Culp's Hill, Cemetery Ridge, Round Top, Little Round Top, the Peach Orchard, Seminary Ridge, and so on. And even then the scene was an awful one. I will not undertake to say how many dead horses we saw, but it seemed as though there were thousands of them. You know we

"Did your people lose any property through the advent of the soldiers?"

"Yes, the old horses left behind were taken by some of Stuart's cavalry, but otherwise we did not fare badly. You see, we saw much more of the men of the Union armies than of the Confederates and, of course, there were breakfasts, dinners and suppers to get for our visitors; but invariably the soldiers were courtly and fair in their treatment of the civilian farmer, either paying outright for the provisions taken, for the fodder and other supplies required, or giving a formal receipt therefor with an order on the Government for payment thereof."

"It must have been a pretty severe drain on a territory of about



Amos S. Musselman, Who Heard the Immortal Speech of the Martyr Lincoln.

had been expecting trouble for a month or more; had been living in a perfect maze of rumors as to Lee's armies and their destination. Some reports said that Philadelphia was the objective point, others that the capture of Harrisburg was sought. And it was evident early in the campaign that the east bank of the Susquehanna was the safest place for live stock. You know the Confederate army passed to the west and north of Gettysburg, infesting the towns of Carlisle and York and burning the bridge across the Susquehanna at Columbia. And so, excepting a few worn out worthless old horses, my father and all of our people had taken their good horses and cattle across the river."

one hundred square miles area to have from 175,000 to 200,000 men suddenly quartered on the local resources."

"Yes, and no great market center very near. But, of course, each army had its supply trains and foraging was constantly in force. In both York and Carlisle the Confederates replenished their commissary supplies somewhat, while on the other hand Gen. Meade's armies were in constant all rail connection with their bases of supplies North, East and South; so that so far as the Union forces were concerned the demand was not great.

"Yes, it was as strange and exciting an experience for a boy as it was for our elders; but there was this about it: There was never a time, before,

during or after the terrible three days' battle when those who were loyal to our Government had any doubts as to the ultimate result."

Thirt-Nine Languages Spoken in "Greater Calumet."

Houghton, Jan. 21—Plans are made by residents of the group of villages at the northern end of Houghton county, generally known as Calumet, for the incorporation of the whole three large villages and several smaller ones into a "Greater Calumet," banding together to make Calumet the biggest business and manufacturing center north of the Straits of Mackinac.

In the eight or ten villages planned to incorporate into "Greater Calumet" reside between 50,000 and 60,000 people, almost all of whom are connected in some way with the great mines of the district. Probably 30,000 of these people are unable to read or write in the English language, and all of 15,000 are unable to make known their wants in that language.

It is said that thirty-nine different languages and dialects are spoken in the district. The Finnish, Austrian and Italian nationalities are represented by men of means and great influence in the community.

Petitions are being circulated and signed by thousands asking for a postoffice building for Calumet, parks for Red Jacket and Laurium, and other improvements. The petition for a postoffice building is to be forwarded to Congressman H. O. Young at Ishpeming and to Postmaster General von Meyer.

The matter of incorporating the several villages into a "Greater Calumet" will take a long time, probably a year, for consideration and perfection of the plans, and will then have to be placed before the people of the district for a vote. It is expected that the vote will be almost unanimous for the proposition. Ten thousand names of English speaking and writing citizens of the locality are expected to be affixed to the petition for the election on the proposition.

The Lac la Belle Traction and Power Co., a new organization, began operations last week on its new road from Mohawk, Keweenaw county, to Calumet, and in the summer will extend the road from Mohawk to Lac la Belle and other points in the northernmost county of the State, Keweenaw, the old copper country. Here many villages are springing up and old mines are being reopened and new properties explored. The Keweenaw Railroad is operating some of its lines in Keweenaw county, and early in the spring will complete its lines to Calumet and other Houghton county points.

Concentrate your efforts, for if you scatter them and try to cover too much ground they will be like a lot of bird shot fired against a wall. Be a sharp shooter and not a pot shooter.

No matter how much a man dislikes a creditor, he is apt to ask him to call again.

PAID THE PENALTY.

How the Merchant Joined a Celebrated Order.

Written for the Tradesman.

Bronson Filigree was the principal merchant of Greenfield and stood well in the estimation of his townsfolk and attended well to their patronage, the most of which was bestowed upon him. The farmers for miles around would turn to his store in a natural sort of way when they drove to town Saturday to do their trading. He always met them halfway in deal, rendered value received and was in every way a satisfactory member of the community.

In a way he was the head of society and in this he was ably assisted by his wife and family of girls. He cultivated society and it, in turn, nurtured him and his. He was a scion of no mean influence in the country side affairs and was a devoted member of all the secret societies which held forth in the village. Of these there were many, but on every roll of membership could be found the name of Bronson Filigree. In short, he was a jiner of the first type, and boasted that he was always ready to become charter member of any new lodge being organized in the village.

One day a smooth-looking, well-dressed stranger dropped into the village street from the stage and ran sprightly up the steps of the Lone Star Inn. With great gusto he strode past the four old loungers in the office and up to the desk. He took the antiquated pen and with a great flourish inscribed the name of "Ulysses Grant Penrose, Hoboken," across the page.

Loudly disclaiming that he intended to stay for a week, he planked down a fifty dollar bill in payment of the board. The amazed clerk stammeringly told him that he could not change the bill, whereupon the stranger asked if there was any place in town where change could be procured. Of course, he was directed to Filigree's store, whither he went.

With the same air of bravado he brushed into the store and laying the bill down on the counter asked Bronson for change. The favor was forthcoming and, as the merchant bent over the safe door, the stranger's eyes followed him closely. The change being procured he left the store and returned to the inn. Shortly after he was seen walking slowly down the street puffing on a big black cigar.

The next day the stranger entered the store and, approaching the merchant, extended his hand and calmly leaning against the counter said:

"Mr. Filigree, I am the National Organizer for the order of Ground Moles. This is a new organization in this part of the country, but Down East, where I come from, the members are numbered by the thousands. The tenets of our institution are the most noble. We instill into the minds of our members the true spirit of fraternity and there is that in our obligation which compels every member to put the teaching into practice. There is the utmost secrecy about

our order, which is of the finest, and the bonds of fraternalism are so welded in our order that we believe we have reached the acme of perfection in the fraternal line of orders and societies. I have attended every convention of societies of note for many years and do so with a view of ascertaining the best and most competent men in the country to invest with the secrets of our order and in them to perpetuate the craft. I have followed with interest your activity in these matters and have noted your work as a delegate to many conventions and I believe you are a man in whom the Ground Moles could rely to promote our brotherhood. With this in view I have traveled miles to confer upon you the distinction of representing our order in your State."

As the stranger talked the merchant absorbed every word of the tale and at the end was ready and willing to become the Most Illustrious Ground Mole of the State. He so expressed himself to the stranger, who, interrupting him, said:

"The first procedure will be your initiation into the order and this can only be done by going with me to the nearest lodge, which is in Philadelphia. But I see you are a busy man and that your business demands your constant attention, so I believe that I can arrange to have the officers meet you at the border of the State and there invest you with the necessary authority. This will only take you away from home for a night and will in no wise interfere with your business. If you will be so kind as to allow me to use your desk for a short time I will write to the head office and make sure that my plans will be satisfactory to them."

The seat at the desk was furnished, the stationery of the merchant given him and for several minutes the stranger wrote intently, only occasionally glancing around the store. He finished, enclosed the letter in an envelope and sauntered to the postoffice, where he deposited the missive.

Two days passed and finally an answer arrived which the stranger said was an agreement to his plan and the next night was decided on for the trip and initiation.

When the stranger and merchant clambered aboard the stage that evening there was folded in the pocket of the latter a copy of the nearest country paper, in which he was proclaimed as having the honor of being the State Representative of the Ground Moles.

The trip to the border city was made and the stranger conducted the merchant to a hotel and to a room on the top floor, where he was cautioned to remain until called for by his companion.

The time passed slowly, minutes became hours and finally the east began to light up with the rays of the rising sun. Wonderment turned into anger and, leaving the room, Filigree made his way to the office, where he was promptly presented with a bill for two dollars for room. He was game to the core and paid up with a quickness that startled even the sleepy clerk. This done he left the hotel and made for the sta-

tion. The train came in due season and after a few anxious hours of riding he alighted from the stage in front of his store.

Dodging past the crowd of friends who had gathered to welcome him, he took his key from his pocket and entered his store without even a good morning to the cheering throng. As he swung the door open and stepped inside he stopped and sprang back with a low exclamation of surprise. His eyes took in the situation at a glance. There on the floor lay the safe door, the hinges broken and twisted, the money drawer turned upside down and empty on the counter and papers scattered everywhere.

He ran to the desk and that, too, had been entered. The loose change from which he paid his lodge dues and which he kept in a leathern bag was gone. He turned half around and a note pinned to the screen with a clothespin attracted his attention. He reached up with trembling hand and read:

Dear Brother Mole—Your initiation into the order of Ground Moles is now complete. You have passed the preliminary examination, paid your initiation fee, and have endured the tests of fraternalism. You have been found to be worthy and will make one of our most valued members and your initiation brought great gain to the order. You are now the sole representative of the Ground Moles in your State and I have gone to another to find one more jiner.

U. Grant Penrose.
S. E. Hull.

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

Geo. P. Bent, Manufacturer

Chicago

We Lead Them All

We think you would agree with us after examining our line of

Blankets
Plush and Fur Robes
Fur Coats

Can we not have your orders?
Write us for price list.

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

WORDEN GROCER COMPANY

Grand Rapids, Mich.

The Prompt Shippers

LIGHT YOUR STORE

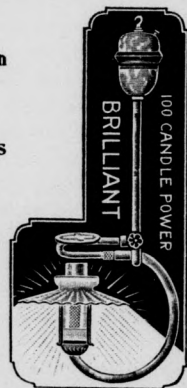
Your Home, Factory or Business Place of Any Kind Better than Your Neighbors and Save 50 to 75% by Using Our

BRILLIANT or Bohner Inverted Gasoline Gas Lamps

that are always ready for use and can be handled by anyone, or our

Climax Lighting Systems

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HARPER'S OLD STORE.

Case Where the Brewery Company Did Not Win.

Written for the Tradesman.

Robert Harper had been in the grocery business on one corner for thirty years, and he had come to regard the old building as a member of his family. He had never been able to save up enough money to buy the building, but he figured that he had a life lease of it, although his contract of occupancy ran from year to year. He loved the old corner, and it would have broken his heart to see another man's sign over the door.

One morning when he came down to business he noticed an agent of the Brewery Company sizing the place up from the outside. The next day the President of the beer-making concern came in, bought a few articles, and gave the place a critical inspection. The old merchant put the two instances together and hauled out his lease. He was surprised to find that it would expire in another month. He put the document in his pocket and went over to the office of the landlord's agent.

"What are you going to charge me for that store on a five year lease, with the privilege of buying?" he asked.

The agent looked thoughtful.

"I don't think we can give you a long lease," he said. "Property in that part of the city is looking up."

Harper put this reply with the two visits from the brewery people.

"Well," he said, "make the lease for one year, then, and fix a price. Perhaps I can buy it before the year is out."

"To be perfectly frank about the matter," said the agent, "I don't think we can renew your lease. You see, the property is for sale."

"What do you ask for it?"

"Twenty thousand dollars."

The old grocer almost felt his hair curl. The building could have been bought for \$15,000 three months before.

"Have you a customer for it?" he asked.

"Yes, we have an offer for it."

"From the Brewery Company?"

"Well, they have made an offer for it."

"But you own other property there, and your tenants wouldn't like to have a saloon on that corner."

"We have to do the best we can for ourselves," was the reply.

"Are you going to accept the offer of the Brewery Company?"

"If we don't get a better one."

"Well, don't close with them. I'll see what I can do."

"I'll let you know before we close any deal," replied the agent, and the grocer went away feeling blue. Lose that old corner! It was not to be thought of! Yet what could he do? The brewery people seemed to be buying up the best corners everywhere.

On his way back to the store he met one of the teachers in the ward school. Harper was a member of the Board of Education, and the teacher stopped him.

"I don't know what we are going

to do for room," he said. "Old No. 8 is crowded to the roof, and more pupils are coming every day. It looks as if you'd have to put up an annex over there or lease a building not far away."

"I'll talk it over with the Committee."

Harper passed along thinking more of his lease, of the possibility of being forced out of his old place of business, than of the crowded condition of the schools. Here were two things he had not yet put together in his mind. The connection came to him, however, before he reached the store, and he went out of his way to inspect an old-time residence which stood on the corner of the alley in the rear of the building he occupied.

It had been a fine place in its day, and was still in fair condition. The rooms were large and high, and were separated from each other on both floors by wide hallways. A grim smile illumined his rugged features as he examined it. It had been vacant for a month or two, and a glaring "For Rent" sign marred the erstwhile respectability of the big front door.

That afternoon he 'phoned to the chairman of the Building Committee of the Board of Education.

"We've got to have more room in the schools," he said, when that gentleman came in. "The teachers say they are holding recitations in the hallways."

"They surely are," was the reply. "We've got to do something right away."

"There's a building back here on the corner of the alley," said Harper, "which might answer for a couple of years. It is right down town, and a large percentage of the new pupils are coming from the tenements in the business district."

"Suppose we go over and look at it," suggested the chairman.

So they went over and inspected the building, and approved of it.

"It is just what we want," said the chairman. "I'll see the other members of the Committee this afternoon."

"It might also be well to see several other members of the Board," suggested Harper. "We ought not to wait for a meeting of the Board, for something must be done right away."

"Oh, I'll call a special meeting," said the other. "If the Committee is unanimous there will be no trouble."

Harper went back to his store joyfully. He smiled at everybody all the afternoon. Even when the agent of the building came in with the President of the Brewing Company and measured for a place to put the bar and the ice box he smiled at them. The agent wondered at his good nature, but said nothing.

There was a special meeting of the Board of Education that evening, and the next day carpenters and plasterers were put at work making a modern school building out of the old residence. Harper was on the Committee, and he was so busy with school work that he had no time to

think of his lease. He had painters and plumbers and seat men to see, and his time was fully occupied.

At the end of a week the President of the Brewery Company called on him.

"Look here," he said, "the agent says he won't sell this building until your lease expires. He wants to give you a chance because you've been here a good many years. That is all right from a sentimental standpoint, but it isn't business. If you're going to buy the place, just give me a tip."

"I may buy it," replied the grocer, stiffly. He didn't like the idea of the brewery people trying to run him out.

The brewery man went away in a rage. He knew that the grocer had no money to buy the place with, and he thought he was obstructing the plans of the company unnecessarily. He decided right there to get the old man out if he had to pay an extra thousand for the building. Harper knew that it meant war from that time on.

Work on the new school house was rushed. Seats were put in, and one Monday morning, a week before the lease expired, half a hundred bright-faced youngsters lugged their text books in and began work.

That afternoon the agent and the brewery man called at the store, asking Harper what he was going to do about the building.

"We want to get things cleaned out here and put our man in, if you are

not going to buy," the brewery man said.

"I guess I'll have to give it up," said Harper. "I've been pretty busy with my Board of Education work, and haven't given the matter much thought, but I guess I won't stand in your way if you want to buy the place. I'll go back to old Michigan."

"All right," said the agent. "We will go and make out the papers."

"Say," called out the grocer, as the two made for the door, "what are you thinking of putting in here?"

"A first class saloon," was the reply. "Did you think we wanted it for a mission hall?"

"I didn't know what you wanted it for," replied Harper, "but if you want it for a saloon, you'll have to get the State law changed."

"What's that?" demanded both the agent and the brewery man in one breath.

"Why, there's a public school right out here on the corner of the alley."

"What's that got to do with it?"

"There's an old law in this State," was the reply, "which provides that a saloon can not be put up within six hundred feet of a public school."

"So that's what you've been so busy with?" said the real estate man.

"Do you think that is a square deal?"

"Any deal is square that knocks out a saloon," was the reply. "Do I get my lease?"

The brewery man swore, but Harper got his lease, and finally owned the building. Alfred B. Tozer.

Learning to be content with what we have is what jolts most of us.

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Elkhart, Indiana

MAKING MOONSHINE.

Many Illicit Stills Found in the Cities.

Of all the crimes against the government, that of "moonshining" is most often heard of by the general public and perhaps the least understood. To the average person the word "moonshining" conjures visions of mountain fastnesses, inaccessible retreats, hidden stills, mountaineers in plenty, a sprinkling of revenue officers, and the crack of Winchesters. This is the popular impression, but the truth is there is more moonshining in the city of Chicago or New York in one year than there is in all of the southern mountains in a decade.

While the word "moonshine" in the beginning was applied to illicit liquor made in the mountain sections, it has come to mean any liquor made in which there is an evasion of the government tax. Therefore, the metropolitan moonshiner, wily and elusive, employs every subterfuge to mask his true occupation. He is in the business, whether he be the small maker of illicit spirits or the large firm evading the government tax, purely and simply for the money that is in it. It is generally his greediness for ill gotten wealth that causes his downfall. He is rarely dangerous, being content to have shrewd lawyers fight his battles in the courts.

The moonshiner in a large city rarely makes whisky, unless he has unusual facilities for getting rid of the malt that is left over, after the process of distillation. This cannot be run into the sewer, as it would soon clog it up. Rum is the usual thing made, molasses and sugar being employed.

In fact many cases are discovered by the revenue service through the purchase of molasses, sugar, and yeast by the moonshiners—these places of supply being kept under constant surveillance by the department. Often the keen sense of smell of an agent causes the unearthing of a plant. It is hard to hide the scent that the distillation of liquor raises. On many occasions agents have wandered through houses, as gas inspectors, city building officials, and in other guises, to be led to the place wanted by the peculiar grainish odor inseparable from the manufacture of spirits.

In many instances the mash problem is overcome. In one case on the east side of New York a firm with a small store on Cherry street, removed the mash in barrels. This was possible from the fact that their capacity was small. A peculiar method of distributing illicit liquor was discovered on this occasion. An old woman, armed with a market basket, was in the habit of making six or eight trips a day to and from the place. Its shape hidden by her shawl, she had a rubber life belt around her waist under her garments.

This belt held three or four gallons of whisky and the old woman on each trip would have the belt filled and then deliver the stuff to various small dealers in that section,

to the extent of eighteen or twenty gallons a day. They were not large offenders, the government losing some \$20 or \$30 a day in revenue taxes, but as much attention and time had to be devoted to the case as in an affair of a large offender.

The revenue officer, however, is not entirely free from danger in these cases. While the city moonshiner seldom shows flight, there are other dangers to be encountered. A revenue man shadowing a place is often arrested by the policeman on the beat for not obeying his injunction to "move on" or "beat it." He cannot easily reveal the nature of his business, so he must submit to arrest and even fines that the work he is seeking to accomplish may not fail because of premature exposure. Then again, they are often set upon by gangs of toughs who suspect them of being local detectives or "stool pigeons," and must suffer a beating rather than show their badges or draw a revolver in their own defense.

While most of the moonshining is conducted on a small scale, there are some large firms in no way reluctant to engage in the making of illicit liquors, if the greater part of the danger of discovery is eliminated. It is a matter of but a few years ago that a large wine house was caught red handed at the game. The government had suspected them for a long time and the five floors of their immense building had been gone over time and time again without the discovery of any other than the equipment that was necessary in the fermentation of wine. The agents knew that moonshine was being carried from the place; there knowledge ended.

Tired of this state of affairs the head of the revenue service for the

district decided to pay a personal visit to the place and accordingly at noon one day he entered the building, explained who he was, and announced his determination to search the place from cellar to roof. But two men were in the place, the others being out to lunch. He was told that the head of the firm was absent on a like errand and one of the workers volunteered to run around the corner and get him. With an agent he waited for some time in the rear of the office and finally becoming impatient walked to the front door to find it locked. This aroused suspicion at once, and summoning other agents stationed nearby, he admitted them through a rear door.

Leaving back and front guarded they started a systematic search. The ground floor was given up entirely to office and storage purposes. The remaining four floors were crowded with huge tanks and vats used in the making of wine from raisins and grape sugar. Not the sign of a still could be discovered. One of the agents mounted a tank to get a better view of the floor when he found a pipe leading from it, clumsily covered with sacking in an evident effort at concealment. They quickly wrecked the tank and found a still inside.

Following the pipe they came to where it entered a vat on the floor above, which upon being opened revealed a "worm." It required little time to find the remaining three stills cunningly hidden in the same way. The men downstairs, in the meantime, had arrested the employees as they returned from luncheon. The active head of the firm had evidently been warned by the men going after him and had succeeded in escaping to Europe. The stills were confiscated by the government and the

case settled by the payment of fines and costs aggregating \$10,000.

The first and the only Chinese moonshiner ever arrested got into trouble a short time ago in a village near San Francisco, where he was making spirits from rice and bottling it under a label bearing the words, "Elixir of Life." This was sold in the Chinese quarters of San Francisco at a dollar a bottle. The first still of its kind in this country was found in this case, there being no worm used in the cooling and condensing of the vapor, but a drum-head which seemed to accomplish the same purpose. It had evidently been imported from China, the customs officials not knowing what it was.

Another shrewd ruse for the concealment of their business was adopted by a number of moonshiners in an agricultural section near Chicago. They established what purported to be an incubator farm, ordering large quantities of grain for the feeding of the supposed chicks. The feathery youngsters seemed to have voracious appetites as the orders for grain increased as the months went on.

Now these things are noticed in a country community and soon that entire section was lying awake nights trying to figure where all the chickens were kept that devoured tons and tons of grain. Not a fledgling fowl had a native spied. Not a crow nor cluck had come from that direction. This finally reached the waiting ear of the revenue department and a little work and a raid brought to the sight of the startled villagers quite a flourishing plant for the making of illicit liquor.

Aside from the methods of concealment a peculiar form of moonshining exists among the lower classes of the Jewish population in large

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cities. During certain holidays their religion teaches them to avoid drinking anything but "Kosher" liquors, made in new vessels from selected grain, and absolutely pure. Liquor of this kind would be hard to purchase and high in price. This brings into existence the "Kosher" moonshiner who, while fulfilling the religious requirements in the making of the spirits, overlooks the trifling formality of paying the government tax. Persons selling this often have credentials setting forth the genuineness of the goods, which in many cases leads the revenue man to their doors.

While not exactly moonshine in the accepted or popular meaning, there are other phases of the dodging of government taxes and import duties that can be placed under this head. Labels of well known brands of champagne are counterfeited. With the same bottles and caps as used in the case of the originals, cheap wine is charged with gas and the stuff put on the market. Many large hotels and cafes, to say nothing of the smaller and cheaper places, knowingly handle this wine. Generally the good champagne is served the first few calls and then the fake fizz substituted. The person drinking is rarely able to tell the difference, having lost the taste for it after the first few glasses. Famous French brandies and cordials are counterfeited likewise, and given to the man who imbibes.

The case of a large brewery caught by the government in the use of counterfeit stamps on beer not many years ago illustrates in a curious way how the wrongdoer is eventually discovered. A stamp collector, tired of amassing postage stamps, took up the collection of the revenue stamps as a new hobby. This gentleman one day struck a beer stamp with no water mark. This displeased him and he sent the same to the treasury department, reproaching it for carelessness that permitted the issuing of a stamp without a water mark. A magnifying glass showed several letters of the name of the brewery, the stamp being canceled at the brewery.

This soon brought the revenue men to the suspected place. For weeks men worked on the case. As the brewery had to use a large amount of good stamps, it made the discovery of the counterfeits all the more difficult. Agents night after flight carelessly hopped wagons and stole the stamps from kegs and barrels. These were carefully examined. Then some months of watching revealed an engraving plant on Staten Island that furnished the counterfeit stamps. The trial resulted in the sentence of the engravers and the brewers paying fines and costs of more than \$60,000.

And so it goes. Every day brings new methods and new manners of concealment and manufacture. But it is a lost cause before it starts. It is the gambling of one or two minds against the government with a system of detection coming from the experience of years, with men trained

to persistency and the ability to work on until the end is accomplished. Discovery always comes sooner or later in the making of moonshine.

For the revenue officers to discover the moonshiner in the mountain fastnesses or even in the almost inaccessible retreats of the notorious moonshiners of the South is an easy task as compared with the discovery and the bringing to justice of the owners of the illicit stills of New York and Chicago. It is true that the pursuit of the moonshiner of the mountains, who has his rifle constantly at his elbow, is fraught with more personal danger than the hunting down of the unarmed moonshiner of the big cities, who has no respect for the law until he is in its clutches. Verily in Chicago and in New York it takes a Sherlock Holmes to unmask the lawbreaker.

Albert Edward Ullman.

How They Do It in France.

The provisions of the pure food law of France relating to the punishment of offenders betray a degree of ingenuity in their deterrent features such as to call for admiration. The government takes the utmost pains to acquaint the customers of the offending dealer with the facts in cases where the dealer has been convicted. In the top left hand column of the first page of a recent issue of the *Progres du Nord*, for instance, there is printed an official extract from the judgment rendered in the case of one "Dubois, Francois-Auguste, twenty-five years of age, born at Sainghin-en-Weppes, the second of August, 1881, profession of merchant of butter, living at Wavrin, in the hamlet of Don." This extract gave full publicity to the fact that the dealer named had been convicted of a violation of the law pertaining to the commerce in butter, and had been sentenced to one month's imprisonment and a fine of 500 francs. It was also decreed that the judgment be published on the front page of three of the leading local journals, and in posters displayed on the door of the house of Dubois and on the door of the office of the Mayor of the commune. The size of the type in the poster is specified as full-faced three-line pica for the names of the judge and of the criminal, a smaller type of a specified size being used for the remainder of the poster. Such publication would surely prove in most instances the most effective form of deterrent punishment.

Wise in the Ways of the World.

The first day of January—New Year's Day—a Grand Rapids traveling man proposed to a girl on the West Side and was accepted.

"But," she said, I must insist that our engagement be kept a secret a twelve-month."

"Why?" said the man, in dismay. He had looked forward to a speedy marriage.

"Because, dear," she answered, "it is leap year now, and people might think I have done the proposing."

A lot of neglect of men hides behind enthusiasm for the masses.

Wrecked.

A large and robust Irishwoman appeared in Police Court recently to prosecute a case in which her husband was charged with having beaten her. The defendant, a small, stoop-shouldered man, had the appearance of having been run through a thrashing machine, and seemed scarcely able to stand. Judge Hess surveyed the two with an amused light in his eyes.

"You say this man beat you?" he asked the woman.

"He did not," the prosecuting witness said with emphasis, folding her powerful arms. "He knocked me down."

"You mean to tell me you were knocked down by that physical wreck?" the judge queried.

"Tis only since he struck me that he's been a physical wreck, your honor," she explained.

His Favorite Parable.

A country clergyman on his round of visits interviewed a youngster as to his acquaintance with Bible stories.

"My lad," he said, "you have, of course, heard of the parables?"

"Yes sir," shyly answered the boy, whose mother had inducted him in sacred history. "Yes, sir."

"Good!" said the clergyman. "Now which of them do you like the best of all?"

The boy squirmed, but at last, heeding his mother's frowns, he replied:

"I guess I like that one where somebody loafs and fishes."

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Are you supplying your customers with Jennings Flavoring Extracts?

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Jennings Extract of Vanilla Jennings Terpeneless Lemon

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Grand Rapids, Mich.

BACKWOODS BULLY.

He Certainly Met His Match in Old Amos.

Written for the Tradesman.

Every man of the woods who boasted of his prowess was not, because of that, to be considered dangerous. We have seen that big John Paige was both a human bellows and at the same time dangerous. However, after holding much of the north woods in terror, he met his match and was combed down in good shape.

It is not the province of this article, however, to speak of that event. There were others besides Paige, men of even greater stature, with no less lung power, who were, as he was not in the strictest sense, bullies.

Hod Grover was a bully, pure and simple; a mean spirited fellow, without a redeeming trait. He came to the woods from nobody knew where and began at once his career of terrorism. In the early days of logging on the Muskegon many lumber camps were isolated, the men entering the woods in the fall, and not seeing the light of civilization for many months; not even hearing a word from the great world outside until the breaking up of the shanties in the spring. Once in camp it was a somewhat difficult undertaking to get away.

Thus it was that a shanty bully sometimes made it uncomfortable for the more timid members of the crew who dared not resist or resent insults, with no law court within a hundred miles.

Hod Grover presumed upon this state of affairs and rendered himself utterly obnoxious in more than one camp during the years that he flourished on the Muskegon. Like all men of muscle and a bloviating disposition, he found his match when least expected.

The meting out of even-handed justice took place one spring after the crew of Camp Robinson came down to a mill settlement and exchanged shanty work and fare for the comforts of a mill and respectable boarding-house. Although out of the woods, Grover was not disposed to give up his nasty traits of character.

Unlike those men of a later day—the plainmen of the greater West—the pine woods tough never carried a gun, depending wholly on bone and muscle to win him the victory. The nearest to anything like a weapon used by the woodman was a set of brass knuckles, and even the user of these was certain to disgrace himself in the eyes of the rough element.

Backwoods dances were of frequent occurrence. One was held at the Robinson boarding-house early in the spring in question. The elite of the settlement attended, and, to the music of a violin and dulcimer, tripped away the night hours in the mazes of waltz or quadrille.

Big Hod Grover was in his element this night. He had been drinking and felt ugly. The buxom girls of the settlement avoided Grover, refusing to dance with him. The long dining room afforded abundant space for the merrymakers. Near to this, and connected by a hallway, was the men's room.

Sitting by the stove in the early evening was little Ben Porter, a meek, inoffensive little chap, who had come to the ball to please his sister, who was on the floor with one of her male friends when Hod Grover burst into the room, cursing angrily.

A cuff on the ear sent little Ben whirling across the floor, his pipe, flying against the wall, smashing in fragments. Astounded and angry the little man glared at his assailant.

"What the devil—"

"I'll show yeh!" and Grover sprang at Porter, letting drive a terrible right hander that smashed the plaster close to the head of the little man. Porter dodged and ran around the room badly frightened. Several men looked in, but nobody seemed inclined to interfere. Squaring himself, Hod Grover pranced about little Ben Porter, threatening him with annihilation.

On the steps just outside sat Amos Selden. He was not a logger, not even a dabbler in lumber, only a slow going farmer, who had squatted on a piece of new land and was clearing it for farm use. Nobody expected much of Amos Selden. He was a man of few words, slow spoken and deliberate as the patient ox.

He had happened down to the house to see a man and was enjoying a solitary smoke before he took up his line of march for home. Although a comparatively young man, Selden was of such deliberate movement, both physically and mentally, as to win the sobriquet of "Old Amos."

"Oh, Amos!" cried one of the men, rushing outside.

"Eh?" said the farmer.

"Big Hod is in there whaling hades out of Benny Porter. I'm afraid he'll kill the boy."

"What's the rumpus about?" asked deliberate Amos, removing his pipe and turning an impenetrable face toward the other.

"Why, something about a girl. Hod says Bennie's sister insulted him—'wouldn't dance with a drunken man,' she said."

"Don't blame her a mite," said Amos, getting to his feet.

"You want to look out," warned the man as he saw the farmer approach the entrance. "None of the lads has stepped in the men's room. Hod is that crazy mad he might kill someone."

"And you fellows are standin' round while that big lummoX pounds a harmless little chap like Ben Porter? Smart lot, I'd say."

And the actions of Old Amos did not belie his words. He crossed the threshold, pushed his way through the crowd at the door opening from the hall to the men's room.

There was little Ben, backed up into a corner, his pale face streaming with blood, while the giant Grover danced about in front of the frightened man, uttering dire threats, whooping and yelling like a hyena cheated of its supper. Now and again he smote his fists together within an inch of his victim's nose.

Hod Grover was getting off some frightful threats when Amos Selden looked in upon them, threats that were hair-raising. And Porter had

felt at least a gentle reminder of what was to come, judging from his swollen and bleeding face.

"Hold on there, you big brute."

The words were flung as from a catapult. Hod Grover whirled and faced the other way. When he saw slow-moving Amos coming into the room he stood speechless with astonishment. Hod did not know the man save by sight. His snort of astonishment showed the utmost contempt for the man's temerity.

"Don't you touch that man again, Hod Grover."

This was in the nature of a command. Grover stood rooted to the floor with real astonishment at the courage of this farmer chap.

"Git out or I'll chaw yeh up! hoarsely vociferated the bully.

"I guess not," drawled Amos, moving nearer.

"Take that, you blame fool!"

Grover drove a fierce jab at the farmer's face. Then something happened, something that surprised more than one bronzed logger. There was a whirlwind mixup. Several resounding thucks, a flight of heels through the air, followed by a tremendous crash such as might have been made at the falling of the Column Vendome in the days of the Commune.

Amos Selden wiped his foot on the body of Hod Grover as he crossed to little Ben Porter and took him by the hand.

"Come," said Amos, "that drunken skunk won't trouble you ag'in to-night."

The words of Farmer Selden provoked

ed prophetic. From that night Hod Grover never again held up his head in the Robinson settlement.

Old Timer.

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

In Bankruptcy.

In the matter of Samuel Rosenthal, bankrupt, notice is hereby given that the stock of merchandise, consisting of clothing, gentlemen's furnishing goods, hats, caps, boots and shoes, and all articles that are usually kept in a general store, together with the store furniture, fixtures and book accounts of the said bankrupt, will be offered by me for sale at public auction, according to the order of the United States District Court for the Western District of Michigan, on Wednesday, the 29th day of January, A. D. 1908, at 2 o'clock in the afternoon of said day, at the front door of the store building known as Rosenthal's store, on Western avenue, in the city of Muskegon, Muskegon county, Michigan. All of said property is now in said store building, and the inventory thereof may be seen at my office at the Union National Bank, Muskegon, Michigan.

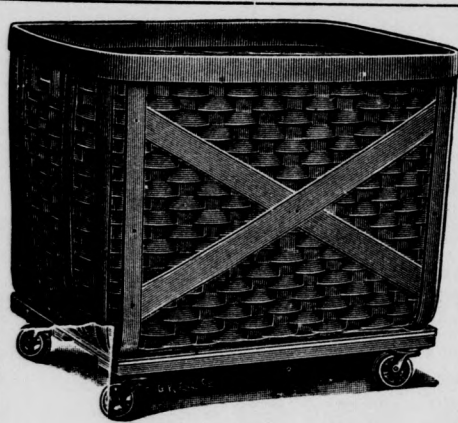
John W. Wilson, Receiver.

Peter Doran, Grand Rapids, Attorney for Receiver.

Dated Muskegon, Michigan, Jan. 17, 1908.

Many a rich life comes out of the school of poverty.

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

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

THE PRACTICAL MAN.

Why He Secures Nearly All of the Prizes.

The world is full of theorists imagining if their plans and schemes were put into operation the millennium would dawn before its time. Earth would be transformed into a bowery of happiness and delight where care and worry would be unknown. Men and women would bask in an eternal sunshine with never a cloud to overcast the brightness of their bliss. But the trouble is that the beautiful designs of these visionaries and dreamers never can assume real forms. They are impracticable, impossible.

We do not want men to tell us how to do things, but we want them to do the things themselves and thus show us how to do them. A man may describe a beautiful way for getting to the planet Mars, but as long as he never has tried that way himself and so demonstrated its practicability we have little or no faith in his plans.

A man's success depends largely upon his practical capabilities. Not ability, but, availability, wins the prize. Availability is the capacity to use to advantage all of one's powers. A college diploma does not secure success. An educated pig remains a pig, an educated fool remains himself.

Education must be sown on good soil to produce a good crop; if the ground is shallow and devoid of the right constituents there will be but a poor return. A silk purse never can be made from a pig's ear, so a gentleman never can be made from a cad, a wise man from a fool, nor a practical man from an idealist.

Men who can accomplish, who can bring about results, are needed in every condition of life to-day. Of such men there is a dearth everywhere and the consequence is that owing to the limited competition between them they are able to command large salaries and occupy influential positions among their fellows.

These are the men who make the wheels of the world revolve, who are the guiding hands at the levers of commerce, business and trade, who speed the train and steer the ship to the destinations of progress and prosperity. Without them the world would degenerate, go back to the primitive, the greatest institutions would crumble and decay. Such men teach us the true education, the education of both head and hand, the hand to do what the head directs. They need no college diploma to recommend them, their certificate of merit is the actions they perform.

Book education without the ability to turn it to practical account is a drug on the market. Gold is of little service to a man starving in a desert for want of bread and water. Book knowledge may be a hindrance to a man, inasmuch as he may by it become too refined for any practical purpose.

Many men are so polished and refined by higher education that they become like a finely tempered steel instrument ground down to the

sharpest point, and which flies in pieces the moment it strikes the hard surface of the world. The heavy, blunt instrument, by the power of its own force, is able to bore its way through.

Many of our young men are so exquisitely cultivated as to be good for nothing but to be kept in a showcase as specimens of what the most approved systems of education can do. They emerge annually from our colleges utterly unfit to take even the most obscure place, totally unequipped for the battle of life into which they must enter, and this simply because all their time has been given to the dry "isms," "ologies," and "osophies" of the schools—the head altogether trained at the expense of the hand.

However, a change is coming. Hard headed, practical men have begun to see the folly of sending their sons to colleges merely to learn the wisdom of the dead past. The past is gone and what suited it will not do for the present.

What was new twenty years ago is antiquated to-day. There are no better scholars than formerly, but systems are different and the necessities of the times have changed.

What the times now demand is a sound, practical education along definite lines. The encyclopedic man of the past, who knew a thousand subjects in a general way, but had not knowledge to put one of them into practical use, is obsolete. We want the man who knows one thing and can do it, and do it well. This is the man of the hour, this is the man who is in demand, this is the man who gets to the front when the man whose head is almost bursting with all kinds of book knowledge is left far behind in the race.

The man who knows how to drive a steam engine has the advantage of the man who can teach Greek and Latin; of course if the engineer knows Greek and Latin, all the better, they will not mar his skill in driving the engine, but if he does not know them he will be just as useful a man in the business in which he is engaged.

The man who to book knowledge adds practical ability has the right kind of an education. He who can mend a hole in a pot when the pot is required to cook a dinner for a hungry traveler is of more benefit to that traveler than the most learned savant on earth who could not mend the pot.

That the trend of the times is towards practicability in education is evidenced by the number of trade schools and industrial institutions which are springing up all over the country. Yearly they are turning out well equipped men with a sound, practical knowledge of the mechanical callings and crafts upon which rests to a great extent our prestige as a nation.

It is the workers, artisans, mechanics and tradesmen who are at the base of our national welfare; they are the props on which rests the structure of our power. Take them away and it will totter and fall.

Burke wisely said: "There is no force in mere intellectual ability

standing in all the nakedness and solitude of metaphysical abstraction." What we need is a curriculum dealing with the practical affairs of life. Schiller designated the final education of the human race to consist in action which fits man for the proper performance of the duties of life.

We are living in a fast age; we have no time to do anything properly. Where is the American youth who would spend twelve years with Angelo studying anatomy to be perfect in his work as a sculptor? In one-tenth of that time the young American would undertake to chisel an Apollo Belvedere.

We do everything in a hurry. We rush through school, jump into business, do feverish work, break down in middle life, and die when we should only be beginning in reality to live.

We take short cuts and have abridged methods; the work is all done to please the eye, and as a consequence soundness and solidity have been neglected. But we are now trying to remedy this, and in the future this country promises to be without a rival in every field of human endeavor, for she is making it imperative for her institutions to educate in the right direction and so turn out such practical men and women as will build the ramparts of strength around her and make her impregnable to the rest of the world.

Madison C. Peters.

The largest rooms of destiny may be entered through the smallest doors of duty.



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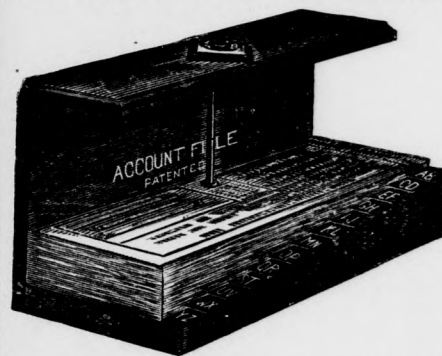
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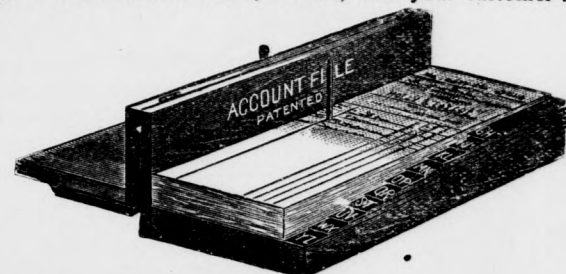
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GRAND RAPIDS, MICH.

Simple Account File



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

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



TRADESMAN COMPANY, Grand Rapids

THE GANG PLOW.

It Easily Beats a Battery of Machine Guns.

Passing an art store yesterday a fine battle scene displayed in the window attracted my eye. I enquired the price. "That," said the proprietor, "is a hand colored photogravure imported from Germany. That is worth \$12.50. We guarantee it hand work. You can see it for yourself." Here he took the picture, and holding it horizontally, showed the marks of the brush on the surface, nearly every point of which had been touched. "Here," said he, "is a fine photogravure at \$2.50. This is also hand colored, but look! Only two or three points have been touched. That is why it is so cheap." In the other picture there was ten dollars' worth of personal touch.

A school superintendent at Batavia, N. Y., grew sick of the results of the machine work in his schools. He had as fine a set of machine rules for running children through the grades as could be found from Boston to Minneapolis. But he saw children dropping back and dropping out, tired out, broken down, discouraged—a great batch of little misfits—all along the way from the primary grades to the high school. And he woke up to the fact that there was something wrong that might be righted. He hired a few teachers whose business it should be to go about the school rooms and sit down with the slower ones as your mother used to sit down with you, and to show them how. Lo and behold! In one short term he had practically cured the whole trouble! What did it? It was the personal touch.

At one time during the Civil War the Northern people were discouraged. The soldiers were discouraged. The Army of the Potomac in its mud-

dy winter camp on the Rappahannock felt as if the administration at Washington didn't care if the common soldier did get the worst of it. Some of them got to saying that this subjugation of the South was a "rich man's war and a poor man's fight." President Lincoln got aboard of the train and went to the front. Brigades, divisions and corps were lined up to greet him. Up hill and down hollow, along miles of men he tramped, shaking hands with every mother's son of them, never skipping a man. "How are you?" "How do you do?" "How are you?" "How do you do?" So it went from morning until night until his long legs ached and his hand was bruised and swollen. But the men got a square look into the face of the man who represented the nation behind them. They saw he was as worn and tired with the job as any of them, and they saw sympathy in his kind eye. It was said that that handshake was worth a whole fresh corps to the Army of the Potomac. And from that day to Appomattox not a level-headed man among them but fought better for that personal touch.

Nation rasps against nation. Sometimes the friction creates so much heat as to kindle war. The armed peace existing in Europe puts bullet proof metal between hand and hand, making the personal touch difficult. If a German would but take off his fighting clothes long enough to sit down and dine with an unharnessed Frenchman, he might find the man a good deal better fellow than some of the worst people of his own blood. How friendly can I be with a late enemy of my country when the two of us meet togged out in spurs and swords and war medals and battle crests? About as friendly as two game cocks meeting in the ring. England has a man who has perceived

this. While his old mother was ruling he was observing. And he was practicing the personal touch. Now on the thorne he has become the royal ambassador of Europe. If his cabinet clashes with that of a foreign state, "King Teddy," as they call him, makes a trip to the continent, clasps ungloved hands with the ruler of the state in question, and lo! the friction has ceased. No one can resist his personal touch. Wisconsin once had a man in Congress. They kept him congressman as long as they could; then they made him governor to the limit, and then sent him to the United States Senate. This man has doubtless shaken more Wisconsin hands and kissed more Wisconsin babies than any other man on earth. The machine tried to kill him off, but it might as well try to wipe out the sunshine. The machine isn't in it for a minute with the personal touch.

One morning you got a letter from the office of the X. Y. Manufacturing Company, kicking in a most irritating way about some item in your bill. This was not their first offense, and you were dead tired of their behavior. So you whirled around and dictated a letter to the stenographer that made her pencil smoke as she wrote. You wiped the earth with the Secretary of the X. Y. Manufacturing Company, and you did it up brown. I think I never read an off-hand Philippic to equal it. And the X. Y. has remembered it against you to this day. An hour of time, ten cents car fare and a warm personal touch would have put the X. Y. on your books for a thousand dollars' profit this year. One Sunday our pastor, in the little church at Podunk Crossing, spent the whole sermon hour scolding the few members present for the absence of the absent ones. He never got much

nearer to his people than the distance between the pulpit and the first row of pews. His personal touch was more like the cold foot of a clam than any other human experience I can recall. So of course he couldn't use that to any advantage. He didn't stay long at our church. He went packing down the highway of life scolding as far as you could hear him. His was a hopeless case. And so is yours if your personality isn't inspiring. But if you have any warm heart blood in your paw, don't shoot, don't send a bullet by mail, don't swear at him, but go over and fix it up by means of the personal touch. Possibly his hand is even warmer than yours.

In spite of ten or twenty thousand years of evolution from the Kingdom of Force to the Kingdom of Fair-play, civilized people every now and then get a fit of falling down and worshipping the Big Stick. Sometimes it is the walking stick and sometimes the floating stick, but always a big, bruising implement of some kind togged out in uniform. There was a time a few millenniums back when the Big Stick was as essential to life as good water or fresh air. This was when our ancestors lived wholly by grace of club and claw. Indeed that day came down to a much later point in history; for I remember mother telling of hearing her grandmother tell how she loaded guns for great grandfather to fire at the Indians who were rushing the block house. Even after such outside pressure was removed, the feeling quite generally prevailed that the biggest bruiser was the best man. The Hoosier Schoolmaster had to whip the bully in school before the winter term was over in order to prove his administration a success. Not many years ago came the last flourish of gun-play along the West-



The HANSON Gasoline Lighting System

is often referred to by competitive lighting people when a comparison of quality is being made.

Why do nearly all gasoline light manufacturers refer to their make as being "just as good" as the Hanson?

Is it not an admission that the Hanson is recognized as the standard by which most lighting systems are gauged? The perfection of this system represents 12 years of continual improvements—12 years' experience in manufacturing gasoline lighting systems along scientific lines.

Guaranteed Absolutely Safe

We guarantee our plants if instructions are followed and will replace any defective part free of charge within one year from date of shipment. Could anything be fairer?

Let us explain to you more about the simplicity, reliability and economy of our system. We want to tell you how we make our generators, tanks, pipes, inverted lights, etc.

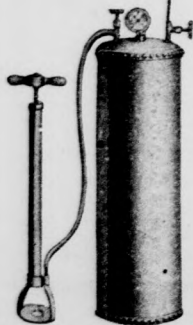
Or give us the dimensions of your building and we will tell you what the cost of installing a system will be, besides sending you our complete catalog which explains everything thoroughly.

In the following advertisements to be inserted in the Commercial Bulletin, we propose to tell in a general way, something about the different parts of our system. It will pay you to watch for these announcements.

The Hanson Lighting System has been examined and tested by the Underwriters' Laboratories and listed by the consulting engineers at the National Board of Underwriters.

Responsible Agents wanted in all unoccupied territory.

American Gas Machine Co., Albert Lea, Minn.



ern frontier, after which the militant cowboy and the Bad Man from Gunpowder Gulch faded off the landscape. To-day the Big Stick in civilian's clothes is hauled up in police court along with all the other drunks and disorderlies. So to-day, in our land and in all well civilized lands, the big fisted man who is looking for a specimen of his own race to smash is nothing but a bad sporadic reversion to a played-out type. Poets do not sing of him; orators don't declaim about him; historians don't embalm him in print. His tribe snuffs out and his name is obliterated from the chronicles of time when the old records of the desk sergeant at the central station are burned to make room for the new.

The quality of a people's civilization is always gauged by their idea of the Big Stick. Our tastes are measured by what we admire, just as our characters are shown by what we love. This isn't all of it. A nation's very existence depends on its idea of the Big Stick. Look at the American Indian! He stuck to the Big Stick and would not be separated from it. Where is he now? Buried with his tomahawk—all but a few of him who had wit enough to swap the war club for the hoe before it was everlastingly too late. Look at Spain. She who for glorious centuries was the Biggest Stick afloat or ashore now just an old rusty reminiscence! Behold Turkey! A country who up to the very year of our Lord 1908 would sell her only shirt for a butcher knife is sick unto death. She would have been carved for the Christmas feast of Christian nations long ago, only that nobody likes to eat sick turkey. China, the nation that has lasted longest on the face of the earth, is the one that most despises the Big Stick. Japan, just coming out of her hole and happening on to a nice Big Stick, is all swelled up with the worship of it. When she learns more she will find that she is a thousand years behind the procession. She'll never cut much ice while she carries a chip on her shoulder. "All they that take the sword shall perish with the sword."

The Big Stick is obsolescent. The time is coming, yea now is, when the gang plow can make a bigger mark in the world than a machine gun or a whole battery of them. And yet, at this advanced stage of civilization, here we are again doing deep reverence and great glorification to our navy. We are shouting for appropriations to spend upon bureau-built floating tombs with soft noses, low free boards, submerged armor and direct spark chutes from breech block to powder bin. Even if spared by war and target practice, all these show ships will be on the scrap heap in ten years or will wish they were. Why multiply such costly, outdated clubs? We do not need the biggest navy in the world any more than we need a gatling gun at every country crossroads. England and America by a few mutually friendly scratches of the pen can stop all wars and rumors of wars among or upon Christian nations. Does anyone think we need to prepare to fight

England? Why should we? Isn't blood thicker than water? If you don't think so, isn't bread and butter thicker than both? Why should England prepare to fight us? Why should I load up the shotgun and go gunning for my prize Jersey cow? The millennium may not be very nigh at hand; but the time is right here when the whole world is to be tied together in bonds of bread and butter. As Japan's eyes are opened she will see where she is naked and where her clothes don't fit. She will see that her food, her fabrics and her raw material must come continually from the very peoples that she now wants to fight. Let us cultivate old China in a gentlemanly way and she will be the best customer that ever came to our counter. Endowed with a little diplomacy and a Little Stick about as big as a policeman's locust, America could saw up her Big Stick into merchantable lumber and be a richer, happier, better world citizen for it.—Sharpshooter in Commercial West.

Increase Sale of Tidbits by Suggestion.

Written for the Tradesman.

That grocer's a very foolish grocer who thinks that his stuff is going to dispose of itself with scant expenditure of effort on his side. To do his part to overcome the stringency of the money market and the competition of his brothers in the same line, he will have, for the next several months, to put his better foot foremost and set a lively pace for those fraters else he's not going to make the bell jingle very lively nor very loudly on his cash register.

It is interesting to study the selling character of trades-people. Of course, in the natural order of events, the customer knows the amount of mazuma he is likely to separate himself from in any given mercantile establishment. But the dealer doesn't have any cognizance of that and so, I say, the ruses that he will resort to to influence buying are amusing. A merchant will sometimes descend to abject obsequiousness to get dollars headed his way. Now, that is not the right course, for he must lose more than one degree of his self-respect by so doing. If he lowers himself in his own eyes how must the customer regard him—the customer, who has the advantage, in the first place, in that he stands as the monied man of the commercial transaction, who is under no obligation to purchase the dealer's merchandise and who has no concessions to make.

But there's a vast amount of difference between sycophancy and a real desire to be so courteous and so pleasant that a patron who had small idea, on entering the store, of "getting in very deep" shall go away from the place considerably slimmer in purse, but with no regrets at the lightening of his money wad.

If this can be accomplished by the dealer in things termed materials it can as well be brought about in the vending of articles that shall contribute to the satisfaction of the palate.

All men except chronic or embryo

dyspeptics are gastronomically inclined—are not only inclined but hankeringly so. The hypochondriac doesn't like to eat—but "there's a reason."

When women do the shopping for the table the proposition is quite different from what it is when men attend to this essential domestic duty. A woman generally makes up her mind beforehand as to what she will purchase in the eating line, while a man seems to be swayed by the suggestion he receives by the vision of eatables especially tickling to the tongue. Mostly he buys the substantial of a feast and is apt to overlook the dainty little tidbits of civilization. Each may be induced to select more of the concomitants than they would without any solicitation on your part. These count up for money. Little articles usually sold in the delicatessen shops, but also carried by the grocers, may be brought to their attention and easily disposed of by adroit suggestion.

Erminie Kenyon.

A Wise Daddy.

Young Aspirant—Sir, may I count on your supporting me?

Practical Citizen—That depends, young man. Are you going to run for office or do you want to marry my daughter?

Different.

Mrs. Spenditt—When a man is single he marries to settle down.

Mr. Spenditt—After he is married it keeps him busy trying to settle up.

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

47-49 North Division St.

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.

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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

THE YELLOW PERIL.

How It Appears To a Transient Customer.

Written for the Tradesman.

"Hello, Bill! How are you anyhow? It's been a long time since I've seen you. Where have you kept yourself all the fall?"

Steve Benson, the country merchant, shook the hand of the newcomer and smiled as though he had found a long lost friend. As for Bill Stubbs, he was everybody's friend and his own worst enemy. He was not averse to taking a social glass; flipped the pasteboards at times, and was an all round good fellow as the world goes.

His family suffered sometimes for the necessities of life, for Mr. Stubbs worked only when the spirit moved, which was semi-occasionally. He owned a small stump farm which produced a handsome crop of milk weeds, with now and then a sand burr to spice the crop.

"Any peerless?" grunted Bill, producing a black clay stub pipe and glancing around. When his wants were supplied the big fellow sank contentedly into a chair and was ready to talk.

"Want ter know where I've been, eh, Steve?"

"Yes, Bill. You have been gone a month or more—"

"Up North, Steve, in ther copper kentry," broke in the big mossback with a chuckle. "Saw some queer doin's up yender; I did fer a fact."

"How is that, Bill?"

"Why, gosh ding it, them folks up nigh Lake S'perior is a blamed husky lot, happy as clams in high water when the wind blows a harricane and the snow drifts fifteen feet over roads and fences. How'd ye s'pose they git around? I'll tell ye—on them Norwegian sled runners they call skees, sort of like half oxbows, only flatter, 'n' a dozen times as long. Some on 'em was twelve foot if an inch. The way them fellers can git over the ground is a caution; beats old fashioned snowshoes all to pieces. I went up thar to trap, but there was too blamed much snow, so I jes' laid round and had a good time."

"You must have, judging from your looks, Willie."

"Oh, me! that's a fact; I got fat's a hawg. It's the climate, ye see."

"I suppose so."

"Dry as tinder 'n' cold as ice. I saw some nice lookin' sojer chaps, and heered a mouthy guy tell 'em 'at we was goin' ter hev a war with the yellor heathen—monkey-faced Japs he called 'em. Wonder if he'd go and fight if a war did break loose. I think them mouthy fellers what's harpin' so blamed much about fightin' gin'rally stays back when the tug comes; what do you think, Steve?"

Bill Stubbs removed his pipe and spat copiously into the ash-box beside the stove. The merchant agreed that some at least of the jingoes were hardly to be depended on in a scrap.

"Then I heerd a feller readin' out of a paper 'at the Japs was a planin' ter spring a s'prise on Uncle Sam before long; got a hundred

thousand armed yellor boys in Hawaii now, armed and ready fer business at the tap of a drum. D'ye b'lieve that, Steve?"

"You refer to Mr. Hobson, a Southern representative," said Benson. "I read what he said, and more than half agree with him. The Japs are a queer lot, one never knows how to take them. I can't believe though that they care to try tiles with Uncle Sam. What could they gain by it?"

"Blamed little, I take it," agreed Stubbs, thumbing his pipe.

At this moment the door opened and Jake Truefast drifted in. The genial farmer greeted the merchant heartily, only noticing Stubbs by a nod.

"What d'ye think of them pesky Japs, Jake?" said Bill Stubbs, seeming not to notice the last comer's coldness.

"They are all right in their place," returned Truefast, "and that is on the other side of the ocean. We want none of them here, and the sooner this country learns this fact the better. They're fighters all right, and we may have to teach them a lesson in manners after all."

The speaker drew up a stool and sat down.

"Bill here was just saying something about Richard Hobson's spiel for a big navy because of a coming war with Japan. Now I think our taxes are big enough without throwing money to the birds."

"That's right, by hokey, jest right, Steve. The Gov'ment hes got both hands into the pockets of the people up to its elbows. Let up on taxing us fer old Roosevelt's pet plans, say I. What do we want more of a navy for? This talk of war with Japan is all foolishness. Land o' goshen, wasn't they our friends in the fight with Rooshe? 'Course they was, and we was theirs. 'Tain't likely they'll pitch inter their best friends."

"That's what I say," agreed Steve Benson. Truefast had forgotten to light up but sat regarding the floor with an intentness of gaze that boded a deep sea of thought. At length he raised his eyes, regarding his friend Benson thoughtfully.

"It is all right to want peace if we can have it with honor," said he with deep gravity. "You will remember, Steve, that I was the only man in this town who stood up for Russia in time of war with the yellow barbarians of Asia. I have never gone back on what I said then, that America would see the day she would rue turning the cold shoulder on an old friend. Mind you, that time of regret is near at hand."

"But, good gracious! nobody can defend Russia in her land-grabbing crusade in the Far East. With Japan that war was for self preservation."

Mr. Benson was quite certain of his premises it seemed. Truefast smiled and said:

"People who defend the course of Japan in her war with Russia seem to overlook the fact that the yellow men of Nippon have taken possession of Korea without any compunctions. Do you imagine the Koreans love

their yellow masters any better than they would those with a white skin? This talk of Japan's ideal goodness is all humbug. When we espoused her cause as against Russia we turned down our best friend. Russia saved the Union of the States in the darkest hour of the Civil War. However despotic her government, the Muscovite stood our friend when every other power in Europe was openly anxious to see us destroyed. Even Britain, which now professes great love for America, was our most deadly enemy at that time. With nations as with men, it ever pays to be true to your friends."

"Wasn't Great Britain our friend in our war with Spain?"

"Possibly she was. Why? Policy, Steve, policy. Our dealings with old England in the past have been far from satisfactory. If she saw an opportunity to give Uncle Sam a stab in the back you can bet your life she'd improve it mighty quick. England would have rejoiced at the destruction of the American Union in the sixties, let us never forget that, Steve."

"Sure not," grunted Bill Stubbs.

"I believe in overlooking the past," said Benson. "It doesn't pay to keep alive national animosities in my opinion."

"Perhaps not, but how about forgetting one's friends as we have done in the case of Russia?"

"That's a good deal of nonsense about Russia, Jake. It isn't in nature for a despotism like that to love a republic like ours. The Japs are

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Grand Rapids, Michigan

GRAND RAPIDS PAPER BOX CO.

MANUFACTURER

Made Up Boxes for Shoes,
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Estimates and Samples Cheerfully Furnished.

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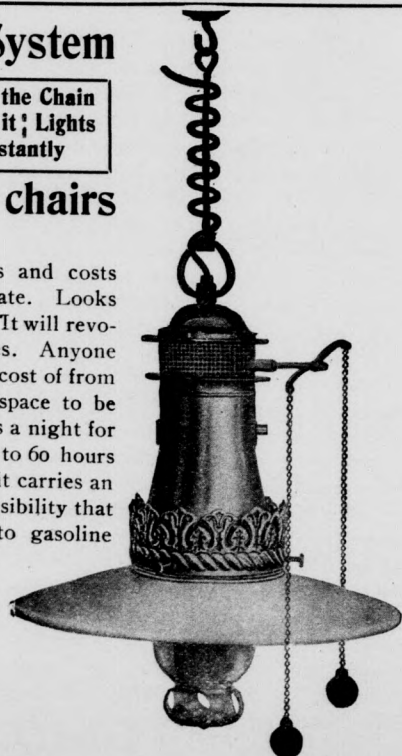
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Reasonable Prices.

GRAND RAPIDS, MICH.

A Gasoline Lighting System
That Requires
No Generating
No climbing ladders or chairsPull the Chain
and it Lights
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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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better friends to us by far, I feel sure of that."

"Time will tell, Steve," returned Jake Truefast, rising. "There's not a more treacherous race of people on earth than the Japanese. Have you forgotten how they opened war on Russia without warning?"

"All is fair in war," broke in Benson. "The one that gets in the first blow is the better man. The Japs outwitted, outgeneraled and outfought the big Muscovite at every turn. I have only admiration for the plucky little men of Nippon."

"Have you?" asked Truefast dryly. "I have not then. Despite all our friendliness to the yellow men in the war they are plotting to oust us from the Pacific, as you will presently discover. Hobson may overestimate the danger, but I agree with him that we need a big and constantly growing navy. Roosevelt did a wise thing in sending a fleet to the Pacific. Time will justify our strenuous President. I don't wish to see a fight between Yankee and Jap, but it's coming as sure as Christmas, and it is well enough not to take any chances. When the yellow barbarian strikes it will be when least expected. We must watch him as closely as we would a red Indian."

"Cat's foot!" and Steve Benson laughed derisively. "Why, man, you are off your trolley about a rod. The Japs are afraid of us. You won't catch them defying the power of the biggest nation on earth, not much."

"That's what you said about Russia, Steve. The big Muscovite would wipe Japan off the face of the earth. Have you forgotten that, old man?" queried Truefast, moving across the floor toward the door.

"I don't remember what I said. Anyhow, everybody was surprised at the power displayed by Japan—"

"To be sure, and there's another surprise awaiting the sloth-brained statesmen of to-day who belittle the danger menacing us from the Orient." Farmer Truefast reached the door as Bill Stubbs lifted his shaggy head and asked:

"How about your signin' that are petition to Congress, Steve, askin' them not ter pass that are bundle post bill? Did ye do it fer a fact?"

"I suppose so. Anything wrong about that, old man?" answered Benson.

"Dunno's ther' is. I was wonderin', that's all."

Jake Truefast hesitated a moment at the door. Presently he muttered something under his breath, opened the door and passed out. "Some other time," he murmured; "I can't stop to-day." J. M. Merrill.

She Knew the Formula.

A stranger approached a little girl who was somewhat accustomed to interviews, with the usual question, "What's your name, little girl?"

The little girl, without looking up from her sandpile, replied: "My name's Edith, and I'm four. She's my little sister, her name's Mildred, and she's two. I don't want to go with you and be your little girl, and I know you can't steal my little sister."

Ambitious Men Need Not Be Unhappy.

The ancients used to say: "The man who sets his heart on things which are not absolutely within his own control is a fool." Marcus Aurelius, perhaps, did not put it so bluntly, but that was what he meant. As for Epictetus, whose manners were really deplorable, if he deemed a person a blockhead he at once called him a blockhead, and on nobody was he more severe than on him who desired things which he could not be perfectly certain of getting.

You, young man, want to be rich; you are determined to be rich. Nothing but riches will satisfy your desire. But to be rich you must get hold of money now reposing in the pockets or the safes of other people. How do you know that other people will not prove cleverer or less scrupulous than yourself? You can not be sure. And if you do not happen to have been born sufficiently clever, or sufficiently unscrupulous, no effort of yours will remedy the lack. Besides, an accident, a panic, a war, an earthquake may snatch everything from you in a minute. Set your heart on riches, and you might as well arm yourself with an umbrella to fight a battery. You may come through, of course.

"Well," you say, "all I have set my heart on is a country cottage and \$1,000 a year in my old age with my wife. My needs are simple. But that I have set my heart on!"

"Well," the ancients would reply, "you have set your heart on a good deal. Suppose your wife dies? Furthermore, even the most obvious worth depends for its financial reward on the recognition and the honesty of others. Are you going to stake your happiness on certain other people being both honest and intelligent without a break, while you, dollar by dollar, amass a capital of \$20,000? Seventy and seven mischances, utterly beyond your control, might ruin your scheme."

I am not prepared to assert that happiness is the greatest thing in the world. It is, however, a considerable thing. And in our world ambition is the enemy of happiness.

If, however, ambitious men seldom are happy, it is their own fault. There is, indeed, no just reason why ambition should be the enemy of happiness. Men should understand their ambitions. They should not expect to attain the ideal for which they struggle; they should so fight that the ways and means for carrying on their work could be taken up by the ones who come after, the ones who step into their shoes. Then could they lay down their tasks satisfied that they had done all in their power to realize their ambitions.

If a man at the threshold of life says: "I set my heart on being president," or, "I set my heart on being head waiter at the Auditorium hotel before I die," that man undoubtedly is courting a great disappointment.

But if he says: "I set my heart on continually doing all in my power to become president or head waiter at this expensive hotel," he is leaving

nothing to chance. No one but himself can interfere with his ambition.

The fatal error that men make is to live in the future instead of in the present. Instead of concentrating their affection on their selected goal they should concentrate their affection on the road which leads to the goal. Thus, and thus only, can they reconcile happiness with ambition.

John A. Howland.

Premium Babies.

The Field Mouse—Hello, doctor! how's business?

Old Mr. Stork—Pretty darn slow. In fact, I've about decided to give trading stamps.

The man with a grouch always waters his own woes.

Worthless Man.

Two women seated together on a Scribner street car the other day were telling their troubles to each other.

"Well," says one in a tone of deep disgust, "your husband can't be any lazier than mine. He stays home all day long and sleeps—just sleeps and sleeps."

"I don't see how he manages to support you at all," sympathized the other woman. "Doesn't he ever work?"

"Oh, yes," admitted the first one. "He works, if you call it work. He's a watchman at a factory, but all he has to do there is just sit around all night with a lantern. Then he comes home and sleeps all day."

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MANTON'S INVENTORY.

Grocer Sizes Up Present High-Price Conditions.

Written for the Tradesman.

Manton sat back by the stove making figures and nursing his wrath. The annual inventory was on, and the one clerk, a youngster of sixteen, was bawling out from the top of a step-ladder.

The corner grocer was not doing a good business. Prices were high, and his old customers were taking seriously to heart the newspaper screeds that it is spending money that makes hard times. At least they were not spending their money to any alarming extent. They seemed to be living on bread, salt pork, and potatoes and beans, bought by the bushel.

Manton's grouch just now was that his customers were blaming him for the way-up prices. He couldn't make as much money as he could when provisions were lower, because his sales were smaller, but, all the same, buyers looked upon him with accusing eyes when he mentioned a lift in anything.

"Nine cans o' corn!" bawled the clerk at the top of the step-ladder.

"How do they look?" demanded the grocer, looking over his glasses at the array of tinned goods on the shelves.

"Branded by Noah!" yelled the clerk. "Same ones you had here last year."

"Give 'em away to the first charity-supper woman who comes in," growled the grocer. "We've had kicks enough about that corn. When the managers of the canning factories get some sense we can sell their goods. What next?"

"Did I call out this box of eggs?"

"What's that? Not eggs?"

"Two dozen of 'em."

"Heavens!" snorted the grocer. "I didn't know that I was so rich. Two whole dozen of eggs! Hand one of them here."

The clerk hopped off the step-ladder and passed a diminutive egg to Manton. The grocer made a circular frame of the four fingers and thumb of his right hand and put the egg into it. Then he candled it by holding the hand and the egg up toward a lance of sunshine which came in from the south window. The interior of the egg seemed to be all right.

"Mortal man!" exclaimed the grocer. "Look here, Teddy! This is a good egg! A fresh egg! You take them two dozen fresh eggs down out of the box and we'll hide 'em in the safe. Some day some millionaire may get reckless and buy 'em!"

Teddy gazed at the grocer with wide-open eyes. He was familiar with his exaggerated forms of speech, but this was going some!

"Huh," he said, "eggs is only forty cents a dozen!"

"You'd think they were nine dollars, to hear customers howl," replied the grocer. "You'd think that I made all above twelve cents a dozen, too, if you heard all the roasts I get! What you got next?"

The clerk snickered and went back to his step-ladder.

"Here's two sacks of flour," he called.

"That's good news," said the grocer. "I don't know but we'll have to take them down to the deposit vault. Two sacks of flour is some wealth! I'm afraid burglars would come on here from Chicago if they knew I was so well hooked up."

The clerk sat down on the top step of the ladder and grinned. The old man surely had his "kidding clothes" on that day!

"You see," continued Manton, "we've got to be careful of that flour. Wheat went up about twenty-five cents a hundred, and the mill men put flour up so that we've got to sell it at an advance of sixty-five cents a hundred. There must be a pretty good profit somewhere on account of the boom in wheat, but the retailers don't get it. What we get is the vituperation of the masses. I don't know but you'd better sit up nights in the store until some one forms a syndicate of bankers and buys that flour!"

Teddy glanced around behind the desk and the stove to see if the old man hadn't concealed a jug there, but there was nothing of the kind in sight.

"What next?"

"Butter! One crock!"

"Sure it is butter?"

"Dead sure. Shall I take it down to the bank and deposit it?"

"Never you mind the bank. Just hand down that crock of butter."

Teddy passed it down and Manton tasted of it, dipping out a mite with the point of his penknife. Smacking his lips, he covered the crock carefully and set it aside.

"We'll have to make room for it in the vault where I keep my valuable documents," he said. "That is prime butter. If we have any call for it I can have the bank guard escort it up here."

"I see him coming now!" gasped Teddy. "He's got out the artillery to see that no train robber gets that butter!"

"Butter's butter," declared the grocer. "I guess my customers have quit using it. It may cost an ordinary family fifteen cents a week more than it did last fall, but you'd think they were putting a mortgage on their piano to buy it. They think I'm making the extra few cents. You see, last fall was a good one for stock. Farmers didn't have to feed until away along late. For that reason the dairymen raised milk eight cents a gallon."

"What's that?" asked Teddy.

"Well, they raised the price of milk for some reason, and that is the only changed condition I know of. And that brought up the price of butter, and when butter goes up five cents a pound customers either quit buying it or cut their purchases in two in the middle. They think we're getting rich too fast. What's next?"

"Nothing of any account up here, but there's a cask of sugar down there at the end of the counter."

"Sure it is sugar?"

"Of course. Think I don't know sugar from salt?"

The clerk got off the ladder and put his hands in the barrel.

"Does it look a little blue?" asked Manton.

"It sure does."

"And is it all caked up in the cask?"

"Sure. Looks like it had been wet down and run together."

"Then it must be sugar. I guess we'll have to roll that out in front and give it away as a chromo to the buyers of baking powder and spices. My customers kick because I can't give twenty-five pounds of beet sugar for one plunk."

"You're making quite a few kicks yourself," suggested Teddy.

"Oh, I'm just keeping in practice. There's nothing else to do just now. What you got there?"

"One bushel of apples."

"Real apples?"

"They appear to be."

"What are they marked?"

"Fifty cents a peck."

"Yes, I remember now. I paid \$1.75 for that bushel. George Cowan said last night that if he could sell his bicycle he'd buy half a peck. I reckon we'll have to put the apples in the family deposit vault, along with the silver. We can't have so many valuable things lying around. What's that over there in the basket?"

"Half a bushel of onions."

"The real thing, eh?"

"I suppose so."

"Then we'll send 'em down to the



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vaults with the other things. Any man that has got onions now wants to look out for them. What's that above your head?"

"Five loaves of bread."

"Ah! Bread is bread! We'll have 'em put in the safe. This grocery business, this winter, is about like handling diamonds. It takes a mighty big capital to carry a little stock. What did you do with that \$3.70 cord of wood?"

"It's down in the basement."

"I'll set a bear trap down there."

"I don't believe you're well to-day," said Teddy.

"Well? Of course I'm well. I'm only protecting the goods my customers think too precious to buy. Now you take a bunch of bills out to the fellows who have quit buying. You'll find 'em at the billiard hall, or the theatre, or down at the drug store playing checkers. Those are the fellows who kick about hard times. Run along, sonny."

And Teddy went out on the street and told the first man he met that old Manton had gone crazy!

Alfred B. Tozer.

Man Gets Look At Nature's Heart.

Fire made man master of the molecule; electricity makes him master of the atom and opens nature's heart. Fire melted sand to glass and prepared the path for a telescope for Galileo, a camera for Daguerre, a microscope for Pasteur, engines for Watt, Stephenson, Parsons, and De Laval; all the streams of lead and iron, copper and zinc ever smelted from their ores, all the acids, oils, and alcohols. But all these electricity can do, do it better than flame, and greater works than these, tasks beyond the power of fire. The electrical era is only dawning. There are motors and dynamos, heaters and lamps, chemical dividers and batteries. The larger the field of electricity the cheaper it will become and the bigger will be the demand.

When there are not only telephones in every house, but sewing machine motors, fans, smoothing irons, chafing dishes, and the like, electricity will begin to mean as much for man to-day as, long ago, did the first kindling of fire with slowly won arts of furnace and lamp, oven, and smelter, crucible, and still. Thus saith a prophet of electricity.

An Unpleasant Office.

The task assigned to the bellboy at a Kalamazoo hotel was no sine-cure, and he realized it, for the old gentleman who had requested that he be wakened for an early breakfast was extremely deaf.

"I don't know what I'll do about the man in No. 41, that wanted to go off on the 7 o'clock train," the bellboy announced, breathlessly, to the proprietress.

"Haven't you waked him up yet?" demanded that brisk person.

"I've waked him three times," said the boy, sulkily, "but he hasn't heard me yet. Everybody else has, though, on that floor. I know, because they've all hollered to me to stop battering on their doors."

Carefully Investigate Every Source of Loss.

Written for the Tradesman.

In not knowing how to prevent or minimize losses may, in many cases, lie the secret of unsuccessful merchandising. Success can not be attained by proper attention to any single feature. Yet, where conditions are auspicious for conducting a paying business—where the location is favorable, the stock ample, the service satisfactory and all the details of buying and selling conducted in a businesslike manner, if there be not careful attention to avoid losses, there will be no signal success.

Many a man is puzzled to know why his profits are not greater for the year. In pondering the matter he may enumerate bad accounts, decline of market value of goods in stock and possibly some small losses in several ways which he deems unavoidable, but all together do not account to a great extent for the diminution of expected profits. Where are the losses? Diligent enquiry must be made to discover the causes.

Could we enumerate all the various ways in which losses are liable to occur they would seem sufficient to keep the merchant constantly thinking along this line, in fact, he must be ever on the alert, even although not consciously thinking of them.

Losses result from fire, theft, bad debts, breakage, rust, dampness, dust, decay, evaporation, heat, cold, warping, shrinking, leakage, bleaching, moths, mice, rats, insects, mistakes in making change, marking prices and footing accounts, failure to charge credit sales, and in many other ways. Every class of goods must be cared for according to its peculiar requirements in order to avoid loss.

When we consider the many natural ways in which losses are liable to occur, the unavoidable risks which must be assumed, the need of constant care, frequent inspection, and diligent watching, it seems strange that merchants should take unnecessary risks and carry additional burdens.

With all the extreme carefulness which some men exhibit in trying to prevent these various little losses, it is quite evident that they overlook the source of much larger ones. For instance, the surplus stock. A reserve is a good thing. Hand to mouth buying may be practicable in some lines. Almost out of goods before re-ordering, or just out before a new supply arrives, denotes poor management and results in loss which can not be estimated—loss of trade. But the stocking up beyond all reason, the tying up of money in goods to lie untouched for months or even years, often results in considerable loss. There are the interest on money invested, additional cost of insurance, cost of labor to keep stock in good condition, inconvenience and delay in serving trade because of space occupied by surplus stock, failure to meet bills promptly or save discounts for lack of ready funds, liability of decline of market value, deterioration of quality, failure of popular demand, and other losing propo-

sitions, not the least of which is the anxiety or mental disquietude which in time such surplus occasions. How to get even first cost out of old, shop worn or out-of-date goods often becomes a problem which diverts thought and energy from other important matters.

Another source of considerable loss with some merchants is in the matter of overweight. They do not wish to be looked upon as stingy or niggardly and so get into the habit of throwing in a little for good weight. They want to be known as generous, and they pile on after the measure is full. When competition cuts profits to the merest margin on goods which are dealt out many times a day, it might surprise some men to know the total value of such goods unnecessarily given away in a year.

When inventory time arrives it might be well to note how much left over goods were bought without regard to the needs or demands of the public. Popular brands which give a living profit are displaced by new ones with expectation of larger profit. The results are loss of trade, profits which might surely have been realized and loss of unsalable goods.

In looking over the past year's business, if one finds it has not been as satisfactory or profitable as expected, every department, every method and every possible source of loss should be carefully investigated, and then steps taken to eliminate all unnecessary losses and minimize to the fullest extent the unavoidable ones.

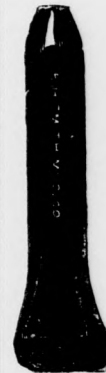
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Study the Art of Being Bored Gracefully.

The older I grow, and the more I see of the world, the more convinced I become that the true secret of popularity lies in the ability to bear a boring gracefully. Intelligence is a good thing, beauty is better, amiability is always a trump card, but all of these virtues pale into insignificance in winning friends before the Spartan courage that enables a person to listen for hours at a stretch to one who drivels of his own affairs or to smile and smile over the guest who never knows when to leave instead of pushing her down the front steps.

Now, the bore is one of the afflictions of life that none of us may hope to escape. At home and abroad he—and he's just as often a she as any other way—is always with us, and although we should take the wings of the morning and fly to the uttermost parts of the earth when we got there the bore would be waiting to receive us. The chief reason so many of us are persona non grata, as diplomats say, with our fellow-creatures is because we have never learned to make a virtue of necessity and, inasmuch as we had to be bored, to stand it gracefully and with composure.

We suffer, and we take no pains to hide our sufferings. We wriggle and squirm, but the bore goes placidly on. We interrupt his long stories of personal reminiscence and when we have the courage of our feelings, we are downright rude and insulting, but it is all to no purpose. The bore sees our efforts to escape and hates us for them, but it never causes him to remember mercy and spare us. It is as futile and useless a protest as the last despairing wriggle of the worm on the angler's hook.

On the other hand, no effort in the world is rewarded with such a rich harvest as the complaisance of the person who not only suffers himself to be bored, but appears to like it. You might give your body to be burned and all your goods to feed your neighbor, yet if you showed that you thought him prosy and tiresome he would turn from you to the deceitful wretch who paid him the compliment of listening to his long-winded yarns with absorbed attention. Do a person a genuine injury and he may forgive you, but tell him that you won't listen to his chestnutty stories another time and you have made an enemy for life.

If I should give one piece of advice more valuable than any other to a debutante starting out on her social career, I should say that inasmuch as you can not escape being bored, study the art of being bored gracefully. Never let a man see that he wearies you. Hang upon his words as though they were Delphic oracles. Never let your attention waver while he holds forth, and you

may snap your finger at beauty and give odds to cleverness and still win the matrimonial prize.

You may not know a golf link from a plowed field, but listen, without interrupting, while Tommy Foozle reels off the Iliads of his own prowess. You may not care a cent about the profits of the grocery business, but never betray your indifference while Johnny Businessman gives you a heart to heart talk on butter and eggs. You may regret that the war was not like Thermopylae, where there was no single survivor left to tell the tale, but never let old Colonel Fighthem suspect that you are not pining to hear his tales of battle and hair-breadth adventure for the millionth time.

Do this, and your dance card will be filled; young men will crowd around you like bees around a honey-pot, and old ones will speak well of you in the market places. The spinster records contain the name of no maidens who were good listeners.

The trouble with most young girls is that they start out in life under the impression that men are interested in them, and want to hear what they have been doing and thinking. Terrible and fatal error. No man cares what a woman thinks or knows. He wants to tell her what he thinks and knows. The masculine ideal of the perfect woman is one who holds up a mirror in which he sees a flattering reflection of himself.

There is an old story, but it is good enough to bear retelling, of a woman who was famed far and wide for her fascination. So far as people ordinarily could see, there was nothing extraordinary about her. She was not particularly good looking, and she made no pretense to wit. At last it was discovered that her secret for winning all hearts consisted in always standing near the door, and as each guest appeared, she would murmur in a joyous tone: "At last, but so late," and as each departed she would tragically exclaim: "Must you go so soon?"

Sometimes I think that the place where women have excelled men most conspicuously is in being tiresome. There are plenty of men who are bores, but when it comes to variety and types and kinds of bores, women take the cake. Men who are bores generally run along three distinct lines—the one who tells you over again the funny stories out of the papers, under the impression that he is the only person who can read; the man who thinks he is the greatest ever, and wants to convince you of it, and the man who has remarkable children, and who goes about primed and loaded with nursery wit.

From all of these, good Lord, deliver us, but they are not a circumstance to the woman bore, because she comes in so many more shades, and having nothing to do, she has so much more time in which to make herself a nuisance. The mother bore is, of course, a companion piece to the father bore. Then there is the clothes woman bore, who wearies you to death telling you of all the clothes she ever had or expects to have; the club woman bore, who tries

to inveigle you into joining everything under the sun, and who is always running over with the last club fight; the religious bore, who preaches at you in season and out of season; the anti-things bore, who belongs to all sorts of ribbon-bedecked leagues, and thinks everything she doesn't do is wrong; the weepy bore, who come and sprinkles you with her tears every time anything goes wrong with her; the seen-better-days bore; the bragging bore; the woman who is going to do something, or has done something she considers remarkable, bore; the woman who has had a surgical operation bore, and who ever after details the symptoms and—but why pursue the list any further? You all know whom I mean. You have suffered from her, and can mingle your tears with mine.

Now, unhappily, as I remarked before, we can not escape this sort of people, and the best thing is to brace up and bear the infliction gracefully. This is not easy, but we can train ourselves not to show how weary we feel, and can keep our eyes from wandering from the bore's face, and perhaps the pleasure we thus give will be accounted unto us for righteousness. It ought to be anyway. I know that when I have managed to listen, with an expression of rapt joy, to a tiresome old woman's three-hour account of her daughter's splendor, and seen how pleased she was, I have felt I deserved the Victoria cross for distinguished personal courage and forbearance under great provocation to cut and run.

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40 Dearborn St., Chicago, Ill.

ble view of the situation, however, there is a comfort in knowing how to rid yourself of a bore, and here is a bit of experience I was told the other day:

"The way to get rid of a bore," said this woman, "is to take David Harum's advice and do him as he intended to do you, and do him first. If the bore is fond of telling stories, tell stories yourself, and he won't stay three minutes. If he likes to talk about himself, jump in on an autobiography of yourself that looks as if it would last to the crack of doom, and your visitor will depart at once."

"Being an old maid, I used to suffer untold things at the hands of the mothers of infant prodigies, but I have invented an imaginary child I call little Katie, and the minute a fond mamma commences telling me what her Mary Jane said, I drag little Katie and her newspaper bon mots into the conversation, and it simply paralyzes her and she gets up and leaves the first time I stop to draw breath. It is a rule that never fails to work."

Doubtless bores have their uses in a world in which we are told nothing is made in vain, and I confess that personally the deadliest and coldest fear that ever strikes at my heart is—suppose that I am a bore myself.

Dorothy Dix.

21,424 Tons of Gold Dug From Earth.

Since Columbus found his new world, 21,424 tons of gold have been dug from the mines of the earth. Their value is over \$12,600,000,000. Of this vast total 19 per cent. or nearly one-fifth of the whole, has been mined in the last ten years; 30 per cent. or almost a third, in the last twenty years; 41 per cent. in the last thirty years; 54 per cent. in the last forty years, and 68 per cent. or over two-thirds, in the last half century.

Assuming that an increase occurs in the annual output this amount will be doubled in thirty years, while if an annual increase of 5 per cent. is obtained, the doubling will take place in less than twenty years. H. F. Van Wagenen predicts that as a result of the creation in so short a time of so immense an amount of indestructible wealth at this, a general advance in the market price of all commodities may be expected. Interest rates will certainly decline.

Wages should rise, for with this amount of new capital arising in the brief period every department of human activity is bound to be stimulated, and this will create an enormously increased demand not only for all those things that machinery and art can produce, but also for those that can only be brought into being by human hands and human service.

Needed the Money.

"I saw a note in the paper to-day announcing 'an elephant for sale at a great bargain—only \$4,000.' I'd like to have enough money to buy him."

"Nonsense! What on earth do you want with an elephant?"

"I don't. I merely mean I'd like to have that much money."

Everything Made of Electricity.

"What are little girls made of? Sugar and spice and all that's nice," and these and everything else in the world are made of electricity. That is the fascinating guess of Sir Oliver Lodge. He supposes that a group of, say, 700 electrons, 350 positive and 350 negative, interleaved or interlocked in the state of violent motions, so as to produce a stable configuration under the influence of their centrifugal inertia and their electric forces, constitute an atom of hydrogen; that sixteen times as many in another stable grouping constitute an atom of oxygen; that some 16,000 of them go to form an atom of sodium; about 100,000 an atom of barium; and 160,000 an atom of radium. All the chemical elements become merely different groupings of one fundamental constituent. Of all the combinations or groupings possible, probably most are so unstable as never to be formed; but some are stable, and these stable groupings constitute the chemical elements that we know.

The fundamental ingredient of which the whole of matter is made up is nothing more or less than electricity in the form of an equal number of positive and negative electric charges. This, when established, will be a unification of matter such as has been sought through all the ages. It goes further than had been hoped, for the fundamental substratum of which all matter is composed is not an unknown and hypothetical "prostyle" of the old Greeks, who rightly conceived matter to be but one ingredient in many combinations; but it is the familiar electric charge. If atoms are invisible electrons are a thousand times invisible. If an electron is represented by a sphere an inch in diameter, the diameter of an atom on the same scale is a mile and a half. Or if an atom of matter is represented by an ordinary theater, the electron is represented on the same scale by an ordinary period or an ordinary page of print.

Want Something To Make Into Paper.

Ten thousand dollars to find something to make paper with is what the secretary of agriculture asks. The chemist and inventor have long been at work to develop a satisfactory raw material other than the limited varieties of wood now used. Even the federal government is trying to assist in the solution of the problem. Thus far the results are inconsequential. The day appears to be still distant when corn and cotton stalks or plants or straw can be utilized as a satisfactory and thoroughly practical base. However, the experiments have resulted in the production of excellent white paper from woods hitherto unused. Useful paper can now be manufactured from eighteen varieties of wood. But there are practical limitations; either the product is unsatisfactory for particular uses only or the amount produced from a given piece of wood is too small to be profitable, or there are mechanical, scientific, or natural difficulties to be overcome.

Paper manufactured from the fiber of trees began to be a commercial product in 1867, but did not assume great importance until 1890. During the succeeding seventeen years this branch of paper making has grown to such proportions as to overshadow all others. Wood paper has been produced so cheaply and abundantly that all classes of the community from publishers to storekeepers have been enabled to use it with a liberality bordering, as some say, on extravagance.

An Oath's Value.

Roger W. Butterfield, the well-known lawyer discussing a recent trial in which he took a prominent part, said the other day:

"Some of the evidence in that trial was so transparently false that it reminds me of a case that came off in Alabama a few years back."

"One of the witnesses in this case was an extremely ignorant man. As his testimony progressed his ignorance became so shockingly evident that the Judge, looking sternly down on him, said:

"Look here, sir, are you acquainted with the value of an oath?"

"The witness answered anxiously:

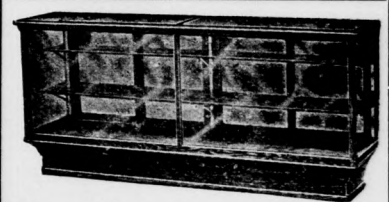
"Jedge, I hope I am. That thar lawyer on yer left hand gimme six dollars to sw'ar agin the other side. That's the correck value of an oath, ain't it, Jedge?"

He is a poor sort of a man who always thinks of his own poverty in the time of his brother's adversity.

MERCHANTS and their families attending the Tenth Annual Convention of the Retail Grocers' and Merchants' Association of Michigan, to be held in Jackson February 4, 5 and 6, 1908, are cordially invited to make their headquarters at the laboratory of Foote & Jenks, 222-224 W. Cortland street. Long distance telephone in our office to all points. Mail may be addressed in our care.

Foote & Jenks Jackson, Mich.

Mfrs. of Jaxon and Coleman Flavoring Extracts and of Soda Supplies and Swastika and other perfumes.



The Case With a Conscience

although better made than most, and the equal of any, is not the highest priced.

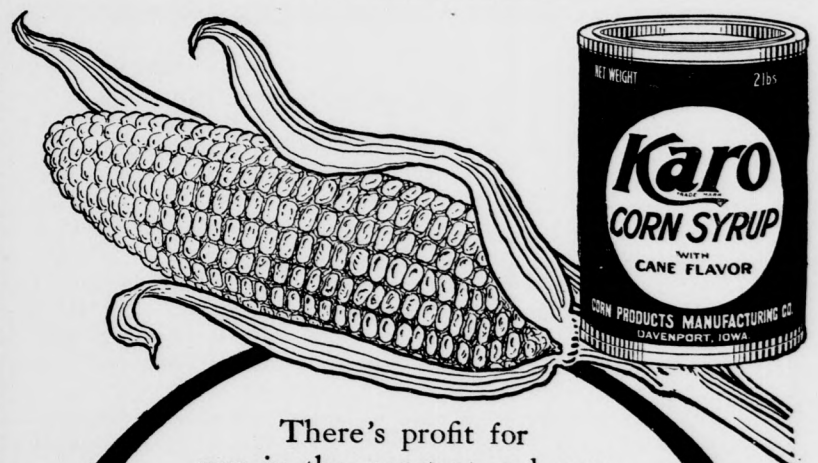
We claim our prices are right. You can easily judge for yourself by comparison.

We are willing to wait for your business until you realize we can do the best by you.

GRAND RAPIDS FIXTURES CO.

Grand Rapids, Mich.

Jefferson and Cottage Grove Avenues



There's profit for
you in the constant and ever
increasing demand for

Karo
CORN SYRUP

It has become the standard syrup for the table, for the kitchen—for all uses. Everyone revels in its goodness and orders again.

You can't afford to miss the benefits of Karo advertising in your neighborhood.

CORN PRODUCTS MFG. CO.,
Davenport, Iowa

AN ACCEPTED OFFER.

Sinners Couldn't Get to the Front Quick Enough.

Written for the Tradesman.

"This," said the old book-keeper, "is a sad, wicked world. The lust for money is abroad in the land. Wherever there is a dollar in sight there is a rush. Sometimes I get sick of the sound of the word 'money,' and I'm not overburdened with it at that."

"I wish I had enough of it to stuff a mattress," cut in the junior clerk.

"There isn't a thing one can't get if he has money enough," continued the old man. "I believe there are nine devils in league with it, and I shouldn't be surprised to learn that there are ninety. When you haven't got it, you are worrying as to how you are to connect with some, and when you have got it you are worrying as to what you are going to get for it, and how much."

"I don't have any fits over money," said the clerk.

"If you put it in bank you are worrying for fear the bank will collapse, if you keep it in your pocket you worry for fear some footpad will hand you something at the corner of a dark alley and take it away from you. As I said before, there isn't a thing you can't get if you have the price. Why, I knew a merchant, once, a shoe merchant, who built up a church society with money."

"Go ahead," said the junior clerk.

"It was down in Indiana," began the book-keeper, "and in about the worst part of Indiana at that. This man, Denman, had been reared a pet back east somewhere, and couldn't endure the wicked ways of the place. There were more saloon brawls than prayer meetings, for sure. There were a good many thirst parlors in the place, and they all made money. The hardware man also got plenty of trade—it was a shame the way the boys lugged artillery around with them. A young man that didn't carry a 'smoker' and a pint around in his clothes wasn't thought fit to mingle in first class society."

"One fall, after a dull summer's trade, Denman made up his mind to get a half-Nelson on the Old Nick and toss him out of the place. He thought that business might pick up if the longing for liquid goods could be abated for a time, so he sent out to Chicago and interested a noted revivalist in the proposition. Now, this revivalist was a corker. He believed that in order to secure results in religious work you had to show your goods and quote prices, just the same as in anything else. He sure made the rewards of a Christian life stand out before that mob of desperadoes, and showed them that the price was only the giving up of the desire to roam about as cheap sports."

"He filled that little meeting house every night, and twice on Sundays. The shoe man was on the platform most of the time, encouraging the work and seeing that the revivalist didn't loaf on his job. One night while the merchant was passing

down an aisle giving out cheerful talk to the interested ones, he came upon a young fellow who sat in a mighty thoughtful attitude.

"I'd go forward if I could," he said, in answer to the shoe man's encouraging words, 'but you just take a look at them shoes! Pretty bad, eh? I'd make a nice show up there with the soles of them shoes turned toward the audience, wouldn't I?'

"The shoe man was game. He had a notion that he was being worked, but he didn't care for a pair of shoes if they stood in the way of bringing a bad young man to his right mind.

"Never mind the shoes," he said. 'You go on up there. It will show what comes to people who neglect their Christian opportunities. As a rule the Devil doesn't keep his followers dressed up in style, and he's not done much for you. You go on up there and declare yourself right now and I'll give you a pair of shoes as soon as these meetings are over.'

"There was a look of joy fluttering over the face of that young man right away. The merchant didn't like to think that he was bribing people to go forward, but he just wanted to get them in shape to be talked with—in the right spirit. Then he thought he'd risk a few more pairs of shoes. He went to the platform and whispered in the ear of the revivalist, and when the young man got to the front he was promptly pointed out.

"This young man," the preacher said, 'didn't want to come forward because of the shoes he has on. I'll tell you right here, friends, that when a healthy young man appears in rags or broken shoes he's in the uniform of the Devil! If you want to work for a person who clothes his followers like that, just go on and do it. Our friend here is tired of such a master. In order to get him started in the right path, Mr. Denman is going to give him a new pair of shoes, so that he can walk the streets without shame. And Mr. Denman authorizes me to announce that he will give a new pair of shoes to every man converted here.'

"I guess he had something on his mind from that time on," suggested the clerk. "Did the whole township go forward?"

"Well," said the book-keeper, "we started in talking about money. I'm just giving an illustration of the commercialism of the day—especially of the day down in that part of Indiana. Yes, the revivalist was some busy from that time on. A good many young men who had been a thorn in the flesh of society got in line for a new pair of shoes. Some of those who 'saw the light' hadn't been inside a church before in many years. The women felt indignant because the offer wasn't open to them."

"As the people drank in the words of the preacher, night after night, they became convinced that they had been living lives of sin, and also that a cold winter was coming on, but they didn't make any cane-rush for the front seats.

"A few at a time they decided to embrace the faith, and there was much rejoicing each night as the unregenerate brethren stepped forward and admitted that they had seen the error of their ways and were thirsting for better lives. It was all done smoothly, without any undue excitement, but it was clear that there would be a raid on the shoe store before long.

"After two hundred men out of a total township population of three hundred had sat on the front bench and told what mean things they had done, the shoe man went to the revivalist and asked him to call the thing off. 'These people are coming forward just to get a new pair of shoes,' said Denman, in a sweat. 'I don't mind helping the repentant along, but I'm not going to give away a good stock of shoes for the sake of listening to a lot of fairy tales from the platform.'

"The revivalist couldn't see it in that way. He had faith in his own work, and thought the converts were

on the level. It was nicely calculated, the reformation of the two hundred artillery bearers. Each night just enough went over the path of virtue to keep the meetings evenly balanced as to results. There was no crowding. The shoes would not be given out until after the close of the series!"

"Well," observed the clerk, "this man Denman seems to have been something of a quitter. Did he stick for the big show?"

"He surely did."

"And gave up two hundred pairs of shoes?"

"Well, he hadn't when I left there."

"But they went after 'em?"

"Of course."

"And Denman welched?"

"No, he didn't have the shoes. He sent off after them and told the others to wait. They were waiting when I came away. Now, this goes to show that you offer something to the populace for nothing and there'll be a rush, even if it is only a pair



Putnam's Menthol Cough Drops

Packed 40 five cent packages in carton. Price \$1.00.

Each carton contains a certificate, ten of which entitle the dealer to

One Full Size Carton Free

when returned to us or your jobber properly endorsed

**PUTNAM FACTORY, National Candy Co
Makers
GRAND RAPIDS, MICH.**



The common verdict of your customers after they have tried

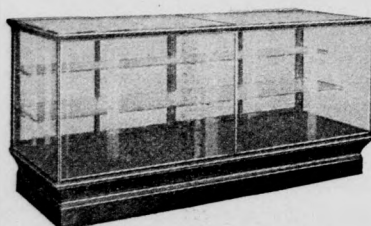
Holland Rusk

the prize toast of the world: "There is only one thing just as good—MORE."

Order a case from your jobber today and you'll regret not having done so yesterday.

HOLLAND RUSK CO., Holland, Mich.

Our trade-mark, a Dutch Windmill, insures against imitation.



Our Crackerjack No. 25

Ten years of prosperity lies before us

Up-to-date Fixtures Spells Success

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

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

of shoes you offer, and the condition is an open conversion."

"I see all these converts staying!" mused the clerk.

"Some of them did," observed the book-keeper.

"Mighty few."

"Well," said the other, "you see, he had to send away for goods, and up to the time I came away there were no backsliders among those who were waiting for the shoes to come!"

The clerk yawned and looked toward the front door.

"You don't know of any snap like that about here, do you?" he asked.

"That's what I was saying," said the book-keeper. "Up one side and down the other, this is a sad, wicked world. The lust for money, or for something for nothing, is abroad in the land. Now, this shoe man—"

But the clerk was turning the lights out. Alfred B. Tozer.

Thoughtful Girl Made John Winters Honest.

What curious little mental quirk is it that in many otherwise honest people makes them feel firmly convinced that "beating" a railroad by not paying fare is not only justifiable but quite meritorious?

John Winters was a fairly honest young man, but his hatred of paying railroad or street car fare amounted to a positive obsession. He would burrow into his newspaper and sit there, ostrich-like, rigid and uncomfortable, if he thought there was the slightest chance of his being overlooked when it came to collecting fares. If he succeeded in getting anywhere without paying it made him so hilarious that it was only the most restrained of his acquaintances who could resist the temptation to let fly at him any detached articles that might come to hand.

One rainy Sunday he was invited out to take dinner with some relatives in a town about 20 cents' worth north of Evanston. Now, Winters argued to himself that by buying a ticket to Evanston only he would "be in" the above mentioned 20 cents, because in a crowded train there was about one chance in a hundred that the conductor would remember what town his ticket called for, and by simply staying on the train he would get his ride from Evanston to his real destination for nothing.

Accordingly he bought an Evanston ticket and a morning paper and sauntered into the train. The train filled up quickly, and presently a pretty, shy looking young woman stopped by the seat in which he was sitting, hesitated a moment, and then sat down. Winters, although not at all a flirtatious youth, glanced at her with a quite impersonal pleasure in her attractive appearance, hoped momentarily that he was succeeding in his effort to look like an Evanstonian, and then buried himself in his paper. After awhile, however, as he had been up late the night before, Winters' head began to droop, his newspaper fell from his limp hands, and by the time the train reached Evanston he was sleeping with a depth and solidity quite unjustified by his dis-

honest intentions. He wasn't a pretty sight, and one might have fancied that occasionally a slumberous grunt came from somewhere in his direction.

He was trying to struggle out of an agitated dream dinner with his relation when suddenly his hostess, who had been humming all during the meal in a rudely insistent way, rose from her seat and seizing the soup ladle banged it down on his head with a force that brought him to his senses with a bump. He was jerked back into consciousness so suddenly that every hair on his head seemed to rise on end.

"Wh-wh-what's the matter?" he gasped. "Is the train off the track?" He glared wildly about for a second before he realized that his pretty neighbor, with her cheeks the color of an American beauty rose, was doing her best to shake him awake with a small, ineffective hand.

"I was so worried," said a tremulous voice. "I saw you had an Evanston ticket and I was afraid you were going to be carried past."

Winters finally managed to focus his bleared and wandering gaze on the speaker, but said nothing.

"You did want to get off, didn't you?" she quavered. "I'm afraid I frightened you, but I was so afraid you would be carried past. You did want to get off, didn't you?" she repeated helplessly.

"Did I?" he croaked, in a voice that sounded to his own ears like the most infamous of graphophones. "I—I guess so—that is—I'm sure I did. Anyway, I'm going to. And—and—thank you ever so much." And with this luminous remark he sped from the train.

It was during his spattering walk to the trolley station through the rain that his conscience began to hurt, and when he arrived and saw his car gliding smoothly off in the distance, leaving him to wait another twenty minutes for another, he decided that this particular method of adding to his worldly possessions was, to say the least, crude.

"Twenty cents," he said to himself sadly. "I guess I looked like a good deal less than that to that girl. I guess I didn't look much more than a two cent piece to her, and she was a mighty pretty girl, too." He sighed a little as he gazed ruefully at his muddy shoes. "She was too tender hearted, though," he added. "She made me an awful lot of trouble," Noble May.

The Demonstration Car.

The automobile dealer got out of his car to buy a toy motor car from a hawker who has a stand on a prominent corner.

"I'll take that car," said the dealer, pointing at a toy which was spinning around on the table.

The hawker reached in his sack and drew out another.

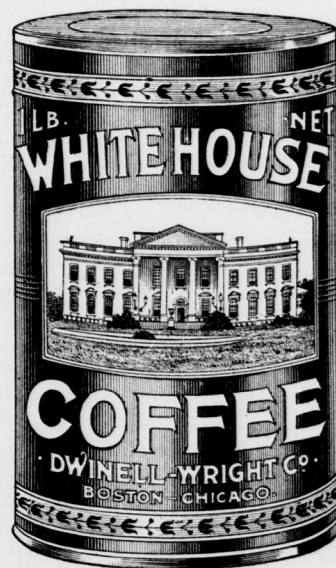
"That one ain't for sale," he said, grinning. "It's my demonstratin' car."

It is related that after that the hawker and the motor car dealer cordially shook hands—but no sale was made.

Judson Gro. Co.

Grand Rapids

and



Are a Mighty Good "Pair to Draw to"

Coupon Books

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

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



Tradesman Company

Grand Rapids, Mich.

THREE SUGGESTIONS.

Final Report of Committee on More Beautiful City.

For some years the Committee on Municipal Affairs has at intervals put itself on record as favoring specifications for residence streets in fairly level localities which should provide for a finished street without curb or paved gutters. Our contention has been that in the interests of a more beautiful city it is but fair to the people who travel on our streets to as far as possible, especially in residence localities, avoid things that would grate harshly upon the sensibilities of people. Anything that would tend to quiet, restful thoughts and that makes the appeal to the mind through the eye has been thought of sufficient moment to be considered in connection with the details in arranging for the complete improvement of streets. To this end we have urged the planting of proper trees and shrubs and the maintenance of grass areas wherever possible.

These things have been given some consideration by the city in several ways, but there has seemed to be a complete neglect of the matter of curb and paved gutter. The right lines of the curbing, reaching from end to end of a long, level street, looks harsh and unnecessary. A more beautiful street can be completed without these details and a considerable expense saved to those who pay the cost. A study of just what the specifications should be to secure the utilities required and still add to the attractiveness of the street should be given serious thought by our Board of Public Works and its engineer.

The only objection of any moment which has been raised against the plan which eliminates the curb is that delivery boys will leave their horses unhitched and there is nothing to protect the shrubs and trees and plants and the turf upon the parkways between the roadbed and the sidewalk. This is a petty matter. The same reasoning would put a fence in front of all the lots because certain small boys will be careless and cut across. The city has a responsibility in creating an atmosphere of respect for property and two or three examples made of the delivery boys will soon overcome this objection.

On the other hand, aside from the beauty of the street, which I have in mind, there is a utility connected with the disuse of the curb which I believe to be of considerable importance. The curb is a barrier to the water and whenever a rain occurs all of the rainfall upon the street is carried to the catch basins and thence into the sewers. This rainfall is needed by the park areas and if the contour of the street was made having in mind this point a large part of this water would gradually soak into the turf along the parkways, carrying the much needed water to the roots of all vegetation thereon. There is scarcely an example of a proper contour to be found in our city having in mind the accomplishment of

the results which I have suggested. It seems to me that during the next year if some member of your Committee could visit many of the subdivisions in North Chicago, in the laying out of which the points which I have made have been considered of great importance, a careful report in detail of the streets and specifications might be of use to our city.

My second point is a word in connection with the bill board subject and offensive advertising. We have been making some progress, but there is a good deal yet which ought to be done. I am not a believer in the plan of securing most of our steps of progress through the assistance of the stereotyped words, "Be it enacted," but there is strength in uniformity of legislation based upon like considerations in the various states, and it seems to me that the next step in our own State will be to secure a form of legislation which has been found to work well in other commonwealths and which will reduce the objections of billboard advertising to the lowest terms. I don't know that it is desirable to entirely do away with this form of publicity to be given to facts which are placed before the public, but it is perfectly safe to say that in doing this we have a plain duty to everybody in making this form of advertising as little objectionable as possible.

The American Civic Association is undertaking, through its good offices, to secure this uniform legislation, and our Board of Trade will do well to put itself in touch with this very important body that it may receive assistance in formulating any further action.

My third point is the necessity of giving instruction in our schools which shall create in the pupils a respect for the property of others, and especially the property of the public. I recall in my boyhood experiences that many times the precepts which were oft repeated by my instructors fell away from me without making any distinct impression, possibly because of the frequency of iteration, when perhaps at times the same counsel or admonition coming from some person outside of the school would impress me so deeply as to exert a permanent influence upon my life. Boys and girls are not very different to-day from those of a generation or two ago, and it seems to me this same method of reaching effectively the young mind with regard to respect for property might well be put in practice in our schools through the aid of our Board of Trade. In the membership of this Board are many men who can speak in an attractive manner to children and young people. These men are stockholders in the city of Grand Rapids; they are interested to have our city grow safer, more attractive, healthier and cleaner; they are public-spirited men, and if they could step into the schools and say an effective word each year in the interests of those things which make for a better city I believe it would be a very useful method of giving practical instruction

upon matters that are vital to our municipality. If the School Board and the roster of teachers could feel that they had certain privileges in drawing upon our Board of Trade for work of this kind I believe they would gladly avail themselves of the opportunity. Can not we put ourselves in a position to exert this influence in an effective way upon solicitation?

Chas. W. Garfield.

A Day Off.

A certain scientist in the service of Uncle Sam at Washington is said to be a hard taskmaster to both his official and his domestic servants.

Being detailed once to accompany a scientific expedition on an extended cruise, the scientist is said to have unbent a trifle in communicating the news to his personal attendant.

"Henry," said he, "how would you like to go with me around the world?"

"Do we go from east to west, sir?" asked the man.

"Yes."

"And we lose a day going that way, do we not, sir?"

"We do."

"Then, sir, I should like very much to go. It would give me a day off."

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Bankers and Brokers

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CITIZENS 1999

BELL 424

411 MICHIGAN TRUST BUILDING,
GRAND RAPIDS

Successful Progressive
Strong

No. 1 Canal St.

Capital and Surplus
\$1,200,000.00

Assets
\$7,000,000.00

Commercial and Savings
Departments

THE NATIONAL
CITY BANK
GRAND RAPIDS

Forty-Six Years of Business Success

Capital and Surplus \$720,000.00

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

MANY FIND A GRAND RAPIDS BANK ACCOUNT VERY CONVENIENT



Too Much Poor Poultry Sold in This Country.

Upon his return to Europe, Edward Brown, the poultry expert of England, published a report on the poultry industry of America, which was an extensive treatment of the methods and ideas of poultry growing in the United States. In other writings relative to his visit to this country, Mr. Brown stated that he encountered so little dressed poultry of merit in the hotels and restaurants of America as to be exceedingly disappointed; also, he stated that the eggs were quite inferior in quality at the hostelrys where he stopped. The late Thomas E. Orr told the writer last winter that he had continued to call for soft-poached eggs every place he had stopped during the year, and that not more than five times did he obtain poached eggs of a quality that led him to believe they were made from fresh-laid eggs. It is to be lamented that two individuals of such prominence so nearly agree as to the quality of poultry and eggs generally served at the hotels throughout the country.

Undoubtedly, America should have or produce the very finest market poultry of the world. It has been proven that without question some of the best market poultry of the world has been grown in this country. To illustrate this, the late William Cook made the public statement in the presence of the writer that some of the best dressed poultry that he had ever eaten was that prepared by the packing houses of the west. Mr. Brown records the fact that the best poultry served to him while in America was grown in the poultry-growing districts of Rhode Island, adjacent to Boston.

The best dressed poultry of all kinds that we have ever examined was sent to one of the commission houses in New York City from Rhode Island. This consisted of turkeys, ducks, geese, and dressed poultry of several sizes, the greater part of which was dry-picked and delivered to New York City during the winter months, wrapped in waxed or paraffine paper, and sent forward without being iced.

Of this poultry we have eaten turkey, mongrel geese, and small-sized chickens, served in the most approved fashion by the noted caterers of New York City, also served in our own home, and while we much prefer the quality of the fowls that we have grown at home, killed by severing the head and serving them either within twenty-four hours, or the third day, as might be, we must admit that this Rhode Island poultry is the best we have ever discovered in the market.

South Shore roasters have been much written of lately by John H. Robinson, Mr. Brown of England, and others. This kind of poultry, so

states Mr. Robinson, is exclusively grown in the one locality in and about Norwell and Randolph, in the district known as the "South Shore" district of Eastern Massachusetts. This, said to be, exclusive manner of growing poultry might well be applied to a greater or less degree all over the country, so far as its influence would improve the general quality of poultry.

If the growers of market poultry and those who pay attention to the production of eggs for market would give proper care and attention to the requirements for best results, there could not possibly be in the future any claims of poor quality.

First of all it should be remembered that both the eggs laid by poultry of all kinds and the meat of their carcass can be flavored like the food they eat. Wild ducks that feed on the celery shores of the Chesapeake are said to be flavored through and through by the same. We have been served with duck, the meat of which tasted stronger of fish than does shad-roe itself. All of this is the result of eating improper food.

In handling the poultry proposition where it is not intended to imitate the South Shore roaster, it is usually most desirable to select the greater portion of the young cockerels weighing nearly a pound apiece, and sell them for squab broilers. This might be done whenever the price guarantees a profit. When this is not the case, they can be grown till large enough to caponize, and be turned to advantage into capons. Capons and roasters are quite on a par when of equal quality. The capons may be kept in even more confined quarters than the roasters grown for the New England market.

Mr. Robinson states that the growers of soft roasters often have trouble with pullets that begin to lay some weeks, or even months, before it is desirable to sell them. All such are sold immediately, because after egg production begins the meat becomes harder and dryer, more like that of an old hen. Other pullets will keep right on growing and not fatten until well on in the season. A portion of the caponized cockerels also develop slips, and the meat becomes hard and unfit for the trade for which it is designed.

Why is it that the growers of these soft roasters do not make "poulardes" of their pullets? It is frequently stated that it is much easier to perform this operation with the pullets than it is to caponize the cockerels. The pullet may be placed in the same position as the cockerel for operation, the left leg being drawn forward, so as to expose the left flank, in which a longitudinal incision is to be made close to the side bone. This will bring in view the lower bowel, and inside of it will be found the egg passage. Have this drawn to the orifice of the wound by a small hooked wire, and cut across, or perhaps what is better, remove a very small piece of it. The development of the ovary, or egg-producing organ, is entirely prevented, and the bird, fatted, rapidly at-

tains a very large size. It is quite necessary that this operation be performed on the pullets before they have commenced to lay.

There is a nearly inexhaustible demand for the best quality of poultry and eggs during the entire year in certain quarters where the cost is scarcely considered when satisfactory return in quality is given for the price paid.

The commission houses of our large cities are continually seeking for better quality in all kinds of poultry supplies. One dealer in New York City made the statement that he willingly paid 10c advance per dozen for eggs of a sure quality the year round, and 5c a pound for all kinds of dressed poultry, providing the quality was up to the standard that would warrant the statement that it was of the highest character. As soon as the growers of poultry and the producers of eggs begin to realize the possibility of producing quality equal to that sent from Sussex to the markets of London, and in and about Houdan, France, to the markets of France, some little idea will be realized of the profits that may be made in poultry growing.

An article on table poultry, written by "Sussex," was published recently in Poultry, England. This article is so directly in line with our statements above relative to the quality of table poultry, that we print the article so that our readers may compare the demands of the English markets for table poultry with our own. A few features of interest are the



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comments made on the competition of the frozen poultry from this and other countries, and the consideration of white meat and shanks as compared with the American preference for the yellow.

"The improvement in the general quality of the table poultry marketed and the poor prices they realized are the two chief features of the last year. It was a good year for chickens, the weather being very favorable at the time most of them were reared, but prices were woefully disappointing; the spring market was marred by the competition of foreign frozen fowls, and the summer by the heat, which either utterly spoiled or else depreciated the value of a great number of consignments. But the improvement I have mentioned has not gone far enough; there is too much second-rate stuff sent to market, and it is this quality which has chiefly felt the foreign competition, while the prices it has sold for must have been unremunerative to the breeder.

"It is the custom of a good many farmers to breed a certain amount of poultry, without taking any special care to select the stock, for table. In the autumn all the young stock unsold is sent up to Leadenhall or the Central Market, but the price such chickens now fetch makes this unprofitable. Any one who intends to breed for the London market must breed a certain type of fowl—that approximating to the Dorking—if he wants to make it pay. Though all the best fatted fowls on the market are called Sussex, they do not necessarily come from that county.

"But even if the farmer has poultry suitable to breed for table, they need special feeding to make the best of themselves. I read, with humble amazement, that in some poultry establishments in America the chickens are reared on dry grain entirely, and then promoted to 'dry mash, ground meal given in hoppers undamped, and then they are killed for table, and that this method is considered superior to 'wet mash' feeding. But our breeders, who can not be beaten for the production of first class poultry (the American birds lack size and finish), go on the exactly opposite method. The chickens do not get any grain—nothing but ground meal, damped with water—and presently skimmilk with a little rough fat added. And this method, which produces the poultry we saw at Smithfield, certainly does not want any American improvements.

"All the yellow-fleshed breeds are only second-rate table fowls. The Plymouth Rock and the Wyandotte may suit the American market, but their inferiority to the Dorking and the Sussex is manifest at any table poultry show."

She Knew.

The Man—Do you think a woman should let a man kiss her before she marries him?

The Widow—Yes—if she expects to be kissed at all.

A man's place in the heavenly race will depend much on his relation to the human race.

Observations of a Gotham Egg Man.

The movement of storage eggs from our local refrigerators has been considerably less since the first of January than it had been during December; this is, of course, the natural result of the increased quantity of storage stock coming here from outside warehouses, and partly to some decrease in the trade output which generally occurs when the average quality of the goods falls off with increasing age. Since the turn of the year our holdings have probably not reduced more than a rate of about 22,000 to 24,000 cases a week and at this rate we can not look for a clearance of our storage goods before the latter part of February. Chicago seems to have been putting out stock pretty freely, however, and it appears that holders of stock there are taking a little more confident view of the future, for they have gradually worked their prices up to a full parity with our market or even a little above. On the whole there are indications that of the 546,000 cases of stored eggs estimated to be held in Chicago, New York, Boston and Philadelphia at the close of December fully 200,000 cases will have been disposed of by the middle of January, upon which basis of output, allowing for some decrease as the winter advances, we might anticipate a clearance by about the first of March. On this showing we can hardly look for any further improvement in the market for storage eggs; in fact, we should be dependent upon continued very moderate supplies of fresh to hold the present line of values, and unless we get some more wintry conditions in Southern producing sections than have yet prevailed we shall have to expect larger supplies of fresh before long.

Possibly it is partly because of the overstocked condition of the storage egg market that complaints of quality have been so general this season, but there can be no doubt that the complaints have been more numerous than usual or that they have been founded upon actual defects, due in large measure to the results of breakage before the eggs were stored. And even with the fresh gathered eggs damage from breakage appears to have been more common than it used to be. Perhaps the very heavy quantity of eggs moving in the storage season last spring and early summer led to rougher handling of the goods than usual, but probably the damage was, in many cases, invited by the use of weak and flimsy fillers. I notice a good many lots of fresh gathered eggs arriving more or less broken, the fillers being so weak that the ordinary jolting, especially caused by the use of air-brakes on the freight cars, is sufficient to break them on the ends and throw the egg layers against the ends of the cases. Of course it is no economy to save a few cents a case on the cost of the fillers at the expense of losing a dozen or even a half dozen eggs; very often there is enough loss in breakage on a few cases to pay the difference in cost of first class fillers for a good sized shipment. This is a matter that is easily remedied and

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THE INCORPORATING COMPANY OF ARIZONA Box 277-L Phoenix, Arizona
References—Valley Bank and Home Savings Bank.

should receive the immediate attention of shippers.

We have reached that period of the season when frequent fluctuations in the prices for fresh gathered eggs must be expected. There are some who fail to understand the reason for such frequent and sometimes contradictory changes as occur in the large markets, but such fluctuations are entirely natural and inevitable. The possibilities of the future of fresh egg prices at this season are great in both directions; an extended period of severe wintry weather and snow in the principal producing sections might reduce the supply of fresh stock so much as to result in scarcity and high prices before March first, while, on the other hand, continued generally mild and open weather would be likely to result in enough fresh production to force prices down to a considerably lower level. Between these two extremes the market from day to day is naturally very sensitive to the momentary variations in supply, present and in sight; any surplus arriving beyond the immediate wants of the trade inevitably throws the price down to a speculative basis, where the surplus will be willingly carried, and these declines are likely to cause increased demand, so that unless they are followed by continuously larger supplies reactions may follow. Where the future conditions are so dependent upon unknown factors no regularity in the course of prices is to be expected.—N. Y. Produce Review.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Jan. 18.—The situation in the grocery trade is as good—perhaps better—than in some other lines, but there is no occasion for special rejoicing. The papers try to make us believe that matters are steadily improving, and such is probably the case; but it is slow work. The railways have thousands of idle freight cars, while a year ago there was a dearth. Of course, people have to eat, and that is one thing that makes the wheels go round in the grocery trade. They can do without automobiles and diamonds, as dealers are finding out, but they will have flour and sugar.

This week there appears to have been a falling off in the use of coffee, for jobbers generally report a very quiet situation and from the orders being so few and far between it is thought interior dealers must be pretty well stocked up. In store and afloat there are 3,849,510 bags, against 3,940,172 bags at the same time last year. At the close Rio No. 7 is held at 6½¢@6¼¢. Mild coffees are doing well and a good run of orders came in all the week for Central Americans. East Indias, also, are in fair request at practically unchanged rates.

Buyers of sugar are taking only limited supplies, as they evidently think the market tends to a lower basis than the present level of 4.80c, less 1 per cent. cash. Domestic beet, nominally, 4.60c.

The tea market is rather dull; in fact, below the level of previous

years. Prices are about steady, and, as usual, most of the call is for low grade Foochow, Formosas and Pingsueys.

There is a fair demand for better grades of rice and prices are very firmly adhered to. Prime to choice, 5½¢@6½¢. The supply appears to be ample for all requirements.

The spice market is in a fairly satisfactory condition and, while sales are usually of small lots, the total is quite satisfactory. Stocks are not especially large, but there is enough to meet current requirements in almost all sorts. Prices are practically without change.

Molasses is steady. A fair demand exists and holders are not inclined to make any concession. Good to prime centrifugal, 22¢@30c. Offerings of syrups are rather light and the market is practically as last reported.

In canned goods tomatoes have taken a tumble which was not altogether unexpected. The break is not large, as only two packers are reported as selling standard 3s at 77½¢. The majority of dealers hold stoutly for 80c. Business has not been especially brisk in the article, either for spot or future goods; in fact, so far as futures go, the sales have been the lightest since futures were originated. Matters will probably move in about the same rut until after the canners' convention, at which gathering some genuine work as well as talk is looked for. It is generally thought that opening prices for 1908 pack will be on about the same level as made a year ago. Corn is very quiet and buyers are seemingly unwilling to pay rates usually asked. Peas are firm and "bargain lots" are not plentiful. Other goods are without change.

The butter market is extremely quiet. The prevailing hard times have apparently hit the consumer and the demand is certainly very light. Creamery specials are worth 31½¢; extras, 31c; firsts, 28¢@30c; imitation creamery is unchanged at 21¢@22c; Western factory, firsts, 19½¢@20c; seconds, 18½¢@19c; held goods, 18½¢@19½¢.

Cheese is in fairly satisfactory movement and full cream is firm at

15¾¢ for small sizes and ¼¢ less for large.

There is little change in eggs. The supply of fresh-gathered seems to be quite large for the time of year, but is, of course, not overabundant. Fancy stock, 33¢@34c; fresh gathered Western, firsts, 26½¢; seconds, 25¢@26c. It is said that among the arrivals of Western and Southern stock there is a considerable number of eggs that are not as young as they used to be.

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References: Commercial Savings Bank, Michigan Tradesman.

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TACT IN SALESMEN.

Constant Repetition of Good Points Usually Wins.

Written for the Tradesman.

The first of the year Alger took an inventory of the salesmen in his big clothing store. The sales record showed that some were good and some were just medium. Much to Alger's surprise he discovered that the flashily dressed, airy fellows were by no means at the head of the list. In fact, the man who held the record of the year was a plain young fellow who was rarely asked for by customers, and who made little display of his conversational ability.

"I'm going to find out how Keeler makes his sales," thought the merchant. "He doesn't appear to be overly friendly to his customers, but he always sends up the cash slips. If he has some secret of disposing of goods for cash, I'm going to learn what it is and set up a school of instruction."

Alger watched the young man for several days before he got a chance to see how he did business. Then two well-dressed gentlemen came in and asked for overcoats, which were in Keeler's department. The merchant followed them down to the overcoat stock and got busy looking over the shelves, near enough to hear what was going on.

It was evident that the customers were hard to please. They wouldn't even try on the coats at first. They had something in mind that didn't seem to be in stock. The clerk showed coats by the dozen, watching the faces and the talk of the men until the merchant thought he ought to have a medal for patience.

At last one of the men drew on an overcoat and backed up to his friend for criticism of the garment.

"How's that?" he asked.

"Not the right length," was the reply.

"It appears to fit all right."

"Yes, it does look pretty fine on you, but I thought you wanted a different shade. Take it off."

"Wait," replied the other. "How about that wrinkle under the collar?"

"That's one good thing about the coat," said the critic, "the usual wrinkle which shows under the collar in a ready-to-wear coat isn't there."

"And that is a mighty good point," said the other.

During this side talk Keeler had been close at hand, looking over a pile of coats, but listening to every word. Now he stepped forward and laid his hand on the back of the coat.

"That is a good fit," he said. "You might have one made to order, and you couldn't get a better one. It is a tailor-made garment. You notice," he added, turning to the critic, "that it lies smooth over the shoulders and does not wrinkle under the collar."

Alger began to see what the clerk had been waiting for. He had been waiting for the customers to find some one thing to commend in the coats. Now he knew what to talk about.

"That is the test of a first-class tailor," continued the clerk. "If he

leaves a wrinkle under the collar he is not doing good work. Still, it is impossible, in some cases, to make a coat fit well there, for there are men who have necks and shoulders that are all out of whack. However, when you see a fit like that on a man, you may be sure that, nine times out of ten, the garment has come from a good tailor."

The man in the coat was, of course, pleased to hear his ideas about wrinkles echoed by the salesman. Keeler hadn't seemed to hear what had been said.

"Why," said the other, "I thought you wanted a brown shade. This is blue-black, and won't match your suit."

"Perhaps I can find a coat in stock that will suit as to color," said Keeler, "but it is dollars to apples that I can't find one that won't wrinkle under the collar."

He searched among the coats lying about, but did not hand one over to be tried on. Alger saw that he was determined to keep talking about the coat of which a favorable opinion had been expressed.

"Here is a brown shade," he finally said, "but it won't look as nice on you as the one you have on. It comes up too high in the neck, and will wrinkle down."

"Then there is no use of trying it on," said the customer.

"When you are getting a coat," said the critic, "why don't you get the color you want?"

"I don't want an overcoat that looks like Chatham street, do I?" demanded the other. "You just try on one of the coats out of this lot and see how it fits you."

The critic laughed, but he drew off his own overcoat and put on one handed out by the clerk.

"There you are," said Keeler. "You are a well-matched pair now! You look like you had come out of a swell tailor shop with those coats."

"I don't like the shade," said the critic.

Keeler smiled.

"The shade," he said, "will not be discussed on the streets, or among your friends. The fit will. When you appear in a coat of a certain shade, you are supposed to have voluntarily selected that particular shade. If you make your appearance in a coat that does not fit, that is another thing. You see the point?"

The two men walked up and down the store in the overcoats, which were really fine articles. Keeler kept away while they were talking. He knew that he had nothing in stock that they would buy unless they took the ones they had on, and so he settled down to sell them.

During the next ten minutes the customers talked price, and length, and color, and pockets, and Keeler always had something to say about the absence of a wrinkle under the collar! When they found fault with the lining, he worked back to the one thing about the garments which both men had commended.

He repeated, over and over again, sometimes in the same language, that it was a rare thing to find a first-class

tailor who could keep wrinkles out of the back under the collar! It made no difference what they talked about, the wrinkle was the thing that Keeler talked about. The clerk knew that he had them interested on one point, and he knew that if he permitted them to lose sight of that they would be out of the store in five minutes, their money with them.

"I wish the coat was longer," said one.

"I wish it was brown," said the other.

"There is no wrinkle under the collar," said Keeler.

Alger laughed softly to himself as the talk went on.

He began to see how Keeler made his sales. Only for that one point which he was keeping before the minds of the customers, there would be no chance of making a sale.

"The fit is the thing," Keeler insisted.

"Perhaps we might get a fit in the goods we want," suggested one of the men, after a time.

"You'd have to leave an order with a tailor," said the clerk, "and what would be the use? No cutter in town can beat that fit. You might get a collar that would sag down, at that."

There was more talk, and Alger listened.

"Well," said one of the men, "do you want that coat?"

The other hesitated.

"Because, if you do, I'll take this one."

"I like the fit, but confound the length."

"Well, I don't like the shade."

"There is never a perfect thing in the world," smiled Keeler. "There is something amiss with everything. But you must remember this: The basic thing about a coat, in society or out, is the way it is made and the way it fits. You'd both feel mighty cheap going among your friends with coats that looked like they had been picked up by mistake after an all-night banquet."

"All right," said one of the customers. "I guess you have the right idea of the thing. I'll take the coat."

And so two sales were made. Keeler came down to where the boss was sitting on a suit form.

"That was a hard proposition," he said.

"But you won out, all right."

"Yes, by pounding it into them that the only favorable point to the coats was the one they cared most about; by hanging to that point and never letting them lose sight of it. I said it a good many times, didn't I?"

"Get a favorable opinion on some one point and stick to that point—repeat—repeat—repeat," said Alger, like a man memorizing a lesson.

Alfred B. Tozer.

The deeds of each day are hanging the pictures on the walls of memory, the room where the soul must live.

The laws we make for others are often framed by the plans and loves of our own lives.

SAVING MONEY.

It Can Be Carried Too Far by the Merchant.

Sometime awhile back I made a few wise remarks about saving money so long that you lost all relish for spending it.

What I said had a tremendous impression on one person, anyway—the queen of my palatial home. She read that article the day it came out and touched me on the spot. Women have no right to read trade papers, anyway.

This week I want to say a little more along the same line.

Do you know it's the easiest thing in the world to get to be a miser?

The miser isn't always born; sometimes he's made.

I know a certain grocer who has a store up in New York State near the Pennsylvania line. I don't often get up his way, but when I do I always go in to see him. He's all right.

But he's getting to be a miser as fast as he can. It is a shame, too, for he's too good a man.

Up to a few years ago he was a good spender. Believed in putting his money in his home, in his store, and in clothes for himself and his family. He wasn't any spendthrift, but he made a little money every year and spent it freely.

I guess he spent about all he made, as a matter of fact.

From somebody or other he got the idea that it was a crime not to put some money away every year. That's got to be a sort of obsession with him and he's been doing nothing with it but putting it away ever since.

To-day I consider him, from what I saw when I was in his store last, pretty darned close to a miser.

Why, I saw the change in his store as plain as could be. I wouldn't say it looked run down, but he used to be a great man for new fixtures. Little new convenient things like broom racks and schemes for displaying goods he always bought, and he never used his big fixtures after they got shabby. His store used to be up to the minute all the time—a bright, enterprising little place that looked like keen business.

When I was there it looked like the ordinary country store. As good as the average? Well, yes, I should say it was. But it used to be way above the average. If it could stay about the average, it would, of course, be all right, but it won't, because I'm satisfied from the way he talked that as he keeps on being niggardly his store is going to keep on running down.

Store fixtures don't improve with use, you know that.

I could see the change in him, too—see it plain. He used to be really a swell dresser, almost as swell as I was, although, of course, he never had my shape.

And he was a fellow that used to give some thought to his clothes, too, and it showed in the way he looked.

When I saw him the other day he had on a cheap-looking department

store suit that I'll bet a dollar didn't cost over \$10. I am not jeering at a \$10 suit. I have worn them many a time. And if a man can not afford any more, that is all he ought to pay.

Why, he was poorer dressed than his own clerks. Looked cheap and insignificant.

I had quite a chat with him. How was he getting on? All right, he said, and in two seconds the conversation was around on how much money he was saving. Why, as soon as he had got around to that his ears cocked up, his eyes got bright and he looked like a different fellow.

You could see it was a monomania.

"I've put away some money in the last five years," he said. "I've had to run close to do it, but I have done it, all right. If I were to sell out everything to-day I'd have a tidy little pile."

I tried to talk about some other things but there was nothing doing. Saving money—saving money—saving money; that was all he knew.

Just as different from what he used to be as if he'd been another man!

"What's your object in keeping your nose down to the grindstone this way?" I said. "What you going to do with this money you are laying up? Have you got any special object in view?"

"Why, don't every man want money?" he asked in utter astonishment.

"Sure," I replied, "but some of them like what it brings more than the money itself. You are not saving just for the love of saving, are you?"

"Of course not," he said. "I am doing it because I want a little surplus. And then (you note that this came second) I want to leave my family well fixed."

"Well, the way to do that," I said, "is to carry good insurance. Not endowment insurance, the kind you are carrying, where all the money comes to you if you live, but the old kind. It's a darned sight cheaper and just as good for the family. Then you could spend some of your money and get some good out of it."

He shook his head. No spending for little Willie! Saving was the thing that had come to amuse him a darned sight more than spending.

I did not ask him what his wife thought of putting every cent away, because it was none of my business. I think I can form an idea, though, if she is anything like mi—some wives.

Do you know, I look upon that man as being in a dangerous position. When a man places saving money before business and everything else, it is liable to run away with him and break his neck. He don't see his needs and his store's needs clear any more. Instead of saying, "Will spending this money give me any real comfort or do my business any good?" and if the answer is yes, spending it, he says, "Can I possibly get along without this?" and if he can he does.

A man like that will learn to be without so much after awhile he will shrivel up and blow away.—Stroller in Grocery World.

Hardware Price Current

AMMUNITION.

Caps.
G. D., full count, per m. 40
Hicks' Waterproof, per m. 50
Musket, per m. 75
Ely's Waterproof, per m. 60

Cartridges.
No. 22 short, per m. 2 50
No. 22 long, per m. 3 00
No. 32 short, per m. 5 00
No. 32 long, per m. 5 50

Primers.
No. 2 U. M. C., boxes 250, per m. 1 60
No. 2 Winchester, boxes 250, per m. 1 60

Gun Wads.
Black Edge, Nos. 11 & 12 U. M. C. 60
Black Edge, Nos. 9 & 10, per m. 70
Black Edge, No. 7, per m. 80

Loaded Shells.
Rival—For Shotguns.
New Drs. of
No. Powder Shot Size Gauge Per
120 4 1 1/2 10 10 \$2 90
129 4 1 1/2 9 10 2 90
128 4 1 1/2 8 10 2 90
126 4 1 1/2 6 10 2 90
135 4 1/4 1 1/2 5 10 2 95
154 4 1/2 1 1/2 4 10 3 00
200 3 1 10 12 2 50
208 3 1 8 12 2 50
236 3 1/4 1 1/2 6 12 2 65
265 3 1/2 1 1/2 5 12 2 70
264 3 1/2 1 1/2 4 12 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
1/4 in. 5-16 in. 3/8 in. 1/2 in.
Common 7 1/4 c. 6 1/4 c. 5 1/4 c. 5 3-10 c.
BB. 8 1/2 c. 7 1/2 c. 7 c. 6 1/2 c.
BBB. 9 c. 8 c. 7 1/2 c. 7 c.

CROWBARS
Cast Steel, per 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 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 30 c 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

KNOBBS—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
20 to 60 advance Base
10 to 16 advance 5
8 advance 10
6 advance 10
4 advance 30
3 advance 45
2 advance 70
Fine 3 advance 50
Casing 10 advance 15
Casing 8 advance 25
Casing 6 advance 35
Finish 10 advance 25
Finish 8 advance 35
Finish 6 advance 45
Barrell 1/2 advance 35

RIVETS
Iron and tinned 50
Copper Rivets and Burs 30

ROOFING PLATES
14x20 IC, Charcoal, Dean 7 50
14x20 IX, Charcoal, Dean 9 00
20x28 IC, Charcoal, Dean 15 00
14x20, IC, Charcoal, Allaway Grade 7 50
14x20, IX, Charcoal, Allaway Grade 9 00
20x28, IC, Charcoal, Allaway Grade 15 00
20x28, IX, Charcoal, Allaway Grade 18 00

ROPES
Sisal, 1/2 inch and larger 09

SAND PAPER
List acct. 19, '86 dis. 50

SASH WEIGHTS
Solid Eyes, per ton 32 00

SHEET IRON
Nos. 10 to 14 3 60
Nos. 15 to 17 3 70
Nos. 18 to 21 3 90
Nos. 22 to 24 3 00
Nos. 25 to 26 4 00
No. 27 4 10
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.

SHOVELS AND SPADES
First Grade, per doz. 6 50
Second Grade, per doz. 5 75

SOLDER
1/4 @ 1/2 The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.

SQUARES
Steel and Iron 70%

TIN—MELYN GRADE
10x14 IC, Charcoal 10 50
14x20 IC, Charcoal 10 50
10x14 IX, Charcoal 12 00
Each additional X on this grade. 1 25

TIN—ALLAWAY GRADE
10x14 IC, Charcoal 9 00
14x20 IC, Charcoal 9 00
10x14 IX, Charcoal 10 50
14x20 IX, Charcoal 10 50
Each additional X on this grade. 1 50

BOILER SIZE TIN PLATE
14x56 IX, for Nos. 8 & 9 boilers, per lb. 13

TRAPS
Steel, Game 75
Oneida Community, Newhouse's 40 & 10
Oneida Com'y, Hawley & Norton's 65
Mouse, choker, per doz. holes 12 1/2
Mouse, delusion, per doz. 1 25

WIRE
Bright Market 60
Annealed Market 60
Coppered Market 50 & 10
Tinned Market 50 & 10
Coppered Spring Steel 40
Barbed Fence, Galvanized 2 85
Barbed Fence, Painted 2 55

WIRE GOODS
Bright 80-10
Screw Eyes 80-10
Hooks 80-10
Gate Hooks and Eyes 80-10

WRENCHES
Baxter's Adjustable, Nicked 80
Coe's Genuine 40
Coe's Patent Agricultural, Wrought 70-10

Crockery and Glassware

STONEWARE
No charge for packing.

Butters
1/2 gal. per doz. 52
1 to 6 gal. per doz. 6 1/2
8 gal. each 60
10 gal. each 75
12 gal. each 90
15 gal. meat tubs, each 1 28
20 gal. meat tubs, each 1 70
25 gal. meat tubs, each 2 38
30 gal. meat tubs, each 2 85

Churns
2 to 6 gal. per gal. 7 1/2
Churn Dashers, per doz. 84

Milkpans
1/2 gal. flat or round bottom, per doz. 52
1 gal. flat or round bottom each 6 1/2
1/2 gal. Fine Glazed Milkpans
1/2 gal. flat or round bottom, per doz. 60
1 gal. flat or round bottom, each 7

Stewpans
1/2 gal. fireproof, bail, per doz. 86
1 gal. fireproof, bail, per doz. 1 10

Jugs
1/2 gal. per doz. 68
1/4 gal. per doz. 51
1 to 5 gal., per gal. 8 1/2

SEALING WAX
Pontius, each stick in carton Per doz. 40

LAMP BURNERS
No. 0 Sun 40
No. 1 Sun 42
No. 2 Sun 55
No. 3 Sun 90
Tubular 60
Nutmeg 60

MASON FRUIT JARS
With Porcelain Lined Caps
Pints Per gross 4 40
Quarts 4 75
1/2 gallon 5 65
Caps 2 10

Fruit Jars packed 1 dozen in box.
LAMP CHIMNEYS—Seconds
Per box of 6 doz.

Anchor Carton Chimneys
Each chimney in corrugated tube
No. 0, Crimp top 1 70
No. 1, Crimp top 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
Best Lead Glass.

Lead Flint Glass in Cartons
No. 0, Crimp top 3 30
No. 1, Crimp top 4 00
No. 2, Crimp top 5 00

Pearl Top—1 doz. in Cor. Carton
No. 1, wrapped and labeled 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 60
3 gal. galv. iron with faucet, per doz. 4 50
5 gal. galv. iron with faucet, per doz. 5 25
5 gal. Tilted cans 7 00
5 gal. galv. iron Nacafas 9 00

LANTERNS
No. 0 Tubular, side lift 4 60
No. 2 B Tubular 6 75
No. 15 Tubular, dash 7 00
No. 2 Cold Blast Lantern 8 25
No. 12 Tubular, side lamp 12 00
No. 3 Street lamp, each 3 50

LANTERN GLOBES
No. 0 Tub., cases 1 doz. each 55
No. 0 Tub., cases 2 doz. each 55
No. 0 Tub. Ruby 2 00
No. 0 Tub. Green 2 00
No. 0 Tub., bbls., 5 doz. each, per bbl. 2 25
No. 0 Tub., Bull's eye, cases 1 doz. e. 1 25

BEST WHITE COTTON WICKS
Roll contains 32 yards in one piece.
No. 0 3/8 in. wide, per gross or roll. 28
No. 1, 1/2 in. wide, per gross or roll. 38
No. 2, 1 in. wide, per gross or roll. 60
No. 3, 1 1/2 in. wide, per gross or roll. 90
Cold Blast w/ Bull's Eye 1 40

COUPON BOOKS
50 books, any denomination 1 50
100 books, any denomination 2 50
500 books, any denomination 11 50
1000 books, any denomination 20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.

COUPON PASS BOOKS
Can be made to represent any denomination from \$10 down.
50 books 1 50
100 books 2 50
500 books 11 50
1000 books 20 00

CREDIT CHECKS
500, any one denomination 2 00
1000, any one denomination 3 00
2000, any one denomination 5 00
Steel punch 2 50



Dust Trap and a Floor Cleaner Recipe.

It was Willie Fitem's week to get down first in the morning and get the sweeping in the store done, or, at least, started.

That's the way the crowd in the Laster & Fitem store divides up the unpleasantness. Personally, I always rather liked the smell of a freshly-opened shoe store in the morning, but to some people the smell of a lager beer saloon, after Mine Workers' Union, No. 67, has had a social session the night before, is preferable. Not for me.

Since coarse boots have gone out to such an extent and the odor of coarse leather dressing is not fixed in it is rather pleasant than otherwise to inhale the delicious fragrance of fresh plow shoes, mingled with the delicate scent of a cluster of wool boots, a dash of pure gum, dull finish and punched rubbers, with a little scent of new-bought kid, mingled with the seasoned fumes of the cigar the clerk on the last watch smoked just before he locked up, all heated to 75 degrees Fahrenheit, and left to simmer for eight hours.

That's what Willie has been getting the first whiff of for the past week. Each morning at 7 sharp.

Yesterday morning Willie was attacking the first draft of the broom work, and had got the "behind-the-counter sweepings" almost to the trap when—

What is the trap? Why, you know, don't you? Haven't I ever told you about A. Small Sizer's great invention? Well! Well!! For goodness sake! I'll have to stop right here now, and tell you about it.

You see, A. Small, when he was the cub, and had to do the biggest share of the fine floor work, always claimed that the meanest part, all things considered, about sweeping out a store, was the exasperating stage of rounding up the pile of dirt at the last and taking it up on dust pans. "No matter how careful a fellow is," A. Small argued, "nor how big the dust pan is, it's a mean, puttering, exasperating job to get all the sweepings taken up." He claimed that there would always pieces of paper fall off the dust pan anyway, and in spite of yourself you always spilled dirt on the clean places, no matter how careful you were, before you could get the dust pan emptied in the coal scuttle, or the stove, or the waste paper basket, or out the back door, or in the sweepings box, just whichever system you used, and then, there would always some dirt get past the dust pan, or under the same, and the sweeping of the last traces had to be repeated again and again. At first A. Small argued strongly on having a place just under the end of the last counter, where all the sweepings could be rounded up and cleaned out only once a week, but the old man sat down on that

idea quick. Then A. Small had to think again. He found a knot hole in the floor at the back end of the store, and after taking up the main dust panful he found that by infinite pains the remainder could be steered down that knot hole into the dark corner of the cellar. That scheme answered nicely for awhile until it gave the brilliant A. Small his great idea of the sweepings trap. It's very simple really. Near the back end of the store, and in an out-of-the-way place in the floor. A. Small had a carpenter use infinite care in taking up a floor board, or rather two of them, leaving a space two feet by seven inches wide. Into this space was fitted a neat, little trap door with concealed hinges and a countersunk lifting ring. Now the sweepings are all rounded up at that point, and simply swept right into the opening. They drop into a bag in the cellar which is supported by hooks on the under side of the floor, and is emptied when it gets full enough. As a matter of fact, we use that trap a good deal to empty the waste paper baskets and all of the accumulation of waste, which is, perhaps, as thick in our sort of store as in that of any other trade.

But, as I was saying, on this morning in question Willie had advanced in his floor work, as they say in the Masons, to the point of the last drop through the trap, when a polite stranger entered. He was a smooth, kindly, magnetic, ingratiating sort of man, with a soft voice and a way of wearing a threadbare suit of clothes which makes them look more dressy than my new ones ever do.

"Sweeping?" he said.

"Yep," replied Willie, politely.

"I used to like to sweep when I was first in business life," remarked the stranger pleasantly.

"I don't," said Willie, cheerfully.

"Perhaps you don't use the right sort of equipment."

"Use the best brooms and the best of everything."

"Yes, but what do you use to keep the dust down?"

"Why, I forget what they call it—Granulated Crumbs of Dustless Dope, or something like that. The boss ran across it, and, say, it does keep the dust down, too."

"You have to use quite a lot, don't you?"

"Well, not so much. About three dust pans."

"You mean that you fill a dust pan three times."

"That's the mean."

"And how much does it cost?"

"Guess the old man pays about five cents a pound, the way he's buying it, but I believe it comes less by the barrel."

"Oh, oh, such an expense. A sheer waste," and he fixed Willie with an eye of such piercing black that Willie immediately felt sorry that the firm was so foolish."

"Why, can it be bought cheaper?"

"No-o, perhaps not bought cheaper, but why not make it for almost no expense at all?"

"Don't know how."

"That's it. That's it. It's the know how in everything. When I was in



Shoes That Create Trade

The shoes we manufacture and sell are of many kinds and styles and are adapted to the foot-wants of nearly everybody, and this means that we put into them just what the wearer expects he is going to get: a good full value for his money in fit, style and service. And these qualities in our goods are such that they please from start to finish, and once you have started a man using them you have taken a step that secures you a permanent customer.

A test of a few pairs on your patrons' feet will satisfy you that our statement is true. Why not make the test? We go everywhere for business.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

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.

business, now, I used to pay large sums for just the material for keeping the dust down on our several floors. I had, perhaps, ten times your floor space. I was always a great student of economy, and having become rather expert in chemistry at college I set myself to study out a formula which should be at the same time cheap and efficient. It took weeks and weeks of patient experiment, but at last I conquered. For a mere trifle, perhaps a dime, and a little easy work I can make a barrel of a more efficient sweeping material than was ever offered."

"Is that so?"

"It is indeed."

"Would you mind putting a fellow onto it?"

"Certainly. I'd be glad to. Let me have a piece of paper. I'll write it down. I—but stop. I had forgotten. A mere trifle of course. Simply a whim, but, being very charitable, I conceived the idea that I would never sell this stuff, but would only give the formula to a few particular friends. My business associates would not hear to this, and were so delighted that each of them insisted on giving me five or ten dollars to devote to my pet charity, the Home for Aged Shoe Clerks, and the idea seemed so novel to me that I adopted it the same as some great actor, I've forgotten who it was, no matter, who used to favor friends with his autograph only on the condition that they should give a specified sum for his pet charity. I'd quite forgotten about this. It's very confusing. Quite embarrassing. I—"

"I don't believe I'd hardly dare go five on it. I'd like it, though."

"Oh, I forgot. These friends who paid five or ten were heavy business associates. I have since allowed some good friends of mine among the clerks to have the formula for two dollars. For use, you understand, strictly and only in the one store, and not to be imparted to any one outside. That would hurt the charity."

"Well, I'll just go that," and Willie took two silver bucks out of the cash register, and substituted an explanatory slip.

The stranger wrote rapidly. "Here," he said, "is the list of ingredients:"

1 oz. raw oil of linseed.

1 oz. alcohol.

10 minims oil benzoin.

10 drops oil sassafras.

5 drops carbolic acid.

1 oz. commercial glycerine.

Small piece gum camphor.

10 drops nitro hydrochloric acid.

1 pint soft water, slightly warm.

Mix the ingredients well together, then take 25 pounds of old newspapers, tear or chop into small pieces about the size of a silver dollar. Place in a large receptacle, like a sixty-pair shoe case, and sprinkle the solution over the mass, stirring the papers constantly, so that the preparation may be as generally incorporated as possible.

To use, fill an ordinary pail with the prepared paper and then stir in soft water, all that the paper will absorb, soaking over night, if convenient, and it is ready to use. Drain

or squeeze our superfluous water and use same as any sweeping preparation.

All day long Willie was busy down cellar, with mysterious visits to the drug store and the hardware men.

The next morning who should drop in while Willie was sweeping but old Mr. Laster and old Mr. Ball, on their way to catch a train for the city.

"Hello, Willie," said the old gentleman, "got tired of Granulated Crumbs already?"

"No, sir; but this is something new," and Willie brought out the recipe and with pardonable pride told the whole story.

Mr. Laster listened soberly and then passed the formula to Mr. Ball, while he leaned back and laughed until the tears ran down his cheeks. Mr. Ball read the paper through, and himself went off into a similar spasm.

Willie surveyed the hysterics soberly. "Don't you think that it's a good thing?"

"Certainly. Certainly," replied Mr.

Laster. "Soaked up paper to keep down dust has been a good thing ever since Mr. Ball and I worked in a country store for old Sam Morgan near forty years ago."

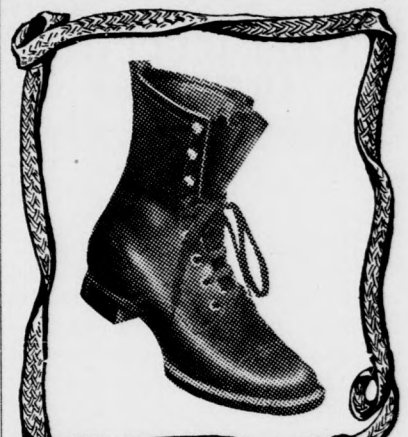
"But the formula," quavered Willie.

"That's good," said Mr. Ball, "all but one thing."

"What's that?" queried Willie.

"He should have given instructions to tear the paper up into pieces the size of two silver dollars," and then the two old fellows went off into another joyful yell, and then they hurried away to catch their train, leaving Willie sitting on a shoe case, with his broom supported by his left arm, scowling at a closely written piece of paper.

But before he went out, Mr. Laster stepped into the office and changed an item charged up against a little clerk's salary over to profit and loss. "It was worth it," he told Mr. Ball, as they fared away toward the railroad station.—Ike N. Fitem in Boot and Shoe Recorder.



No. 923 Elkskin Bicycle Cut, Men's, Boys' and Youths', Black or Olive, Nailed and Fair Stitched.

A Tip to The Waiter

The man in the field and the factory needs a pair of comfortable shoes right now.

Having the means and the inclination to satisfy this need they will buy from the dealer who carries the shoes that they want in stock.

Competition is keener now and there is no method so convincing in a business way as having H. B. Hard Pans, the goods that are in demand, on your shelves. You secure a position well up in the fore in the race for business with a stock of our cool, durable Elkskins on your shelves. Ship right away orders are coming in fast.

Don't Wait

a minute longer. Order a case made up in Blucher, Plain Toe or Bicycle Cut.

HEROLD-BERTSCH SHOE CO.

GRAND RAPIDS, MICH.

Makers of the



"Mishoco" The New Specialty Shoe for Boys—Absolutely all Solid

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

No Better Boys' Shoe Made

Retails \$2.50

Send for Samples

Michigan Shoe Co.

Detroit, Mich.

We can sell you a

Duck Vamp Rolled Edge Rubber Boot for \$2.74

Note again, it is Duck Vamp Rolled Edge, made by the Rhode Island Rubber Co. The boot season is nearly upon you. Order your boots now and be ready.

Also send us your orders for light rubbers for spring trade in Goodyear Glove Brand.

There will be a big sale for them and Goodyear Glove Rubbers stand pre-eminent. If you never handled them, try a case.

Order Now

Hirth-Krause Co.

Grand Rapids, Mich.



What Attracts the Buyer First of All.

Part of the knack of successful salesmanship is in always presenting or seeming to present something new to the prospect's attention.

It is a universal law that people cease to be interested in the familiar and commonplace. Every man's curiosity is whetted by a novelty—whether it is some new fangled thing to wear or something new and unheard of to eat.

We are interested in air ships, not because they are air ships and likely to be any more serviceable than steam ships or locomotives, but because they are new.

Many people who would only be bored if they had to listen to a chapter from some learned work on astronomy would take a tremendous interest in a newspaper article that promulgated some new notion about the folks on Mars. It isn't that what the newspapers have to say about the Martians is more pertinent or useful in the way of information than what the learned book contains, but it is new. That's the secret. There is something of mystery and romance about anything which has the merit of being novel—no matter what the nature of it is, even if it be a disease—that catches the attention and piques the world's interest for a time.

There are salesmen who tire prospects by harping on the long-established leadership of their house—on the number of years in which their line has distanced every competitor's. When these things can be said truthfully they have their value, of course, in influencing the prospect and strengthening his confidence. But what he wants most and wants first is something new. A salesman who is selling a line which does not vary ought at least to find some new way of talking about—of displaying it. He ought always to be studying some new method of approach to his customer.

But with nearly all lines that salesmen handle the goods are subject to new developments in general style and appearance, and it should be an easy matter for most salesmen to make capital out of the very novelty of each season's styles. Some salesmen whose methods I have observed have a deplorable habit of beginning with the old staples first, repeating over and over the facts that the prospect already knows about these goods, and finally, and rather timidly, turning his attention to the novelties they carry as if they feared that he might take fright at the sight of anything unaccustomed. Perhaps by this time the customer will have placed as large an order for the regular lines as he thinks he can possibly afford—and his interest in the novelty is diminished by the feeling that he

can not now afford any further outlay. If the salesman had shown the novelties first the prospect might have felt free to buy, and once having placed an order for the articles that pleased his fancy and interested him by their novelty, he would still find it necessary to place a large order for the staples which he could not do without.

Most salesmen can profit by the example of the industrious small merchant. The proprietor of the big establishment may be industrious, too, but one would naturally pick out the keeper of the average small store as an example of industry.

One of the first rules for success in all salesmanship, whether a man is selling goods on the road or whether he is the proprietor of some struggling little retail shop, is constant industry. Appear to be busy and to be hustling when there is no real occasion for hustling, if such times there ever are. A German I know, who might be acceptable as a model for all salesmen, on coming to this country bought a small candy shop situated rather obscurely in a busy, hustling quarter of a big town. One would have said that he had hardly any show to attract the notice of customers, but he did—by working longer and later than anybody else on the street.

He was always hustling about arranging new displays, and one display was no sooner in place than he would tear it down and fix it up again to look a little different. People who passed that way daily always got a different impression of his window, and would rather wonder if the store changed hands since they walked that way last. They were forced somehow to pay attention—and once their attention was attracted to that window they were pretty sure to see a thing that they would want to buy.

On entering the shop they never found Hans idle. He never had that wished-it-was time to close up and go home look that is sure to cast a chill over the enthusiasm of the most pertinacious customer. When he was not dusting the shelves or putting a fresh coat of paint on the counter, he was rearranging his stock or occupying himself somehow in a manner to suggest that there were great "doings" in the candy trade.

I don't suppose anybody ever bought of him just because they thought his industry deserved some reward—but the fact remains that they bought more than they intended and would come back to buy more. His own interest in his stock of candy had infected them with an interest in it, too.

The salesman on the road who always seems to be doing things—to have imperative engagements and customers waiting for him, whom he has to meet in a hurry—is a great deal more likely to sell goods than the man who complains about the dullness of trade as an excuse for not seeming to hustle harder. The sight of a salesman who is idling away half an hour in the day is a mighty poor advertisement of the commodities he

sells, and of his own capability as a salesman.

Everybody respects a hustler and wants to throw business his way.—C. F. Gunther in Salesmanship.

How One Druggist Handles the Women.

Written for the Tradesman.

"There are tricks in all trades," said the druggist, as he did up a nickel's worth of goose grease for a customer. "Everyone gives the stock broker credit for being the best financial manipulator, but since the advent of the Sunday paper the druggist should be awarded the blue ribbon, consolation prize and sweepstakes."

The customer became interested.

"How is that?" he asked.

"Well," answered the druggist, "the Sunday papers have been greatly responsible for a picking up in our business. You see, every Sunday paper has a woman's page, answers to correspondents and all that sort of thing. Every Sunday Madame Bunco or someone else with a high sounding title tells her woman friends how to get rid of pimples, how to cure freckles, how to make the skin soft and ruddy and a few more things in the same category. The recipes are given.

"About half the time the writers of these recipes are ignorant of the first principles of chemistry or anything else pertaining to the drug trade. As a result, about half the recipes they give are downright bosh.

"Every Monday morning on the average a dozen women come into the store with impossible recipes. Some of them contain drugs that no one, with the exception of the writer, ever heard of. Other recipes are combinations of drugs which might eternally devour some fair complexion.

"The women demand that we put up these recipes and are angry if we tell them it is impossible. I turned a number of angry women down when the rush first came, but now I am wise. When they bring in some sort of an impossible concoction I simply put up a little harmless lotion which generally does the business and ask them a good price for it. They go away satisfied and in a week are back to have the bottle refilled at the same price. I tell you the Sunday papers help some."

The visitor turned sadly and departed with the thought that the drug business has it on the stock market by a good ways.

Charles R. Angell.

Plenty of Assurance.

"Do you really mean it, Mr. Spooner, when you say I am the best girl in the world?" asked Miss Flypp, after the young man had suggested that she should become Mrs. Spooner.

"Indeed, I do, Miss Flypp," assuaged the young man. "I say it again—you are the best girl in the world."

"And the loveliest, I think you said?"

"The loveliest, without doubt."

"I think you said something about my accomplishments, too?"

"I did. I said they excelled those of any other girl."

"I believe you called me sweet?"

"A sweeter woman ne'er drew breath," plead the ardent lover.

"You used the word perfect, too, did you not?"

"I did. I also pronounced you the pink of perfection, propriety and modesty, the empress of my heart, the peerless one among the beautiful creatures of your sex, a maiden adorable, enchanting and worthy of the hand of the best man on earth. Say the word that will make me the happiest man, my own Dora!"

"Before I give you an answer, Mr. Spooner, I should like to ask you one question.

"A dozen if you like."

"One will be enough. Don't you think you have a good deal of assurance to expect a woman with all those excellent qualities to marry you?"

Then Mr. Spooner went home.

A Pound of Honey.

When you eat a spoonful of honey you have very little notion as to the amount of work and travel necessary to produce it. To make one pound of clover honey, bees must deprive 62,000 clover blossoms of their nectar, and to do this requires 2,750,000 visits to the blossoms by the bees.

In other words, one bee, to collect enough nectar to make one pound of honey, must go from hive to flower and return 2,750,000 times. Then, when you think how far these bees sometimes fly in search of these clover fields, oftener than not one or two miles from the hive, you will begin to get a small idea of the number of miles one of the industrious little creatures must travel in order that you may have the pound of honey that gives them so much trouble.

It may also help you to understand why the bee is unamiable enough to sting if you get in its way. When one has to work so hard to accomplish so little, it is quite irritating to be interfered with.—Philadelphia Record.

All real religion is fed by a deep desire for reality in religion.

The Servant Question Solved

There is a solution you may not have thought of in the excellent menu and homelike cooking at

Hotel Livingston
Grand Rapids

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

Gripsack Brigade.

An Albion correspondent writes: A. J. Miller, who formerly owned the North Side drug store, will go on the road for the Dr. Shupe Medicine Co., of South Bend.

John Adams Sherick (Rindge, Kalmbach, Logie & Co., Ltd.) is now President of the Michigan Gideons, in consequence of the retirement of the former President on account of illness.

A. B. Jourden, who recently sold his hardware stock at Sherman, will remove to Cadillac, which he will make his headquarters hereafter. He will continue as salesman for the Buhl Sons Co., of Detroit.

A Union City correspondent writes: William J. Richards, for many years a commercial traveler, who two years ago gave up his route on account of an accident which nearly cost his life, starts out again next week in the interests of the Westfield, Mass., Whip Co., one of the largest concerns of the kind in this country. His territory will be the state of Iowa.

A Benton Harbor correspondent writes as follows: Paul E. Holland, who for a number of years was employed with the Hopper-Morgan Stationery Co., is now traveling for the Educational Tablet Co., of which F. A. R. Moore is the head. He is also the representative of the Lee Paper Co., of Vicksburg. He will have the territory west of Utah, with headquarters either at Los Angeles or San Francisco. Mr. Holland's mother will join him in a few days.

A Flint correspondent writes: Flint is to have an organization to be known as the Flint Commercial Traveling Men's Association, composed of commercial travelers whose homes are in this city. The plans for the proposed organization have all been made and will be carried out in detail with as much expedition as possible. The headquarters of the Club will be in the new rooms of Flint Council, No. 29, United Commercial Travelers, and Post H, Knights of the Grip, in the Inglis block, which are now being fitted up for occupancy at an early date. The Club is to be purely of a social character and no pecuniary benefits will accrue from membership therein. The Club rooms are intended to serve the purpose of bringing the representatives of the local traveling fraternity together in their leisure hours for social intercourse and an exchange of ideas concerning their work and of experiences that come to them while they are on the road. All traveling men are eligible to membership, whether they are members of the U. C. T. or K. G., or not. With the completion of the work of fitting up the rooms and installing billiard tables and other equipment for the entertainment of members, the temporary organization that has been formed will be perfected in the election of permanent officers. In the meantime W. C. Wells, of the Iroquois Cigar Co., is acting as temporary Treasurer.

The curtailment of train service by some of the Michigan roads has been thoughtlessly attributed to the enact-

ment of the 2 cent passenger rate by some people. As a matter of fact, the enactment of the 2 cent law has had nothing to do with the action of the railroads in this matter, because they are doing now what they have done several times before when business receded. It has been a common occurrence, for instance, for the G. R. & I. to withdraw its night trains on the Northern division and every time it takes this action the jobbing trade of Grand Rapids suffers by the loss or curtailment of its Upper Peninsula trade. Upper Peninsula merchants work toward the Straits in the daytime and when they find that they can not get to Grand Rapids until the next night and can get to Detroit the next morning, they very naturally go to Detroit and place their orders there instead of coming to Grand Rapids, which market they originally intended to visit. A few months ago, when the passenger business was heavy, the G. R. & I. forced its patrons to stand in the aisles on almost every train in and out of Grand Rapids. The patrons on the road put up with this imposition as patiently as could be expected, little thinking that as soon as the situation changed they would be deprived of train service to the extent they are. With the taking off of the night trains in the winter and the running of fast trains during the resort season, which do not make many stops, the traveling salesmen of Grand Rapids are very greatly handicapped in their work, and naturally feel that the G. R. & I. Railroad is the greatest obstacle they have to contend with in the upbuilding of our trade and the expansion of our city.

Movements of Michigan Gideons.

Detroit, Jan. 21—Brother E. B. Calkins, Elmira, N. Y., whose territory has been Michigan and Wisconsin, has engaged with a firm for this year who give him his own State to work, selling garden and farm tools. This will make it much better for him, as he can get home oftener and attend to his duties as Camp President in a more satisfactory manner. Brother Calkins was formerly the New York State President. He reports that his Camp will hold a rally March 21 and 22, at which time State President Geo. W. Reid, of New York City, is expected to be present.

John Adams Sherick, of Grand Rapids, gave his lecture, The New Man, at Ann Arbor last Sunday in the Presbyterian church. Although the day was very unpropitious for getting out a crowd, yet a goodly number were present and thoroughly enjoyed it. Brother Sherick is a fluent speaker and says some good and helpful things for all; and to the one who has not been making the most of his opportunities he gives some good advice, while him who is throwing away all of his time and talent unto the Evil One he shows in a most convincing way that he is his own worst enemy and gives him cause to regret his past, and by reasoning shows him what he may become if he will take Christ into his life. He was to give his lecture in the Episcopal church, Ypsilanti, the same evening.

C. T. Bowers, National Field Secretary, is confined to his home with the common complaint nowadays, la-grippe. He hopes to be out in a few days so as to start in work at Leavenworth and Topeka, Kas., before February, when he is due to work Tennessee and Kentucky, coming to Michigan in March, it is hoped.

The National Cabinet will meet on Saturday for their third session of the year. The quarterly magazine will be out about March 1.

The State convention will be held at Kalamazoo April 25 and 26 and the ninth annual National convention in Louisville July 24, 25 and 26.

W. J. Ennis, originator and designer of the Gideon button, spent Sunday in this city and spoke at the service held at the Griswold House in the evening. His presence was much enjoyed by Detroit Camp. Mr. Ennis represents the Johnston Optical Co. and will be in and near this city for some time.

Aaron B. Gates.

There Is Such a Thing as Gratitude.

Half a dozen of us had been discussing the question as to whether humanity had any gratitude, when a Grand Rapids drummer, who alone had maintained silence, was asked to tell his little story.

"Gentlemen," he said, "there is such a thing as gratitude in the human breast, and I am going to cite a case to prove it. Five years ago I was going down the Detroit River on a steamboat. One day, while I was standing on deck surveying the river, I heard a cry of 'Man overboard!' Without taking time to see whether it was man, woman, boy or girl, I ran aft and dove into the river to the rescue. It turned out to be a man. I got my arms under his shoulders and held him up until both of us were hauled into a boat."

"And he gave you a hundred dollars," was suggested.

"He gave me nothing. No money passes between gentlemen on such occasions. He thanked me and said he would remember my services, and that closed the incident until one day last November, when I was in Detroit. I had \$600 in a savings bank there. I was dead broke and wanted some of it mighty bad. When I went to the bank I was told that I must first give sixty days' notice. I asked to see the President. When I

was ushered into his presence—"

"You found he was the man whose life you had saved, of course."

"I did, gentlemen—I did. More-over, I found him grateful. He had never forgotten me. He was anxious to pay his debt."

"And he paid it?"

"Owing to the circumstances he suspended the rules of the bank and let me draw out every cent. I immediately invested the amount in ten shares of a stock which was then going begging at 60. To-day that stock has a market value of \$102, so I am \$402 ahead on the deal. Always save a man's life when you can, gentlemen. You are sure to be rewarded in the end."

Joe Kerr.

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, Jan. 22—Creamery, fresh, 25@31c; dairy, fresh, 18@22c; poor to common, 16@18c; rolls, 18@20c.

Eggs—Strictly fresh, candled, 25c; fancy white, 27c; cold storage, candled, 19c.

Live Poultry—Springs, 9@11c; fowls, 9@10½c; ducks, 12@13c; geese, 10@11c; old cox, 8c.

Dressed Poultry—Springs, 10@12c; fowls, 10@11c; old cox, 9c; ducks, 10@14c; geese, 9@10c; turkeys, 16@19c.

Beans—Marrow, hand-picked, \$2.25 @2.35; medium, hand-picked, \$2.25; peas, hand-picked, \$2.25@2.30; red kidney, hand-picked, \$1.85@1.90; white kidney, hand-picked, \$2.25@2.50.

Potatoes—White, 65c per bu.; mixed, 60c. Rea & Witzig.

The Standard Bearers for 1908.

Jackson, Jan. 21—At the annual meeting of the Jackson Retail Grocers' Association the following officers were elected for the ensuing year:

President—George E. Lewis.

First Vice-President—L. A. Chamberlain.

Second Vice-President—I. R. Wilson.

Secretary—W. H. Porter.

Treasurer—Jacob Dawson.

Trustee—J. Frank Helmer.

After the regular meeting the Committee on Convention of State Association, to be held in this city February 4, 5 and 6, made a report that everything was progressing in good order and that the prospects for a large convention were very flattering.

WITHDRAWN

The special discount announced in this paper to be given to retail grocers on purchases from Feb'y 1st to March 15th, 1908, has been withdrawn owing to the fact that we are now running the works practically to their limit and cannot accumulate stock to care for the increase this proposed special discount would demand.

When our new additions will insure the making of a surplus stock we will in all probability renew this offer to retail grocers.

It would create dissatisfaction at this time, however, to hold out inducements to the retailer and then be forced from lack of capacity to properly fill orders through the jobbers.

A deal will be forthcoming some day which will not result in disappointment. Respectfully,

Postum Cereal Co., Ltd., Battle Creek, Mich.



Michigan Board of Pharmacy.
 President—Henry H. Helm, Saginaw.
 Secretary—W. E. Collins, Owosso.
 Treasurer—W. A. Dohany, Detroit.
 Other members—John D. Muir, Grand Rapids, and Sid A. Erwin, Battle Creek.

Michigan State Pharmaceutical Association.

President—J. E. Bogart, Detroit.
 First Vice-President—D. B. Perry, Bay City.

Second Vice-President—J. E. Way, Jackson.

Third Vice-President—W. R. Hall, Manistee.

Secretary—E. E. Calkins, Ann Arbor.
 Treasurer—H. G. Spring, Unionville.
 Executive Committee—J. L. Wallace, Kalamazoo; M. A. Jones, Lansing; Julius Greenthal, Detroit; C. H. Frantz, Bay City, and Owen Raymo, Wayne.

Keeley Gold Cure Troubles.

An interesting pamphlet has recently appeared giving in full the opinion of Judge Cochran, of the United States Circuit Court of Appeals, in the case of the Memphis Keeley Institute, appellants, vs. Leslie E. Keeley Company, appellee.

From this it appears that the Memphis concern had been enjoined by the original Keeley Company from claiming that it had a right to use the Keeley remedies, and the contract between the two had been cancelled. This decision had been appealed by the Memphis Institute on the ground that the Keeley Company has built up and maintained its business by fraudulent representations; did not, in fact, come into court "with clean hands," and therefore is not entitled to protection.

The evidence showed conclusively that these remedies for the liquor, opium and tobacco habits are advertised as the "Double Chloride of Gold Cure," and that the company also has a remedy for neurasthenia known as "Gold Neurotine." To make the claim that these medicines contain gold more impressive, the labels are in gold. As every druggist knows, there is no such salt as the "double chloride of gold," and furthermore, it was testified, that there is no gold in any form whatsoever in any of the so-called remedies.

A witness stated that in the safe at the laboratory they kept a few drams of gold chloride and sodium chloride and these were shown to visitors as samples of the ingredients of the sterling remedies. He went on to relate that on one occasion gold was put into a certain number of bottles, the latter being arranged so that they would be selected by the agent of a Chicago chemist, who had been engaged to make an analysis. This gold was, of course, found and the certificate of the chemist was widely used in advertising.

Bitterless Alkaloidal Quinine.

Quinine alkaloid is crystallized from alcohol, the crystals are sifted after drying to obtain an intermediate size of crystals between 16 and 24 mesh; the finer and coarser crystals which separate are again crystallized with a new portion of alkalo'd.

The crystals separated between the 16 and 24 mesh are now treated with

a thin coating of rosin (colophony, pure and free from odor). This is accomplished by melting the rosin in a receptacle which rotates like a pill coater and is jacketed, so that it may be heated in order to keep the contents warm and distribute the rosin thinly and evenly over the surface of the granules of quinine.

The quinine alkaloid in coarse particles is less bitter on account of its slower solubility, its absorption being further retarded by the rosin, which does not dissolve until it reaches the alkaline secretion of the intestines, whence the quinine is slowly absorbed.

A similar process for coating the particles of quinine with rosin is protected by United States patent, and it might be well to see how far the process described above approaches the patented process, so as to avoid the danger of an action for infringement of patent.

Advertising to Doctors.

As cheap advertising as the druggist can do, and as good advertising, is that of personal letters direct to the physicians. If you are doing business in a moderate sized town or village, there are scarcely too many physicians contiguous to your store to write personal letters to all of them. If you have a typewriter, it is a very simple matter and if you have not, you can easily have them done by a professional at small cost. Write to the doctors every two or three weeks on items that you know will interest them, taking some one or two articles or lines each time and making leaders of them in the way of attractive prices. This is the best way to get even with the physicians' supply houses. The doctors will buy from you in preference if your prices are right; and if they aren't, of course you can't blame them for buying somewhere else.

Narcosis by Blue Rays of Light.

A dentist at Geneva, Doctor Radard, after having for several years made experiments with the narcotic effect of blue light, has submitted his results to the Swiss Society of Odontology.

He claims that a complete narcosis can be obtained if the rays of a blue electric light are brought to bear on the human eye, while all other rays of light, particularly of daylight, are kept off of it. The narcosis thus obtained is so complete that, during the same, little dental operations, such as pulling or filling teeth, etc., can be executed without causing the patient the least amount of pain. While the effect of the blue rays is a very strong one, that of violet-blue and green rays is less intensive, and yellow or red rays show no effect at all. The inventor is, as yet, unable to give a definition of the cause of this remarkable discovery.

It's just as decent to sell a box of candy as to sell a box of suppositories—although some old-fashioned people don't think so. Besides, it is more pleasant. Also, you can sell a dozen boxes of candy in the time it takes to make up one suppository.

Fireless Cookers Which Fry and Roast.

Deputy Consul-General John W. Dye, of Berlin, furnishes the following information concerning the newest form of fireless stoves in Germany.

Fireless stoves, or self-cookers as they are variously known, have been in use in Germany for a number of years, so that they may now be classed as successful. The earlier types were mere boxes constructed with double walls, or by secret processes built so as to retain heat when sealed. These cookers, which are still on the market, are used as follows: After a thorough heating, food to be cooked (stewed or boiled) is placed inside the box, sealed and left for a sufficient time, when it is opened and the food cooked by the retained heat is ready to serve.

Recently a company here has improved upon the apparatus and produced a fireless stove that not only cooks, but fries and roasts. Profiting by past failures and successes, the company has perfected a cooker that, although on the market but a year, has already proved very popular. Frying and roasting are accomplished in the new cooker by the use of a heated stone. The stone is thoroughly heated in an oven, over gas or any fire, and placed in the cooker with the steak or roast. The box is sealed up and left for an hour or so, as required, then opened, and the food is fully prepared and hot. In the double boxes all three processes may proceed at one time without care or difficulty.

The owners of the patents on this latest apparatus claim that the sales in the coming year will exceed 50,000 cookers in Germany and Switzerland.

An Indirect Confession.

There were two little girls—sisters—who approached their mother one day with a question as to the ultimate end of liars.

"Does everyone who tells a lie go to hell, mother?" asked the older one, somewhat anxiously.

The mother hedged. She didn't really like to preach uncompromising doctrine of this nature, still an inducement to truth-telling was much to be desired.

"Perhaps not," she said. "Perhaps if you ask God very earnestly to forgive the lie he will not send you to hell."

The small sinner looked uneasy; she had evidently hoped for something more reassuring. Then suddenly she knelt, and pulled her little sister down beside her.

"Oh, God," she prayed, "sister and I have both told lies. Forgive us both, forgive sister and forgive me—and especially me," she finished.

Where He Was Trained.

The former sexton had been arrogant, boisterous and irreverent. To do the wrong thing at the wrong moment was his specialty. He retired at the end of the year by request of the trustees.

The new negro sexton was a negro gentleman, and from the very first gave intense satisfaction. His move-

ments were as soft as a cat's, doors were never slammed, nor did he close windows with a bang.

"Where did that man receive his training?" asked the elated pastor one evening while attending a meeting of the trustees.

"In the Pullman service," grunted a member who was battling the hay fever, "where he was taught to have regard for the comfort of the sleepers."

Pat Was Not Glad.

A fine, robust soldier after serving his country faithfully for some time became greatly reduced in weight, owing to exposure and scanty rations, until he was so weak he could hardly stand. Consequently, he got leave of absence to go home and recuperate. He arrived at his home station looking very badly. Just as he stepped off the boat one of his old friends rushed up to him and said: "Well, well, Pat, I am glad to see you're back from the front."

Pat looked worried and replied: "Begorra, I knew I was getting thin, but I niver thought you could see that much."

The Drug Market.

Opium—The light demand has brought about a slightly lower price.

Morphine—Is on the change.

Quinine—Is steady.

Cubeb Berries—Are slightly lower.

American Saffron—Is weak and lower.

Oil Cassia—Has declined.

It is not always the man who has acquired the most information who knows the most.

Little duties are a school for larger ones.



YOUNG MEN WANTED—To learn the Veterinary Profession. Catalogue sent free. Address VETERINARY COLLEGE, Grand Rapids, Mich. L. L. Conkey, Prin.

PILES

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...without...

**Chloroform,
Knife or Pain**

Dr. Willard M. Burleson

103 Monroe St., Grand Rapids

Booklet free on application

Wanted
SECOND-HAND
SAFES

Grand Rapids Safe Co.
 Grand Rapids, Mich.

WHOLESALE DRUG PRICE CURRENT

Acidum	Aceticum	Benzoicum, Ger.	Boric	Carbolicum	Citricum	Hydrochlor	Nitrosum	Oxalicum	Phosphoricum, dil.	Salicylicum	Sulphuricum	Tannicum	Tartaricum																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																												
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Ammonia	Aqua, 18 deg.	Aqua, 20 deg.	Carbonas	Chloridum	Black	Brown	Red	Yellow	Cubebae	Juniperus	Xanthoxylum	Copalba	Peru	Terabin, Canada	Tolutan																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																										
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Aniline	Baccae	Balsamum	Cortex	Abies, Canadian	Cassiae	Cinchona Flava	Buonymus atro.	Myrica Cerifera	Prunus Virgini.	Quillaja, gr'd	Sassafras, po 25	Ulmus	Extractum	Glycerhiza, Gla.	Glycerhiza, po.	Haematox, 1s.	Haematox, 1/2s.	Haematox, 1/4s.	Haematox, 1/8s.	Ferru	Carbonate Precip.	Citrate and Quina	Citrate Soluble.	Ferrocyanidum S	Solut. Chloride	Sulphate, com'l, by	Sulphate, pure	Flora	Arnica	Anthemis	Matricaria	Folia	Barosma	Cassia Acutifol.	Tinnevely	Cassia, Acutifol.	Salvia officinalis.	1/4s and 1/2s	Uva Ursi	Gummi	Acacia, 1st pkd.	Acacia, 2nd pkd.	Acacia, 3rd pkd.	Acacia, sifted sts.	Acacia, po.	Aloe Barb.	Aloe, Cape	Aloe, Socotri	Ammoniac	Asafoetida	Benzoinum	Catechu, 1s	Catechu, 1/2s	Catechu, 1/4s	Comphorae	Euphorbium	Galbanum	Gamboge, po. 1	Gaulacum, po 35	Kino, po 45	Mastic	Myrrh, po 50	Opium	Shellac	Shellac, bleached	Tragacanth	Herba	Absinthium	Eupatorium oz pk	Lobelia, oz pk	Majorium, oz pk	Mentha Pip. oz pk	Mentha Ver. oz pk	Rue, oz pk	Tanacetum, V.	Thymus V. oz pk	Magnesia	Calcined, Pat.	Carbonate, Pat.	Carbonate, K-M.	Carbonate	Oleum	Absinthium	Amygdalae Dulc.	Amygdalae, Ama	Anisi	Aurantii Cortex	Bergamiti	Calypati	Caryophylli	Cedar	Chenopadii	Cinnamoni	Citronella	Conium Mac	Syrups	Acacia	Aurantii Cortex	Zingiber	Ipecac	Ferri Iod	Rhei Arom	Smilax Off's	Senega	Scillae	Salicin	Magnesia, Sulph. bbl	Mannia, S. F.	Menthol	Morphia, SP&W	Morphia, SNYQ	Morphia, Mal.	Moschus Canton.	Myristica, No. 1.	Nux Vomica po 15	Os Sepia	Pepsin Saac, H & P D Co.	Picis Liq N N 1/2	Picis Liq qts	Picis Liq pints.	Pil Hydrarg po 80	Piper Nigra po 22	Piper Alba po 35	Pix Burgum	Plumbi Acet	Pulvis Ip'cet Opil 1	Pyrethrum, bxs H & P D Co. doz.	Pyrethrum, pv.	Quassia	Quina, S P & W.	Quina, S Ger.	Quina, N. Y.	Salicis Drac's	Sapo, W	Sapo, M	Sapo, G	Seidlitz Mixture.	Sinapis	Sinapis, opt	Snuff, Maccaboy, DeVoes	Snuff, S'h DeVos	Soda, Boras	Soda, Boras, po 7 1/2	Soda et Pot's Tart 25	Soda, Carb.	Soda, Bi-Carb	Soda, Ash	Soda, Sulphas	Spts. Cologne	Spts. Ether Co.	Spts. Myrcia Dom	Spts. Vini Rect bbl	Spts. Vini Rect 1/2 b	Spts. Vini R't 10 gl	Spts. Vini R't 5 gal	Strychnia, Cryst'l 10	Sulphur Subl.	Sulphur, Roll	Tamarinds	Terebinth Venice	Thebromae	Whale, winter	Lard, extra	Lard, No. 1	Linseed pure raw	Neat's-foot, w str	Spts. Turpentine	Paints	Red Venetian	Ochre, yel Mars	Ochre, yel Ber	Putty, commer'l	Putty, strictly pr	Vermillion, Prime	American	Vermillion, Eng.	Green, Paris	Green, Peninsular	Lead, red	Lead, White	Whiting, white S'n	Whiting, Gilders'	White, Paris Am'r	White's Paris Eng.	cliff	Shaker Prep'd	Varnishes	No. 1 Turp Coach	Extra Turp																																																																																																																																																																																																																																																																																																																																																																												
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Drugs

We are Importers and Jobbers of Drugs, Chemicals and Patent Medicines.

We are dealers in Paints, Oils and Varnishes.

We have a full line of Staple Druggists' Sundries

We are the sole proprietors of Weatherly's Michigan Catarrh Remedy.

We always have in stock a full line of Whiskies, Brandies, Gins, Wines and Rums for medical purposes only.

We give our personal attention to mail orders and guarantee satisfaction.

All orders shipped and invoiced the same day received. Send a trial order.

Hazeltine & Perkins
Drug Co.
Grand Rapids, Mich.

Peck-Johnson Co.
Mfg. Chemists
Grand Rapids, Mich.

Originators of

OVALACTOL

The Ideal
Tissue
Builder
and Reconstructant

Carried in Stock by Drug Jobbers Generally

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	
Tapioca Spring Wheat Flour Pickles Cove Oysters Winter Wheat Flour		Lard Mutton	

Index to Markets		1	2
By Columns			
Col		ARCTIC AMMONIA	Oysters
A		12 oz. ovals 2 doz. box .75	Cove, 1lb. @1 00
Ammonia		AXLE GREASE	Cove, 2lb. @1 85
Axle Grease		Frazer's	Cove, 1lb. Oval. @1 20
B		1lb. wood boxes, 4 dz. 3 00	Plums
Baked Beans		1lb. tin boxes, 3 doz. 2 35	Plums
Bath Brick		3 1/2 lb. tin boxes, 2 dz. 4 25	Peas
Bluing		10lb. pails, per doz. 6 00	Marrowfat .1 00 @1 3
Brooms		15lb. pails, per doz. 7 20	Early June .1 00 @1 60
Brushes		25lb. pails, per doz. 12 00	Early June Sifted 1 25 @1 80
Butter Color		BAKED BEANS	Peaches
C		1lb. can, per doz. 90	Pie .2 25 @2 75
Candles		2lb. can, per doz. 1 40	Yellow .2 25 @2 75
Canned Goods		3lb. can, per doz. 1 80	Pineapple @2 50
Carbon Oils		BAKED BEANS	Sliced .2 40
Carpenter		American 75	Pumpkin .85
Cereals		English 85	Good .90
Cheese		BLUING	Fancy 1 00
Chewing Gum		Arctic	Gallon 2 75
Chicory		6 oz. ovals 3 doz. box \$ 40	Raspberries @
Chocolate		16 oz. round 2 doz. box 75	Russian Caviar .3 75
Clothes Lines		Sawyer's Pepper Box	1/2 lb. cans .7 00
Cocoa		No. 3, 3 doz. wood bxs 4 00	1/2 lb. cans .12 00
Cocoanut		No. 5, 3 doz. wood bxs 7 00	Salmon
Coco Shells		BAKED BEANS	Col'a River, talls 1 95 @2 0
Coffee		No. 1 Carpet, 4 sew. 2 75	Col'a River, flats 2 25 @2 7
Confections		No. 2 Carpet, 4 sew. 2 40	Red Alaska .1 35 @1 45
Crackers		No. 3 Carpet, 3 sew. 2 25	Pink Alaska .1 00 @1 10
Cream Tartar		No. 4 Carpet, 3 sew. 2 10	Sardines
D		Parlor Gem 2 40	Domestic, 1/4s .3 3/4 @ 4
Dried Fruits		Common Whisk .90	Domestic, Must'd 6 1/2 @ 9
E		Fancy Whisk .1 25	California, 1/4s .17 @24
Farinaceous Goods		Warehouse 3 00	French, 1/4s .7 @14
Fish and Oysters		BRUSHES	French, 1/2s .18 @28
Fishing Tackle		Scrub	Shrimps
Flavoring Extracts		Solid Back 8 in. 75	Standard .1 20 @1 40
Fresh Meats		Solid Back, 11 in. 95	Succotash
F		Pointed Ends 85	Fair .85
G		No. 3 Stove .90	Good 1 00
Gelatin		No. 2 .1 25	Fancy .1 25 @1 40
Grain Bags		No. 1 .1 75	Strawberries
Grains and Flour		No. 8 .1 00	Standard 1 60
H		No. 7 .1 30	Fancy @2 50
Hides and Pelts		No. 4 .1 70	Tomatoes
I		No. 3 .1 90	Fair @1 05
Jelly		BUTTER COLOR	Good @1 10
L		W. R. & Co.'s, 25c size 2 00	Fancy @1 40
Licorice		W. R. & Co.'s, 50c size 4 00	Gallons @3 60
M		Paraffine, 6s .10	CARBON OILS
Matches		Paraffine, 12s .10	Barrels
Meat Extracts		Wicking .20	Perfection @10 1/2
Mince Meat		CANNED GOODS	Water White @10
Molasses		Apples	D. S. Gasoline @15
Mustard		3lb. Standards .1 20	Gas Machine @24
N		Gallon 3 75	Deodor'd Nap'a. @13
Nuts		Blackberries	Cylinder .29 @34 1/2
O		2lb. 1 25 @1 75	Engine .16 @22
Olives		Standards gallons 6 5	Black, winter .8 1/4 @10
P		Beans	CEREALS
Pipes		Baked .80 @1 30	Breakfast Foods
Pickles		Red Kidney .85 @95	Bordeau Flakes, 36 lb. 2 50
Playing Cards		String .70 @1 15	Cream of Wheat 36 lb. 4 50
Petash		Wax .75 @1 25	Egg-O-Sees, 36 pkgs. 2 85
Provisions		Blueberries	Excella Flakes, 36 lb. 4 50
R		Standard .1 25	Excella, large pkgs. 4 50
Rice		Gallon 7 00	Force, 36 2 lb. 4 50
S		Brook Trout	Grape Nuts, 2 doz. 2 70
Salad Dressing		2lb. cans, spiced .1 90	Malta Ceres, 24 lb. 2 40
Saleratus		Clams	Malta Vita, 36 lb. 2 85
Salt Soda		Little Neck, 1lb. 1 00 @1 25	Mapl-Flake, 36 lb. 4 05
Salt		Little Neck, 2lb. @1 50	Pillsbury's Vitos, 3 doz 4 25
Salt Fish		Clam Bouillon	Ralston, 36 2lb. 4 50
Seeds		Burnham's 1/2 pt. 1 90	Sunlight Flakes, 36 lb. 2 85
Shoe Blacking		Burnham's pts. 3 60	Sunlight Flakes, 20 lbs 4 00
Snuff		Burnham's qts. 7 20	Vigor, 36 pkgs. 2 75
Soap		Cherries	Voigt Cream Flakes 4 50
Soda		Red Standards .@1 40	Zest, 20 2lb. 4 10
Soups		White @1 40	Zest, 36 small pkgs. 2 75
Spices		Corn	Crescent Flakes
Starch		Fair .80 @85	One case .2 50
Syrups		Good .1 00 @1 10	Five cases .2 40
T		Fancy .1 45	One case free with ten cases.
Tea		French Peas	One-half case free with 5 1/2 cases.
Tobacco		Sur Extra Fine .22	One-fourth case free with 2 3/4 cases.
Twine		Extra Fine .19	Freight allowed.
V		Fine .15	Rolls Oats
Vinegar		Moyen .11	Rolls Avena bbl. 7 25
W		Gooseberries	Steel Cut, 100 lb. sks. 3 90
Wicking		Hominy	Monarch, bbl. 7 00
Woodware		Lobster	Monarch, 90 lb. sacks 3 40
Wrapping Paper		1/2 lb. 2 25	Quaker, 18-2 .1 67 1/2
Y		1 lb. 4 25	Quaker, 20-5 .1 4 85
Yeast Cake		Picnic Tails 2 75	Cracked Wheat
		Mackerel	Bulk 3 1/4
		Mustard, 1lb. 1 80	24 2 lb. packages 2 50
		Mustard, 2lb. 2 80	CATSUP
		Soused, 1 1/2 lb. 1 80	Columbia, 25 pts. 4 15
		Soused, 2lb. 2 75	Snider's pints 2 25
		Tomato, 1lb. 1 50	Snider's 1/2 pints 1 35
		Tomato, 2lb. 2 80	CHEESE
		Mushrooms	Acme @14 1/2
		Hotels @27	Cliffmax @16 1/2
		Buttons @32	Elise @16

3	4	5
Emblem @15	Cocoanut Bar .10	Almonds, 3 cr
Gem @15 1/2	Cocoanut Drops .12	London Layers, 4 cr
Ideal @16	Cocoanut Honey Cake 12	Cluster, 5 crown .3 25
Jersey @15	Cocoanut Hon. Fingers 12	Loose Muscatels, 2 cr
Riverside @15	Cocoanut Macaroons .18	Loose Muscatels, 3 cr. 8 1/2
Springdale @14 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 @60	Fruit Tarts .12	Beans
Sap Sago @22	Ginger Gems .8	Dried Lima .7
Swiss, domestic @16	Graham Crackers .8	Med. Hd. Pk'd. .2 45
Yucatan, imported @20	Ginger Nuts .8	Brown Holland ..
	Ginger Snaps N. B. C. 7	Farina
	Hippodrome Bar .10	24 1 lb. packages .1 50
	Honey Cake N. B. C. 12	Bulk, per 100 lbs. .3 50
	Honey Fingers, As. Ice 12	Hominy
	Honey Jumbles .12	Flake, 50lb. sack .1 00
	Household Cookies .8	Pearl, 200lb. sack .4 00
	Household Cookies Iced .8	Pearl, 100lb. sack .2 00
	Imperial .8	Maccaroni and Vermicelli
	Iced Honey Flake .12 1/2	Domestic, 10lb. box .60
	Iced Honey Jumbles .12	Imported, 25lb. box .2 50
	Island Picnic .11	Pearl Barley
	Jersey Lunch .8	Common .4 65
	Kream Klips .20	Chester .4 75
	Lem Yem .11	Empire .5 30
	Lemon Gems .10	Peas
	Lemon Biscuit, Square 8	Green, Wisconsin, bu. 2 35
	Lemon Wafer .16	Green, Scotch, bu. 2 45
	Lemon Cookie .8	Split, lb. .04
	Mary Ann .8	Sago
	Marshmallow Walnuts 16	East India .5 1/2
	Merliner .11	German, sacks .7
	Molasses Cakes .8	German, broken pkg. .
	Mixed Picnic .11 1/2	Tapioca
	Nabob Jumble .12	Flake, 110 lb. sacks .6 1/2
	Newton .14	Pearl, 130 lb. sacks .5 1/2
	Nic Nacs .8	Pearl, 24 lb. pkgs. 7 1/2
	Oatmeal Crackers .8	FLAVORING EXTRACTS
	Oatmeal Gems .8	Foot & Jenks
	Oval Sugar Cakes .8	Coleman brand Van. Lem. 2 0z. .1 20 75
	Penny Cakes, Assorted 8	4 oz. .2 00 1 75
	Pretzels, Hand Md. 8	8 oz. .4 00 3 00
	Pretzettes, Hand Md. 8	Jaxon brand Van. Lem. 2 0z. .2 00 1 25
	Pretzettes, Mac. Md. 7 1/2	4 oz. .4 00 2 40
	Raisin Cookies .8	8 oz. .8 00 4 50
	Revere, Assorted .14	Jennings D. C. Brand
	Rube .8	Terpeness Ext. Lemon
	Scalloped Gems .10	No. 2 Panel .75
	Scotch Cookies .10	No. 4 Panel .1 50
	Snow Creams .16	No. 6 Panel .2 00
	Spiced honey nuts .12	Taper Panel .1 50
	Sugar Fingers .12	2 oz. Full Meas. .1 25
	Sugar Gems .08	4 oz. Full Meas. .2 00
	Sultana Fruit Biscuit 16	Jennings D. C. Brand
	Spiced Gingers .9	Extract Vanilla
	Spiced Gingers Iced .9	No. 2 Panel .1 25
	Sugar Cakes .8	No. 4 Panel .2 00
	Sugar Squares, large or small .8	No. 6 Panel .3 50
	Superba .8	Taper Panel .2 00
	Sponge Lady Fingers 25	1 oz. Full Meas. .90
	Sugar Crimp .12	2 oz. Full Meas. .1 50
	Sylvan cookie .12	4 oz. Full Meas. .3 50
	Vanilla Wafers .12	No. 2 Assorted Flavors 1 00
	Waverly .9	GRAIN BAGS
	Zanzibar .9	Amoskeag, 100 in bale 19
		Amoskeag, less than 19 1/2
		GRAIN AND FLOUR
		Wheat
		New No. 1 White .98
		New No. 2 Red .99
		Winter Wheat Flour
		Local Brands
		Patents .5 60
		Second Patents .5 40
		Straight .5 10
		Second Straight .4 75
		Clear .4 10
		Subject to usual cash discount.
		Flour in barrels, 25c per barrel additional.
		Warden Grocer Co.'s Brand
		Quaker, paper .5 10
		Quaker, cloth .5 30
		Wykes & Co.
		Eclipse .4 80
		Kansas Hard Wheat Flour
		Judson Grocer Co.
		Fanchon, 1/2 cloth .5 90
		Grand Rapids Grain & Milling Co. Brands.
		Wizard, assorted .4 80
		Graham .4 50
		Buckwheat .5 25
		Rye .4 90
		Spring Wheat Flour
		Roy Baker's Brand
		Golden Horn, family .6 00
		Golden Horn, baker's 5 90
		Wisconsin Rye .5 00
		Judson Grocer Co.'s Brand
		Ceresota, 1/4s .6 50
		Ceresota, 1/2s .6 40
		Ceresota, 3/4s .6 30
		Lemon & Wheeler's Brand
		Wingold, 1/4s .6 45
		Wingold, 1/2s .6 35
		Wingold, 3/4s .6 25
		Pillsbury's Brand
		Best, 1/4s cloth .6 40
		Best, 1/2s cloth .6 30
		Best, 3/4s cloth .6 20
		Best, 1/4s paper .6 20
		Best, 1/2s paper .6 20
		Best, 3/4s paper .6 20
		Best, wood .6 40
		Warden Grocer Co.'s Brand
		Laurel, 1/4s cloth .6 10
		Laurel, 1/2s cloth .6 00
		Laurel, 3/4s & 1/2s paper 5 90
		Laurel, 1/2s .5 80
		Wykes & Co.
		Sleepy Eye 1/4s cloth .6 00
		Sleepy Eye, 1/2s cloth .5 90
		Sleepy Eye, 3/4s cloth .5 80
		Sleepy Eye, 1/2s paper .5 80
		Sleepy Eye, 3/4s paper .5 80

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 32 00 Cottonseed Meal 29 50 Gluten Feed 28 00 Malt Sprouts 24 00 Brewers Grains 23 00 Molasses Feed 25 00 Hammond Dairy Feed 23 00 Oats Michigan carlots 53 Less than carlots 55 Corn Carlots 65 Less than carlots 67 Hay No. 1 timothy car lots 15 00 No. 1 timothy ton lots 16 00 HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25 HORSE RADISH Per doz. 90 JELLY 5 lb. pails, per doz. 2 35 15 lb. pails, per pail 35 30 lb. pails, per pail 38 LICORICE Pure 30 Calabria 23 Sicily 14 Root 11 MATCHES C. D. Crittenden Co. Noiseless Tip 4 50 @ 75 MEAT EXTRACTS Armour's, 2 oz. 4 45 Armour's, 4 oz. 8 20 Liebig's Chicago, 2 oz. 2 25 Liebig's Chicago, 4 oz. 5 50 Liebig's Imported, 2 oz. 4 55 Liebig's Imported, 4 oz. 8 50 MOLASSES New Orleans Fancy Open Kettle 40 Choice 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. 50 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 8 50 Half bbls., 600 count 4 75 Small Half bbls., 1,200 count 5 75 PLAYING CARDS No. 90 Steamboat 85 No. 15, Rival, assorted 1 25 No. 20 Rover enameled 1 50 No. 572, Special 1 75 No. 98 Golf, satin finish 2 00 No. 808 Bicycle 2 00 No. 632 Tourist whist 2 25 POTASH 48 cans in case Babbitt's 4 00 PROVISIONS Barreled Pork Mess 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. Belies 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 13 1/2 Picnic Boiled Hams 13 1/2 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 60 lb. tubs advance 50 lb. tubs advance 20 lb. pails advance 10 lb. pails advance 5 lb. pails advance 3 lb. pails advance	Sausages Bologna 7 Liver 9 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 25 1/2 bbls., 40 lbs. 2 00 3/4 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 80 Lump, bbls. 80 Lump, 145lb. kegs 95 SALT Common Grades 100 3 lb. sacks 2 10 60 5 lb. sacks 2 00 23 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 36 Whitefish No. 1, No. 2 Fam 100lb. 9 75 4 50 50lb. 5 25 2 40 10lb. 1 12 60 8lb. 92 50 SEEDS Anise 10 Canary, Smyrna 4 1/2 Caraway 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 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 Marseilles, 100 cakes 5 80 Marseilles, 100 cakes 5c 4 06 Marseilles, 100 ck toilet 4 06 Marseilles, 1/2 bx toilet 2 10 A. B. Whisley Good Cheer 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large 4 50 Gold Dust, 100-5c 4 00 Kirkoline, 24 4lb. 3 80 Pearline 3 75 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. 28 Cassia, Saigon, in rolls. 55 Cloves, Amboyna 20 Cloves, Zanzibar 20 Mace 55 Nutmegs, 75-80 35 Nutmegs, 105-10 25 Nutmegs, 115-20 20 Pepper, Singapore, blk. 15 Pepper, Singap. white. 25 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 55 Cloves, Zanzibar 24 Ginger, African 15 Ginger, Cochin 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singap. white. 20 Pepper, Cayenne 20 STARCH Common Gloss 11b. packages 4 1/4 @ 5 31b. packages @ 5 61b. packages @ 5 1/2 40 and 50lb. boxes 3 1/2 @ 3 3/4 Barrels @ 3 3/4 Common Corn 20lb. packages 4 1/4 @ 5 40lb. packages @ 5 SYRUPS Corn Barrels 29 Half Barrels 31 20lb. cans 1/4 dz. in cs 2 00 10lb. cans 1/4 dz. in cs 1 95 5lb. cans 2 dz. in cs 2 00 2 1/2 lb. cans 2 dz. in cs 2 10 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sndried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 43 Nibs 22 @ 24 Siftings 9 @ 11 Panings 15 @ 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 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Today 34 J. T. 38 Piper Heidsick 66 Foot 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. 35 Peerless, 1 1/2 oz. 38 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXXX 30 Good Indian 25 Self Binder, 16oz. 8oz. 20-22 24 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 21b. size, 24 in case 72 31b. size, 16 in case 68 51b. size, 12 in case 63 101b. 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 3 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 2-wire, Cable 2 25 3-wire, Cable 2 45 Cedar, air red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 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 18-in. Standard, No. 1 8 75 18-in. Standard, No. 2 7 75 16-in. Standard, No. 3 6 75 18-in. Cable No. 1 9 25 18-in. Cable No. 2 8 25 16-in. Cable No. 3 7 25 No. 1 Fibre 11 75 No. 2 Fibre 10 25 No. 3 Fibre 9 50 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 4 25 Single Peerless 3 60 Northern Queen 3 50 Double Duplex 3 00 Good Luck 2 75 Universal 3 65 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 13 in. Butter 1 25 15 in. Butter 2 25 17 in. Butter 3 75 19 in. Butter 5 00 Assorted, 13-15-17 2 30 Assorted, 15-17-19 3 25 WRAPPING PAPER Common straw 1 34 Fibre Manila, white 2 34 Fibre Manila, colored 4 No. 1 Manila 3 Cream Manila 3 Butcher's Manila 2 34 Wax Butter, short c't 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Per lb. Whitefish, Jumbo 20 Whitefish, No. 1 15 Trout 12 Halibut 15 Ciscos or Herring 8 Bluefish 15 Live Lobster 32 Boiled Lobster 34 Cod 12 Haddock 8 Pickrel 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 Shad, 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 Lambs 50 @ 80 Shearlings 40 @ 80 Tallow No. 1 @ 4 No. 2 @ 3 Wool Unwashed, med. @ 18 Unwashed, fine @ 14	CONFECTIONS Stick Candy Standard 8 1/2 Standard H H 8 1/2 Standard Twist 9 Cases Jumbo, 32 lb. 8 1/2 Extra H H 10 Boston Cream 12 Big stick, 30 lb. case 8 1/2 Mixed Candy Competition 6 1/2 Special 7 Conservative 8 Royal 8 Ribbon 8 1/2 Broken 10 Cut Leaf 8 1/2 Leader 9 Kindergarten 8 1/2 Bon Ton Cream 10 French Cream 9 1/2 Star 9 Hand Made Cream 11 Premio Cream mixed 17 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 12 Starlight Kisses 11 San Blas Goodies 13 Lozenges, plain 13 Lozenges, printed 10 Champion Chocolate 13 Eclipse Chocolates 15 Eureka Chocolates 16 Quintette Chocolates 16 Champion Gum Drops 9 Moss Drops 10 Lemon Sours 10 Imperial 10 Ital. Cream Opera 11 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 70 H. M. Choc. Drops 10 H. M. Choc. Lt. and 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 65 G. M. Peanut Bar 60 Hand Made Crms 80 @ 90 Cream Wafers 65 String Rock 60 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Goodies 3 50 Up-to-date Assmt. 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 Azulikit 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 Brazil 12 @ 13 Filberts @ 13 Cal. No. 1 @ 18 Walnuts, soft shelled @ 14 Walnuts, Chilli @ 14 Table nuts, fancy 13 @ 16 Pecans, Med. @ 10 Pecans, ex. large @ 12 Pecans, Jumbos @ 13 Hickory Nuts per bu. Ohio new Cocoanuts Chestnuts, New York State, per bu. Shelled Spanish Peanuts 6 1/2 @ 7 1/2 Pecan Halves @ 50 Walnut Halves @ 35 Filbert Meats @ 27 Alicante Almonds @ 42 Jordan Almonds @ 47 Peanuts Fancy H. P. Suns 6 @ 6 1/2 Roasted 6 1/2 @ 7 1/2 Choice, H. P. Jumbo 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

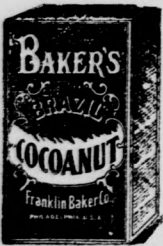
G J Johnson Cigar Co.'s bd.



Any quantity31
El Portana33
Evening Press32
Exemplar32
Worden Grocer Co. brand
Ben Har35
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
38 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
Livers5 @ 6

Pork

Loins@ 9 1/2
Dressed@ 6
Boston Butts@ 8
Shoulders@ 8 1/2
Leaf Lard@ 8 1/2
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..1 50

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

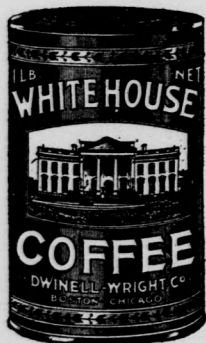
Galvanized Wire

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

1/2 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 feet6
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

Beaver Soap Co.'s Brands



100 cakes, large size..6 50
50 cakes, large size..3 25
100 cakes, small size..3 85
50 cakes, small size..1 95

Tradesman's Co.'s Brand



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large3 75
Halford, small2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

FINE CALENDAR



NOTHING can ever
be so popular with
your customers for
the reason that nothing
else is so useful. No
housekeeper ever has
too many. They are a
constant reminder of the
generosity and thought-
fulness of the giver.

We manufacture every-
thing in the calendar line
at prices consistent with
first-class quality and
workmanship. Tell us
what kind you want and
we will send you sam-
ples and prices.

TRADESMAN COMPANY

GRAND RAPIDS, MICH.

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

For Sale—Butter, egg and grocery store. Invoice about \$700, no trades. Stearnes, West Jefferson, Sotuh Bend, Ind. 449

Cash for your property wherever located. If you want to sell, send description and price. If you want to buy, state your wants. Northwestern Business Agency, Bank of Commerce Bldg., Minneapolis, Minn. 448

Grand business opening for sale at 50c on the dollar, \$16,000 stock of general merchandise. Address Merchant, care Michigan Tradesman. 445

Improved farms, prairie and timber land in Central Minnesota; crop failures are unknown. Will exchange land for other properties. For particulars write Fred Mohl, Adrian, Minn. 444

Money! How to collect it. Send for our original follow up letters, for any business worth ten times their cost to any business man who has had debts to collect. Send \$1 to-day. Mercantile Letter Co., Box 27, Detroit, Mich. 443

For Rent—The Kritzer grist mill and water power. Nearest competition ten miles away. Trade established a great many years. F. W. Riblet, Receiver, Newaygo, Mich. 442

An ice cream and confectionery parlor, cafe in connection. One of the finest and most complete plants in Michigan. Address No. 441, care Michigan Tradesman. 441

Notice—Will pay spot cash for shoe stock. 81 Clairmont Ave., Detroit, Mich. 447

For Sale—Stock of general merchandise, and hotel, under one roof in two-story brick building. H. Paulsen, Gowen, Mich. 440

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

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

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

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

\$6,000 stock of clothing and gents' furnishings in town of 1,800. One competitor. Established business. Address W. H., care Tradesman. 417

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

G. B. Johns & Co.

Auctioneers
Grand Ledge, Mich.

Mr. Johns conducted a "closing out" sale for me quickly, satisfactorily and economically. C. A. Smith, Grand Ledge, Mich.

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

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

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

For Sale—Stock of shoes, dry goods and groceries located in Central Michigan town of 350 population. Living rooms above store. Rent \$12 per month. Lease runs until May 1, 1908, and can be renewed. Last inventory \$2,590. Sales during 1905, \$8,640. Good reasons for selling. Address No. 386, care Michigan Tradesman. 386

For Sale—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—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.

Wanted—Position as manager general store, shoes or clothing preferred. Recently manager of general stock which was destroyed by fire. For particulars address C. E. Rankert, Mendon, Mich. 446

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.

Simple Account File

Simplest and
Most Economical
Method of Keeping
Petit Accounts

File and 1,000 printed blank bill heads..... \$2 75
File and 1,000 specially printed bill heads..... 3 00
Printed blank bill heads, per thousand..... 1 25
Specially printed bill heads, per thousand..... 1 50

Tradesman Company,
Grand Rapids.

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.

WHERE THE GOLD GOES.

There is a notion that is entertained by some financial theorists that prices of most, if not all, articles of merchandise are fixed by the amount of gold in any commercial country, or in the several countries that carry on with each other large commercial operations.

Upon this theory they discover what ought to be the price of bread or meat, or of other necessities, by dividing the supply of food into the total stock of gold. If the gold supply be large, the dividend will be in proportion and the price of food will be correspondingly increased, while if the stock of gold be small, the dividend will be correspondingly reduced, showing that the price must be reduced to the standard of the dividend.

According to this theory, the rise in prices of necessities in the past few years is attributed to the increased supplies of gold, and therefore the value of gold is held to be steadily decreasing, so that if it should become as plentiful as iron or as the stones under our feet, the prices of all articles of consumption would go sky high.

This is a preposterous notion so far as the present stock of gold and present prices of necessities go. In the first place, gold is not used in any branch of trade in the United States, except for exchange with foreign countries. The banks are not required to have gold and they care nothing for it. Gold has no place in general business, and except when used for ornament it answers no other purpose but for foreign exchanges. During the recent panic in this country, some \$90,000,000 in gold was brought from Europe because foreign paper money could not be used here, and the only way in which this gold could be handled in business was to turn it into the National Treasury and get paper in exchange.

Prices of merchandise are fixed by the ordinary rules of supply and demand, except when combinations are able to corner and monopolize such articles. In that way prices of cotton, grain and other necessities can be put out of the reach of ordinary consumers, and in order to screen and conceal such oppressive monopolies it is the custom to lay the blame of higher prices on this increase in the gold supply.

There is much discussion as to the amount of gold in the United States, but the fact is that there is very much less here than is represented. Every dollar that is sent abroad is in gold, and it is constantly going out. We are constantly borrowing money abroad, and whether we get gold for it or not, we owe gold and can not count what we will have to pay as our own. An intelligent writer on the subject in Moody's Magazine declares that this country is living beyond its means. Our outgo for interest dues, tourists' expenses, immigrant hoards, ocean freights, etc., so far exceeds our income from merchandise exports that we are rolling up a deficit of about \$300,000,000 yearly.

Now, since any attempt to pay this yearly debt by exporting the amount in gold would paralyze the stock and money markets, these big operators contrive to sell or pledge enough securities abroad to square the account. The transactions are precisely the same as those undertaken by the Morgan-Belmont syndicate in 1895, when it contracted to protect the Treasury reserve from being depleted by the foreign demand for gold. It was done by selling or pledging enough securities abroad to offset our annual foreign debts. The only difference in the transactions was that, in 1895, it was the Government that hired the syndicate to protect the reserve, whereas, in this later period, the big operators are doing the same thing to protect themselves; that is, to avert a collapse in the stock and money market which would be ruinous to their interests.

He insists that "it is a gross deception to represent the \$1,080,000,000 in the Treasury and banks as belonging to this country, when, as a matter of fact, \$745,000,000 of the amount is owed abroad. If a merchant were to represent to those from whom he bought goods that he had \$150,000 cash in the bank, all his own money, when in reality \$100,000 of the amount had been borrowed, he would be considered guilty of trying to obtain goods under false pretenses. And yet his statement would be just as near the truth as this claim that the \$1,080,000,000 in the Treasury belongs to the United States."

When the war of secession commenced, it was realized that there was very little gold in the United States in spite of the great amounts that were produced by California and other Pacific States, and so the Government had no other resource but to issue paper money, which soon fell far below par, and did not reach a parity with gold until 1879. The simple fact is that from the discovery of America its gold has been drained into Europe, and is being so at this moment. It is only in Europe that we can borrow gold.

THE BOYERTOWN DISASTER.

Now that sufficient time has elapsed to permit of something like a connected account of the theater fire in the little town of Boyertown, Pa., to become generally known, the character of the disaster becomes even more harrowing than was believed at first. Close to two hundred people lost their lives as a result of the panic, which, while not so serious a disaster as the theater holocaust in Chicago, some years ago, is, nevertheless, by comparison with the size of the building, the number of persons present at the time of the panic, said to have been about 350, and the size of the town, with a population of not over 2,500, an even more overwhelming event to the place immediately concerned.

It now appears that the panic was not caused by the fire, but that the fire was due entirely to the panic. An electric lamp flickered and sputtered, and some timid individual shouted fire. This started a wild

stampede, during which the stage footlights, which were oil lamps, were overturned and caused the fire, which naturally increased the confusion and panic. Had the people remained cool and taken sufficient time for an orderly exit from the little theater, all might have been saved, as the auditorium of the place was on the second floor, with many windows on all sides and a strong sloping roof in front, onto which the windows opened. Everybody sought to escape by the six-foot staircase at once, and it was on this staircase that the jam occurred which cost so many lives.

This last disaster, like so many that have gone before, shows that there is no way of guarding against panic, hence the only safety in theaters and other public places of assemblage is provision for many and commodious exits, wide stairways, where stairs are necessary, and ceaseless vigilance on the part of those in charge of places of amusement. While incipient panics have sometimes been checked by a few cool-headed persons, a panic once in full swing can no more be checked than can a whirlwind. There can not possibly be too many exits which can readily be reached and which can not be congested nor jammed by any possibility.

Another Large Dam To Be Constructed.

Niles, Jan. 22—It is announced that the Berrien Springs Power & Electric Co., of which Millionaire Charles A. Chapin, of Chicago, is President, has secured all the rights for the building of a dam in the St. Joseph River at the village of Bertrand, four miles south of here, and near the Michigan-Indiana State line, to transmit electricity. It is given out that work will be commenced as soon as the 20 foot dam, which the company is building in the St. Joseph River, at Berrien Springs, ten miles south of here, is completed.

The Berrien Springs and Bertrand dams will be operated in conjunction with the dams at Buchanan, Twin Branch, Indiana and Elkhart, and a large steam plant at South Bend.

In addition to the value of these dams from a commercial standpoint, a lake half a mile wide and several miles long will be formed above Berrien Springs, which will have many advantages for Berrien Springs from the resort standpoint.

Six Woolsons in One Store.

Toledo, Ohio, Jan. 21—We are just starting off on a trip of several months, and I wish you would send the Michigan Tradesman to my brother, instead of to my address here in Toledo. You certainly publish the best merchants' periodical I have ever read, and I do not like the idea of having so valuable a journal come here each week, only to be cast aside. My brother's address is Wm. A. Woolson, Mount Vernon, Ohio. He is a merchant, and has five sons who are also merchants. They are the kind who read and I predict they will fall in love with the Tradesman.

He wrote me some time ago that he and his five sons were all working

behind the counter in his store, and that he did not believe many towns could say as much. I agreed with him, for I never knew a merchant before who could boast of six Woolsons in one store.

Trusting you will comply with my request, and with love and kind regards,

A. M. Woolson.

Some Incongruities in Man's Life.

A man's life is full of crosses and temptations.

He comes into this world without his consent, and goes against his will, and the trip between the two is exceedingly rocky. The rule of contraries is one of the important features of the trip.

When he is little the big girls kiss him, but when he is grown the little girls kiss him.

If he is poor he is a bad manager; if he is rich he is dishonest.

If he needs credit he can't get it; if he is prosperous every one wants to do him a favor.

If he's in politics it's for pie; if he's out of politics you can't place him and he's no good to his country.

If he doesn't give to charity, he is a stingy cuss; if he does it is for show.

If he is actively religious he is a hypocrite; if he takes no interest in religion he is a hardened sinner.

If he shows his affection he is a soft specimen; if he seems to care for no one he is cold-blooded.

If he dies young there was a great future ahead of him; if he lives to an old age he has missed his calling.

The road is rocky, but man loves to travel it.

The Remedy.

"I suffer dreadfully from corns," remarked an elderly citizen, who was waiting for a car. "They make life a burden to me."

"I can tell you a remedy," declared the man with the mouse colored whiskers, "that will drive away your corns within forty-eight hours."

"You can?"

"I can."

"I'll be eternally grateful to you, mister."

"Don't mention it, my good man. Whenever I can relieve suffering mortals, I am only too glad. Now you just practice deep breathing—"

But the elderly citizen snorted indignantly and walked off muttering.

No church is more needy than the one that neglects the needy.

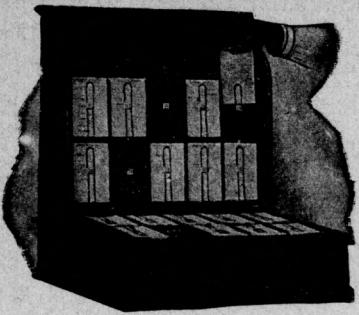
BUSINESS CHANCES.

For Sale—Drug and grocery stock, business established seven years in town of 600. Central Southern Michigan. Average cash sales \$200 to \$250 per week. Other interests demand attention. Would take small farm or other property part payment, rest cash. Address Z, care Tradesman. 453

For Sale—Or to exchange for hardware or implement stock, 288 acres raw land 4½ miles from Coolidge, Hamilton county, Kan. Nice level land. Address C. H. McClure, Ida Grove, Ia. 452

Harness business, stock and tools. Must sell on account of health. Only shop in town of 2,000. Doing first-class business. L. Wilhelm, Portland, Mich. 451

Great Opportunity for party with limited capital stock to buy \$4,000 general stock in best condition, Northern Michigan, town 6,000. Brick store, living rooms over the store. Low rent. Will sell cheap for cash. Best reason for selling. Address No. 450, care Tradesman. 450



Why Is the McCaskey Account Register the BEST?

Because it is built on scientific principles, giving the **GREATEST EFFICIENCY OF SERVICE** with the least amount of labor expended in operation.

The McCaskey has balanced leaves (no dead weight.)

The accounts are all within the range of vision of the person operating it. You can see the accounts on the last leaf as well as those on the first. You can see twenty complete accounts at a glance. You can tell in five minutes how much one hundred customers owe you. Accounts are all handled with but **ONE WRITING** and they are **POSTED** and **TOTALED** to the minute ready for settlement without making another figure.

It is fully protected by patents.

BEWARE OF INFRINGEMENTS.

If you do a credit business you should investigate.

Our 64-page Catalog is **FREE**.

THE McCASKEY REGISTER CO.

27 Rush St., Alliance, Ohio

Mfrs. of the Famous Multiplex Duplicate and Triplicate Pads;
also End Carbon, Side Carbon and Folded Pads.

Agencies in all Principal Cities

The Financial Situation

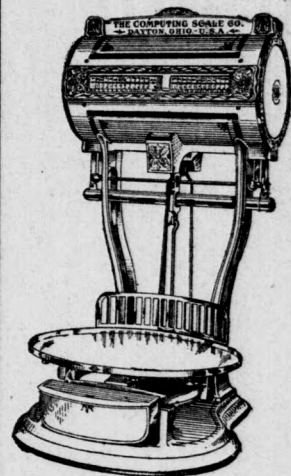
is a condition which is beyond the power of the individual to control. The large crops, the scarcity of currency and a hundred other conditions directly affect the commercial and industrial world.

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

\$1,000 In Cash Trade for \$20

Does this appeal to you, Mr. Merchant? Don't you think a proposition with such wonderful results worthy of your careful consideration?

We are constantly devising ways and means that will prove helpful to our customers, and knowing the serious drawbacks of often great pecuniary losses attending the "credit system" we hit upon our great

Premium Dinner Set Plan

as an effective means by which any merchant may successfully convert his business from a "credit basis" to

A Cash Business With Increased Sales

The plan is very simple and costs you only TWO CENTS FOR EVERY DOLLAR YOU RECEIVE. Remember YOU GET THE DOLLAR FIRST. We inaugurated this plan some years ago, and hundreds of our customers who have given it a thorough test are more than satisfied with the results. Remember we are

Not a Premium Company

and do not charge you the exorbitant prices these concerns have to ask. We have the goods in stock and our plan enables you to do your own premium business and reap all the benefits yourself. As a

Trade Producer and Advertiser

our "Premium Dinner Set Plan" is unexcelled. The moment you start our plan it will make your trade hum by creating excitement among your customers, who will enthusiastically embrace the opportunity of obtaining a beautiful

Dinner Set Absolutely Free

Nothing so captivates the feminine mind as a handsome set of dishes, and the moment you display the premiums and make it known to your customers that you are going to give them away ABSOLUTELY FREE every one of your customers will be eager to decorate her table or china closet with same and will become a LIVING ADVERTISEMENT for your store by showing her friends who are NOT your customers her beautiful premiums, and they in turn will be anxious to take advantage of your liberal offer.

Your customers will thus advertise your store far and wide without one single cent of cost to you.

ONLY ONE MERCHANT IN A TOWN can procure this great cash trade producing advertising plan. Will you be the one?

\$10.85

is all it requires to start this excellent cash trade producing plan. For this amount you receive everything necessary, such as circulars, tickets, placards and a handsomely decorated old English blue porcelain dinner set worth \$15 in any retail store.

Ask Us for Particulars Today

We Make
No Charge For
Package and Cartage

H. Leonard & Sons
Grand Rapids, Mich.

Half your railroad fare refunded under the perpetual excursion plan of the Grand Rapids Board of Trade. Ask for "Purchaser's Certificate" showing amount of your purchase.

Crockery, Glassware
and
House-Furnishings