

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.

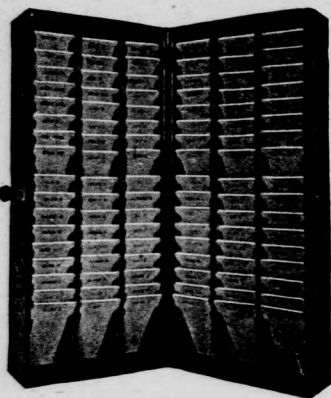
Toasted Corn Flake Co.
Battle Creek, Mich.

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.

If Your Time is Worth Money

You cannot afford to spend any of it doing bookkeeping. Why not use

Tradesman Coupon Books

and put your business on practically a cash basis? We will send you samples and full information on request and can give you the names of thousands of satisfied users.

Tradesman Company

Grand Rapids, Mich.

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, FEBRUARY 5, 1908

Number 1272

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

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HENRY IDEMA, Vice-President
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**FIRE AND
BURGLAR
PROOF**

SAFES

**Grand Rapids
Safe Co.**

Tradesman Building

SPECIAL FEATURES.

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DON'T BUTT IN.

"I would just like to have the running of that store for about six months," remarked a traveling salesman to a neighbor of the merchant he had in mind; and he added, "I'll bet I could make a difference of 50 per cent. in his total sales during that period."

It is quite likely that the salesman in question spoke a greater truth than he intended, because, as a rule, people who criticise, basing their judgment solely upon their own self conceit, do not know what they are talking about. The chances are that the "difference" promised would have been fully 50 per cent. in the shape of a deficit rather than toward a profit.

And, besides, no salesman, traveling or otherwise, who has good common sense, not to mention the discretion ordinarily attributed to members of that guild, has any call to come out flat-footed to a neighboring merchant with any such comment, no matter what the circumstances. If he has any judgment to voice it should be invariably addressed to the man whom he is criticising.

And this rule applies to all departments of business. The guest who is confident that he could give the hotel manager valuable pointers as to the operation of his hotel is all right if he bestows them solely upon the landlord; the clerk who is cocksure that he could improve on the methods of his employer can do no wiser thing than to offer his suggestions to the employer and to no one else; the citizen who knows better how to run a newspaper than do the editor and publisher will be welcomed by that editor if the ideas he has to offer are worth anything.

The fact of the matter is that the average man who has his ambition, energy, knowledge and money all invested in a certain line of business is better qualified, as a rule, to pass judgment on the management of that business than is any outsider. Of course, all men make mistakes and few are proof against criticism of some sort. Thus it happens that the wise outsider who is truly a friend, truly interested in the welfare of an

enterprise and truly competent to hold and express opinions of value in relation thereto, never proclaims his friendship, his interest and his opinions from the housetops or to a next door neighbor. He goes directly to headquarters and, without ostentation, fairly, frankly and honestly expresses himself in a kindly way. That is to say, he does this if there is occasion to do so. Such a man does not "butt in" boldly, neither does he hesitate to approach his friend on the subject. He uses discretion, he is absolutely dispassionate and always in earnest. If his views do not meet with his friend's approval, he does not lose his temper and if his friend acts along lines which he has suggested he does not become inflated with his own wisdom and influence. Such a man is usually a first class, reliable business man and as a rule his friends, those in whom he is truly interested, are in the same category.

JAPAN TAKES ACTION.

After dodging the true issue for months the Japanese government has finally seen the coolie immigration problem in its true light and has issued an edict stopping the emigration of all laborers to Hawaii, except such as have relatives already in the Islands. The edict also directs that all government officials strictly enforce the prohibition against the emigration of laborers to the United States.

Should Japan carry out her promises in good faith there should be no more trouble concerning the danger of an excessive Japanese invasion of the Pacific coast, and all further risk of unfortunate outbreaks and drastic action by Congress should be at an end. There never has been any opposition to the entry of Japanese students and ordinary travelers, hence it can not be charged that any serious prejudice existed against the Japanese merely because of their nationality. What the people of the Pacific coast objected to was the wholesale inflow of cheap laborers of thrifty habits, who immediately proceeded to work at lower wages than American labor and in direct competition with such labor.

Just what influences finally determined the Japanese government to take the step finally adopted is not known. It is probable that the questions involved are now better understood in Tokio than was the case at first, and the fact is known that the opposition to Japanese labor is based mainly on economic grounds. There are those who believe that the voyage of the fleet around Cape Horn to the Pacific disposed the Japanese government to be more reasonable. Such is probably not the case, however. Japan is in no financial condition to stand a fresh quarrel with

any outside power of such wealth and influence as the United States. A settlement of the immigration question was therefore imperative, and Tokio no doubt thought the matter had best be settled before the advent of the American fleet in the Pacific created a situation that would look very much like armed pressure.

MUST GO FORWARD.

Over 500 of the business men of Grand Rapids participated Tuesday evening in the annual dinner of the Grand Rapids Board of Trade, and they had a good time. The programme was somewhat informal, the menu was of good quality and well served, the music was delightful, the speeches were clever, radiant and brief and the spirit of companionship was contagious. The special features, the Evening Press Newsboys' Band, the cartoons by Mr. Rouse, the limericks by Mr. Moulton and the "Gong," all provided through the courtesy of Mr. Edmund W. Booth, Manager of the Evening Press, contributed greatly to the total pleasure of the occasion.

This means that over 500 of the business men of our city are specifically and individually committed to the purpose and scope of the Board of Trade and that nearly 500 other business men who were unable to attend the function are in hearty sympathy with the ends aimed at by that organization. It means, also, that the reports submitted, the speeches made, the enthusiasm shown and the resultant good fellowship constitute a sufficient rebuke to the cowardly efforts of a hopeless egotist who has exerted himself to his limit toward discrediting an organization which has no ax to grind save the promotion of the general welfare.

And it means other things: It means that the Board of Trade as an organization courts honest criticism, based upon demonstrated facts; it means that the organization makes no claim to being absolutely perfect in all of its efforts, no pretense that its system is without fault. Were that organization impeccable its deathknell would be heard in that infallibility and, having served its purpose, it would make way for the Something Better.

The Board of Trade can not go backward. It can not remain stationary. It must go forward else it will have no right to exist. Progress is demanded because progress reveals errors that must be corrected and at the same time, if genuine, it develops the methods and means for rectification and a nearer approach to the ideal; and the hundreds of public spirited men who constitute the membership of the body may be relied upon to help toward such advancement.



New Things Designed for Women Autoists.

Since automobiles have come to stay—hail the day!—manufacturers of all sorts of ladies' garments, outer and inner, are making things that appeal in particular to these favorites of Fortune who are not obliged to depend on horses or the trolley—unless there is a break-down, and then anything that goes is found very acceptable.

There's a mannish looking shoe lately gotten out by different shoe factories. It goes by various names, but the dissimilitude is mainly in the lower part and the eyelets. Some of the latter are made of heavy celluloid and look distinctly chic. This handsome boot is ten inches high and these celluloid shoestringholes sometimes number as high as fifteen or more on a side. The high curved-front at the top gives a stylish military appearance to this fine shoe. Quite often the vamp is ridged, sometimes plain. There may be a tip or none, according to individual fancy. The heel of this footwear is always military or Cuban; anything else would look entirely out of place. As to military and Cuban heels, I can see precious little difference—about that between tweedle-dee and tweedle-dum or between six and half-a-dozen! Go into almost any shoe store and call for a boot with a military heel and they will show you a certain sort. Ask to see the same thing with a Cuban lift and they open a carton and hand you out a shoe with that identical heel. Questioned as to in what the variation in style consists and most any dealer will capitulate; will admit that there is little, if any, variation. Whether a patron calls for one or the other they bring out a shoe with practically the same shaped heel. A few Saint Crispins will tell with a combined air of honesty, mystery and suavity that there really is some differentiation, but that it is so slight as to be scarcely noticeable except to the practiced eye of the long-time dealer—the eye of the expert.

One experienced manufacturer advertises thus in regard to this elegant footwear:

These
Auto Boots
Now in Stock

Three Reasons.

First—Take "Blank" shoes. Forget that they are stamped "Blank." Consider only the intrinsic merit and value of the shoes themselves. Compare them style for style and price for price with any other line produced.

Second—Add to this the prestige and advertising value of the trade-mark "Blank." Consider its force in your appeal to women.

Third—Remember that the "Blank" methods enable the retailer to show a turnover of two or three times for every once of

the regular shoe stock.

Then you will understand something of the reasons why "Blank" shoes have made such famously successful shoe departments and have the endorsement of so many famously successful merchants.

According to the conviction and predictions of the above advertiser, the so-called Napoleon shape will be extremely popular with the fair feminine auto-enthusiasts.

In getting in and out of a devil-wagon a woman shows more or less of her ankles, according to the time she has at her disposal—also according as those same ankles are pretty or ill-shaped; and if there's anybody looking—and it's an axiom that there is if a man's anywhere around—she certainly wants to display, if display she must, a trimly-fitting shoe that is becoming to the shape in which Nature molded her ankles.

Let the auto women adopt one of two styles: the extra-high boot or the oxford, unless they possess the leg of a wax doll, for there's nothing so ugly on any other shaped ankle than what is known as a "medium-high" shoe. 'Tis "neither hay nor grass" and is a regular eyesore—when "anybody's looking" when Milady enters or alights. Given the auto boot or the oxford and the average woman's ankles look captivating, "divine," but encase them in the "medium-high" boot and—oh, me! oh, my!

* * *

Listen to me anent one of the new bags for spring of '08:

The dealer who is not a "dead one" will notice which way the spring wind is likely to blow the straws and, noticing, will lay in a goodly stock of the leather bags especially designed for the use of women devoted to the sport of autoing.

This leather novelty will, in all probability, meet with an even greater sale than last year, as it is clearly practical.

Far too many of the "conveniences" for automobilism are mere toggles—fakes. A thing, to be "convenient," must be so in reality as well as in name.

This one to which I refer is handy in fact as well as in description. It is commodious, shuts up as tight as a drum, allowing little or no dust to sift in (a most important desideratum), and opens out with the big mouth of a 'gator traveling bag, bringing to view all the innermost recesses where may be stored all the paraphernalia requisite for the rejuvenation of the lady autoist at the stop for either light refreshments or dinner.

Some such receptacle for carrying the mysteries of the toilet is absolutely indispensable if a woman desires—and, pray tell, what one does not?—to sit down at a table looking her prettiest, barring possible fatigue.

A woman autoist should always take along the following articles in this leather bag, and plenty of them, so that if her fellow tourists have neglected to provide themselves therewith she may play the "Good Fairy" and help them out in the renovating process:

Face cloth, face towel, soap, powder, chamois or flannel (preferably the latter, as it does not slide over the skin as does chamois, the latter leaving the face greasy looking), all the manicure folderols, several clean collars or stocks, mending kit (including scissors), all sizes of safety pins (black and white) for instant repair of rents, stout knife, ball of string and any other needfuls that may suggest themselves to provident minds. Oh, yes, and there should be a tiny bottle of glycerine wrapped securely in a piece of rubber cloth or oiled silk. This for the nose to make the powder stick on.

Thus equipped an auto lady may make a dash into the country or fare forth on longer trips, confident that she is able to effect an expeditious change in her appearance if occasion requires.

* * *

Even in the warmest day of summer it is unsafe to go driving without a wrap of some sort, as the weather is always subject to change and unpreparedness in this regard spells extreme discomfort for the unwary one.

By all means this wrap should be something to withstand the elements—rainproof as well as coldproof, also dustproof. Don't expect to wear fine togs in the auto and have them look like anything but old duds in a very short time. Cultivate laundriable raiment wherever possible.

"Another type of garment which for several seasons has had a marked influence on women's fashions is the automobile coat. Many of the best designs for outer wear have been taken from the models especially designed as automobile coats. A special cheviot garment of this character by Paquin, while designed for automobilism, furnishes a basic idea for the cut of outer coats for general purposes.

"This coat is a somewhat extreme type of what is known as the seamless cut. It has, however, a novel feature in the quaintly shaped yoke, which feature is accentuated by the single-breasted fastening with enormous buttons and buttonholes. Capacious pockets are let into the side seams of this coat, and are practical not only from their size, but because the buttons on the openings give security to anything placed in the pockets. The sleeves are cut in one with the body of the garment and are drawn into a semblance of shape by cuff trimmings of velvet."

* * *

There's a new stuff in the maline line that is going to prove a veritable boon to women who are out in all kinds of weather, and that is Malinette.

Read what one agent has to say in its favor:

"A dress accessory that is a necessity—Malinette, the moisture-proof maline.

"Look around the stores and see all the women that are wearing Malinette—it is everywhere. Malinette is the only thing for neck bows, boas, hat trimmings, dress trimmings; and it has dozens of other uses that women know about.

"It retails in pieces of one to twenty yards. Comes in black, white and all the fashionable shades of the season—to show it means to sell it.

"Malinette costs a trifle more than ordinary maline, but it is worth it. Tell a woman that it's rain-resisting and she's satisfied.

"Perspiration, damp air, even rain can not injure Malinette—that's an argument that women can not resist. This is the only practical maline. Our new moisture-proof process has opened up a wide field with profit possibilities that you can not afford to pass by."

Extra for Labor.

A Western jobber recently sent an aspiring young man on the road to open up a new territory where a railroad was going through. All the towns being new, there were no hotel accommodations, and it was necessary for the salesman to secure meals and lodgings at restaurants, etc., where the price was 25 cents per meal. On looking over the expense account the manager noticed all meals charged at 50 cents.

"Look here, Charlie, I see you have charged us 50 cents per meal on your trip, and I am reliably informed that it is impossible to get a meal for more than 25 cents in your entire territory. How about it?"

"Well," said the salesman, "you are right. It did cost me but 25 cents per meal, but I'll tell you, sir, it's worth the other 25 to eat those meals."

Rev. Charles Graves, a Unitarian minister of Passaic, N. J., has made a sensation and secured some notoriety for himself by an attack on the popular Moody and Sankey hymn book. He says the hymns sung in the Unitarian church are obsolete doctrinal instruction, served up in ragtime jingles, doggerel and nonsense. He laments the perversion of church music, which he declares has been done to the point of abuse by Moody and Sankey and a host of imitators of varying degrees of worthlessness. So drastic and radical are his ideas of the hymnal of the Unitarian church that he would have it revised so that every stanza will be made to reflect the new theology. He objects to all the old figures of speech in which spirits were spoken of as having wings, and he would shift everything so that there be no references to the heavy hand of Divine Providence and no confessions of weakness on the part of mortals here below.

The greater the opportunity the less likely it is to have an advance agent.

100% Dividends

An improved Hanson Gasoline Lighting System pays for itself every few months in reduced light bills and increased business. Different from all others. Let us give you full information and prove our claims.

American Gas Machine Co.
Albert Lea, Minn.

THE DILLON BURGLARY.

How Proof of Rebating Was Accidentally(?) Found.

Written for the Tradesman.

Halpin & Harris were doing a general country store business away out West, in a town which it is not necessary to name here. It was a one-railroad town in a fruitful country, and the young men looked ahead to riches and leisure.

They sold about everything, from provisions to lace curtains and threshing machines, but there was one important article which they did not seem to get along with. The best they could do with it was to lose money on every deal.

This was salt. No matter how low they put the price, Dillon, their principal competitor, went them a few cents better, so they were virtually out of the salt business, although the demand there was large and the profit ought to have been considerable. Dillon wasn't in any better shape to lose money than they were, but he cut prices until he got the trade for twenty miles around, and that was all there was of it.

The young merchants puzzled over the problem for a few months and then gave it up. They were new hands at the business and were not up to all tricks of the trade. One day their eyes were opened. That was the day that Ralph Emmons, an old friend of Halpin's, came into town looking for business in the sugar line.

That evening, at the close of business, the two merchants and the salesman sat out in front of the store, looking over the scenery and smoking good cigars. During the afternoon the salesman had rumaged around the store quite a lot, and now he opened up.

"Look here, boys," he said, "I notice that you're shy on salt. I see only a few barrels in the warehouse. Now, salt is salt in this desolate land, and you ought to keep a big supply on hand. The stuff will be going up directly, and you can make quite a piece of money by loading up now."

"I don't think it will be going up," laughed Halpin.

"Tell you what I'll do," continued the salesman, not noticing the interruption, "I've got a friend in the salt business. He's all right, and handles good stuff. I'll give you his address, and you write for rates. He wants to get into this neck o' woods, and will quote prices that will make your hair curl."

"Nothing doing," replied Halpin.

"Emmons doesn't understand the situation," said Harris.

The salesman looked up in surprise.

"What's got into you fellows?" he asked. "There ought to be a lot of money in salt out here."

"It's just this way," explained Halpin, "Dillon, that's our principal competitor, would sell for five cents a barrel rather than lose the trade. We've tried to handle salt, but we can't. We keep only a few barrels on hand for our regular customers."

"Always cuts under you, does he?"

"That's what he does."

"How long has this thing been going on?"

"Something over a year."

The salesman rattled the keys in his pockets and laughed.

"You're a precious pair of infants!" he exclaimed.

"For instance?"

This from Halpin, who didn't seem exactly pleased at the grade he was getting into in the mind of the salesman.

"Why," explained Emmons, "this man Dillon, your rival, is beating you out on salt because he's getting a rebate which enables him to control the market."

"But he pays the same freight rates that we do."

Again Emmons laughed. The firm of Halpin & Harris looked sheepish.

"You'll find that he's getting three-fourths of the money he pays on salt back at the end of the month," continued Emmons.

"I thought that rebates were called in long ago," observed Harris.

"They never will be called in," replied Emmons.

"Well, it makes no difference what the reason is, we can't sell salt. There

Halpin wasn't much of a fighter.

"If there is such an arrangement," resumed Harris, "there must be written proof of it somewhere. The railroad company may have it, or Dillon may have it. It is me for the try at it."

"If you get it at all," said Halpin, "you'll have to get it with a jimmy. It is kept under cover, you may be sure of that. Besides, what good would it do us to get it? Tell me that."

"You could make the company quit discriminating," replied Emmons.

"Yes; until they were caught again!"

"There must be a way," said Harris. "Why, with absolute proof in our hands, we could get any old rate we asked for. I'll give a thousand out of my own pocket for the right kind of proof."

"And I'll give another," said Halpin, "but it must be of the gilt-edged kind."

The next morning, when Emmons left town, Harris walked to the depot with him, and there was much talk, mostly in whispers. Harris went back to the store with a triumphant

the store working at the safe. Halpin wanted to put a nightwatch in the store, but Harris only smiled at the idea. In the absence of his partner Harris seemed very much pleased over something, and within a couple of days he made several out-of-town trips which Halpin could not account for.

One evening Halpin went back to the store and found Harris there pouring over a lot of correspondence.

"Look here," said the junior partner, "we offered a thousand apiece for proof of the rebate business, and we have been called. Where's your thousand?"

Halpin's eyes stuck out like door-knobs.

"Oh, I've got the railroad company in a half-Nelson," said Harris. "We can sell salt now, and almost anything, at cut-rate prices. The burglars scattered the papers around at Dillon's, and these railroad documents were found next day. Come down!"

"You haven't been bringing burglars here, have you?" asked Halpin suspiciously.

"Do I look like a man who would do such a thing?" asked Harris, with a wink.

"Well," said Halpin, producing his money, "it seems that Emmons might have sent a man who wouldn't find it necessary to get a clip on the coco."

"Hush!" said Harris. "We're sorry for Dillon, right now!"

Alfred B. Tozer.

Contract Let for New Mill.

Dowagiac, Feb. 4—A contract was let by the Colby Milling Co. for a new flouring mill to be erected on the spot where its large mill was recently burned. The Allis Chalmers Co., of Milwaukee, secured the contract, which includes a building five stories high, to be constructed throughout of reinforced concrete.

The very latest improved machinery is to be installed. The mill is to have a capacity of 400 barrels per day, and is to be completed ready for business by August 1.

H. F. Colby, the senior member of the firm, who suffered a slight stroke of paralysis a short time ago, is fast recovering and will soon be able to resume his former active business duties.

Knocks From a Knoxville Packer.

Ignaz Fanz, a sausage maker, of Knoxville, Tenn., has a letterhead that is interesting. It is printed in two colors—blue and yellow. All the reading matter is inside a border made of sausages. At the top, in white letters, against a blue background, is this sentence:

You need a biscuit, but you need a wiener-wurst.

Another catch line is: "Our pork sausage is a hoggy article."


Marvels of Arithmetic.

Two and two make four. This is a platitude.

Two and two make three. This is demagogism.

Two and two make 150. This is high finance.

J. F. STEIN'S DEPT. STORE



DRY GOODS

CLOAKS

FURNISHINGS

HARBOR SPRINGS, MICH. Jan. 16, 1908.

Michigan Tradesman, Grand Rapids:

Gentlemen--I am enclosing check for \$2 for the Michigan Tradesman another year. I think it is well worth the price, as I always find an abundance of good reading in it. When your price was one dollar a year I did not think you got pay for your good work.

Yours very truly,
J. F. Stein

is no use in monkeying with it. How much rebate does this man Dillon get? What is your notion about that?"

"Enough to control the trade. He probably fixes the price he pays on carrying salt. He's got you there."

"Cheerful sort of a proposition, isn't it?"

"Nothing but business. Why don't you put up a fight instead of sneaking off?"

"Fight against a masked battery like that? Not much!"

"If we could get some sort of proof—"

This from Harris.

"Proof!" echoed Halpin. "You might as well look for proof as to the striking of ancient Billy Patterson."

"—we might win out," continued Harris, whose fighting blood was up. "It is a shabby deal, and I'd like to put it all over the railroad and Dillon, too. Why, a decent firm can't do business if the railroad takes a notion to trim them. If they can drive us out of the salt market, they can drive us out of the store. We've got to find a way to make them quit."

"But how?"

grin rippling over his clean shave.

Dillon kept right on selling salt. He had so much business that he had to employ an extra clerk, a trim young fellow from Chicago who made friends in the town at once. He slept in a little room on the second floor of the store building.

One morning when he came down town Harris found a crowd out in front of Dillon's place of business. Winans, the new clerk, stood in the doorway with a bandage around his head. The store had been burglarized and Winans had caught the thieves at their work and got a clip over the head.

"I went downstairs after a cigar," he was saying, "and caught two men at the safe. They hadn't got it open yet, although they had rifled the boss' desk. I made a break for them and got stopped with this," indicating the wound on his head.

Dillon was wild over the affair. He declared that valuable papers had been taken from his desk, papers which no ordinary burglar would have carried away! Numerous arrests were made, but no one was held, as Winans declared the accused were not the men he had seen in



Movements of Merchants.

Shelby—The Shelby & New Era Creamery Co. has declared a 15 per cent. dividend.

Charlevoix—E. A. Jeffries has purchased the W. Vandercook & Son stock of groceries.

Bangor—Emery Randall and Arthur Parker have purchased the J. M. Lee meat business.

Sherwood—Morris & Cole have purchased the J. C. Seymour stock of dry goods and groceries.

Benton Harbor—Dorothy B. Collins & Co. have purchased the Young, Peck & Co. stock of millinery.

Cadillac—J. M. Rossell, of Henderson township, has purchased the J. J. Gaasbeck stock of notions.

Boyne City—D. C. Hutchins, of Fife Lake, has purchased Geo. Chittum's stock of groceries and baked goods.

Portland—Miss Fern Dawdy will engage in the millinery business at the corner of Bridge and Maple streets.

Sault Ste. Marie—E. C. Roberts, of Minneapolis, Minn., has purchased the Nickel Plate shoe stock at 305 Ashmun street.

Howell—A. J. Prindle has sold his stock of dry goods and groceries to the Detroit Mercantile Co., who will continue the business.

Shelby—M. W. McQuarrie has returned from Seattle, Wash., to take the management of the A. R. McKinnon hardware store.

Wayland—Lee Deuel has sold his stock of general merchandise and store building to William B. Hooker, who will continue the business.

St. Johns—C. E. VanSickle and Bert Glaspie have formed a partnership in the drug business under the firm name of VanSickle & Glaspie.

Elsie—N. G. Pearce has sold his drug and stationery stock to E. I. Frasier & Co. Mr. Pearce intends to go West with a view of locating.

Alma—Eckert & Sack, who have conducted a meat market at 208 Superior street, have dissolved partnership, W. A. Sack continuing the business.

Portland—"Buster" Wilton has opened a tobacco, confectionery and news store in the building formerly occupied by F. England as a barber shop.

Calumet—Olaf Paulson has purchased the Edward Nelson stock of groceries and baked goods. Mr. Nelson is as yet undecided as to his future plans.

Ludington—H. L. and G. R. Shrink have purchased the J. S. Brown stock of confectionery. They will do business under the style of Shrink Bros.

Manistee—Emerson J. Wolfitt, who has been connected with the Bay City Beef Co., has accepted the position of manager of the E. J. Cornwell Beef Co.

Bellevue—J. F. Sackett has sold a part interest in his implement busi-

ness to Supervisor Mead, of Kalamo. The new firm will do business under the style of Sackett & Mead.

Coldwater—Miss Ida Nettleton and Mrs. J. L. Bassett, the two sisters of the late V. L. Nettleton, will continue the hardware business under the firm name of Nettleton & Bassett.

Shelby—E. L. Stevenson, of the former drug firm of Corathers & Stevenson, of Stanton, has purchased the J. W. Runner Drug stock. Mr. Runner will retire from the mercantile field.

Inlay City—Homer Parsell and Claude Sleeman have purchased the John F. Zimmerman stock of hardware. Mr. Zimmerman will go on the road as salesman for a Detroit stove company.

Freeport—Len Wolcott will open a clothing store at this place about March 1. For several years he has been in the employ of Isaac E. Moore, where he has made a large acquaintance.

Petoskey—The Thomas Quinlan & Sons Co., Ltd., which will deal in real estate, has been incorporated with an authorized capital stock of \$25,000, of which amount \$5,000 has been paid in in cash.

Lansing—A. W. Sherwood & Son have sold their undertaking stock to J. M. Gorden & Son, of Burnips Corners. The new firm will conduct the business at the old locations, both here and at Hamilton.

Lansing—The Lansing Segar Co., which will engage in the tobacco and cigar business, has been incorporated with an authorized capital stock of \$6,000, all of which amount has been subscribed and \$600 paid in in cash.

Adrian—A meeting of the executive committee of the Business Men's Association was held Tuesday evening to devise a plan for raising the \$5,000 bonus promised the Wing & Parsons Manufacturing company for the removal of their plant to this city from Chicago.

Detroit—The Dueweke Grocery Co., which is engaged in the wholesale grocery business, has merged its business into a stock company under the same style, with an authorized capital stock of \$75,000, of which amount \$65,000 has been subscribed, \$1,000 being paid in in cash and \$64,000 in property.

Port Huron—The case of Charles Carey against his brother, Thomas Carey, for the dissolution of their partnership in the grocery business and the appointment of a receiver was heard before Judge Tappan Monday. An injunction restraining Thomas Carey from disposing of any of the stock of the firm was granted. The brothers agreed on the dissolution and the appointment of E. E. Stockwell as receiver.

Saginaw—F. H. Cash, wholesale dealer in butter, eggs and poultry, has bought an interest in the Stone, Purser Fruit Co. here and will immediately take charge of that concern's butter and egg department. Mr. Cash is one of the best experienced men in the State in this line. Wade Dawson, Treasurer of the company, will continue to look after the fruit and vegetable end of the busi-

ness, and W. M. Dawson represents the house on the road.

Detroit—The Michigan Bean Jobbers' Association at its winter meeting held here last week, adopted resolutions providing for the expulsion of any member countenancing the business of outside buyers known as "scoop-shovelers," who enter a community with a freight car and buy up the farmers' beans by sample. Statistics presented by Burdick Potters showed that Michigan produced 4,829,000 bushels of beans last year, against 5,158,000 bushels in 1906. The annual meeting of the Association will be held next September in Grand Rapids.

Detroit—The stock and business of D. Beaudry has been purchased by Theodore J. Carron and John A. Heavenrich, who will comprise the firm of Carron & Co. Mr. Carron has been the manager of Beaudry's for the past twenty-three years, and has a wide circle of friends. Mr. Heavenrich was formerly a member of the firm of Heavenrich Bros., clothing manufacturers of this city, and is now connected with a clothing manufacturer of Rochester, N. Y. The new firm has bought the Beaudry stock in order to get the lease and good will of this old established stand and will put in a complete stock of clothing, furnishing goods and hats as soon as their present stock is disposed of.

Detroit—A new corporation has been organized, to be known as the Michigan Grocer Co., which will continue the wholesale grocery business heretofore conducted at 58 and 60 Jefferson avenue by Crusoe Bros. Co. The stockholders of the new company include the former stockholders of Crusoe Bros. Co., Frank A. Schulte, Peter Schulte and Martin Bayer, with the addition of Matthew Hannon and William C. Koester. The new corporation has purchased all of the business and assets of Crusoe Bros. Co., and has assumed all of the liabilities of the old concern and, with additional capital, will conduct a wholesale grocery business at the present location on Jefferson avenue. The officers of the new company are as follows: Frank A. Schulte, President; Martin Bayer, Vice-President, and Matthew Hannon, Secretary and Treasurer.

Manufacturing Matters.

Lansing—The capital stock of the Hall Lumber Co. has been increased from \$30,000 to \$50,000.

Northville—The American Bell & Foundry Co. has increased its capital stock from \$16,000 to \$32,000.

Grayling—The planing mill of the Salling-Hanson Co. has run out of orders and is closed temporarily.

Central Lake—The Cameron Lumber Co. has finished its lumber operations here after a run of over fifteen years.

West Branch—The Tolfree & Bartholemew shingle mill was not operated last year, but the firm is accumulating a stock of timber and will make an early start.

Bay City—The Richardson Lumber Co.'s new sawmill was expected to begin sawing January 20, but owing to

trade conditions it is indefinite when the mill will begin operations.

Elmira—The handle factory of Olds & Hixson is being put into condition to resume operations. A stock of 3,000,000 feet of timber will be secured, of which 1,000,000 feet is on hand.

Naubinway—The Naubinway Mill Co., which will carry on a general lumber business, has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Roscommon—N. Michaelson is erecting a saw and shingle mill near Higgins Lake, a branch track having been constructed to the plant. Mr. Michaelson has 150,000,000 feet of mixed timber with which to stock the mill.

Lansing—A stock company capitalized at \$100,000 is being organized which will manufacture cream separators, the general manager of which will be W. C. Hartman, who is the owner of many different makes of cream separator patents.

Detroit—A corporation has been formed under the style of the Fuel Protector Co., which will manufacture heating apparatus and fuel saving devices, with an authorized capital stock of \$11,000, all of which has been subscribed and paid in in cash.

West Branch—The Batchelor Timber Co. manufactured nearly 13,000,000 feet of lumber last year. Almost the entire output of the plant was sold. The company is calculating upon putting out this year about 60 per cent. of the output of last year.

Lansing—The Eclipse Wire Fence Co., which will manufacture wire fences and wire and copper cable, has been incorporated with an authorized capital stock of \$10,000, of which amount \$7,600 has been subscribed and \$1,500 paid in in cash and \$6,100 in property.

Thomaston—The Walloon Lake Lumber Co., which will engage in the general lumber business with business office at Traverse City, has been incorporated, with an authorized capital stock of \$100,000, of which amount \$90,000 has been subscribed and \$30,000 paid in in cash.

Boyne City—A corporation has been formed under the style of the Bolted Basket Co., which will manufacture baskets and wooden ware articles, with an authorized capital stock of \$12,000, of which amount \$6,000 has been subscribed and \$2,000 paid in in cash and \$4,000 in property.

Holland—A corporation has been formed under the style of the Van Eyck-Weurding Milling Co., which will engage in the general milling business. The new company has an authorized capital stock of \$20,000, of which amount \$18,000 has been subscribed and paid in in cash.

Detroit—The Detroit Soda Fountain Works has been merged into a stock company, which will manufacture and assemble soda water apparatus and accessories under the style of the Detroit Soda Fountain Co. The company has an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$300 paid in in cash and \$700 in property.



The Produce Market.

Apples—The market is without change on the basis of \$2.75@3 per bbl. for standard winter varieties. There is a good deal of poor and medium stock in the market and this moves very slowly. The apple deal has been an unfortunate one for many this winter and nearly everyone is losing money on apples now.

Beets—40c per bu.

Butter—Factory creamery has advanced 1c per lb. since our last report. The increasing firmness which has been a characteristic of the butter market for the past month or more was considerably increased by the cold snap. Creamery is held at 34c for tubs and 35c for prints. Dairy commands 25@27c for No. 1 and 19c 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 limited and demand continues of moderate proportions.

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—The cold wave now on us has had the effect of firming up values. Receipts are only moderate and it is generally believed that a protracted cold spell would materially lessen the volume of arrivals. Eggs are not moving out of the refrigerators as rapidly as they were and holders are not so optimistic. The demand from Eastern markets has largely fallen off. Local dealers pay 20@22c for fresh, case count, holding candled at 22@25c. Storage stock is steady at 18@19c.

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

Grape Fruit — Florida commands \$5.50 for 80s and 90s and \$6 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. Values are on a steady basis.

Lettuce—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—California Redlands command \$2.75@3; Floridas, \$2.75. The demand is very heavy and the movement is very large. Shipments from California are fully as large as usual at this season of the year, yet it is hard for dealers to keep all demands fully supplied. The California navels are of very fine quality now.

Parsley—50c per doz. bunches.

Parsnips—75c per bu.

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

Potatoes—The market is strong and

the demand is heavy. There has been some improvement in the call for seed potatoes from the South and shippers are feeling very optimistic regarding the outlook for a good heavy movement this month. Good table stock is in active demand for local use and supplies are not large. Local dealers hold at 60c.

Poultry—Local dealers pay 8½c for live hens and 11c for dressed; 9c for live spring chickens and 12c for dressed; 11c for live ducks and 12½c for dressed; 15c for live turkeys and 19c for dressed.

Squash—1c per lb. for Hubbard.

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

Turnips—50c per bu.

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

Owosso Business Men Alive To Their Interests.

Owosso, Feb. 5—The weekly meeting of the West Side Business Men's Association was held Tuesday night at the West Side hose house and was attended by the largest number of men of any meeting held yet. The purpose of the meeting was to elect officers, which election resulted as follows:

President—E. B. Stewart.

Vice-President—James Lynch.

Secretary—A. C. Dowling.

Treasurer—Theodore Kebler.

All of these men are hustlers and should fill their positions in a manner that will reflect credit on themselves and on the men who elected them.

The officers were appointed a committee to get out stationery, letter heads and envelopes, the latter to have printed on the back the different advantages of the Owosso West Side and offering inducements to manufacturing concerns to locate in that part of the town. Letters enclosed in these envelopes will be sent all over the country and in this way West Owosso will be advertised from coast to coast.

The Secretary was instructed to write a prominent show paper with a view of getting a line on all the best carnivals on the road. From this list, the Association will choose a company which will fill an engagement of a week in this city in the spring.

Another idea which took very well with the men at the meeting was to give away premiums of considerable value, as a stove or a watch, once each month, to people who trade in that part of the town. This the merchants believe will prove a drawing card.

That the enthusiasm over the association is spreading in that part of the town was shown in Tuesday night's meeting, when several people residing there, but who are not in business, were in attendance and asked that a fee for membership be made for people who wanted to belong to the Association but, like themselves, were not in business. It is quite probable that this will be done.

The Grocery Market.

Sugar—Raws have remained about stationary, and the situation remains firm, but sales have been made for future delivery at a slight decline. The refiners are still pinched for raw sugar. The consumptive demand for refined sugar, which is unchanged in price, is fair for the season.

Tea—Japan and Formosa must rule higher from now on than they have ruled at any time before, as the producing cost in all the countries named has considerably advanced. The demand for tea is fair, and conditions are unchanged.

Coffee—Spot is about the same. Roasters are still buying from hand to mouth, on account of financial conditions, but there is a steady movement into consumption, as is always expected at this season. There is no disposition whatever to anticipate trade wants. Mild coffees are steady and unchanged. Java and Mocha are unchanged and in moderate demand.

Canned Goods—Gallon apples are not so strong this week as they were last. While there is considerable firmness in the undertone of the canned fruit situation, the whole line is devoid of activity. Goods are moving slowly at unchanged prices. Only a small business has been done in future tomatoes as yet. There have been large offers slightly below the price asked, 80c, but they have been uniformly rejected up to the present time. Corn is dull and unchanged. Some New York packers have named prices for future delivery, some asking the same as last year, others 2½c higher. The latter are not believed to be very strong for their advance, however. Peas are unchanged, the demand being fair on spot and good for futures. Prices are unchanged. Peaches are unchanged, scarce, high and dull. The Alaska Packers' Association report their salmon pack for the year just closed as 1,110,035 cases of canned salmon and 3,791 barrels of salt salmon, which is considered a small pack, with sales already made which practically cover their offerings. Prices are ruling firm; and the chances are that many belated orders from jobbers will not be filled.

Dried Fruits—Apples are unchanged on a basis much below that ruling a few weeks ago. Dates, figs and citron are all unchanged. Prunes are selling in a small way at prices that show no change for the week. Peaches and apricots are still dull, on account of too high prices. Currants are quiet at ruling prices. Raisins are very dull, prices showing no change for the week.

Rice—The market is strong and active. Medium and better grades are ¼@½c higher.

Farinaceous Goods—The market is dull and featureless.

Provisions—The market is steady and unchanged. Pure lard is firm and unchanged, while jobbers have not yet advanced the price on compound lard. Manufacturers have done so on account of the advance in the price of cotton seed oil. The jobbers will probably follow shortly. The consumptive demand is only moderate. Barrel pork, canned meats and dried beef are slow and unchanged.

Fish—Cod, hake and haddock are

unchanged and in fair demand, which ought to become good if the cold weather continues. Domestic sardines are unchanged as yet and in light demand. Imported sardines are still scarce and firm, with the exception of the Norwegian, which are being largely used as a substitute for the French. Salmon is quiet, steady and unchanged. Both Norway and Irish mackerel have advanced during the week, the average upward movement being about \$1 per barrel. Irish mackerel are scarce on account of the partial failure of the winter catch. Norway 1s and 2s are scarcer than 3s and 4s, but no grade is abundant, and the situation is strong.

Getting Close To the Three Hundred Mark.

Grand Rapids, Feb. 3—One of the largest and most enthusiastic meetings of Grand Rapids Council, No. 131, United Commercial Travelers, was held last Saturday evening. A class of seven were piloted over the rough and rugged road and across the range to a practical knowledge of the beauties of the order. When the routine business was concluded remarks were made by Brother Eugene Scott, Senior Counselor of Petoskey Council, and others, which were timely and pointed, showing that much more good can yet be accomplished than has been done if we live the lives we should.

The Committee having in charge the arrangement for the annual banquet March 7 reported everything progressing finely, with assurances from Frank S. Ganiard, Grand Senior Counselor, of Jackson, that he will be present. Other noted speakers will address the gathering. The banquet will be held at the Morton House and the ladies will again be present.

At the March meeting occurs the annual election of officers and the winding up of the business of the past year. Everything is prosperous in the Council, the utmost harmony prevails and the boys aim to reach the 300 mark in membership in the near future. O. F. Jackson, Sec'y.

New Manufacturing Institution.

The Eclipse Box Manufacturing Co. has been incorporated with a capital stock of \$100,000, \$25,000 of which is preferred and \$75,000 common. Twenty-five thousand dollars will be paid in in cash. The officers are as follows:

President—John H. Bonnell.

Vice-President—N. A. Smith.

Secretary and Treasurer—John A. Seymour.

These gentlemen and W. P. Williams and W. L. P. Althouse, constitute the Board of Directors.

The new company will manufacture shipping cases made with steel frames and wooden sides and ends. It will buy the steel in sheets and do the cutting and forming on its own machinery and on its own premises.

The company has leased the basement and first and second floors of the Lynch building. Proper machinery has been ordered and it is hoped to begin operations by March 1.

John A. Seymour will be the Manager of the business and will devote his entire time to the undertaking.

LUCK HELPS.

Part It Plays In Police Investigations.

Druscovitch, one of the cleverest detectives Scotland Yard ever had, and one of the most indefatigable sleuth-hounds, perhaps, that the world has ever known, declared that he never set out to investigate even the simplest case without a prayer that "luck" would be on his side. Luck is apt to play a most important part in police investigations. Sometimes it is on the side of the police, at others it plays into the hands of the criminals themselves.

A celebrated detective of modern times has related that while investigating a crime, he would sometimes be struck by a face and have a sudden strange intuition that its owner might give the clew to the whole mystery. He often found that he was right.

It was the same officer who upon one occasion, while watching letters being delivered at the house of a suspected person, was seized with a sudden prepossession that a certain letter he saw the postman handing in would solve the whole matter he was engaged on. He had worked and waited a long, weary while for evidence. He could not resist the temptation. He made an excuse to get close to that letter and when no one was looking pocketed it.

Taking the missive to a secret place he opened it with considerable trembling. Only the letter containing what he wanted would justify him in the step he had taken! If it did, his action would find excuse as praiseworthy detective acumen; if it did not it would be an unwarrantable liberty taken with a letter of a member of the British public. He never felt more relieved than when he found his queer conviction had not played him false. The letter contained just the evidence he wanted, and the theft perhaps saved him months of weary labor—perhaps saved him from failure altogether.

A most accidentally fortunate arrest was effected one day by Detective Inspector Cox, for many years in charge of the detective branch at the Bank of England. Cox was a keen eyed man with regard to customers at the bank counters, and one February day, four years ago, his attention was called to a man busily engaged in attempting to change a hundred pound bank note into smaller ones.

Now Detective Inspector Cox had received the description of a man "wanted" upon various charges and the customer bore a most striking resemblance to him. He approached the stranger and requested him, in his usual courteous but at the same time remarkably firm manner, to accompany him to Old Jewry police station.

The stranger looked at him cheerfully. He had not the slightest objection, he laughed. He would accompany the Inspector with the greatest pleasure. He seemed to regard the matter as a huge joke—a little incident that he would be able to make merry over with his friends afterward, with suitable remarks upon the

stupidity of our police system and its dense-headed officers.

They were proceeding through the streets in the most agreeable manner possible, when the stranger suddenly, to Cox's astonishment, made a desperate dash for liberty. But Cox was a fleet runner, too, and the man was chased down in a spot called Frederick's Place.

That dash for liberty told sadly against him. It confirmed the police in their suspicions that the man had more upon his conscience than they had at first suspected, and they redoubled their energies to discover his secret. The stranger was Samuel Herbert Dougal, and the secret of the terror which had caused him to place that vain reliance in his heels was discovered when the body of Miss Holland was dug up on the Moat farm at Clavering.

It was a piece of luck which resulted in the arrest of Charles Peace. For a long time the police had been looking for him unsuccessfully for the murder of Mr. Dyson of Bannercross, near Sheffield. Then, one November night, in 1878, a constable on duty at Blackheath saw a moving light in a house temporarily deserted by the family that occupied it. That moving light resulted in the capture of a strange mulatto looking gentleman, evidently—from the fact that he had a revolver strapped to his wrist, and attempted to murder his captors, firing no fewer than five shots at them—a person of peculiarly desperate disposition.

Enquiry proved that that night the police had, without knowing it, laid hands on the long "wanted" Charles Peace himself—hands that were to drag him to the gallows.

Detective Field, the friend of Charles Dickens, used to relate one of the pieces of good luck he had met with in his career—how a gone out cigar put him on the track of one of the cleverest counterfeiters that he ever had the fortune to capture.

Field was one night, while pursuing his investigations in the bar of a hotel, smoking a cigar when it went out. There were no matches in the stand on the counter, but Field's eye happened to note a piece of paper that someone had thrown upon the floor. He could light his cigar by that from a gas jet.

He picked up the scrap of paper and was about to twist it together into a spill when he stopped with a start. There were marks upon the paper that told his experienced eye that it had held a coin—a bad coin. The passer off of bad coin has often the greatest cause to avoid their getting rubbed while in his pocket, and therefore wraps them in pieces of tissue paper.

Who had thrown that piece of paper down? The detective spent some evenings "enjoying the joviality" of that hotel bar, and at last identified the man he was indebted to for that piece of paper. And that man led him to the den of the deft-fingered person whose manufactory Field so ardently wished to find.

Charles Tibbits.

THE MAN WHO WINS.

The Race Is Not Always To the Swift.

Success is by no means the greatest test of talent. The man who wins the race is not always the swiftest man, nor does it always follow that the battle is won by the best fighter.

I have known so many good and sound and clever men who have gone under, and I have seen so many bluffers and fakirs come up on top, that I am forced to the conclusion that success is mainly born of qualities that are not the best in a man's character. You may be as talented as you please, but if you lack push and brag and bounce you will find yourself in a poor way. You must be ready with the quick and skillful lie at the psychological moment, you must be an adept in the fine art of double dealing, and, above all, you must have the faculty of explaining how wonderfully clever you are to other people.

I have watched the game through the whole of my life. I watched it when I was a laboring man. And even then, when my head was thicker than it is now, I noticed that the finest and the best men were never picked out for promotion. Rather was it the ready and swift and cute liar. Indeed, I have watched the thing that is called success through the whole of my varied career.

And I think I can afford to say a word or two about the matter, for I am not a soured failure. I have achieved success myself. You may think that my labeling myself as a success is indiffident and not quite modest. It is. And let me tell you that if you are to become a success you must leave diffidence and modesty far behind, indeed.

My ambition was never to make money. My ambition was to become known and to live without injuring myself with rude toil. To be successful is to do what you want to do in the world. And being a moneyed nobody would not have suited my book.

Real success has sometimes a good

effect upon a man's character. For, curious to relate, there are some decent fellows who have been successful. If you are a decent fellow people won't be so apt to be jealous because you have beaten them in the race. And if you have fairness enough and humor enough not to be continually making it out that you are successful simply because of your transcendent talent, the world will be grateful.

For the world knows as well as you know in your heart that it wasn't altogether your talent that did the trick. The fact of your being a shrewd, smart, unscrupulous fellow helped you immensely. But for your ability to handle people you would still have been an unrecognized genius. You were able to please people. You were able to make people feel how wise, and clever, and noble they were. And so you got your chance.

All this the world knows. For the world is wiser and shrewder than the wisest and shrewdest man. It has lived longer. And it, therefore, likes you to take your success easily. It likes you not to put on airs about it. It likes you to be courteous enough to realize that likely cleverer men than you have never achieved success.

If you act fairly about your success the world will be pleased and grateful. And here let me break a lance on behalf of worldly people. I so often hear them run down by noble and lofty and good and pure people that occasionally I feel vexed.

Worldly people are often blamed for going on the other side of the street when they see the woful and broken down failure coming slowly along. Noble philanthropists are apt to call these worldly people snobs and cads. But the reason that people go on the other side of the street when they see the abject failure coming along is not mainly because they are snobs and cads.

It is rather because the abject failure has upon them the effect of cold water being poured down their backs. They are afraid of him. Just as they

You are losing money and business every day without them.

**BOUR'S
COFFEES
MAKE BUSINESS**

The J. M. Bour Co., Toledo, Ohio
Detroit Branch 127 Jefferson Avenue

would be afraid of anything cold or wet or miserable. I am not talking now of the man who is merely unsuccessful. I am talking of the abject failure.

Worldly people like a successful man who is a good sort. For there comes from such a man a stimulation. It is good to know him, to see him, to shake hands with him. His success has made his personality bigger and broader. There is something in his eye and in his smile that is likable. He is a man of sense and fairness. A good, jolly, fine, generous fellow. And he is all the better, and is liked all the better, because he looks the reason why he gained success straight in the face.

A successful man who is stuck up and unpleasant about his success is really half a failure. People perhaps kowtow or have to kowtow to him, but in reality they hate the sight of him. For he is one who is not fair and honest. He does not play the game. He is that worst liar of all—the liar by implication. His manner implies that he is a big and wonderful person, who honors the world just because he lives in it. He has the discourtesy to be forever making people feel that he has beaten them in the race. He knows how he won the race, but he is not honest enough to own it.

For such a successful person I have only utter contempt. Yes, I have it, even although he were a man of genius.

So if you are that rare person, a successful man, take it easy. Don't go along without noticing people. If a man wants to talk to you, let him. And try to realize that you are not altogether successful because of your lofty and commanding talents. Try to realize that you would be nowhere did you not possess within you sharpness and cuteness. Try to realize that, were you an exactly scrupulous and honest man, you would never be where you are. You had to master the art of blowing hot and cold.

You owe a great deal to the devious side of your character. Had you been a finer and a better and more honest man you would have failed.

So don't give yourself airs. Don't be stuck up. Bart Kennedy.

Schemes Found Worthy by Wide-Awake Merchants.

In all parts of the country clever shoedealers are ransacking their brains for schemes that will attract customers to their establishments. They are making experiments in window-displays, newspaper advertising, special decorative features, store improvements, contests and whatever else they can think of that promises to interest, amuse or enlighten the public. Below are some of the methods that have been employed by enterprising retailers. In some cases the schemes are in operation; in others they were used within two or three months. The time of their use has no significance; it is the idea that counts. A good trade-winning method is always up-to-date.

Advertising a shoe store by means of biograph pictures is a novelty that was recently employed by the Emer-

son Shoe Store, of Detroit. James Ertell, the manager, produced the plan from the depths of his fertile brain, and after a little dickering with a local company that made such pictures, he arranged to have the first scene of a sprightly one-act comedy take place in his store. It showed the exterior of his store with the "Emerson" signs conspicuously displayed, with two men entering the establishment to buy shoes. The next scene exhibited the interior of the store, after which the events took place at other locations. But the advertisement was a good one, as the pictures were exhibited on a vaudeville circuit where thousands of persons were not only impressed with the store name, but also had an opportunity of becoming acquainted with the attractive interior of the shoe store.

Despite the diversified interests of a great city the attention of thousands of children can be concentrated upon a shoe store. The Duffy-McInerney Company, of Rochester, has demonstrated that. Not long ago the firm announced that on a certain Saturday 25 big paper balloons would be set loose from the front of the store, each containing a tag that was good for one dollar's worth of merchandise at a special sale. The advertisements attracted widespread attention, since hundreds of persons, and particularly children, are willing to go out of their way to pick up a dollar. Some of the balloons traveled miles before coming to earth; others took fire and came down speedily. An additional feature of the sale was that every child who visited the store was presented with a toy balloon. A shoedealer could make advertising capital out of this scheme by sending up ten balloons, each having a tag that would be redeemed with one pair of children's shoes if presented during the sale. This would interest many people.

A serious problem in many shoe stores is the lack of room for the display of stock. More window room is needed badly, but owing to the limitations of space many samples can not be shown, or else must wait for the next display. The Walk-Over Shoe Company, in St. Louis, has largely increased its display space by putting shelves in the window. They are of dark oak, and extend across the back and sides of the window, supported by brackets. Below these shelves, which are several feet from the floor, are several shelves of glass. The display space in the window is about doubled by this arrangement.

A striking demonstration of the water-proof qualities of their "water-proof tan shoes" was given several weeks ago by the Potter Shoe store, of Cincinnati. A sort of a water-fall was constructed in the window, with the sparkling fluid falling from its cascade arrangements into a large aquarium containing gold fish. Many persons were amazed and stopped to study the exhibit with amused interest when they saw that the bed of the store water-fall as a large tan calfskin. It was supported upon a slight incline so that the water rushed over it and fell into the receptacle below. It was demonstrated that the

water, after running over the leather for days had practically no effect upon it. Of course, a fine display of water-proof tan shoes was near at hand. Running water, or, in fact, anything that has motion, will attract the public to a window.

One of the Regal shoe stores in Lynn recently advertised that a pair of shoe trees worth 75 cents would be presented to every purchaser of a pair of shoes. The offer held good for only one day, and was made to attract a crowd on Saturday. Many retailers will think that inducements are not needed on Saturday as that is the best business day of the week, but a second thought will show the method in this Regal madness. Saturday is pay day for a majority of wage earners, and therefore the day when the man and his wife have money to spend. Consequently, it is important that every inducement should be offered to attract the wage earner on that day. Retailers can offer a less expensive premium than shoe trees—namely, polish, heel protectors, rubber heels, socks, etc.

Something on the same order was tried several weeks ago by Frederick Mason, of Germantown, Pa. He presented bristle shoe brushes to his customers. Mr. Mason did not give a brush with every pair of shoes, because shoes differ in price; but he announced that one of the brushes would be presented to customers whose purchases amounted to \$3 or over. This enabled the patron to obtain a brush by purchasing two pairs of children's shoes; or one pair of shoes and several findings. Some

customers did not buy shoes, but ordered \$3 worth of goods from the findings counter. Of course, they were exceptions. The offer held good for one month, and it brought trade.

Mr. Mason called attention to his offer by displaying nearly a dozen of the brushes among the shoes in the window, with a window card containing the announcement. Trade-winning methods of this sort always attract women; therefore they should be tried occasionally.

Julius Rose, of New York City, knows how to turn a popular fad to his own profit; in other words, he recognizes a good thing if it comes along. During the last few months Mr. Rose has met with splendid success with his "Fluffy Ruffle" shoes. The name is a catchy one; almost from the day the footwear was featured the demand has been excellent.

"The Fluffy Ruffle" is an ordinary pump, with high Cuban heels. It is similar to those worn by "Fluffy Ruffles" of the popular illustrations. But it seems that Mr. Rose was the first retailer to think of appropriating the name.

Many people ask, with Shakespeare, "What's in a name?" Mr. Rose, after his experience, is ready to answer, "A great deal." On the strength of the "Fluffy Ruffle" idea he was able to dispose of all the oxfords and pumps he had in stock, thus clearing his shelves of every vestige of summer stock. How many shoe dealers were as fortunate?—A. B. Northfield in Boot and Shoe Recorder.

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E. A. STOWE, Editor.

O. L. Schutz, Advertising Manager.

Wednesday, February 5, 1908

THREE TIMES ONE.

Commercial history has been repeating itself. A business enterprise so attracted attention to its unparalleled success that first enquiry and then investigation unfolded the fact that by ways that are dark the public had been so taken advantage of as to become an object of indifference where it should have been master. Naturally dissatisfied it expressed its dissatisfaction, to be told to mind its own business; that it, the enterprise, knew what it was about; that it did not propose to be interfered with and that if there was any interference the party so interfering would be sorry for it. That was sufficiently plain, and the public proceeded to furnish reasons for being sorry. Meeting with pretty fair success it kept piously and seriously and determinedly at it until, hustling the business agent from the President's chair at the head of the Council table, the Public—notice the capital letter—settled down into its old seat, called the Council Board to order with its fist for a gavel and then and there so laid down the law of the land in regard to railroads that that business enterprise found out that the sorrow coming from the interference was the genuine thing, but that it did not come from the expected quarter.

That was One times One.

The systematic growth and encroachment of the railroads upon the public rights and privileges soon found an apt pupil in an undertaking purely private. It began on bedrock with brains for dollars. The distance from foundation to surface was underground, and this condition was so thoroughly taken advantage of that no one but the underground workers had any idea of the strength of the structure that finally reached the surface. Then began in daylight what had been going on in the dark—the aggrandizement of a system of selfishness which has rarely, if ever, been equaled. With Iago's "Put money in thy purse" it proceeded to accomplish that rascal's design by the rascally methods he suggested. Moral

law? There was none, if in any way it interfered with the carrying out of Iago's motto. The common law? Too many holes and too big ones in it to make getting through it even troublesome. Public opinion? "The idle wind which I respect not;" a condition of things which reached its culmination one day—was it in the city of Cleveland?—when the judge, bending forward, said, "Does the Court understand the witness to say that it makes no difference to him what the decision of this Court may be?" For the first time in its existence the management of that organization of greed had met its match and the halting "W-e-ll" which limped from the impudent witness's tongue announced the beginning of the end of the greatest monopoly that modern times have known.

That was Two times One.

This same Public Opinion is getting more than weary of an evil which the centuries can hardly compass. Now it is going to stop filling its graveyards with drunkards. From the time that Bacchus had his first debauch to alcohol's last buried victim the world has been filled with the shame and the sorrow and the woe that alone survive. It has had enough. Like Pharaoh it has endured the other plagues; but this, the loss not only of the first born but of the best born, it can stand no longer. Already the movement for getting rid of the curse has begun, and already, following the tactics of the railroads and the Standard Oil Company, the drunkard-making enterprise has begun to set back fires. One in full blast, a newspaper syndicate, is lighting the world with facts furnishing convincing proof that prohibition never can, has, and never will accomplish anything in checking this drink-killing business. Before now silence has been its policy. With an eye always for the main chance it has dogged the steps of civilization and seen to it that a saloon is the first enterprise entered upon. It is the curse of the mining camp. It is the pest of the pioneer and once it gains a foothold the social life of that community is doomed. With this as its history, with these facts, plenty as blackberries, ready to confirm it, the liquor element has been at last brought to bay. Hasn't prohibition been trying for fifty-six years in Maine to stop whisky drinking and failed? Hasn't the whisky element given the temperance movement the Ha! Ha! in New York, in Chicago, in San Francisco—everywhere; and isn't it still in business at the same old stands? It is. The drunkards, living and dead, are too many to deny it, and it is to save the living and to protect the humanity, threatened but still untouched, that the world at large has brought the murderer to his knees, and once more "Hope shines exultant in the human breast."

It would be proper here to repeat what often happens in counting unhatched eggs; but with the maxim in mind and with a knowledge of what is going on everywhere in checking this evil of the centuries it is submitted that for the first time

in centuries there is every promise of success. If these promises are kept, as it seems now they will be, the same wondering world that has learned to repeat "Once One is One" and "Two times One are Two," in Heaven's own good time will shout with triumphant joy, "Three times One are Three!"

OTHER DETAILS OFFERED.

Another enquiry comes as to the Special Day enterprise suggested by the Tradesman, and this time it is as to how a committee may reach an approximate estimate as to the quantities of various fruits, butter, bread, eggs and cooked things to feed the crowd which may be attracted to a city or village by a Special Day programme.

The very first thing for a committee to decide upon is as to what shall be the chief feature of the day—whether it shall be a barbecue—"Rich puddings and big, and a barbecued pig," as it is put in The Ingoldsby Legends—or whether it shall be a Baked Potato Feast, a Peach Carnival, a Pumpkin Pie Day, a Green Corn Festival, a Boiled Dinner—Corn Beef and Cabbage—Demonstration, or whatever may be most typical of the products of your town and its immediate territory.

With such a decision as the keynote the next most prominent essential is hot coffee, which will call for wash-boilers, milk, sugar and cups. Then will come bread, butter, pickles and possibly cheese. Knowing the population of the territory from which your Special Day will attract its celebrators and having former attendance of crowds in your town—on Fourth of July or some other public event—to guide you, it is an easy matter to reach an approximate estimate as to the probable demand that will be made upon you. Of course, it will be "a guess," but, carefully made, it will be surprising in its accuracy, as has been demonstrated elsewhere time and again.

Donations of bread, biscuits, crackers, milk, butter, cheese, pickles, doughnuts, cookies, cakes, pies—to be delivered the day before the festival—should be secured in all directions, and that without taxing any single family or individual unfairly. The article or articles which are to constitute the chief feature of the banquet must be bought; but cooking utensils, wash boilers, dippers, paper plates and napkins, pitchers, coffee cups, sugar, coffee, etc., should be supplied by local merchants with an understanding that they are to be paid for broken boilers, dippers, pitchers and cups.

There should be a special sub-committee to keep records of articles borrowed, receipting for the articles when they are turned over to the Committee and demanding receipts for the articles when they are returned; also a written statement from each merchant as to articles lost or damaged, with the cost thereof.

The Special Day enterprise can be made a profitable investment for any community which takes it up and carries it out on a basis of public spirited, enthusiastic and harmonious co-operation on the part of the busi-

ness men of that community. And having made a success of the effort, the victory can be intensified and prolonged by a formal expression of thanks by the Executive Committee to all persons, naming them, published in your newspapers.

SYMPATHY WASTED.

Once in awhile a merchant doing business in a small town has as a visitor some chap from Chicago or New York who is new to the serenity of a village and who, intuitively keyed up to the restlessness, noisiness and chaotic order of life in a great city, is impressed by the peace and contentment of the village citizen and asks: "How do you stand it, living in a place so quiet?"

It is a natural enquiry, perhaps, and the man addressed might, with equal sincerity, observe in reply: "I don't see how you city people are able to withstand the strain, mental, moral and physical, of living in the miscellaneous tumult of Chicago."

The country merchant has the better of the argument. Of course, his business, by comparison with that of the city dealer, is insignificant, but there are compensating differences as to his expenses. His taxes, if he owns the store he occupies, or his rental, if he pays such a fee, are about one-quarter those of his city friend; if he advertises his "territory" the expense thereof is about one-tenth the cost to the city man. All living expenses are away below the cost of city life; there are no street car nickels to drop every time he travels half a mile; no reserved seats at the theater to be bought every night; no expensive lunches after each performance, and, as the city man might conclude the comparative summing up: "No life, no pleasure, no excitement."

How about such a verdict?

The merchant in a small city or village has his daily mail as regularly, he is in no sense behind his metropolitan visitor as to telephone and telegraph service, his morning paper or his evening paper are just as satisfying as are those hawked about the streets of the great city at all hours. In these concerns the country merchant, so called, is by no means behind the times and then there are other matters.

The home life in the less tumultuous communities is closer and more available to their men of business. The quick-lunch at the restaurant, the more elaborate, more formal and equally injurious luncheon at the club are less frequently in evidence in the life of the country merchant. He not only does not acquire the everything-tastes-the-same frame of mind that possesses the city man but he does not lose the zest that helps him to recognize and digest home cooking. He walks to and from his home and place of business instead of becoming a chronic straphanger in stuffy street cars; he rests serene in an intimate acquaintance with everybody in town, instead of feeling that he is a stranger to his next door neighbor. And so, after all, the sympathies of the city man are not well founded. His bucolic friend is not ready to exchange places with the metropolitan.

GRAND RAPIDS OF TO-DAY.

Annual Address of President Board of Trade.

The Grand Rapids Board of Trade was organized twenty years ago the 7th of last November. It came into existence to meet a real need in this community—the need which exists in every growing city for an organization conducted along broad and liberal lines and made up of business men who are willing to subordinate their personal interests for the general good. Our population was then 50,000 people. It is now upwards of 100,000. In this growth and in the progress and prosperity which have attended it the Board of Trade has undertaken to do its part quietly, unostentatiously and effectively. That it has succeeded in fulfilling its mission and meeting the expectations of its founders is evidenced by the gradual growth in membership and influence and in the increasing respect in which it is held by the business public.

I shall not undertake to describe in detail the hundreds of subjects which have been discussed and acted upon by the Board during the past year, but will ask you to bear with me a few moments while I refer briefly to the work of some of our several committees.

Our Legislative Committee has been very active during the past year. It has held its meetings regularly and has given every subject that has come before it careful consideration.

Our Transportation Committee has had an exceedingly useful career. One of the first matters to receive consideration was the recommendation of your President relative to the enactment of a law providing for a flat 2 cent passenger rate on Michigan railroads. This recommendation was carefully considered by the Committee and adopted by a vote of 19 to 1. The Board of Directors hesitated to concur in the report for reasons which I need not specify at this time. A careful canvass of our membership showed that nine-tenths of our members were in accord with your President and the Committee on this subject and the Legislature enacted the law, with few dissenting votes, without waiting for the action of your Directors.

Another measure which received due attention at the hands of the Transportation Committee, on the recommendation of your Executive, was the creation of the State Railway Commission, which had been under consideration by the Board for several years. This matter probably involved the expenditure of more time and money than any other subject which was considered by the Board. Delegates were repeatedly sent to Lansing and Detroit to attend conferences with representatives of other organizations and committees of both branches of the Legislature. This work was greatly hampered by somewhat peculiar methods on the part of a few directors who attend the meetings only when they have some selfish interest to serve and who refused to keep faith with

the Board when the members of the Committee declined to accept the hospitality of the railroads and travel to and from Lansing in private cars as the guests of the railroads. The Commission is now in existence and its work speaks for itself. The Commission has received the approval of every railway official who is entirely sane and sober.

The Membership Committee has not been as active as it has in some previous years, although the character of the new members secured has been above the average.

The Industrial Committee has had a busy year. It superintended the publication, early in the season, of an illustrated booklet setting forth the advantages of Grand Rapids as an open shop town and as a place where electric power can be obtained at a minimum price. It naturally fell in with the suggestion of the Retail Dealers' Committee that a promotion fund be raised for the purpose of encouraging the location of more factories and the development of plans for a More Beautiful City. It was finally decided to raise a promotion fund of \$25,000, and over half of this amount was pledged when the money squeeze struck the country. We expect to renew the work as soon as the skies are clear again and have every reason to believe we will be able to increase the amount to \$30,000. One or more promising manufacturing propositions, involving the employment of a large number of men, await the outcome of this work.

The Municipal Committee has done splendid work in many different directions. This is true of the subcommittees as well as the Committee as a whole. It would take the entire time at my disposal to enumerate the different topics which have been handled by this Committee during the past year. No more painstaking and unselfish work has ever been undertaken for the city of Grand Rapids than it has accomplished.

Among the features inaugurated by this Committee is a movement to co-operate with the Committee on Civic Beauty of the Ladies' Literary Club in a plan to increase materially the amount of tree planting on Arbor Day. We are beginning this early, that the plan may be worked out to a finish and become operative next spring. The idea is to have a tree furnished at cost (not to exceed 5 cents) to every child who will plant one on his home premises next Arbor Day. Certain centers for distribution will be designated, so that the children may come to these places and get their trees properly put up for them to carry to their homes, with instructions how to handle and plant in the most effective manner. The whole purpose behind this movement is to create an army of tree lovers, and this must be on the basis of the great effort extending over our country to awaken people to the fact that we are on the verge of a timber famine and that the children of today will be the active agents of tomorrow in meeting a situation which will demand the most prompt and public-spirited measures to replenish our lost timber heritage.

The Municipal Committee has also started a movement, in which it expects to have the co-operation of many of our citizens, to utilize the vacant lots in our city which are today blemishes so as to make them attractive and useful. This condition will be brought about through the co-operation of local clubs with the owners of the property in turning the lots into small playgrounds or garden spots, these to be handled under the direction of a neighborhood organization which shall be responsible to the owners and which shall plan the various methods of making the lots useful to the children of each neighborhood.

In common with most other cities, Grand Rapids has been the prey for years of sharks and vultures who have thrived on the credulity of the sympathetic and philanthropic by the presentation of alleged charitable schemes. Thousands of dollars have been given fakirs and frauds and there seemed to be no way to prevent further extortions of this character until the Municipal Committee took up the matter at the suggestion of Mr. E. W. Booth and induced the Associated Charities of the city to secure the services of a young woman who had had experience in similar work in Chicago. She secures all the information obtainable and lays it before the Committee of the C. O. S. That Committee then decides whether the charity is a worthy one. If it is approved the applicant is furnished a card certifying to the worthiness of the project. If our members will co-operate in this matter by refusing a hearing to any solicitor until he exhibits a card issued by the C. O. S. we will soon be able to get the charity-giving of the city on a business basis and prevent the abuses and impositions which have heretofore often accompanied the giving of money for charity.

One of the most important factors in our organization is the Wholesale Dealers' Committee, which is composed exclusively of wholesale houses doing business at the Grand Rapids market. This Committee has expended during the present year \$6,545, exclusive of the money paid for dues to the Board. In June the Committee held a Merchants' Week celebration and banqueted twelve hundred visiting merchants. Four halls, four toastmasters and four sets of speakers were provided on this occasion. The Committee is now considering the plan of holding a third Merchants' Week in June. The probability is that two thousand country merchants will visit Grand Rapids on that occasion. The problem of entertaining so many guests at one time would stagger a less resolute organization, but this Committee can be depended upon to work out the problem with credit to itself and with honor to our city. During the month of October fifty representatives of the Grand Rapids jobbing houses made a four-day trip through Southern Michigan and Northern Indiana, visiting forty-seven towns and receiving very handsome receptions during evening stops at St. Joseph, Elkhart and Battle Creek. This is the second trade ex-

cursion which has been given under the auspices of this Committee and, in all probability, another excursion will be given through Central Michigan next fall. No class of men has shown more public spirit or more disposition to co-operate with the Board than the wholesale dealers at this market. If our manufacturers would organize within the Board and work in harmony with us to the extent that our jobbers do the influence of the Board would be greatly enhanced and its opportunity for usefulness greatly expanded.

The Retail Dealers' Committee has taken the initiative in several matters of importance to its members, including the promotion fund. This Committee was the first to raise its full quota to this fund.

The Public Improvement Committee did excellent work in assisting in the establishing of a good roads district. This required prompt and effective effort in several different directions at the same time, but the Committee was equal to the emergency.

The development of several interurban roads which would contribute to the growth of Grand Rapids has been retarded by the reports industriously circulated in the money markets of the country by a certain railway manager to the effect that Michigan is hostile to railway interests. As a matter of fact, the legislation enacted in this State is less drastic than that enacted in the great State of New York and less radical than that enacted in most other states of the Middle West and West. The unfortunate effect of this crusade of falsehood will ultimately disappear, but in the meantime we are deprived of the use of arteries of travel which would now be in existence and in operation but for the back-capping methods above referred to.

Notwithstanding these drawbacks, I am assured that Kalamazoo men will shortly build an electric road from South Haven to Saugatuck, thus giving Grand Rapids direct connection with another fast growing town and furnishing another outlet to Chicago by water; also that one of the projected roads from this city to Battle Creek will be constructed within the next twelve months. No two cities in Michigan require closer communication than Grand Rapids and Battle Creek. They have many things in common and should be bound together with bands of steel. We also need direct communication with Greenville, Belding, Carson City and Ithaca—and possibly also with Alma and St. Louis—on a road having its Eastern terminus at Saginaw.

Under no circumstances would I commend the construction of an interurban road which parallels an established steam road. I believe in vested rights and in the protection of those rights. The interurban road which strikes out through country not traversed by steam roads and assists in the creation of new towns and the development of a new zone of commercial, industrial and agricultural prosperity will ultimately reap a larger measure of returns than the

road which selfishly seeks to usurp from the steam road the traffic it has nursed and developed.

Conditions which confront us lead me to believe that our greatest growth and the future expansion of our trade, both wholesale and retail, must come from the development of interurban roads. The trend of the steam roads appears to be against us. The Michigan Central evidently plans to absorb or control the Pere Marquette, which will naturally make much of the traffic which originates on that system tributary to Detroit and the Detroit tunnel. The Lake Shore and the Grand Trunk have never gone out of their way to assist us in cultivating trade relations. The G. R. & I. has not increased its main line mileage in twenty-five years and less than twenty-six miles of branch road has been built during the same period. Western Michigan towns whose trade we should control have been tapped by branches or connections of the Michigan Central, so that we are compelled to dispute with Detroit every dollar's worth of business we secure in those towns. Fortunately, we have one resort left and that is the construction of a network of interurbans which will do for our town what has been done for Indianapolis. It is worth the time of any man to take a trip to the Indiana capital and note the wonderful development of interurban traffic tributary to that city. We have one great advantage over our sister city and that is an abundance of water power, with which we can propel our cars and turn the wheels of our factories long after the coal fields of Indiana are exhausted.

All loyal citizens of Grand Rapids will rejoice in the knowledge that the name of our city is again to appear on a second railroad—the new line from this city to Ludington, which will be designated the Grand Rapids & Northwestern.

The improvement of Grand Rapids may be a sore subject to those who invested their money in our last steamboat enterprise, but a loss of \$50,000 looks small compared with the \$513,000 which Uncle Sam has thus far appropriated to create a channel 100 feet wide and 6 feet deep. The permanent improvement of Grand Rapids, in my opinion, means more to our city than any other single factor, both from commercial and sanitary standpoints, and it is contrary to the traditions of the town and the indomitable spirit of our people to give up, now that half the conquest has been achieved and the General Government is fully committed to the improvement. I hope to see the boat line re-organized and business resumed on a little different basis early in the season.

When the Board of Trade was organized the freight rate from New York to Grand Rapids was the same as it was to Chicago, although the distance was in favor of this city. An energetic campaign was conducted two or three years with a view to getting Grand Rapids reduced to the same basis as Indianapolis, which then enjoyed a rate equivalent to 93 per cent. of the Chi-

cago rate. Although the Board made a forceful presentation of its case, it was not able to get the full reduction asked for, but succeeded in being placed on a 96 per cent. basis. This concession would probably not have been made if the Board had not entered vigorously upon the work of the improvement of Grand River. Some may disagree with us on the advisability of improving Grand River, but I think all will concede that for every dollar we have expended for this purpose we have received a hundred dollars in return in the reduction of freight rates. A few years later diligent effort was made by the Board to secure a further reduction to 92 per cent., and at one time Messrs. Heald and Hughtart conceded the justice of our demand and pledged themselves to bring it about. For some reason they failed to make good and I therefore suggest that the campaign in favor of the lower rate to which we are justly entitled be inaugurated early in the year with a view to carrying it through to a successful issue, if possible. One reason given by the railroads why they have delayed the matter is that it would necessitate a change in the rate of every other Western Michigan town. This is exactly what we are working for, because our progress and prosperity are so closely allied with the well being of the other cities and towns of Western Michigan that what helps them helps us and what is to their disadvantage works to our detriment.

The people of this city have shown a disposition to take an advanced position in a State noted for its progress in the treatment of sociological problems and along the line of criminal jurisprudence. A comfortable and homelike detention hospital has been substituted for the jail cell for the care of the mentally afflicted. There is a chance afforded for another important step in the progress along these lines. This county should have a workhouse. The county jail should be a place of detention only for persons awaiting trial and those serving sentence should be sent to a workhouse or house of correction. The injustice of the confinement of a suspected person awaiting trial (and presumably innocent under the law) with the convicted criminal has long been apparent. It is likewise true, as stated by one of the Kent county jail inspectors, that "to compel the adjudged criminal to lead a life of enforced idleness at a time when he should be made to learn the lessons of thrift and industry is hardly less than a crime." This situation may be easily remedied. Grand Rapids should build a House of Correction for Western Michigan. An institution similar somewhat to the Detroit House of Correction, erected by the city, would accomplish the result. Judging by the experience of Detroit, it would also be a most profitable investment. During the past thirty years or more the profits paid into the treasury of the city of Detroit from its institution have amounted to from \$25,000 to \$60,000 annually. Moreover, it appears certain that the wisdom of the investment will be

apparent in another way. The committees of the County Board of Supervisors have for several years been calling attention to the inadequacy of the present jail. Its crowded condition and makeshift improvements have been matters of frequent comment. A new building in the near future is an assured necessity if it is to serve the present dual purpose. If the separation is made and the jail be a place of detention only, then the present location and building, with moderate repairs, will be insufficient for that purpose for an indefinite time. For the dual purpose a new site and new building will be necessary, and such a building must be located in the heart of the city convenient to the courts. But a workhouse or house of correction need not be so centrally located. A tract of land containing acreage enough for all purposes, located near railroads and interurban service, could be secured for less expense than a feasible site for a new jail building for use along present lines, and the cost of the building would not be much greater. Several means of employment have been suggested which would avoid the opposition of free labor. One of the most feasible is the manufacture of paving brick, an industry which would encounter practically no opposition from that source in this State, and which experts who have studied the subject claim could be made a profitable employment for such labor. Other counties of Western Michigan have encouraged the project. The jail inspectors, police officers, judges and officers of the courts and other city and county officials approve the plan. When it is accomplished we will no longer have before us the spectacle of an inadequate building crowded with men with nothing to arouse their self respect, living a life of ease in idleness at the expense of the toiling taxpayer.

Michigan now has two means of transportation, the railroads and the lakes. The time has come when it needs a third.

The development of our rivers is the next great step that the progress of our country is to take. For a century we have neglected our rivers, but the time has come for recognition of their value. We have an administration pledged to this national improvement. Every section of the country is now in line and is represented by deep waterway enthusiasts. There is no doubt that this Congress will take the step that will bring this broad plan to realization.

The rapid development of railroad systems has reached a point where further extension must be at excessive cost. Railroad men recognize this. With railroad investments already representing between \$17,000,000,000 and \$18,000,000,000, the best authorities estimate that to bring them up to the requirements of our present internal commerce would require a further investment of \$8,000,000,000.

The reason we have to pay high prices for the commodities of daily consumption is because of the cost of transportation. Of the food we eat 50 per cent. of the cost is due

to transportation expenses, and of clothing 40 per cent.

In contrast with the expense of railroad development, all the rivers of this country could be improved at the cost of building a single transcontinental road. Not alone would this at once bring our transportation facilities to a high state of efficiency, but the water power developed as the system was being extended would more than pay the cost of carrying it on. It is a sin to burn a pound of coal to operate the railroads of a State like Michigan. The power being wasted in its rivers would operate any locomotive at a cost of \$25 per horsepower per year, compared with an expenditure of \$50 per horsepower for coal. All this has been recognized by close students of our country's resources for some time, but until within the last fifteen years the impression obtained that it was a task for the next century to perform. It is but recently that we have awakened to the fact that it must come now. We are close upon the point where it becomes a physical necessity.

There are two bills before the present Congress, one authorizing a \$500,000,000 bond issue for a period of twenty years, the other an issue of \$50,000,000 and empowering the President to issue further sums as the work requires. I do not say that it will be at this session, but this Congress will certainly pass one or the other bill or authorize a third plan embodying the principles of both. It is a task for the present generation to perform. Each mile of river improvement will bring its benefits and the entire system can be improved in but twenty years' time.

I believe there are men present at this meeting who will live to see Grand Rapids and Saginaw united by a waterway from Grand River to Saginaw Bay. Such a project has been declared feasible by no less an authority than Prof. Cooley, who recently predicted that interest in the movement would develop to such an extent as to justify the present generation in starting on the work of canal building.

The Board has been unfortunate during the past year in the matter of criticism. No one has undertaken to criticize its methods or acts from proper motives or with a thorough understanding of the subject. Mr. Hyde carried on a brief crusade against your President in the Daily News, but that was a personal matter, inspired by personal differences of an insignificant character. Unlike my worthy predecessor, I cultivate and welcome criticism. I think it broadens any man or organization to receive criticism which is offered in either a just or generous spirit and which is based on actual knowledge. Criticism of the other sort, which is based entirely on envy and malice and which is vented in a spirit of retaliation, is of no value and receives no serious consideration.

A year ago I requested any member of the Board who felt that he was peculiarly fitted to serve on any committee, or who had any ideas of a broad and general character which he would like to have considered, to

acquaint me with the name of the committee on which he would like to serve, and I would undertake to see that he was given an opportunity to demonstrate his usefulness. I desire to repeat this request at this time. Generally speaking, I shall appoint the chairmen of our committees only, leaving to them the work of selecting their own assistants and holding them responsible for results, which I could not consistently do if I insisted on selecting the entire membership of each committee.

Despite the fact that the railroads discriminate against Grand Rapids in favor of Chicago and Detroit; despite the fact that our local railway officials do not raise a hand to assist us in our predicament, but leave us to our own resources; despite the fact that we are having to go a little farther every year for our supply of raw material and that the transportation of both raw material and finished product constantly presents new problems which we have to confront and surmount; despite the fact that we have floods to overcome and river transportation yet to accomplish; despite the fact that we have not yet succeeded in solving the problem of wise and pure municipal government; despite the fact that many of the business buildings on our main streets make us look to the stranger more like a big village than a progressive, growing city—despite all these handicaps, which would long ago have discouraged a community made up of less resolute men, we have succeeded in building up a great and beautiful city, in which our people find more satisfaction and comfort than in any town of its size in the country; where the manufacturers thrive and expand by reason of their genius and the superior character of their workmen; where the jobbers continue to increase the volume of their trade and the extent of their profits; where the retailers make the most of their opportunities; where labor is free and the walking delegate has been relegated to deserved oblivion; where the church, school house, newspaper, library and museum work hand in hand in pointing out the way to better things, to more exalted ideals; where money is poured out for charity and philanthropy with an unstinted hand; where parks increase and boulevards begin to take on form and substance; where homes of the highest type multiply and where home surroundings are created in accordance with the highest standards.

I see only large things in store for Grand Rapids. A city which has faced so many discouraging features and emerged from the ordeal triumphant and courageous has certainly every reason to look forward to a great and glorious future.

E. A. Stowe, President.

The Bachelor's Viewpoint.

"My husband," said the 20-year-old bride of a millionaire, "is old enough to be my grandfather, but he's all right in his way."

"You mean he's all right in your way, do you not?" queried the cynical bachelor

LEARNED HIS LESSON.

Clerk Who Insisted on Making the Selection.

Written for the Tradesman.

"I divide all salespeople into two classes," said Mrs. Whipple, a bright, middle-aged woman, in conversation with a friend, "those who try to grasp my idea of what I want and find it for me if it's in their stock and those who insist on my taking what they wish to sell me. In some stores the attitude of wanting to decide everything for the customer seems to pervade the whole atmosphere of the place. Every one, from the proprietor down, manifests the tendency. I tell you I steer clear of those places. In other establishments it doesn't seem to be the law of the store, and if a salesman or salesgirl has it, it is just an individual peculiarity.

"There's a saleslady in a millinery shop on Main street. I'd just about as soon have a tussle with a bo-constrictor as to go in there to look at a hat and let that girl get hold of me. The last time I was there it happened that I had my mind already made up as to just what I wanted to get and could have placed the order for making it in fifteen minutes, but Miss Robinson couldn't bear to have it so. I must try on this hat and that hat, a dozen or more, all of which she thought would be more becoming than what I wanted. There was one in particular that she thought was just my style and quite insisted on my taking it. I didn't. After all the fuss I placed my order with the trimmer, as I had intended to do in the first place. When I got away from that insistent saleslady I felt like a mere wreck. In a few days my hat was sent home and I paid for it. It suited me exactly, but I haven't set foot in that shop since, nor do I intend to while Miss Robinson remains."

"I know that kind of salesperson, and they annoy me just as they do you," remarked her companion. "In some cases I think such are simply over-zealous to work off stock that is not moving as it should. In others it seems to be just a natural disposition to want to run things, and make everyone they come in contact with share their preferences and opinions."

"Of all the clerks I ever knew afflicted in this way, a young man named Billy Henderson was the limit," Mrs. Whipple resumed. "His father died and Billy went to work in a hardware store when he was 16. As soon as he learned how to weigh out a pound of nails he could tell a customer just what kind of a bicycle he wanted or what make of furnace he had better put in his house. At first the sheer audacity of the boy was funny and no one thought much about it; but soon it got to be an old story and people didn't like it.

"Billy's next place was in a clothing store. It was just the same as before. When my husband would go there to buy a cap or some shirts or a suit of clothes, Billy always wanted to tell Dick what he should get, regardless of Dick's tastes and preferences. Once, I remember, it was a suit with double-breasted sack coat

that Billy insisted was the proper thing for Dick. My husband never liked that kind and, of course, didn't buy it; bought what he wanted instead, but Billy hung on for the double-breasted garment until Dick was all out of sorts with him.

"Afterward Billy went into a large dry goods store. We always tried to buy of him, for his mother and I were old friends and we were interested in his success. This made his peculiarity all the more annoying to us.

"One day he was showing me winter wraps in the cloak room. In about three minutes I could see that Billy had predestined me to buy a certain fur garment that cost about four times what I expected to spend.

"It happened we were the only persons in the room, and then and there I gently admonished the boy of his failing.

"Now, Billy Henderson," I said, "but for this one thing you're a first-class salesman. You're clean and you're bright and you know something. You're polite and attentive and you work hard, but you always want to cast the deciding vote. You wouldn't let your customer have any voice in the matter at all if you could help yourself. And it drives people away from you. It surely does, Billy, and no mistake. Now you know you'll never live long enough to sell me a fur wrap if I think best to buy a cloth garment, any more than you could persuade me that I'd better have a silk dress if I'd determined on one of wool. And it's just wasting your breath

and trying my patience for you to attempt it.

"I know there are some people," I went on to say, "who never know their own minds and with such the salesman must make the decision or lose a sale; but there are others who resent it very quickly when a salesman tries his worst to usurp their prerogative. You can soon tell which kind of person you are dealing with."

"For a wonder, the boy took his medicine gracefully and profited by my advice. That was several years ago and Billy has risen steadily. Now he manages the help in the same store.

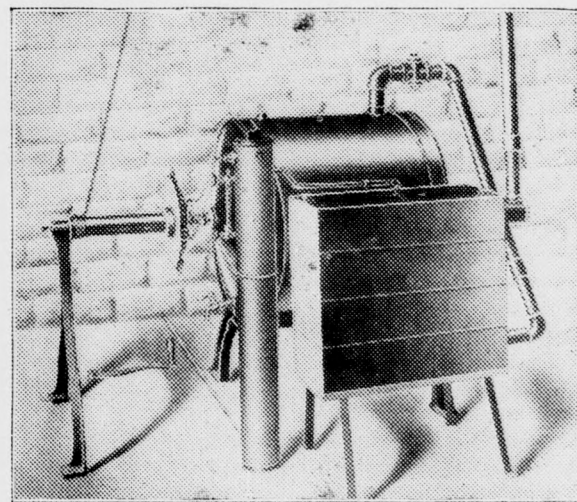
"A few days ago I was in there and chanced to run across him. He seemed glad to see me, said he liked to see their old customers stay by them, and then remarked, with a little laugh: 'If any of the clerks insist on your buying something you don't want, Mrs. Whipple, just report the case to me.'"

Quillo.

Advance Thresher Co. Declares Dividend.

Battle Creek, Feb. 4.—The Advance Thresher Co., one of Michigan's big industries, declared a 6 per cent. dividend last Friday and re-elected officers. A. W. Wright, of Alma, is President; Brainard T. Skinner, Battle Creek, Secretary-Treasurer. One fact told the stockholders was that Indianapolis' big fire one day last week was checked just as the walls of the Coburn storehouse fell alongside the Advance Co.'s big branch building, which escaped unscathed.

A True Cold Process Gas Lighting and Heating Plant



Absolutely new, uses ordinary 68 to 72 degree grades of gasoline with no application of heat—no residue—consumes one drop at a time, and all of it—no regulator required—consequently last drop as good as first, three gallons of gasoline makes a thousand cubic feet of superior gas. Saves not less than 30%. Write to-day for our complete descriptive catalog.

Ideal Light and Fuel Co.

Reed City, Mich.

Grand Rapids Office, 362-363 Houseman Bldg.

W. R. Minnick, Michigan Sales Manager.



Another Forward Step in the Handling of Eggs. Written for the Tradesman.

Some one told me a few days ago that dealers in Detroit were paying two cents per dozen more for brown eggs than for white ones.

Good! That is one step in the right direction. Now let us have a standard weight for a dozen of eggs and pay accordingly, those above the standard more and those below less than the market price. Offer also two cents a dozen for guaranteed freshness so that eggs would be gathered the same day as laid and sent to market every three or four days. Another cent or two ought to be added for eggs from hens fed on wholesome grain and having clean, sanitary quarters.

The next step would be to adopt a standard egg case for shipping, fillers and flats also to be of not less than a specified weight. These cases, whether of wood or metal, to be provided with means for fastening securely, and capable of being opened without damage to the cases.

Then we want egg case clearing houses; four or five in each state. No shipper of eggs should have the privilege or benefit of these clearing houses unless his cases conform to the standard. A certificate of such conformity to the standard should be stamped on each case, this to be done by a clearing house, each of them to have a district number as well as to be known by the name of the city where located. Any manufacturer of egg cases within any egg case clearing house district may stamp his cases "Approved Dist. No." provided he pays said clearing house for the expense of inspection of raw material and finished cases at stated intervals by an agent of said clearing house.

Then the wholesale egg dealers or commission men are to send regularly every day, or as soon as ten or more empty cases are on hand, the cases to the clearing house in their city. These cases are not marked most conspicuously with the shipper's name but with the clearing house name, as, "Grand Rapids, Mich., Dist. No. 1." Then on a metal plate which can be removed only by the use of a screw driver the owner's name, as, "John Smith, Sparta, Mich., No. 17."

As soon as there has accumulated in the clearing house at Boston, Chicago, New York or Philadelphia as the case may be, a full carload of empty egg cases for District No. 1, Mich., or No. 2, 3 or 4, a car is loaded and billed for that district. And thus it is done in every large city for every state.

When a carload of empty cases arrives at the Grand Rapids Egg Case Clearing House are each shipper's cases sent by local freight to him at once? Oh, no; there is a better way. The wholesale dealers and manufacturers in the city who have entered into an agreement with the

clearing house are allowed to use these egg cases as packing boxes to ship goods to the dealer whose name is thereon. For this privilege the wholesaler pays a stated sum per case, which is a saving to him, not having to buy that many wood packing boxes.

Each shipper of eggs must be a member of the district association in order to have his crates or cases returned in this manner. Manufacturers may sell the cases to whom they please, but the buyer can not place the name or number of the district clearing house on his cases unless a member of the Association.

Each commission man acknowledges the receipt of a certain number of cases of eggs from a shipper. The shipper notifies the district clearing house of the number of cases sent away each month. The clearing houses in the large cities receipt to commission men for all cases turned over to them. On March 1, 1909, we will say, the clearing house in Philadelphia receives from every district clearing house in the various states the exact number of cases of eggs shipped from each district to Philadelphia during the year 1908. Sixty days having elapsed since the close of the year all crates should have been returned to the State and district from which they came.

Retailers and wholesalers would be held to a strict account for all cases which came into their possession and required to pay for same if not returned within a specified time.

The shippers would not buy the cheapest grade of cases, fillers and flats as is done now, knowing that such will never be returned. There would be much less loss from breakage of eggs with stronger cases. The lumber supply of our country would be considerably conserved, because egg cases would not be burned simply to get them out of the retailer's way. The question what to do for packing boxes for the manufacturer and wholesaler would be solved in part, and the country egg shipper be helped to pay return freight on cases by this arrangement.

This is but a suggestion of one plan by which eggs could be handled in a systematic, common sense, businesslike way. The details can be worked out and the necessary regulations adopted for its satisfactory operation. When are we to take this forward step? E. E. Whitney.

What Lipton Smokes.

In his earlier days Sir Thomas Lipton denied himself almost every pleasure except that of amassing a fortune. Calling one day on a consul on business matters, he was offered a cigar by the official.

"No, thank you," said Sir Thomas (then Mr.) Lipton. "Although I am the biggest smoker in England I never smoke cigars."

"What do you smoke?" was the surprised query.

"Bacon," was the prompt reply of the man who failed to lift the American cup.

A man's confidence in goodness is usually dependent on his own reserves of it.

Citizens Phone 5166

Bell Phone 2167

We are in the market for

Onions, Apples, Potatoes, Cabbage, Etc.

(Car Lots or Less)

Write or wire us what you have to offer

Yuille-Miller Co., Grand Rapids, Mich.

All Kinds of Cheese at Prices to Please

Write or phone

C. D. CRITTENDEN CO.

41-43 S. Market St. Both Phones 1300. Grand Rapids, Mich.

Wholesale Butter, Eggs and Cheese

BEANS

We are in the market

for all kinds. When any

to offer either for prompt or future shipment, write us.

ALFRED J. BROWN SEED CO., GRAND RAPIDS, MICH.

OTTAWA AND LOUIS STREETS

ESTABLISHED 1876

WE BUY BEANS

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

MOSELEY BROS., WHOLESALE DEALERS AND SHIPPERS

Office and Warehouse Second Ave. and Railroad.

BOTH PHONES 1217

GRAND RAPIDS, MICH

Potato Bags

new and second hand. Shipments made same day order is received. I sell bags for every known purpose.

ROY BAKER

Wm. Alden Smith Building

Grand Rapids, Michigan

Have You Any FRESH EGGS?

We want all the strictly "fresh gathered" eggs and good dairy butter you can ship and will pay highest prices. Phone when you have any to offer. Ship us your rabbits.

References: Commercial Savings Bank, Michigan Tradesman.

Bradford-Burns Co. 7 N. Ionia Street

Grand Rapids, Michigan

Get my prices on Popping Corn, Fresh Eggs and all grades of Dairy Butter. Or if you want them sold quick at full value and a check right back, mark to

F. E. STROUP, Grand Rapids, Mich.

Successor to Stroup & Carmer

References: Grand Rapids National Bank, Commercial Agencies, any Grand Rapids Wholesale House.

Be Conservative

and ship to a conservative house—you are always sure of a square deal and a prompt check.

L. O. SNEDECOR & SON, Egg Receivers, 36 Harrison St., New York

OFFICERS—DIRECTORS RESIDE ANYWHERE

ARIZONA corporations can keep offices and do business anywhere. No franchise tax. Private property exempt. Complete incorporation \$50. RED BOOK of full information and annotated laws FREE. Valuable work on "Corporate Management" given each company.

THE INCORPORATING COMPANY OF ARIZONA Box 277-L Phoenix, Arizona

References—Valley Bank and Home Savings Bank.

Irregular Quality of Butter This Season.

A group of butter buyers and sellers were discussing the quality of the fresh creamery now arriving on the New York market, and I was much interested in the various views expressed. On one point all agreed, and that was that we have seldom gone through a winter with such irregular qualities. The matter of selling "specials" under the call on 'Change came up in the talk and there was not a receiver in the company who seemed inclined to take the chances of the stock passing inspection.

"I suppose I have a few marks that the inspector would pass, no matter how particular he was, but I have a place for these and I could not sell them on the open market if I were bid 1 cent above any quotation that the Committee would make. What is true of our house is also true of most every house in the city that handles fine butter. But I am getting a good many marks that ought to be fancy, which are out of the first class when it comes to technical grading. Some of these are going to regular customers who pay full price for them, but the lots that are free to be sold have to take a second place. Let me tell you some of the experiences that I have had lately. One of our pet Minnesota creameries—about thirty tubs—came in, and I thought I would have it inspected so that if any of those fellows got 'too fly' I'd give them some butter. The first two or three tubs that I looked at were right up to the scratch and I said to myself that the lot will go at least ninety-three points. Then I ran into some tubs that were fully two points lower, and before I got through it seemed to me that one day's churning would not go over eighty-eight to eighty-nine. Finally I went through the entire lot, looking at every tub, and I made three grades. Now that is one of the reasons why a fellow can't take chances on selling a specific grade. The minimum score for specials is ninety-two points—that is an average must show that score—and I want to tell you that it is harder to find that class of butter now than it is to get ninety-five score in June and July."

"What you say about the butter running irregular is absolutely true so far as my experience goes, and I guess we get enough marks to know pretty well," remarked another receiver. "I am not a buttermaker, nor do I understand the business of making butter well enough to give an intelligent reason why Monday's make is all right and Wednesday's make of so much lower quality. There must be conditions that are not apparent to us here, but over the trier we find the faults, and our trade finds them, too."

Later in the day I was talking with a man who was once a buttermaker in Iowa, and I asked him why shipments from the same creamery varied so much in quality, and his reply was that a good many buttermakers are too careless with the material that they have in hand. "If a buttermaker gets first class milk or cream and

he is at all onto his job he will have no trouble in making fine butter; but the fellow who gets his milk and cream in all sorts of conditions and then neglects his temperatures and delays his churning is up against it hard," were his comments. "I am confident from my experience and observation that in a whole milk factory at this season of year a pretty heavy starter should be used and the cream ripened quickly. If close attention is given to temperatures and acidity the cream ought to be ready to churn by about 5 o'clock in the afternoon. It is my firm conviction that where milk and cream are delivered only two or three times a week, or for that matter every other day, it should be made ready and churned the same day. This means more work for the buttermaker, and later hours at the creamery, but the results will be enough more satisfactory to make it pay. Here is some butter from a creamery in Iowa where the young fellow has followed that plan all winter, and you can see how free it is from the defects so common in butter at the present time. I would score it ninety-three, possibly ninety-four points. Over here is another creamery that comes from a town close by, where the conditions are practically the same, and yet there are fully three points difference in the quality. Now what is true in this case is true in a great many others throughout the country, and I believe that many of the buttermakers could do more if they would to improve the quality of the butter."—N. Y. Produce Review.

Observations of a Gotham Egg Man.

The Minnesota Food Commission proposes to apply to bad eggs the law prohibiting the sale of food materials that are not in fit condition for consumption. The inspectors of the department are to be on the watch for bad eggs at all points of sale, from the country stores to the retailers in the cities, and a determined effort is to be made to stop the mixture of bad and good eggs by compelling the destruction of the bad and imposing penalties wherever an attempt is made to sell them. It is said that the efforts already made to enforce the law have had a marked effect upon the quality of the current receipts in Minnesota.

This is a movement that will be watched with much interest. If the department has inspectors enough to make the application of the law to eggs effective there is no question that it will be a splendid thing for Minnesota egg trade in all branches. It will probably be found that if bad eggs can be kept out of the traffic the good eggs marketed will bring as much money as the good and bad bring together and the cost of conducting the business in all branches—for freight, packages and handling—will be lessened. Bad eggs have to be thrown away finally anyhow, and their presence in general shipments must be allowed for in the prices paid all along the line. The farmer or dealer who holds eggs until they become stale or bad and who thinks he gets paid for them because they go through case count, mixed with bet-

ter goods, deceives himself; he gets less for the good because of the presence of the bad; at least if he can't get more for straight fresh eggs than he can for mixed lots there is something radically wrong with his method of marketing.

The natural way to keep bad eggs out of the markets is for collectors at interior points to buy goods only on a loss off basis and strictly according to quality. But if competition prevents the growth of this common sense system then interior egg dealers should welcome any application of the law, and give it their assistance, which will stop the sale of bad eggs at all points.

The season is wearing along without much strength to the cold waves. And there are still a good many storage eggs to be moved. Prices for fresh continue to wobble about from day to day according to momentary influences and we can expect no settled market until the spring flush is plainly in sight. Dealers here are gradually shifting their trade more and more to fresh eggs, but as yet the demand has scarcely grown enough to absorb all the stock arriving, although it is now pretty close to it, and the surplus stock is comparatively small. Receivers are a bit surprised that fresh eggs do not come forward faster considering the short periods of cold weather so far experienced, and many think that more or less of the January production must have been held back by farmers and country merchants. There are still about six weeks to the end of possi-

ble cold waves and snow storms, but it seems probable that if these don't show up in more lasting shape pretty soon there will be eggs enough to tide over any later occurrences considering the remaining quantity of storages, of which we have here remaining at least 65,000 cases at this writing. It doesn't look much like a bull market at present, although we must expect continual ups and downs so long as the unsettled conditions continue.—N. Y. Produce Review.

Dandelion Vegetable Butter Color

A perfectly Pure Vegetable Butter Color, and one that complies with the pure food laws of every State, and of the United States.

Manufactured by Wells & Richardson Co. Burlington, Vt.

We Are Buying

Apples, Peaches, Pears, Plums, Grapes, Onions, Potatoes, Cabbage. CAR LOTS OR LESS.

We Are Selling

Everything in the Fruit and Produce line. Straight car lots, mixed car lots or little lots by express or freight.

OUR MARKET LETTER FREE

We want to do business with you. You ought to do business with us. COME ON.

The Vinkemulder Company
Grand Rapids, Mich.

W. C. Rea

A. J. Witzig

REA & WITZIG**PRODUCE COMMISSION**

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

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

REFERENCES

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

Established 1873

L. J. Smith & Co., Eaton Rapids, Mich.

Manufacturers of

Egg Cases and Egg Case Fillers

WE can always furnish Whitewood or Basswood Sawed Cases in any quantities, which experience has taught us are far superior for cold storage or current shipments.

Fillers, Special Nails and Excelsior, also extra parts for Cases and extra flats constantly in stock. We would be pleased to receive your inquiries, which will have our best attention.

Strangers Only Need to Be Told That

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

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

NEW YORK MARKET

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Feb. 1—This week we have a decidedly firmer feeling in the coffee market, so far as speculation is concerned, but jobbers generally report a demand that indicates pretty full stocks already in the hands of the trade. Stock-taking is generally in progress with the wholesale trade and the week has been rather broken on this account, but probably the volume of trade will average with others. At the close Rio No. 7 is well sustained at 6¼@6¾c. In store and afloat there are 3,841,150 bags, against 3,917,914 bags at the same time last year. Hardly an item of interest can be picked up relating to mild grades and no change is observable.

Refined sugar is simply selling in a hand-to-mouth way and there seems to be little likelihood of any change for some time. There is absolutely no new business and withdrawals under previous contract are of the smallest volume. Quotations show no change and the rate is still 4.80c, less 1 per cent. cash.

No large lines of teas have changed hands and the week has not shown as much activity as previous ones. Still matters are in better shape than a month or so ago, and holders feel no disposition to make any concession. Java tea is being advertised in a small way by foreign firms, but there seems to be no perceptible amount of the article here except a few samples in newspaper offices. It may develop into something later on, but it is hard to introduce an entirely unknown product.

There is little or nothing doing in rice and sales are simply in quantities sufficient to last "over Sunday." Supplies are sufficiently large and quotations unchanged.

Spice grinders have sent in a fair number of orders and the market generally closes in a quite satisfactory manner. Quotations are firm and unchanged.

Molasses is quiet. About the only sales consist of grocery grades, and these are wanted for use on the moment. Rates show no change, good to prime centrifugal being quoted at 22@30c. No business is reported in syrups.

Canned goods are mighty quiet. Spot goods sell perhaps as well as usual at this time of year, but that is not saying much, although it would seem as if the daily consumption would be greatest at this season. Retailers are probably fairly stocked and are waiting future developments. Holders of Maryland tomatoes do not like to contemplate offers of any less than 80c f. o. b. and buyers seem quite generally agreed that this is too much; so the matter stands. Peas are usually quoted at \$1 and it is not easy to find desirable goods at a less figure. Other goods move in the usual manner.

Butter is again firmer and about

every grade is held with greater strength than a week ago. Special creamery is worth 33c; extras, 32½c; firsts, 29@31c; imitation creamery, 24@26s; Western factory firsts, 21c; held stock, 18½@20½c.

Cheese seems unchanged in any respect. Of course, there is a steady diminution of supplies but no dearth, and full cream is held at 15¾c.

Eggs show some advance in the most desirable grades and, while the improvement is slight, it seems well established. Nearby stock, fresh-gathered, 29@30c; Western fresh-gathered extras, 26c; firsts, 24½c; seconds, 23@24c; refrigerator, 17@19½c.

Some Ways To Make Your Advertising Pay.

"Do you see that woman staring at my window display," remarked a State street merchant the other day, pointing to a well dressed woman who was carefully scanning tempting rows of footwear in the window. Her eyes wandered up and down as if comparing different styles and prices, but always coming back to a certain pair of shoes upon which her eyes fastened with evident pleasure. The merchant chuckled as he went on to explain:

"I have seen her in front of that pair of shoes three different times this afternoon. The first time she casually glanced at them, lingering just a minute. Half an hour later she returned and hovered about once more, this time clearly interested in the shoes and pondering their value. She went away abruptly, and here she is again, this time, you see, making a final effort to justify her first desire to buy them."

"Her half hour's absence is easily explained. She has been studying other windows up and down the street in search of further means of comparison. Women are cautious buyers, as a rule. They look narrowly at an article before they buy it and compare it with what they see elsewhere. But back they are sure to come to hover like this woman in front of some fetching bit of style, their faces often alternating in expression between evident pleasure and close calculation. The inward parley is funny to watch. But here comes the woman, as I thought."

She came in and sat down, indicating by a gesture that she wanted to look at the shoes she had seen in the window.

Desire is the most potent avenue of approach to people's pocketbooks; and the eye is father to desire. It is the eye which first covets what is afterwards wanted and bought. To catch the eye, however, is not enough. A window display may be attractive and still be a mere display, creditable to the store, interesting to look at—but not a salesman. Selling things by dumb show is a more difficult art than by word of mouth. No gestures are possible—no personal appeal. The windowful of shoes must be made to enact a drama of appeal themselves, by their posture and juxtaposition. The shoes must be made to talk alluringly without speech. It is impos-

sible to tell anybody how to do this. It is the window trimmer's art.

Then, just as every actor needs a stage setting to make his meaning clear, so no part of the window facilities should escape unused in appealing to a passing audience on the street. Prices should be attached to every article. Never mind about cheapening the display. It is not a tableau you are offering the public, but a selling argument first and last. The woman who is looking for a \$100 coat may be as keen about price as her ownr-a-day sister with a \$20 limit. A tempting bit of merchandise at a price within reach turns the trick. In this connection, it is also a good practice to paste fine proofs of your newspaper advertisement on the window panes. Such publicity costs nothing and greatly increases the returns, if done in good taste.

Now and then a neat card in the window, hung so as to arrest passing attention, can be used effectively as a challenge to look more closely at values. A certain department store has made telling use of the window card in announcing bargain days in advance. The card is illuminated after dark with a border of electric lights. It has an enlivening effect in favor of both the store and its bargains.

In advertising a retail business, especially a smaller store, every resource must be utilized to clinch the results. Your message should be impressed again and again. It should come from different sources, corroborating one another. Newspaper advertising, which is first and most important, should be backed up with window display, store display, posters, street car cards, letters, etc.

In this way a cumulative effect is secured, which makes a "big" impression on the public. It usually takes several appeals to bring people into your store. They do not sit down and determine what they should do by cold reasoning. They act on the impulse—or, rather, on a series of impulses, all in the same direction.

Newspaper advertising in a metropolitan daily pays well if properly done. There is no more effective means of pulling business than by systematic advertising in the press. Much of its effect, however, is lost by neglecting to round out the campaign

with the little "clinchers," so insignificant in themselves, so important in the aggregate. John Benson.

Business Improvement at Holland

Holland, Feb. 4—The Holland Launch & Engine Co., organized here less than a year ago, has already made a fair showing, although their plant was recently damaged by fire. Prospects for more orders are very encouraging.

Most of the factories here are running only eight hours a day and only four or five days a week.

S. H. Mosher, a theatrical man from Chicago, has made this city an offer to build a theater here, and is willing to put in the bulk of the money to advance the project.

George P. Hummer is strongly advocating the plan of paving some of the city streets in order to give employment to those more greatly in need during the cold weather and dull times.

A few months ago the Van Eyck-Weurding Milling Co. erected a new three-story cement flour mill at a cost of over \$12,000. The mill is being kept in operation daily, with a good force of men, and, besides turning out two brands of flour, it is doing a large feed grinding business.

HATS

At Wholesale

For Ladies, Misses and Children



Corl, Knott & Co., Ltd.

20, 22, 24, 26 N. Division St.
Grand Rapids, Mich.

WORDEN GROCER COMPANY

Grand Rapids, Mich.

The Prompt Shippers

CHANCE FOR GRAFT.

Cities Can Dispense With Non-Resident Charity Workers.

Written for the Tradesman.

Two pretty young girls shyly entered the drug store and advanced to the proprietor's desk. There they stood for a moment, each timidly glancing at the other, and each waiting for the other to speak.

"What is it?" asked the druggist, just to help them along, for it was easy to read stage fright in their eyes.

"It is about furnishing the hall," one of them said.

"The battalion hall," added the other.

"For the soldier boys?" asked the druggist, thinking that it was about time to get out his check book.

"Oh, no, sir," said the girl in blue, "it is the Recruits of the World hall."

The merchant had never heard of the Recruits of the World. He didn't know that there was such an organization in the city, or that there was any need of a hall.

"I guess that is a new one on me," he said.

The clerk who edited the soda fountain made a suggestion.

"It is the religious organization down on Water street," he said. "They are getting up quite a company here. You can hear them on the streets every night with their drums."

"I see," said the druggist. Then he turned to the girls. "What are you going to do when you get your hall furnished?" he asked.

"We're going to establish a home for little children."

"Why," observed the druggist, "I thought the regular Charity Board and the city and county Commissions provided for poor children. Who is back of this organization you are soliciting for?"

"Just the Recruits of the World, sir. Can you help us a little?"

"Perhaps," replied the druggist. "Where did you come from?"

"Oh, we are from New York, sir," answered the girl in brown. "We were sent out here with the Captain."

"Who sent you?"

"The General sent us. He's sending his officers everywhere."

"And he pays you?"

"Oh, yes, sir. He pays us."

"And you send any surplus money you may have to him? Is that it?"

"Yes, sir. We have to report."

"And what does he do with this surplus money?"

The girls were beginning to edge toward the door. They were plainly not used to such cross-examination.

"I'm not asking these questions from mere curiosity," said the druggist, reassuringly. "I want to know about your work. If I am not covering the field in another way, I shall be glad to help you. Did you tell me what he does with this surplus money?"

"He sends it on to other headquarters which are not self supporting," was the reply. "It is all honestly used, sir."

"I haven't a doubt of that," replied

the merchant. "What I was getting at was this: Do we need people to come here, uninvited, from New York to help us take care of our neglected children? Do you think we do?"

"There seem to be plenty of opportunities for much work here," replied the girl in blue. "We have several pitiful cases on hand now."

"I don't doubt it," was the reply. "There are always indigent people who will not let their wants be known. But, honest, now, don't you think we ought to be able to take care of our own people without getting paid workers on from New York, or any other city?"

The girls moved away from the desk again. The druggist put his hand into his pocket and drew out some money. Again the girls paused.

"Our city and county officers, and the agents of our humane society, and the paid officials of our regular charity organization ought to do the work, it seems to me," he said. "If they don't, they ought to be fired. Do you expect to support your home for children entirely by contributions?"

"Oh, no, sir. We shall find work for the little ones to do."

"Exactly. Then you hope to make it self-sustaining?"

"If we do so we shall be glad, sir."

"Well," said the druggist, "I'm not going to give you any money because I think we can't take care of our own poor without your help, but I'm going to help you because you are honest with me. Those New York fellows got you out here, and you've got to hustle, I suppose. Don't think that I am finding fault with you, girls. You're doing what you are told to do. I presume those fellows in New York draw quite large salaries?"

"We don't know, sir."

"They have fine offices, and wear good clothes, and live on the fat of the land, I take it, or they wouldn't be in the game?"

The girls looked at each other again and then their eyes sought the floor.

"Well," said the merchant, then, "I'm going to give you five dollars just to help you in getting started. But let me tell you this: We have plenty of people right here in the city, people who own small places and pay taxes, who ought to be getting the salaries you are receiving, if there is any need of paying them at all. I don't think we ought to bring people here from New York, or London, or any other place, to tell us that we are not taking proper care of our poor, and charging us for the information."

The girls took the money, with many blushes and words of gratitude, and went on their way. Then the hardware man, who had been standing by the prescription case, came forward.

"That was rather a chilly talk you gave those pretty girls," he said.

"That's it," said the druggist. "These people who organize religious charity concerns are next to their linen most of the time. They know enough to send out pretty girls in-

stead of sour old maids or men."

"They caught you."

"Of course they did, but I gave them the money because I felt like a brute for talking to them in the way I did, and I wanted to atone."

"They do good work."

"Yes, but we have people right here to do the work they came from New York to do. We don't want them. We have organizations of our own to support, and have preachers and missions of our own to show them the way to the Eternal City, if that is what they want."

"Most of the people they talk to don't want to know the way."

"No," said the druggist, "they do not, but that is not the point. Last summer we had four different bands of alleged religionists singing and taking up collections on our streets at the same time. They usually talked five minutes of the better life and ten minutes of the money they hoped to get. They were mostly strangers. Many of them couldn't speak the English language correctly."

"A couple of years ago there was an organization here which undertook to give a thousand children a picnic down the lakes. They didn't propose to give their own money to help the kinder out. They proposed to coax the money out of the business men and the workers of the city, and get pay for their time while doing it. They kept solicitors on the streets for weeks."

"At last they got the food together, and got the cars, and the boats, and pulled off the picnic, taking about a dozen really poor children and about nine hundred whose parents were perfectly able to pay for their kids' outing. Now, here is the sequel. I can't swear to this, but I believe the man who told me about it, and who says he knows what he is talking about:

"He told me that everything for the picnic was contributed by business men and others. He said that the cars and boats, the provisions, the lemonade, the ice cream and every blooming thing was secured free of cost to the organization. So the trip cost no cash. But during the weeks of solicitation the sum of one thousand dollars was secured by the industrious pan-handlers. This money was forwarded in a lump, I am told, to the headquarters of the concern. Now, what do you think of that? The city paid the expenses of the trip, paid the workers a salary for getting it up, and contributed a thousand dollars to be spent elsewhere! That's pretty poor, eh?"

"Looks like graft."

"It is graft, pure and simple, and the business men are the suckers. Just as I told those girls, we don't want people to come here from New York to show us how to take care of our poor nor to point the way to Heaven. We have people here who are fully competent to do the work. There are too many chances for graft under the guise of charity, and business men should do more investigating before giving. I am out of the ranks of the easy ones from now on."

Alfred B. Tozer.



Two Results gained with but one investment.

First, when you have an American Account Register you do away with tedious bookkeeping, rewriting, errors, neglected or forgotten charges, disputed accounts, work, worry and trouble—in other words

You Save Money

Second, you advertise (by moving signs) the goods on your shelves every time you operate the register. You excite interest and stimulate desire at a time and in a place where all the conditions of a sale are complete. Is this true of any other kind of advertising? More sales, more profits.

This Is Making Money

"The sign that counts is the sign that moves." 24 or more changeable "ads" on every complete American.

\$\$\$ \$ \$

Investigate

The American Case
& Register Co.

Alliance, Ohio

J. A. Plank, General Agent
Cor. Monroe and Ottawa Streets
Grand Rapids, Mich.

McLeod Bros., No. 159 Jefferson Ave.
Detroit, Mich.

Cut off at this line

Send more particulars about the American Account Register and System.

Name

Town

State



Weekly Market Review of the Principal Staples.

Domestics—The market for domestics is operating on the narrowest possible margin. In no branch is there an indication of satisfactory business being done and the amount which is being realized is well within the anticipation of sellers. There is no doubt but that the stocks which sellers hold will prevent them from trading even in a comparatively small way until there is a general resumption of buying on the part of the consumer. The market is not, to be sure, absolutely without buying interest of a significant character, but out of the volume of offers made the business which can actually be booked with profit is small. In colored goods the mail includes small orders, but they are in no way what sellers might have anticipated. The various revised prices have not developed the buying power that was expected up to the present, and market opinion halts between two expressions. Many still think that it is a waiting game for the purpose of making the prices, while others hold to the belief that large stocks are held on all sides, rendering it unnecessary for them to buy at the moment. Gingham have not developed anything of interest as a result of the announcement of a revision, and it is believed that little can result of a favorable nature, until the war on prices between jobbers is at an end.

Gray Goods—At the present high price of cotton, it is not to be supposed that the seller will take orders for goods at less than cost, which it would be necessary to do if they acceded to the request of buyers. "There is something wrong with the situation," says a prominent factor, "when buyers refuse to bid one-eighth of a cent a yard for goods. It is fairly good proof that they do not need them badly." If there is a steady refusal the situation itself can result in nothing other than a deadlock. The thought, however, that the matter of price is the only cause of the difference is comforting for the reason that need will create an early adjustment of the difference and will witness the return of active trading.

Mercerized Worsteds—A few lines have been opened, although others have been opened under different names. There will doubtless always be a demand for the higher grades of these fabrics, and, indeed, the interest shown in some of them would indicate a lively concern on the part of buyers as being still existent and that they will have but little trouble in being disposed of. The market is also divided in its opinion as to the extent of distribution of styles. In overcoatings there was a considerable increase in the number of styles selected over those of last year, while, on the other hand, in suitings there are

instances in which not more than half of the regular number of styles have been selected. For instance, where a buyer selected 30 or 40 last year, this year he has selected 15 or 20 and his order with few exceptions is for sample pieces or cuts, if he can get them. By this statement, to be sure, the market as a whole is intended to be implied. There are instances wherein the sellers report an increase in the orders of last year. Occasions of this nature, however, are rare and are no criterion by which to judge the market. While sellers complain about the volume of business being done, they are satisfied in their minds that it is of a healthy character and they hope for a substantial reorder business later on. It is still noticeable that the smaller buyers do not seem to know exactly what they are about.

Underwear—To say that sellers have been disappointed at the result of the business volume for the current week and for the one immediately preceding it would be putting it mildly. There is, however, room for belief that in some quarters there will be a further improvement before long. However, as far as the general market is concerned, it is operating within a very limited sphere. In underwear the attention is being confined to fleeces and wool goods, although in the latter the market has been more circumscribed than heretofore. Fleeces, it is stated, are holding their own, but trading is very limited. Although the belief has been generally held that buyers are leagued together for the purpose of breaking the market, and, indeed, in this belief there is much virtue, a change is coming over the complexion of the general view of the situation and more credence is being placed in the explanation of the buyer himself that he has a considerable stock on hand and that his needs are comparatively small.

Hosiery—In hosiery the interest is confined to worsted, wool and fleeced-lined goods. Those lines of goods dependent upon cotton are equally dull with other lines of fabrics based upon the raw product. A few scattered purchases have been made, but if a seller disposes of two cases a day as an average, he deems himself exceedingly fortunate, for few, if any, are doing more. There are no favorites in this respect and some of the most important lines in the market have not done enough, in some instances, to pay expenses. That stocks must exist goes without saying, and the same explanation obtains here that obtains in underwear, that buyers find that they have overreached themselves in their calculations for the needs of the coming year, basing this on the experience they have had in deliveries during the past year and the increase in demand. Buyers do not seem to understand that the fault lies in the fact that prices were not high enough last year; consequently there is no room for revision this year. Had knitted goods advanced proportionately with woven goods, there would have been a possibility of creating what under the conditions would have

seemed a more favorable trading level. However, the margin of profit does not warrant any such action, and the result here, as in underwear, can be a deadlock only. All along the matter of selling worsted goods and wool goods has been a much easier task during the current year than it has been in cotton goods.

King's Taste in Colors.

Men's dress has never in recorded sartorial history been so dull and uninteresting as it became during the 19th century.

King Edward has made tentative efforts to enlarge masculine freedom in this respect; the soft felt hat, tan boots, evening trousers with a strip of braid down the sides, and loose dinner jackets all owe their introduc-

tion to the royal arbiter of men's fashions; and at the Windsor garden party the color in the king's dress was remarked—a dark but rich blue overcoat, a pink shirt and a heliotrope tie.

Again, at the last ball given to "meet Their Majesties" at Devonshire house many of the gentlemen guests were privately requested to appear in knee breeches, by the king's desire. —London News.

Grand Rapids Notions & Crockery Co. Importers and Jobbers of DRY GOODS NOTIONS

Laces, Embroideries, Handkerchiefs, Neckties, Hosiery, Gloves, Suspenders, Combs, Threads, Needles, Pins, Buttons, Thimbles, etc. Factory agents for knit goods. Write us for prices. 1 and 3 So. Ionia St.

Our Spring Lines

are now

Ready for

Inspection



Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan

LACES

In our lace department you will find a splendid and up-to-date line of merchandise at prices that are right.

Valenciennes laces 8c per dozen yards up to \$2.00.

Torchon laces 4c per dozen yards and up.

Allover laces, Pillow laces, Oriental laces, Chantilly laces, etc., etc.

P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

The Banker in Business.

Much has been said the last few weeks about the weakness of the country's banking system, but little has been said about the weakness of bankers. The states provide schools for doctors, dentists and lawyers, and each must undergo examination and receive a license to practice before he can solicit business for his personal benefit in either profession. Not so in banking. But what business more than banking calls for greater knowledge, skill, judgment, action?

Anyone can open a bank. A resident of Minneapolis visited a small town a few days ago for the purpose of inspecting a farm. He was met at the station by the liveryman, in response to telegraph order, but the visitor decided to wait until later in the day for the purpose of making enquiry as to the land. When he called at the bank he found his station driver was also the banker. It is easy to imagine that our livery friend might consider it evidence of banking qualification to pile up a reserve in time of stringency of 70 per cent. of deposits. A resident of Minneapolis who is at the head of several country banks received a letter a few days ago from one of his cashiers, who pointed with pride to the fact that he had 70 per cent. of deposits on hand. The Minneapolis manager bought \$100,000 of commercial paper at once, and set his country reserve in motion, informing his cashier at the same time that he had a wrong idea of the province of a bank.

Banking is a science. It calls for a daily adjustment between depositor and borrower. If deposits are received and not offset by credits, business depression follows. The real banker is "made," therefore, he is never a coward, always brave and not afraid to take chances. There is a menace to every community that is obliged to intrust its deposits to a single banker, who may possess none of the qualifications that his position demands.

Before a country can enforce any banking practice it must have real bankers to work through to secure the full result from the system or method. In the recent currency stringency the record is against many bankers. They moved neither hand nor foot to relieve the situation, regarding it as a duty apparently to pile up currency in the vaults to as high as 80 per cent. of deposits, which was reported by one Western bank.—Commercial West.

Market for Gallstone.

The monthly report of the Department of Trade and Commerce of Canada, for September, 1907, contains information supplied by mercantile firms to the Canadian Trade Commissioner at Yokohama relative to the value of gallstone as an article of commerce in Japan, from which the following is gleaned:

Gallstone is a hard concretion in the gall bladder of beef animals, sometimes called the biliary duct, which is a pea-shaped bag found on the underside of the liver, being the reservoir for the bile. Gallstone can

be sold in Japan, in quantity, all that can be secured, at high and profitable prices, varying somewhat according to quality. Until certain Japanese began to import this article the Westerners did not know the value of it, and not many knew what it was when asked for. Even at the present time slaughter-house owners seem not to know the existence of it or that they are throwing gold away.

A Chicago slaughter house firm, not knowing the value of it, sold their output to a Japanese importer at about 30 yen (\$14.94) per pound, upon which the importer realized 200 yen (\$99.60) per pound. In course of time the Chicago firm, by way of discovering the value of the stone, gradually increased their price; the quantity at the same time greatly increased, so that the house is yet exporting to Japan thousands of yen worth monthly.

The enquiring party advises that any one interesting himself in the matter should have the livers of all animals slaughtered at abattoirs examined. The value of the article varies according to quality, the chief points being size, color and texture or solidity. Samples should be mailed in tin boxes, each piece wrapped separately in soft cotton, not pressed too hard, and not loose enough to shake about.

Trees Are Planted by Insects.

The uses of worms in wood and field have been discovered by G. A. Andrews. It has long been known that squirrels aid the forester by burying nuts, of which some sprout and ultimately develop into trees, but that also he is indebted to earth worms for like services is knowledge new. It appears that the dry flat fruits of the silver maple are frequently used by worms to plug the apertures of their burrows in the fashion long since described by Darwin. In districts too dry for them to germinate under ordinary conditions a certain proportion of maple seeds thus drawn into their holes by the worms were found to sprout and grow into seedlings, and, although these ultimately perished under the influence of the late summer drought, Mr. Andrews thinks that under less unfavorable conditions a certain number would survive. He believes that by planting trees worms more than amend the damage with which they are credited through destroying seedlings in the gardens.

Making the Bookkeeper a Salesman.

A new way of soliciting orders from previous customers is suggested in Macey's Magazine. When the bookkeeper in going through the ledger making out statements comes to an account that is closed, and which has been settled promptly enough to make the customer a satisfactory person to do business with, he writes the name and address on a statement just as though a monthly account were to be sent to him. Instead of filling in with figures, the following is stamped across the face of the blank, which is then sent to the customer: "You don't owe us a dollar. We wish you did."

How She Judged.

Mr. Bacon—You should never judge a man by his clothes, my dear.

Mrs. Bacon—I never do. I always judge him by his wife's clothes.

Timber Is Money

Lumbermen and Investors Note the Following

I have an option on a complete lumbering plant with 55,000,000 feet of standing hardwood, cedar, hemlock and pine timber, located in the Upper Peninsula of Michigan with both water and rail shipments. This outfit consists of a large band mill, large planing mill, three camp outfits, machine shops, boarding houses, hotel, store with stock, barns, docks, tug, narrow gauge railroad, and thirty dwellings and other buildings. 350,000,000 feet of timber tributary ONLY to this point.

The best opening in the United States at the present time. If you wish to buy outright, or to take stock in a stock company to operate this plant, write me at once for particulars. The best reasons for selling. Everything is exactly as outlined. Plant can commence operations in ten days. 1,000,000 feet of peeled hemlock ready to saw. The chance of a lifetime for the man with the money. Act quick.

Address M. G. D., care Michigan Tradesman.

CHILD, HULSWIT & CO.

INCORPORATED.

BANKERS

GAS SECURITIES

DEALERS IN

STOCKS AND BONDS

SPECIAL DEPARTMENT DEALING IN BANK AND INDUSTRIAL STOCKS AND BONDS OF WESTERN MICHIGAN.

ORDERS EXECUTED FOR LISTED SECURITIES.

CITIZENS 1999

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411 MICHIGAN TRUST BUILDING, GRAND RAPIDS

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Bankers and Brokers

Members of { New York Stock Exchange
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Citizens, 6834 Bell, 337

Direct private wire. Boston copper stocks.

Successful Progressive Strong



No. 1 Canal St.

Capital and Surplus
\$1,200,000.00

Assets
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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

ONE YEAR'S WORK.

Annual Report of Secretary of Board of Trade.

That which the majority of the members of the Board of Trade most desire to know is as to what efforts have been made and what results have been achieved during the past year by our organization.

To get fairly at the rehearsal of such a showing it is necessary to tell, as a preface, in regard to the situation in January, a year ago:

At that time our Municipal Affairs Committee was engaged in a vigorous campaign for action upon the part of the municipal authorities toward securing various betterments of a public character in the administration of our city.

At that time our Transportation Committee was in the midst of an extended and active campaign toward the adoption of measures for the benefit of all parties interested in the freight and passenger traffic of the railways, and the Legislation Committee and Public Improvement Committees were equally engaged in looking after important projects in their respective fields of observation.

Municipal Improvements.

With this very general review of the situation a year ago, the following facts will be better understood:

On recommendation of our Committee on Municipal Affairs, the municipal authorities have placed the city water supply question before the people and a vote has been reached in regard thereto; the Mayor and Common Council have created a Municipal Commission whose duty it is to procure a concrete, comprehensive plan and estimate for a civic center in our city; portable bill boards have been provided for the posting of election notices and thereby the disfiguration of telegraph and telephone poles has been very much decreased; the smoke nuisance has been decidedly lessened through the appointment and services of a City Smoke Inspector; telegraph and telephone poles in many of our streets have been removed, the wires having been placed in conduits; metal receptacles for waste paper and other refuse have been placed at regular intervals along Canal and Monroe streets and good progress is now making among industrial establishments and homes toward creating a generous rivalry between citizens in the matter of attractive lawns and gardens and well kept streets and premises. Other important steps in advance are still in the hands of this Committee on Municipal Affairs and the intrinsic value to our city of such organized committee effort and the resultant co-operation between the city's officials and citizens in general can not well be overestimated.

Transportation Benefits Secured.

As is well known, there has developed during the past two years, and all over the country, a campaign against that which has impressed the industrial and commercial interests of the land as an unfair and unwarranted general policy on the part of the railway companies.

That which is not so well known is the fact that the Grand Rapids Board

of Trade, through its Committee on Transportation, its Industrial Committee, its Wholesale Dealers' Committee and its Committee on Legislation, has been a pioneer in this movement. Long before the general uprising the committees named began a careful, thorough and most sincere study of the railway question in all of its aspects and with especial reference to conditions in Michigan and their relation to inter-state traffic. This campaign of education, reported in detail from time to time as the work progressed, brought our body in direct co-operation with other organizations, both State and National, and the Grand Rapids Board of Trade won immediate recognition as a harmonious, indefatigable worker along intelligent lines and its influence was sought in all directions.

Two additional trains daily from Grand Rapids to the East have been secured. This means that the average daily passenger traffic into and out from our city has been largely increased and the general business of our city has been correspondingly enlarged.

A reduction of \$2 a car on the coal rate from Indiana coal fields has been secured by the Board of Trade, not only for Grand Rapids but for all points in the Grand Rapids shipping zone. This represents an extensive, widespread benefit to our city and Western Michigan.

The Grand Rapids Board of Trade was the body that initiated the movements in behalf of a two cent railway passenger rate in Michigan and for the creation of a State Railway Commission. Each one of these steps resulted in victory for the respective causes, and these two triumphs alone represent in savings to the people of Grand Rapids and in additional rights and resources bestowed upon that people more than ten times the cost of the maintenance of our organization.

The co-ordinate effort and influence of the Board of Trade with the Interstate Commerce Law Convention and with public welfare and commercial organizations all over the country have contributed, specifically and beyond peradventure, toward the progress made in behalf of the uniform bill of lading, the reforestation campaign, the good roads movement and the improvement of inland waterways, to say nothing of equally worthy movements more recently inaugurated as National projects. All of these efforts have contributed, and will continue to contribute, to the benefit of the general welfare of Grand Rapids and all of Michigan.

In all likelihood there are not a dozen citizens of Grand Rapids who, asked to formulate evidence as to the benefits bestowed upon Grand Rapids—purely material benefits, resulting from additional train service, reduced freight rates, better siding and switching facilities and generally more harmonious relations between shippers and carriers—could without much thought and careful study furnish such testimony. Yet there are hundreds of men in Grand Rapids who, looking at their own individual business and experiences, could con-

tribute something toward heaping up the asked-for evidence.

Such benefits distributed in small units all through a city like Grand Rapids combine to make of our city an exceptionally fine industrial center; these benefits bestowed during the past year have caused articles of association to be filed by more than fifty new concerns at Grand Rapids with the Secretary of State at Lansing. These new establishments represent an aggregate of more than a million and a half of dollars.

Such an exhibit constitutes the best evidence possible and to the recognized importance of Grand Rapids as a business center; no such record would have been made without the results obtained as above rehearsed; and these results exist very largely indeed because of the organized, long-continued and sincere efforts of the Board of Trade.

Additional Benefits Received.

But there are other results to present and they are, while very different from the foregoing, of quite equal value to our city:

The Merchants' Week Festival and the Trade Extension Excursion conducted by our Wholesale Dealers' Committee, under the organized machinery of the Board of Trade, are, without any qualification whatever, excellent advertising mediums all through the State of Michigan. Twice each year in the early summer through the reception and entertainment of 1,200 or more retail merchants for three days; and in the early fall the tour to smaller cities and villages by our leading jobbers and manufacturers, our city gets an advertisement and receives a commercial impetus impossible to get in any other way. The approximate expense of these two events, met by our jobbers and manufacturers, is \$7,000. Rightfully the institutions meeting this outlay receive the direct benefits, but, incidentally and in a general way, the city at large reaps equal advantages.

From the social standpoint, the mid-summer excursion and midwinter dinner of the Board of Trade are the chief events and these serve an admirable purpose in that they provide opportunities for the business men of Grand Rapids to meet and in an intimate, personal way to renew acquaintances or form new ones. Such opportunities are a necessity in order to promote the harmony of feeling and effort so essential to any public welfare body; and the fact that the Grand Rapids Board of Trade has so long and successfully maintained these events speaks volumes for the loyalty and the public spirit of our membership and the excellence of the work performed by our committeemen.

A Chief Handicap.

There is no fact more insistent in the career of the Board of Trade, or the conduct of any other public welfare organization for that matter, than is the strange truth that a majority of the membership—whatever it may number—of such a body do not inform themselves as to what matters are considered, what action is taken, what obstacles are overcome and what results are obtained.

And therein lies the chief handicap in the progress of the Board of Trade or any like body.

Sincere in their public spirit, prompt and generous in their support and genuine in their desire to be of real service, the members of the Board of Trade, all of them very busy men, can not, on many occasions, avoid neglecting various outside matters in which they are truly interested, in order to give proper attention to their own matters which are exacting in their demands.

Thus it happens that, in spite of earnest and self-sacrificing efforts on the part of members of our standing committees; notwithstanding the publication by the daily papers of generous and informing reports of the proceedings of the Board of Trade and in the face of the sending out from our office of numerous circular announcements and reports, there still remains the too voluminous and discouraging enquiry, "What is the Board of Trade doing?"

This annual report, because of the facts thus stated, has been prepared and is being sent out to every member of the Board of Trade with the request that, as a matter of fairness all around, you will read it carefully; so that you may know why we celebrate our twentieth anniversary.

It has been the unvarying policy of the Board of Trade to stand for the best interests of Grand Rapids and, whenever discreet and desirable, to co-operate, without oracular intrusion, with the municipal government, the State government and the National Government in their efforts to help the general welfare. The Board of Trade has not and will not stand for the demagogue, the grafter or the crank. Thus, also, it has never indulged in criticism of individuals, corporations or governmental powers merely for the sake of criticism. With faith in the intelligence, rectitude and loyalty of our governmental bodies, we believe also that whenever and wherever the processes of making and executing the laws touch the processes and efforts of the business interests, then are our men of business competent to formulate opinions and entitled to the right to be heard.

And so, in order that the business men may be heard, each one in regard to his individual needs and desires, we have our several standing committees, made up of men especially well adapted for the consideration of matters which are referred to the respective committees; and when any one of these committees submits a report with recommendations, these must be submitted in turn to the Board of Directors for approval and final adoption or for rejection, as the case may be. These committeemen, these business men, their points of view are considered, their information, suggestions and experiences are utilized in reaching results so that there is nothing in the form of a recommendation, approval or disapproval which goes out from this Board that is marked by undue haste and superficial examination.

This system is true as to all departments of industry and commerce. The merchant, the manufacturer, the

millers, the dealer and many others are each incorporated for the better handling of their business and tasks that seemed impossible have been accomplished through the strength of such unified elements of power. And so is it as to the Grand Rapids business interests represented by the Board of Trade, operating in co-ordinate harmony for the development and betterment of our city.

The word "trade" is a tremendously important one, a synonym for practically the whole world of business and toil. In the true sense of this significance the Board of Trade earnestly and ceaselessly endeavors to draw new industries to our city, to attract new enterprises, to assist small and growing enterprises already here and in every discreet, legitimate way to enlarge the business importance and wealth of our community.

The fame of a well-ordered city is its own best magnet for drawing others to it. A manufacturer goes where he can best manufacture and people prefer to live in a city where living is most attractive. In the attainment of such results is found what our Board of Trade stands for in this city.

While we have been called upon to investigate fully a score of industrial propositions, a very large proportion of these have been mere promotion schemes, indefinite and doubtful. Out of the lot we have secured two first-class enterprises, Terrell's Equipment Co., which manufactures metal cabinets, clothes presses and sectional cases for factories and hand trucks, and the Nachtegal Manufacturing Co. There is this to add in relation to the efforts of the Board of Trade in securing new industries: Thus far through all the years very, very few poor and disappointing enterprises have had the approval of our organization and there is no city in the country which has so successfully escaped the wiles of the professional promoter as has Grand Rapids.

Perpetual Services.

Hundreds of letters of enquiry as to almost every conceivable fact bearing upon the resources, products and general equipment of Grand Rapids are received at the office of the Board of Trade, many coming direct to us from the writers and many being forwarded to us by the Mayor, the Postmaster and citizens in general who recognize and rely upon our files and compilations as the Best Bureau of Information in the city. In addition to this, we have, during the past year, published 10,000 booklets for circulation exclusively among manufacturers who, for one reason or another, contemplate making a change of location. This booklet was prepared and issued under the auspices of the Industrial Committee and it was through the efforts of the same committee that the large electric sign—the Welcome Sign—was installed last summer in the Union Station.

We hope soon to begin to mail out 15,000 copies of a classified business directory, showing what is made and sold in Grand Rapids.

New Business Enterprises.

Articles of incorporation of the following named enterprises have been placed on file at the office of the Secretary of State at Lansing during the past year: Michigan Sand Lined Brick Co., \$35,000; American Plaster and Cement Co., \$75,000; M. H. Barber & Son, \$10,000; Sintz-Wallin Co., \$16,000; Joseph Castenholz Co., \$30,000; Rex Manufacturing Co., \$1,500; John D. Mabley & Co., \$7,500; J. V. R. Knife & Drop Forge Co., \$10,000; Crabb & Hunter, \$20,000; Good Roads Publishing Co., \$15,000; Commercial Stationery Co., \$25,000; Sackett Plaster Board Co., \$500,000; Michigan Barbers' Supply Co., \$1,000; Swedish Medicine Co., \$3,000; Kriswell-Keppler Co., \$10,000; Michigan Pearl Button Co., \$1,200; Grand Rapids Wall Decoration Co., \$3,000; National Stuffing-Supply Co., \$25,000; Grand Rapids Emergency Hospital, \$12,000; Ladies' Sanitary Supply Co., \$2,500; Terrell's Equipment Co., \$50,000; American Improved Box Co., \$20,000; Nachtegal Manufacturing Co., \$100,000; Overton Manufacturing Co., \$25,000; G. R. Novelty Co., \$5,000; Michigan Seating Co., \$20,000; Fruit Belt Publishing Co., \$15,000; Vaudette Film Exchange, \$2,500; Michigan Desk Co., \$50,000; Highland's Golf Club, \$5,000; Felter Self Measure Tank Co., \$10,000; Wolverine Shirt Co., \$3,500; Hy-Cart Battery Co., \$25,000; General Gas Appliance Co., \$15,000; West Side Ice Co., \$20,000; C. J. Sells Co., \$5,000; Donaldson Glass Co., \$10,000; Loveland & Hinyan Co., \$30,000; Peck-Johnson Co., \$40,000; National Freight Auditing Co., \$3,000; Bradford-Burns Co., \$4,000; Sargent Fender Co., \$2,900; Barclay, Ayers & Bertsch Co., \$52,000; G. R. Tumbler Washing Co., \$5,000; Vulcan Foundry Co., \$50,000; G. R. Dental Supply Co., \$14,000; Leonard-Hobart Co., \$60,000; Dake American Steam Turbine Co., \$200,000; Flexible Belt Lacing Co., \$12,000; Eastern Star Journal Co., \$1,000; Re Ma Manufacturing Co., \$20,000.

Increases of Capital.

The following named enterprises have filed at the office of the Secretary of State the past year notices of increases of capitalization: Baxter Laundry Co., \$100,000 to \$125,000; Grand Rapids Novelty Co., \$15,000 to \$20,000; G. R. Paper Co., \$10,000 to \$20,000; G. R. Plaster Co., \$125,000 to \$250,000; Michigan Lithographing Co., \$25,000 to \$40,000; Rathbone & Panigot Co., \$30,000 to \$75,000; Stow & Davis Furniture Co., \$6,000 to \$150,000; G. R. Hardware Co., \$50,000 to \$100,000; G. R. Brass Co., \$100,000 to \$200,000; the Edwards-Hine Co., \$40,000 to \$50,000; G. R. Utilization Co., \$20,000 to \$30,000; Worden Grocer Co., \$150,000 to \$200,000. Total increase in capital stock, \$535,000.

Building Operations.

Over thirteen hundred building permits were issued during the year by the Building Inspector, the structures thus authorized representing an aggregate of over two million dollars. The most important building operations have been as follows: Catholic Church at Fourth and Davis streets, \$100,000; Children's Home donated by

D. A. Blodgett, \$100,000; Grand Rapids Refrigerator Co.'s plant, \$100,000; duplicate of the Manufacturers' Building, \$83,000; American Plaster and Cement Co.'s plant, \$75,000; International Harvester Co.'s building, \$45,000; Dickinson-White building, \$42,000; remodeling the Auditorium building, \$30,000; Vanalsberg & Boer building, \$27,000; addition to Pantlind Hotel, \$25,000; Hall street school addition, \$17,236; Palmer street school addition, \$16,675; Stratford Arms building, \$16,000; S. B. Jenks' building, \$15,000; addition to Alex Dodd's factory, \$10,000; Sacred Heart Club building, \$10,000; Michigan Wheel Co. factory, \$10,000; F. A. Tusch residence, \$13,000; McCrath building, \$10,000; F. M. Deane's residence, \$8,000; C. D. Crittenden factory, \$7,000; Edward Fitzgerald's residence, \$10,400; Michigan Hearse & Carriage Co. factory, \$8,000; Thomas Peck building, \$7,500; American Seating Co.'s building, \$7,000; Second Evangelical Church (Griggs and Horton streets), \$6,000; addition to Macey plant, \$5,000; Co-operative Laundry Co.'s building, \$5,000 and the new factory building of the Manufacturers Realty Co., on Summer street, \$34,000.

The New Government Building.

During the past five years the Board of Trade has conducted an earnest campaign, in which it had the influence and hearty co-operation of Congressman (now Senator) Wm. Alden Smith toward securing for our city a new Government building; and now, with plans approved, the necessary money appropriated and a temporary building constructed, to be occupied during the building of the new structure, it is entirely proper that reference be made and congratulations extended in this report. The life of the present building has been but twenty-eight years because of the remarkable growth of the city during those years. In the new building there will be fourfold the space available in the present structure. The question arises: Will the centenary of our city's birth (1936), twenty-eight years hence, call for a new and still larger building than the one about to be constructed?

Our Public Library.

There is no single municipal enterprise in Grand Rapids more wisely conducted or more valuable in its influence than our Public Library, with its main building, its west side branch building and its various branches established in public school buildings. During the past year an excellent series of lectures upon industrial, scientific and sociological topics has been presented, while many high grade exhibitions along the lines of the fine arts, arts and crafts and industrial arts have been successfully conducted and well attended. One feature of this attendance has been the notable lack of active business men among the various audiences. This is not to be especially wondered at when one considers the numerous demands made upon the time and interest of the average man of business, and is, in a very large measure, discounted by the fact that the youth of the city, the mothers and the pub-

lic school teachers are largely in evidence upon each occasion.

The Good Roads Victory.

It is entirely fair that reference be made herewith to the successful outcome of our five years' campaign in behalf of good roads. It was slow work and difficult because of lack of information on the subject and incorrect opinions, based upon misconception and unnecessary alarm as to the scope of the project. Giving hearty support toward the efforts to secure the necessary legislation, the Board of Trade immediately upon the enactment of the necessary laws successfully conducted a campaign which resulted in the formation of a Good Roads District embodying the townships of Walker, Grand Rapids, Paris and Wyoming, the City of Grand Rapids and the village of East Grand Rapids. With the district created, a commission was selected, as follows: Chas. W. Garfield, of Paris; Cornelius Huizenga, of Wyoming; Robert D. Graham, of Walker; Geo. W. Thompson, of Grand Rapids city; John Paul, of East Grand Rapids and Harvey O. Brand, of Grand Rapids township. Mr. Thompson was elected Chairman of the Commission.

Real Estate Transfers.

During the first seven months of the past year there was a strong movement in real estate, chiefly in the residence districts. The business through June and July was very quiet, but during September there came a revival quite pronounced. The portentous signs in Wall Street began to tell so that the last three months of the year made a poor showing. The instruments recorded and showing the prices paid in each instance gives totals, each month as follows:

| | |
|-----------------|------------|
| January | \$ 700,000 |
| February | 718,000 |
| March | 808,000 |
| April | 1,169,333 |
| May | 1,186,000 |
| June | 728,000 |
| July | 378,890 |
| August | 356,218 |
| September | 749,000 |
| October | 562,000 |
| November | 428,900 |
| December | 424,000 |

\$8,208,341

Including the transfers where "one dollar" or some other merely nominal consideration is named in the instrument, it is entirely probable that the total value represented by all transfers will approximate ten million dollars.

Decline in Savings Deposits.

The decline of \$737,000 in savings deposits is accounted for, to a large extent, by the fact that during the past four or five months a large number of alien residents of this city and vicinity—Polish, Greek and Italian, notably thrifty people—have withdrawn their savings and have returned to their homes in foreign lands. That those people will return, with additional immigrants, is beyond peradventure, so that the present falling off will be more than compensated for during the next few months.

H. D. C. Van Asmus, Sec'y.

THE FACTORY THIEF.

Novel Way By Which He Was Discovered.

"As I have remarked and repeated before," said John Ford, "the trade of the detective requires two qualifications, power of observation and luck."

Then he lighted his pipe and looked up at the ceiling.

"Marvelous!" I said. "How did you guess it? Did Sherlock Holmes come back to life and confess himself to you?"

"Never mind, Watson," Ford glanced out of the corner of his eye to see if his idea of a retort had got a rise. It had not. "Never mind," he continued, "Sherlock Holmes and I might be great friends if he should come to Chicago and be sociable. We ought to get along fine. There is no reason why we shouldn't be the best of friends. You see, he'd put off his cloak of mystery and be candid with me. And Sherlock wouldn't have been such a bad fellow if he hadn't let Watson wrap him up in the mazes of the science of deduction and deliver him to the reading public under false colors. He was a good detective; he couldn't help it; he could see, and he had luck—the same as myself."

"Marvelous!" I repeated. "I never had noticed it before, but now I see the resemblance. Marvelous, truly marvelous!"

"Come on!" he said. "That's getting monotonous."

"Come on!" I said. "Tell your story and be done with the introduction."

"This all happened," he said, "in the Diamond Watch company's factory. They've got their office and salesrooms in the city, but their plant is in a suburb fifty or sixty miles out in the country. They practically own this little town, company town, you understand, the plant the one thing that keeps it going, and everybody directly, or indirectly, dependent upon the big works for their livelihood. Their pay roll is a thousand names long, and about one-half of the total number is composed of women."

"The trouble was in the spring department, the place where they prepare the little circles of steel that keep your watch ticking. They were losing springs. No trace of how or where the trick was being turned; but the simple fact remained, they were losing them. They had tried to find who the supposed thief was, but failed."

"I came on the job after they'd been working by themselves for six months, and had in that time lost about \$4,000 worth of springs. You can make a living stealing watch springs with no greater room than is in your vest pocket—if you have luck."

"Here is the department where the loss is taking place," said the superintendent, taking me to this particular corner of the factory. "Look it over and then tell me how any man can slip \$4,000 worth of stuff

out of here through the safeguards that we've got up."

"Tell me about the safeguards, first," I said.

"Well, we search everybody when they leave the shop, search all bundles, search everything and everybody who goes out."

"Thoroughly?"

"You can judge for yourself; we look in their hats and handkerchiefs. We've got that down to a science. Besides, these springs are under the eye of our foreman. If anybody tried to put one into his pocket, or shoe, he'd have been caught by this time, sure. And we've watched every man who works in there, from foreman to sweepboy, after hours, and not one of them has shown a sign. O, it's bad. You take six months of consistent work at this sort of a thing with no results, and it's got to be pretty complicated and slick, don't you think so?"

"Pretty slick, at least," I agreed. I didn't say anything about his belief in complications. It might have hurt his feelings to tell him that he was a fool for looking for a complicated situation; it was only the simple theft, with no trail behind or preparations ahead that could have kept them puzzled for that long. The more complicated the work the easier to find; complications spread out and make trails that you're sure to blunder onto in time.

"We'll look the men over together," I said. "You can introduce me as a large buyer who is interested in the process of manufacture, particularly the making of springs. I want to spend a couple of hours in the department; and that's the safest way to do it, and now's the time. We'll see what we can see."

"I'm sorry to say that that won't be much," he laughed. "But come on; you won't lack the opportunity if I can do anything to help you."

"He was quite right; there wasn't anything to see in the department. The guilty man, whoever he was, was an artist at affecting innocence. I studied them all, separately and together, and found not a thing to begin to work on. It's seldom that a fellow goes all through a place like that without getting one single idea as to how he is to start his work on, and I wasn't feeling at all happy when we'd looked over the last man with nothing to show."

"Well," said the superintendent, "what did you see? Nothing, eh? That's what I thought; that's what I was afraid of. You see, if the thing had been so simple that even an experienced detective could walk in here, and, after a few hours' inspection, put his hand on the trouble, we'd have been bound to get track of it with the time and work and worry that we put onto the case. I tell you the thing has got us going. It's so darned untraceable that it seems almost spooky, doesn't seem to be any way of doing it, and yet it's done, there's no doubt of that, it's done. If there was a single loophole—"

"Hello, Mary! Yes, you can put a couple of apples on my desk when

you go through the office—if there was a single loophole in our watching I would feel better. But we've watched so closely that we can't do any more."

"His interruption of himself was to reply to the old apple woman—old and lame—who was just coming into the department with her basket on her arm."

"You say you've watched as closely as you can," I said. "Have you watched her?"

"Yes, even her," he said, laughing, "as a last resort—and I hated to hurt the old lady's feelings—I took to searching her basket. There was nothing in it, of course."

"Of course not; nothing in it," I said. "Let's walk around once more. I've got to take another look at the place before I'm satisfied."

"I pretended to be looking at the men again. I wasn't; I was watching old lame Mary. I had got interested in her from the moment I laid eyes on her. At first glance I had noticed that her lameness was faked; she was limping deliberately. A lame person limps without any thought, of course; one who is faking does it with a mental effort, and the same shows in the general expression and appearance."

"Of course, Mary's limping might be put on merely to excite sympathy and make business, but she was a possibility, that was all."

"She came past us three times while we strolled around the shop. Each time I had a good look at her. And at the third look I saw what the

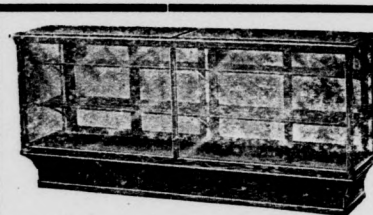
We Are Millers of

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

Grand Rapids Grain & Milling Co.

L. Fred Peabody, Mgr.

Grand Rapids, Michigan



A Case With a Conscience

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

The same can be said of our DEPENDABLE FIXTURES.

They are all sold under a guarantee that means satisfaction.

GRAND RAPIDS FIXTURES CO.

Grand Rapids, Mich.

Jefferson and Cottage Grove Avenues

More
More
More

comes the call for

Karo
CORN SYRUP

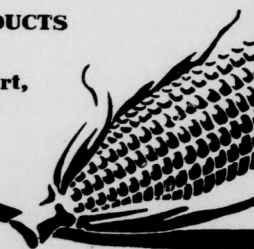
The Best Spread for Bread

You haven't a customer who will not delight in the wholesome flavor of Karo and joyously pass along the story of its unusual goodness. It's a food sweet and best fulfills every purpose for which a syrup can be used.

Big advertising campaign now in full force right among your customers. Are you reaping the benefit?

CORN PRODUCTS
MFG. CO.,

Davenport,
Iowa.



superintendent could not have seen with his bum eyes; the woman's hair was dyed, it was blonde turned black. Now, an apple woman who merely fakes a limp is nothing extremely suspicious, but one who limps and dyes her hair, dyes it from blonde to black, is something quite different. I didn't let Mary out of my sight for a moment after the second discovery. I watched her so closely, and with such luck in hiding my watching, that I saw her nod sharply when the foreman went past her.

"Quite right; anybody might have seen that. But they might not have seen that he put his hand on a table, as if to steady himself when he went past, that she had glanced at his hand when she nodded, and that that table happened to be one that was covered with a loosely spread out pile of springs.

"The superintendent was growing impatient during this time. 'Come on,' he said; 'we've seen everything. Come into the office and let's get together on the thing and see if we can't reason out a plan to work on.'

"In a few minutes,' I said. 'I may be seeing something worth while just now. Just a little while and we'll go back.'

"I was still watching Mary, you'll understand. She circulated around peddling her stock and quarreling like sin with the men as they stole peanuts when they bought, the typical apple woman—save for the fake limp and the dyed hair. Eventually she got back to the table on which the foreman had put his hand. She stopped there, and set her basket on the table, to rest. When she started away I managed our walk so that she had to pass us in a narrow aisle.

"I took a wild chance then, played my luck for all there was in it. 'O, God,' I yelled, grabbing at my throat, 'I'm going to have one of my fits again!'

"And I did have one, falling as stiff as a log and dropping my full weight right against Mary's apple basket.

"In going down I grabbed it, and rolled over still holding it. I was up in another second. It probably was one of the shortest fits on record. I grabbed Mary right where she stood. Then I turned the basket bottom side up and showed it to the superintendent.

"Hold the woman!" I yelled as soon as he saw what was there, and I let both basket and Mary go and jumped for the foreman. He had started for the door when he saw what had happened, and there was quite a little time before I had him safe. Then I turned to help the superintendent, for Mary was fighting like a cat, and her limp had gone for good.

"You see, the bottom of that apple basket was covered with a soft wax. When Mary set it down on that pile of springs a dozen of them were forced into the wax so deep that they stuck there, almost hidden. That was my luck, that was what I had hoped to find, after seeing the limp, the dye, and the quick nod to the foreman."

James Kells.

Clerk Should Pile Up His Boxes Evenly.

If you are a retail clerk, and expect to develop your time and energy to the highest efficiency, you should begin at once to reorganize your way of doing things. Begin with yourself. If you put off organizing the little duties of to-day, thinking it best to save your energy for the greater duties of to-morrow, those greater affairs will never come.

No matter what the nature of your work may be, first see that your work has an orderly arrangement, so that you can accomplish a task without having to worry or fret in finding some tool or other article you may need. Have a certain place for everything, and have some method of keeping everything in its place. If your work is routine, you can soon learn to do it in half the time by adopting short cuts and installing ideas to save time, even if only a few minutes.

The reason so many clerks cry about hard work is because they never learn to do a thing thoroughly. Lack of system with your time breeds inaccuracy, which in turn breeds trouble and an ocean of worry in straightening things out. Whenever you have set yourself to a task, finish it before you leave it. The leftovers and comebacks are what make a drain on the energy. They also destroy the element of constant progressiveness which must enter into any successful personal system.

In applying system to your personal affairs, above all, learn to train your memory; or, if your work fills your mind with too many details, you should adopt a system of keeping track of important duties. Write them down; make a memorandum of them, and file that memorandum where it will come to your notice at the time you will want to use it. Keep track of everything that you may want to use at some future time. Don't give any important matter a chance to slip your memory. Your hand must be able to touch any article in your possession at any time.

The men at the head of successful corporations were made good managers through adopting these principles. Just so can any retail clerk rise above the ranks by getting into the habit of doing things in a better way than anyone else. A system of being orderly, prompt, and accurate will develop habits which will endow you with the ability to do things right, and when the most important duties fall in your pathway you will be able to do them easily and quickly. But if you have no particular way of doing things, and let your work get ahead of you, and drive you from morning till night, your work will always be difficult, uninteresting, and tiresome.

To systematize the work before you every day, and to try to do things in a better way, more thoroughly and in less time than before, requires thought of self and study of conditions. Remember that your position—the work you are doing to-day—should be training you for bet-

ter and more difficult work of to-morrow. No clerk can gain promotion by being satisfied with the work to-day. There should be the desire and ambition to try to do it a little better to-morrow; just a little better than the other fellow.

Whatever you have in hand to-day, do it with the thought that you are educating yourself for higher work. If you become discouraged after a day's tedious work, it isn't because the work is impossible. It is because your method of doing things has made the work hard. The absence of system always causes worry, and worry makes any kind of work difficult.

Work will never hurt the brain. A man's mind never tires, nor does brain fog ever come from methodical work. The truth is that the brain is developed through continual systematic work. When the body becomes tired and the energy exhausted, it is because the body is not being run by a well organized brain.

C. H. Pancoast.

Put All His Money In It.

Redd—I see Brown's got an automobile.

Greene—Yes; his rich uncle gave it to him.

"Why, he told me he put all the money he had into it."

"So he did. He bought a dollar's worth of gasoline for it."

It is easy to be pious when the children are asleep and the neighbors have left town.


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

Alabastine

The Sanitary Wall Coating

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

Alabastine Co.
Grand Rapids, Mich.,
New York City

Associated Sales Managers

The Best Modern Merchandising Method for Reducing or Closing Out Stocks at a Profit. A Season's Business Done in Ten Days.

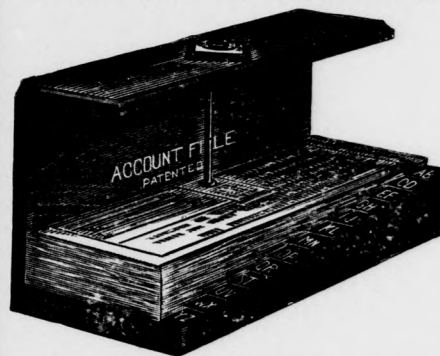
The only method guaranteeing to make your sale a huge success and realize a profit on all merchandise sold. The largest and most competent staff of Sales Managers in the world.

Write today for particulars. Regarding our responsibility, etc., we can refer you to such houses as Wilson Bros., Cluett, Peabody & Co., Kahn Bros. & Co., Carter & Holmes. Bank references on application.

Leonard & Company

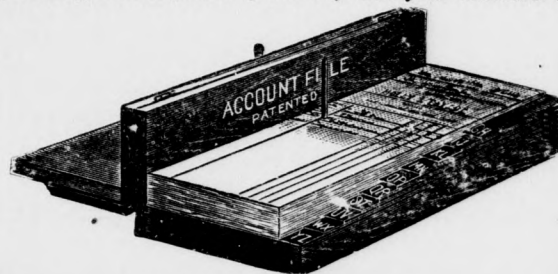
(Associated Sales Managers)
68 and 74 LaSalle St. Chicago, Ill.
SUCCESS GUARANTEED

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



Some Stories Told by Credit Men.

Over at the Claw Hammer Club a day or two ago my friend, the credit man in a wire works company, was telling his experience in the matter of a collection he endeavored to make from one Jackson, whose account had grown old and weatherbeaten during efforts to induce payment, so it was finally put into the hands of a local collection agency. It was a pretty tough claim, so as a matter of inducement for quick action my friend had arranged with the attorney that if successful he should have half the claim. Finally after the lapse of a year and a half or more he dropped in on the agency and asked, "How about our claim against Jackson?" and the attorney soliloquizingly replied thus: "Let me see, Jackson? Jackson? Oh, yes, that was the claim we were to have half of, wasn't it?" "Yes, that's the claim." "Well, I'll tell you, we collected our half of it, but we can't do a thing with your half."

Then the book-keeper in the hardware jobbing house took off his overshoes, hung up his overcoat and remarked that he had a collection story of his own. "When this came off," said he, "I was running a hardware store of my own up in Minnesota in a Swedish community, and I had for a clerk a big husky Swede whom I used to send out to make collections. I sent him out once with several bills that I was anxious to get in and he came back without any money but with this report: 'Yim Yonson say ha val pay van ha sals him wheat. Ole Oleson, ha val pay van ha sals him hogs. Bill Yenkins, ha val pay in Yanooary.' 'Well,' said I, 'that's the first time Bill ever set a date to pay. Did he really say he would pay in January?' 'Val, I tank so,' said my collector, 'ha say et bane a dam cold day van you get that money and I tank that bane Yanooary.'"

"Well, that lawyer in the Jackson collection case had his nerve with him, didn't he?" remarked the correspondent from the lock concern. "In that respect he reminds me of a case my family physician encountered. He is a Prairie avenue physician out near where I live on the South Side. A well-dressed fellow called on him last summer and told him he was sick and also hard up and wanted some help for his physical ailments, so the kind-hearted doctor looked him over, wrote him a prescription, told him there would be no charge for it and he went away. The next day his patient reappeared good and full, so full he had some difficulty in navigating the outside steps. When his turn came to get into the two-dollar-a-minute chair he told the doctor that he was broke and tried to make a touch for two dollars to get the prescription filled, etc. 'Let me see that prescription,' asked the doctor, and looking it over for a moment he tore it up and threw it into the waste

basket. When asked why he did so, the doctor replied: 'You don't need it, my dear fellow; that prescription was for a nerve tonic.'"

A big, husky, pleasant-faced Irishman, a teamster from over at the heavy hardware house, came in with a message for his employer, and Tim, the bartender, showed him in and when he had gone his employer spoke kindly of him and remarked: "A funny thing about Mike is that he never saw a railroad until he was twenty-six years old and working on my brother's farm in Virginia. His brother Pat (both of them came from Ireland) worked on an inland farm on a line of railroad about sixteen miles away. Mike came over and landed at Baltimore, went by boat to Norfolk, then by a little sailing boat that touched near the farm on the coast; so he had never seen a railroad. Finally, one Saturday evening he hooked up a buckboard and drove over to see Pat and the railroad and arrived late. On the next morning they walked over to the tracks. Walking along the track with Pat explaining, they came to a sharp curve running among the hills and there found an express train almost upon them. Pat ran up a hill and Mike legged it down the track ahead of the train which, of course, overtook him, tossed him up in the air and landed him in a frog pond. Pat was, of course, delighted to find his brother alive and this is their subsequent dialogue as I got it: 'Are ye's kilt, Moike?' 'No, I'm not kilt, but I'm hurted and wetted.' 'Why didn't ye run up the hill wid me?' 'Well, if I cudden't bate that d— thing on the level, how cud I bate it runnin' up hill?'"

Just as I was leaving Tommy, the office boy I used to meet over at the woodenware office, sidled in, with Tim, the bartender, eyeing him, anxious to put him out, because he is a minor; but when I spoke to the kid Tim seemed satisfied it was all right. Tommy told me he had worked at the woodenware place nearly three years, but was now at the club looking for a job. He's a bright little chap, all right, but full of youth and mischief. I asked him why he quit the woodenware office and he replied: "Well, I couldn't get along with the old man, so finally we got tangled up together and just three words he said to me made me quit." I asked Tommy more about it and he told me. The three words the "old man" had said to him were these: "Tommy, you're discharged."—Sidney Arnold in American Artisan.

Won Over.

"Mark my words," declared Mrs. Ferme, laying down the law to her long-suffering husband, "by the end of the century woman will have the rights she is fighting for."

"I sha'n't care if she has," replied Ferme.

"Do you mean it?" cried his wife. "Have I at last brought you around to my way of thinking? Won't you really care?"

"Not a bit, my dear," returned her husband resignedly, "I'll be dead then."

Back Woods Incident of Civil War Days.

Written for the Tradesman.

There were many curious characters in the lumber woods at an early day—characters both amusing and harmless as well as vindictive and criminal.

Immediately after the war of the Rebellion many queer specimens of humanity flocked to the great north woods of Michigan. Help was scarce at the time of the war on account of so many able bodied men being required to fill the depleted ranks of the army.

One morning in early spring the shingle mill owned by Hiram Bustard, some score or more miles north-east of Muskegon village, was without a filer. The mill could not run

VULCANITE ROOFING

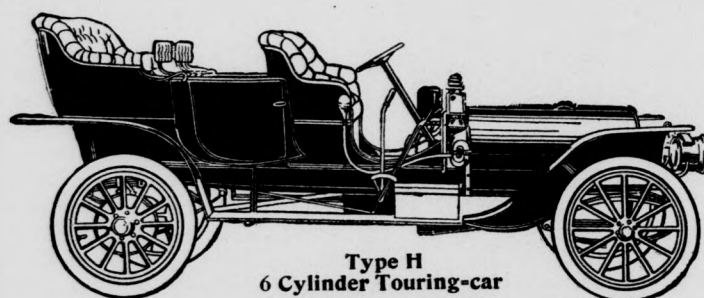
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Good in any climate.

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



Type H
6 Cylinder Touring-car
42 Horse Power, \$4,000

FRANKLIN

Right or Wrong.

Franklins are either desperately wrong or everlastingly right. And you ought to know which.

An air-cooled motor having none of the troubles that go with water-cooling; yet far more efficient, is either a big mistake or a big advantage.

Light-weight construction that is stronger and safer than heavy construction is either a foolish fad or advanced common sense.

Complete comfort built into the very frame of the car and clean-cut ability, rather than clumsy overweighted power-rating are either a passing notion or the longest step forward yet taken in automobiling.

Come in here and decide.

Adams & Hart

47 N. Division St., Grand Rapids, Mich.

We carry a complete line of

Square and Stable Blankets

Plush and Fur Robes and Fur Coats

Write for our prices

SHERWOOD HALL CO., LTD.

Grand Rapids, Mich.

half a day without an expert in the filing room.

Sam Dunnard was unexpectedly drafted. Bustard was nothing if not patriotic. He met the troubled face of his right hand man with a quiet smile.

"Never mind, Sam," said the mill owner, "I'll get on somehow."

"I am sorry to have to leave you, Hiram," returned the filer. "I can't afford to hire a substitute now that the three hundred clause is no good. Then, too, who'd I get?"

"The country's pretty well drained of men, that's a fact," agreed Mr. Bustard. "But, of course, we shall make the best of it. The war can't last much longer anyhow. The old place shall be yours on your return, be sure of that, old chap."

After his filer's departure the mill owner set out to find a man to fill his place. His search was vain. Muskegon was pretty well drained of men and the settlements back from the river held only aged men and young boys.

"You'll have to teach a new man, Mr. Bustard," suggested the sawyer, who would have liked the job himself but had never exhibited an aptitude for such work.

"I'll wait a while at least."

The mill was idle for a fortnight, when one stormy afternoon the lumberman received a caller.

The visitor gave his name as Willard Saunders, said he was from the Saginaw country and a shingle filer of repute. Having heard of Mr. Bustard's needs he had come to apply for the place. Of course Bustard was overjoyed to get the man he needed. He at once assigned him to the post left vacant by Sam Dunnard.

After the first week everything went smoothly. The new filer was a pleasant spoken gentleman, a scholar and a man of varied parts. He dressed neatly even while at work, had a pleasant word or joke for all, and soon ingratiated himself into the good graces of everybody.

About midsummer Saunders sent for his wife. She came, a demure, rather pretty woman, some years younger than her husband. They set up housekeeping in the little village and all the settlers' wives called and were more than pleased with the new acquisition to the social life of the place.

Bustard was soon able to congratulate himself on the finding of a real treasure, since Willard Saunders was even a better filer than old Sam had been.

That autumn, at a war meeting held to raise recruits under the last call for men to go to the front, Saunders made a thrilling and brilliant speech. His words electrified the audience, ringing true as steel. A second draft was evaded because of this one man's eloquent appeal.

"Why, man, you ought to go to Congress," declared Mr. Bustard, as he wrung his filer's hand after the meeting. "That was the best speech I have heard since Governor Austin Blair was here. I'm afraid you are hiding your light under a bushel, my friend."

"Oh, no, I think not," laughingly replied suave Mr. Saunders. "I have been told that I have the knack of speaking fairly well—my wife says so, at least."

"And your wife is quite right. You shall go to Congress when this war is over, blame me if you sha'n't."

"And leave you minus a filer? That would be hardly fair."

"We will wait until old Sam returns, of course."

Saunders was a fierce Unionist, eulogizing Abraham Lincoln, seeming never to grow tired of expressing admiration for the rail-splitter President. Then, at the balls which were of a fortnightly occurrence in autumn and winter, Mrs. Saunders carried off the honors as the finest dancer and most accomplished musician.

I can not recall a couple in the long ago who won such encomiums from all classes. They were pleasant-spoken on all occasions, never antagonizing anybody.

"I do think Lavina Saunders is the sweetest woman I ever saw," declared Mrs. Bustard.

"Why shouldn't she be sweet with such a man as Will Saunders for a husband?" returned the lumberman. "Why, that man is a jewel—the best man I ever had in the mill."

"Not excepting Mr. Dunnard, Hiram?"

"Not excepting anybody, Sarah."

Late in autumn the mill shut down for the winter. This, of course, threw Saunders out of a job. Bustard was loath to lose so efficient a man, and persuaded him to remain for a time. The filer seemed able to adapt himself to circumstances in a most wonderful manner.

"I need a teamster in the woods," said Mr. Bustard. "If you only could do a thing of that kind—"

"Oh, but I can," quickly spoke Saunders, his quiet smile most pleasing to see. "I'll take your team, Mr. Bustard, until you can do better."

"But the wages?" protested the lumberman. "You see, they're nothing in comparison to those of a mill filer. I should hate to ask you to work for ordinary wages—"

"That's all right," said Saunders, with an amused laugh. "Why, I have driven my father's team on the farm for my board and clothes. Any sum is better than loafing around in idleness."

There was no dashing the genial fellow's good nature. He took the team and began his duties in the woods. Efficient as ever, with a smile and joke for everybody, he was winning his way at the lumber camp when one day something happened.

Two strangers called at the home of Mr. Bustard. They were looking for a bad man from Indiana; perhaps he might be in the settlement, even in the mill owner's own crew.

"No danger of that," assured Bustard. "I know every man and they are all honest."

The official remained, however, and proceeded to investigate. When handsome, ever-smiling Mr. Saunders walked up to his own door of a December evening two strangers suddenly confronted him.

"John Sharkey, you are wanted!"

Handcuffs rattled and pistols gleamed. There were a shot and a struggle. It proved a terrible battle, for the ex-filer fought like a cornered tiger. Soon the man lay panting on the ground with his wrists and ankles manacled. The screams of Mrs. Saunders brought several to the spot, among them Bustard, the mill owner, who demanded in anger what they were doing.

"You have the wrong man. Mr. Saunders is my most faithful worker."

"I guess not," coolly returned the officer. "John Sharkey is not only an express robber and gambler, but he is a deserter as well. I shall want you to convey us to Grand Rapids in the morning, Mr. Bustard."

The astounded lumberman turned to question the prisoner.

"It's all up, sir," said that individual, with a grim smile. "I kept out of sight longer than I expected. Do not think too hard of me, Hiram, and be good to my wife."

On the following day, New Year's, 1864, the coldest winter's day that ever dawned in Michigan, the United States officers with their prisoner departed from the little lumber town. A short time later Mrs. Saunders disappeared and the lumber woods of the Muskegon knew them no more forever.

Old Timer.

Even a stingy man opens up when it comes to giving advice.

Some men seek temptation in order to test their strength.

Established in 1873

Best Equipped
Firm in the State

Steam and Water Heating
Iron Pipe
Fittings and Brass Goods
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The Weatherly Co.
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Foster,
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Wholesale
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33-35-37-39-41 Louis St.
10 and 12 Monroe St.

Grand Rapids, Michigan

Obey the Law

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

Gasoline, Naphtha or Benzine

in conformity with Act No. 178, Public
Acts of 1907, which went into effect Nov.
1. We are prepared to supply these labels
on the following basis:

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

Tradesman Company
Grand Rapids

PRO AND CON.

Relative Advantages of Corporation and Copartnership.

To the uninformed the corporation is an outlaw. So much has been said by the press of the country regarding the attitude of the national administration toward trusts, which are composed of several corporations, that the public has begun to look with disfavor on all corporations and term them "bad." That there are corporations that appear in the light stated we will admit, but stop a minute and think! Is it the corporations that are at fault, or is it the managers of such corporations? There is another class of people having the impression that all corporations are "stock-selling schemes," merely because such has been the case with some corporations they know of and in which they doubtless purchased stock at a financial loss. The same question arises, Are such corporations at fault or are the promoters or hatchers of the scheme? The latter is always true.

Let us consider why the corporate form was adopted, and the requisite laws enacted by our legislative bodies. There are but few men and women who will not admit that the people of this great universe are becoming more learned each day. Rapid strides are being made along scientific lines; old things are passing away entirely or are being remodeled to keep pace with time. This is true of the corporate form. The learned men of this great country came to realize that the necessary progress could not be made by individual or partnership efforts, hence they sought to devise some plan whereby the desired results could be accomplished.

That a necessity existed they all agreed, and the most feasible plan was followed. The laws were crude at first, but have been changed from time to time, and, while not absolutely perfect at present, are enough so to render them invaluable. Some states have sought to retard progress along corporate lines by imposing excessive fees and taxes. That such is a detriment to the growth of the industries of the state can not be gainsaid. The idea of following this plan in an endeavor to stamp out evil is absurd, as much so as to burden our property owners with taxes in order to get rid of the criminal class. Stringent laws and heavy taxes trend toward monopolies and trusts.

That the corporate form is the advanced idea of the age must be admitted, so why can it not apply to the smaller concerns as well as the larger, to the retail business as well as the wholesale?

A learned writer once said: "Business corporations are the offspring of a great necessity—that is, that men should be entitled to engage in commercial pursuits without necessarily involving the whole of their property in that particular pursuit." The keynote is "protection," and this must be had in order to succeed.

A corporation is an artificial person, created by law, having within the limits of its chartered powers the rights of a natural person in the transactions of business. It is gov-

erned by the general rules of law relating to rights of property, contracts and torts which apply to individuals. A corporation is something more than a person, for it possesses the right of immortality—the capacity of perpetual succession—and may act with certainty in reference to the future.

A partnership is a contract between parties for the purpose of conducting a specified line of business. Each member is personally liable for all the debts of the concern, however small may be his interest. Death or withdrawal of a member dissolves it. Each partner is the agent of the other member or members of the firm in the transaction of the partnership business, with power to contract liabilities. The interest of a partner can not be sold and a new member taken into the firm without the consent of the other partner or partners.

The private property of each member is liable for all the debts of the firm, while the liability of a stockholder in a corporation is limited to the amount invested. In a partnership the whole of your private property is subject to the failure of your business; to the errors of judgment or mistakes of your partner; to the mistakes of your clerks or yourself; to the speculation of your partner, or to claims arising from accidents to employees or others. As a member of a partnership each partner is individually liable for all the debts of the firm, and he never knows what his liabilities are. With a corporation he always knows.

The chief advantages of a corporation are to enable persons to associate themselves in business and to limit their losses, in case of failure, to the amount actually invested in the capital stock paid up, if the assets are not sufficient to pay debts. The continuity of the business is assured and the death or withdrawal of a member does not necessarily interrupt it. The management may be placed in selected hands with limited powers. Additional capital may be brought into the business without causing any disarrangement among the existing members. A market may be made for the individual interests of members by sale of stock. It not only safeguards private interests, but provides for unlimited future expansion and enables one to lay the foundation of a great business institution which may continue for generations. The advantages, therefore, are most decided.

The majority interest rules and one's influence is commensurate with his interest. In a partnership each member of the firm, no matter how small his interest, has an equal voice in the management of the affairs with all the other members, and an obstreperous member may defeat the will of the majority of the firm, while in a corporation a stockholder can not impede the business.

Your credit is better because your bank knows that every penny belonging to a corporation must be accounted for; that proper books of account must be kept; that the corporation can not give its property away; that

it can not lose in speculation; that its capital can not be impaired by secret withdrawals by its officers or directors; that its capital may only be impaired by errors in judgment in the ordinary course of business.

In any growing business the "good will" is its most valuable asset, and when this attaches to a name the whole is lost by death. When a man has spent the best years of his life in building up a business and has made his firm well known in the community, and oftentimes throughout the whole country, he takes a great pride in it, and is reluctant to think that immediately upon his death the structure which he has taken years to build up will fall to pieces, the name of the business be changed, and he himself forgotten. The only

Mica Axle Grease

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

Hand Separator Oil

is free from gum and is anti-rust and anti-corrosive. Put up in ½, 1 and 5 gallon cans.

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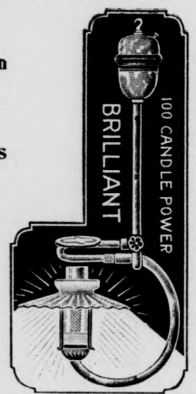


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EXCLUSIVE MANUFACTURERS OF THESE GOODS

LB. NET
WHITE HOUSE
COFFEE
DWINELL-WRIGHT CO.
PRINCIPAL COFFEE ROASTERS
BOSTON CHICAGO

Sold only in 1, 2 and 3 pound cans. Its purity, if label is unbroken, always guaranteed.

Holds Its Own Pretty Well, Doesn't It?

way to perpetuate any business and to preserve this valuable asset—the business name—is to incorporate. Numerous illustrations of this fact are shown by the large mercantile and commercial houses established many years ago and prospering to-day under the names of men who have long since passed away.

In a corporation an interest may be purchased or sold without disturbing the business or in any way affecting the rights of the other parties, while the interest of a member of a partnership may not be sold, nor may a new member be admitted to the firm, without the consent of all. A special advantage is that your stock in a prosperous corporation may readily be used as a collateral for a loan without in any way disturbing the business; but no bank would loan you money on your interest in a partnership.

The way to do business to-day is by twentieth-century methods. The best method of conducting any business is by means of the corporation. If you are individually conducting a business which is successful and growing, incorporate it. Let a few shares of the stock be held by each member of your family, or by some trusty employee. This insures co-operation, but it can not be done in the case of a partnership. In the case of death the business could continue without interruption, otherwise in the event of death the law requires that administration be had upon the estate and business disposed of, thus entailing great expense and loss. Your interest in a partnership can not be given by will, as your death terminates the firm. However, your stock in a corporation may readily be so disposed of.

Not a single argument may be advanced in favor of the partnership as against the corporation. Remember that each member of a partnership is personally liable for all of its obligations; that each partner may bind all of the others to an unlimited amount in the transaction of the partnership business, and that the only safe way to conduct business nowadays is by incorporation, thus preserving your property not invested in that particular business.

Fraud in the Cheese Trade.

Two thousand imported empty Camembert cheese boxes and other boxes bearing the names of aristocratic French cheeses are on their way to join their destined cheeses in this country.

The boxes passed expeditiously through the custom house after paying duty on printed matter on their 2,000 paper labels and another duty on imported boxes, covering the rest of them. Then they hastened to freight trains to join their appointed mates, upstate domestic cheeses, rich enough, it is said, but anxious to acquire a foreign title.

Cheese experts say that the marriage of high-sounding foreign boxes and plain cheeses of American make has been going on for years. The importation of empty boxes and labels is quite a thriving industry.

It has grown up so little disturbed,

the cheese dealers say, that now the importers do not bother to bring in the boxes and the labels in separate parcels, but send them through all pasted together and ready to use, which saves the inland makers of "imported" cheese a lot of trouble.

The use of having labels made in France, and boxes as well, seems to lie in the fact that domestic boxmakers are not up to imitating the peculiar type and finish of the foreign boxes.

Many dealers say that their domestic cheeses, when put up in the imported boxes, absolutely can not be told from the imported brands, at least not by anybody but the makers.—Philadelphia North American.

Brief Answer.

"Is the proprietor in?" asked the visitor.

"No, sir," replied the office boy.

"Is he in the city?"

"Yes, sir."

"Will he be back soon?"

"No, sir."

"To-night."

"No, sir."

"To-morrow sometime?"

"No, sir."

"Did he leave any word for Mr. Nash?"

"No, sir."

The stranger looked at the office boy sharply.

"When did he go?"

"Yesterday afternoon."

"Didn't he say when he'd be back?"

"No, sir."

"Well, where the dickens is he?"

"At the undertaker's."

"What's the matter?"

"He's dead."

It is easy for a man to be patient if he has nothing at stake.

Strong prejudices indicate a weak mind.



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.

El Portana 5c Cigar

Now Made in Five Sizes

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

G. J. Johnson Cigar Co., Maker
Grand Rapids, Mich.

IF A CUSTOMER

asks for

HAND SAPOLIO

and you can not supply it, will he
not consider you behind the times?

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.
Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

A CHAIN OF STORES.

A New Condition Which Merchants Must Meet.

Written for the Tradesman.

"When the government gets these impudent combinations of capital cleaned up, the retail merchant may have a chance to earn a living."

The hardware man was speaking. He has long mourned over the size of his freight bills and has been sitting up nights to express himself concerning shipping facilities.

"I don't see how the government is going to prevent combinations of capital."

This from the clothier, who doesn't worry over his troubles.

"Why all these lawsuits, then?"

"To punish those who practice unlawful methods."

"All combines of capital are unlawful."

"I should judge," said the clothier, "that it is about time for you to wake up."

"They don't give a fellow a fair show," insisted the hardware man. "They hog all the trade, and that is not in line with the vaunted square deal."

"My son," smiled the clothier, "you'll find as you progress through this vale of tears that the only way to get a square deal is to watch the dealer. Capital will combine, just as men will combine, for greater profits or greater security. The thing for the retail merchant to do now is to watch them and see that they don't get any favors that are denied him."

"Every dealer his own detective, eh?"

"Oh, not so bad as that. All that is necessary is to see that the only advantage your big competitors have is the advantage which always goes with large purchases and large sales."

"That is advantage enough, I take it."

"Yes, but it is a condition that we can't help. You can sell cheaper than the owner of the little store out at McKinley's Crossing, because you buy in larger lots and sell more goods in a week than he does in a year. The result is that the people out around his store come in here to trade whenever they have large orders to give."

"I haven't seen many of them lately," sighed the other.

"Men who have money," resumed the clothier, "will bunch it. Then they will look for some profitable business to invest it in. At least, that has been the condition until now. It takes bunched capital to build railroads to carry your goods, and bunched capital to buy locomotives and cars to—"

"To stand on sidetracks when they ought to be carrying stuff out into the small towns," cut in the hardware man. "If any other being on earth attempted to do business on the lines laid down by railroad companies he would be feathered out like a hen, with a sub stratum of tar."

"There's no use of my wasting all this Solomon on you if you're going to bring irrelevant subjects into the lecture," observed the clothier. "As

I was saying, it used to take bunched capital to do some things, but now individual fortunes are getting so large that one man can build a railroad if he wants to, or launch a line of steamships, or engage in any old business. There is a new system coming in, me son."

"The new things are never in favor of the old men," sighed the other.

"The one thing that we retail men have to meet, just now, is the chain-store idea. If a man, or a company, buys or manufactures for five hundred stores, he can sell things for a dime that cost us fifteen cents. All we can do is to see that the owner or owners of these chain stores don't get lower shipping rates than we do, that makers we are buying of don't sell to them cheaper than they do to us."

"It will be a long time before the chain stores will cut into my trade," said the hardware man, optimistically.

"Don't you think it. I can go right into one of the chain stores on this street and buy articles for a dime that you've got marked for a quarter. I can buy a heap of articles there that you can't buy for the selling price there."

"How do they do it?"

"They have hundreds of stores, and they sometimes have dozens of factories, working night and day turning out goods for them."

The hardware man lighted a cigar and admitted that he had noticed a falling off in the smaller articles usually handled exclusively by hardware dealers.

"I'll look into it," he said.

"And the more you look into it the less you will like it. Just the same with other dealers."

"Yourself included?"

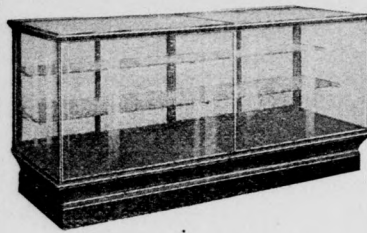
"Of course, though they don't hit me very hard yet. There is a chain store of the five-and-ten variety which sells underwear, handkerchiefs, ties, socks, mittens, gloves, and things of that kind, but the goods they carry are necessarily fragile because they have to sell 'em for a nickel or a dime, and people who want durable articles come to the standard stores. In time, however, I'll have to meet the chain store right on my own ground. They have come to stay."

"There are the Knox stores, and the Gately stores, and the Douglas stores, and the Emerson stores, and dozens of others. They are coming right along. The system opened up something over twenty years ago, but recently they are going beyond all past records. It looks like little stores in little towns would have to change front in order to keep alive."

"Some of them won't be able to keep alive."

"If they do they will have to buy on credit or take in more capital, for it is a sure thing that they must carry larger stocks so as to give greater variety for customers to select from. They will have to buy in larger lots and sell for cash so as to turn their money over a good many times a year."

"I believe," said the hardware man, "that I will organize a buying syndi-



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Install Up-to-date Fixtures

and your future success will be assured—but buy only the best.

Get our catalogue A showing the latest ideas in modern store outfitting.

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GRAND RAPIDS, MICH.
The Largest Show Case Plant in the World

Clearance Sale of Second-Hand Automobiles

Franklins, Cadillacs, Winton, Marion
Waverly Electric, White Steamer and others.
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Grand Rapids, Mich.

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MANUFACTURER

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Candy, Corsets, Brass Goods,
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Folding Boxes for Cereal
Foods, Woodenware Specialties,
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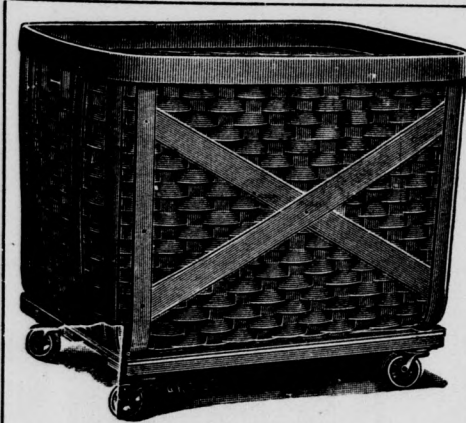
Prompt Service.

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Reasonable Prices.

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BALLOU BASKETS ARE BEST



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A Gold Brick

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

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

BALLOU MFG. CO., Belding, Mich.

A HOME INVESTMENT

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

HAS REAL ADVANTAGES

For this reason, among others, the stock of

THE CITIZENS TELEPHONE CO.

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

cate. If I could buy for a dozen stores like my own when I buy goods, I could get better rates. How would it answer to get up some sort of a combine like that? I guess it would keep these chain-store men guessing."

"There you go! You opened up this symposium with a declaration against impudent combinations of capital, and now you propose a new combination."

"Only for buying purposes."

"You wouldn't get together and agree on rates? No, I suppose you would talk only of buying, and never of selling! Still, something of the kind may be done if this chain-store business grows as fast as it is likely to. You see, when a man gets to making money in one store, it is easy for him to open up another store. And he can open up a third one very soon with the profits of two stores. Then come the fourth and the fifth, up to the thousandth. It is not so very long ago that an Irish lad in New York opened a small grocery, selling only the best grades and taking mighty small profits. He prospered, and opened a third and a tenth and a fiftieth. Now he has over two hundred stores in New York city, with others in Philadelphia and Pennsylvania towns. How can a grocer in a small town compete with a man like that? Why the chain-store man can about give away goods until the others have to quit business."

"The shoe business is the same, only the shoe men make their own goods, as a rule. And they make good goods, too. I know men who have bought nothing but the Douglas brand for years. I don't know as it is any better than the others, but the advertising of it and the placing of it alone in a store makes it look better."

"The tobacco business is about the same. There are 300 chain-stores in about 60 towns, and there will be more. Understand that we are now dealing with the first batch of chain-stores. Pretty soon, when other capitalists see the money there is in the business they'll be ducking into it. Oh, the chain store has come to stay, all right. It is not a combination of capital so far, except as any stock company is a combine. It is as legitimate as if you opened a branch out in the south end to supply your customers out that way."

"No, sir, you can't fight off capital. You've got to meet it, and grapple with it in large yellow rolls! Retail merchants must keep newer, brighter stocks. They must buy in larger lots, sell for cash, and advertise what they have so that the stock will sell out quick. This is the way to meet the chain-store system."

"It is the way to meet any combine—give as good goods as they do, and sell as cheaply. Of course the unlawful combine must be met in the courts, but the government will attend to them. It is enterprise that we must meet, and it must be met with enterprise. No one can lawfully say how much money one man or a company of men can put into any one business."

"We'll have to meet the issue with

a club," laughed the other, "for we haven't got the coin to fight 'em with."

Alfred B. Tozer.

One Bad Boy.

An iron hoop bounced through the area railings of a suburban lady's house recently and played havoc with the kitchen window. The lady waited, anger in her heart and a fighting light in her eye, for the appearance of the hoop's owner. Presently he came.

"Please, I've broken your window, ma'am," he said, "and 'ere's father to mend it."

And sure enough, he was followed by a stolid-looking workman, who at once started work, while the small boy took his hoop and ran off.

"That'll be half a dollar, ma'am," announced the glazier when the window was whole once more.

"Half a dollar!" gasped the lady. "But your little boy broke it. The little fellow with the hoop, you know. You're his father, aren't you?"

The stolid man shook his head.

"Don't know him from Adam," he said. "He came around to my place and told me his mother wanted her window mended. You're his mother, ain't you?"

And the lady shook her head also.

One on Taft.

Secretary Taft took a yellow car in Washington to go to the capitol. He nearly filled the seat, but at Thirteenth street and Pennsylvania avenue a small boy got on and timidly sat down beside the gigantic Secretary.

The small boy wore what was obviously a suit of clothes made over for him from his father's clothes. He was rather proud of it, too, for after riding a block or two he said to the Secretary:

"My mamma made me this suit out of one of papa's."

"Indeed," said the Secretary. "I think it is a very pretty suit."

The small boy looked the big Secretary over.

"Say, mister," he said, after the survey was completed, "how many of your little boys has to wear your clothes?"

Our Friend the Dentist.

A sad looking man called on a Rochester dentist for treatment for an ulcerated tooth. "That's a bad tooth," said the man of the forceps. "and I should advise you to spare yourself pain by taking gas. It will be only 50 cents more." And the dentist showed his machine to the sufferer, explaining its workings—how he would fall asleep for a minute or two, and then awake with the tooth and the pain gone. At last the patient consented and took out his wallet. "Never mind paying now," said the dentist, patronizingly. "I wasn't thinking of paying," responded the sad-looking man, "but I thought that if I was going to sleep I'd like to count my money first."

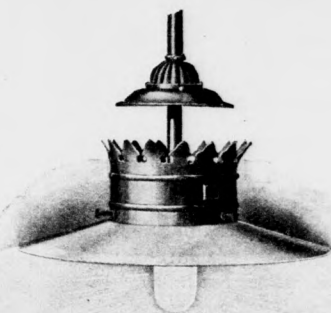
Infinite love would be a mockery without infinite hatred of things that harm.

Wise is he who kicks only at the things that can't kick back.

The Eveready Gas System Requires No Generating.

Nothing like it now on the market. No worry, no work, no odor, no smoke, NOISELESS. Always ready for instant use. Turn on the gas and light the same as city gas. Can be installed for a very small amount.

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Are you supplying your customers with Jennings Flavoring Extracts?

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

Jennings Extract of Vanilla Jennings Terpeneless Lemon

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

Direct or jobber. See price current.

Jennings Flavoring Extract Co.

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

ESTABLISHED 1872



PURE CANDY

Our Goods are guaranteed to comply with the National and State Pure Food Laws.

You take no chances.

Putnam Factory, National Candy Co. Grand Rapids, Mich.

Distributors of Lowney's Chocolates.



Cease To Talk of Careers and Get Down To Work.

One of the most cheering things that I have seen in a long time, from a strictly feminine point of view, is the account of a young woman out in Iowa who is making a notable success as a sign painter. This is not because I have cast envious and covetous eyes upon the business of sign painting, or consider it peculiarly adapted to my sex, but because it is a hopeful indication that women are beginning to employ their talents in the gainful occupations that present themselves at their very doors, instead of waiting for some impossible something that sounds highfalutin' to turn up. It has taken them a long time to realize that a full pantry was better than an empty career, but, thank heaven, they seem to be grasping the fact at last.

It appears that in the case in question the young woman had considerable facility in drawing and, of course, decided that she would be an artist, and studied for that purpose. No doubt she had her dream of being a Rosa Bonheur, with her pictures hung on the line and sold for fabulous sums, or, at least, of becoming a Gibson, with publishers fighting for her drawings and money rolling in on wings.

She found out, as millions of other girls are finding out, that in these days of color photography there is absolutely no sale for mediocre paintings and that illustrators are simply a drug in the market. Doubtless it was a heart-breaking experience, as it always is when we realize that our little penny candle of talent is not the great, flaring electric light of genius, but instead of sitting down and weeping over her lot and bemoaning the injustice of the world in not appreciating her, this girl faced the situation with the courage of a hero and the common sense of a Napoleon of finance who can turn defeat into victory.

"If I can't paint pictures that people will buy," this level-headed little woman must have said to herself, "I can paint signs that they will be glad to pay for," and so she rolled up her sleeves and went to work, and just because of her superior skill and knowledge and talent—that weren't big enough for the great thing, but were great enough for the little thing—she surpassed all competitors and is making a fortune painting artistic signs.

If there is one thing on earth that I care for from the very bottom of my soul it is the working woman. There is not an ambitious young girl fluttering her wings against the cage of narrow circumstance who has not my entire sympathy. There is not an old woman eating the bitter bread of dependence and vainly longing to help herself whom I do not yearn to aid. More than that, I do not see in these times why any woman should

any more sit down and fold her hands and submit to being poor and wanting money, without trying to earn it, than I see why a man should do such a thing. The world needs woman's work just as much as it does man's and is just as willing to pay for it.

The only trouble has been that women have steadfastly refused to recognize the fact that there is an inexorable law of supply and demand and that you must offer people what they want to buy if you expect to sell. It is conceivable that you couldn't sell a man diamonds at ten cents a dozen if he was starving and saw beefsteaks just ahead of him. Yet that is precisely what women are always trying to do. They are never willing to give the world the kind of work it wants and is willing to pay for. The whole expanse of civilization is clamoring for good cooks, good dressmakers and good boarding houses, yet millions of half-starving women are trying to palm off on us, instead, dauby water colors and dinky china plates and slushy poetry that nobody wants.

Right there you have the whole problem of women's failure in a nutshell: They won't do what they can do and they can't do what they want to do.

I know plenty of girls who are miserable failures as artists and who, if they lived as long as the Wandering Jew, would never be able to paint a picture that you would exchange a newspaper supplement lithograph for, yet they have the artistic instinct. They know something about lines and color and I have wondered, times out of number, why they didn't put their knowledge and their talent into good, practical, paying work by being milliners or dressmakers. If they lacked the necessary skill with needle and scissors to execute their ideas, they might go into partnership with some seamstress and, my word for it, they would make a fortune. For there is not a woman of us who would not cheerfully pay down her last dollar for a gown that has that intangible something that makes the difference between a plain "dress" and a "confection."

There are few other occupations which offer a woman such lucrative returns as artistic dressmaking and surely none in which there is so little competition. Not one dressmaker or milliner in a hundred has the slightest idea of line and form or has any but the crudest knowledge of color combination. Go to one to make you a frock and she will say that such and such a thing is the style this year, and forthwith she slaps it on you without any reference to your age or color or height or fitness.

When you do find one who considers your individuality—who has the artistic sense to regard you as a detail in a picture that she must work out, who says, "I must warm up that fallow skin with a little red; I must emphasize the glints in that red-brown hair with a touch of gold; I must disguise that angular form in soft folds"—why you have a Worth, a Paquin, a Louise, and they may charge you what they please. This

is no idle theory. I am writing from intimate knowledge of a woman who forsook an unsuccessful artistic career to become a famously successful artistic dressmaker and who is coining money.

"Ah," said a little actress to me the other day, talking about her, "she will be the death of me yet, for I have heart failure every time I get one of her bills, and yet it would kill me dead not to have her frocks."

Now, I am not discouraging any girl from trying to be a Rosa Bonheur or a Mrs. Browning or a George Eliot. "Aim at the stars," said a philosopher, "if you only hit the woodshed," but after you do miss the stars and hit the woodshed and realize that you have not a Gatling gun, but a popgun, do not sit down and give up, and say that the world is against you, and you are unappreciated. Face the music like the brave little girl out in Iowa and turn your talents to account. It takes just as much art to make a pretty frock as it does to paint a picture. It takes just as much poetry to construct a perfectly balanced dinner as it does to construct a sonnet, and it is always worth while to remember that while the demand for one is intermittent, the demand for the other will be inexhaustible as long as people have backs to clothe and stomachs to fill.

Among the most pitiful letters that come to my desk are missives from country girls who need money and who think that the only way to earn it is to come to town. They have read those wicked and hurtful fairy

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in Europe and America

Walter Baker & Co. Ltd.
Established 1780, Dorchester, Mass.

Mr. Retail Dealer:

Have you ever used a piano for increasing cash business?

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

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



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

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

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

AMERICAN JOBBING ASSOCIATION

Iowa City, Iowa

40 Dearborn St., Chicago, Ill.

tales in the women's papers—may God forgive the writers for the harm they do—about girls who make three or four hundred dollars a month by attending rich people's canary birds or taking pet dogs out to walk or who grew rich and famous in a single night because the editor of a magazine accepted a story.

When I write these girls that these stories of illusive careers are entirely imaginary—that people able to hire attendants for a canary bird have servants to look after it and that unknown authors have to write for years, even if they are successful at last, before they get more than the barest pittance for their work—I know that it is a cruel disappointment to my correspondents, and so these, too, I would like to present the example of the Iowa girl.

There is more money in poultry than there is in poetry, and in Michigan at least, with its possibilities in fruits and flowers, there is no excuse for any woman being short on pin money. I know one woman who dresses herself, and pays for all her little treats off the profits of her cherry orchard, and a Western Reserve woman told me a few weeks ago that she cleared \$900 last season off her onion crop.

A woman, to whom I once made the poultry suggestion, and who was vainly trying to find work in town, said to me:

"Oh, but that is such hard work. If you raise chickens you have to see about them in all sorts of weather and give them almost your entire time and attention."

"Well," I made answer, "and have you discovered any other kind of work that people will pay you to do when you feel like it and leave off when you don't?" but I did not convince her.

Let us trust that a rational day is dawning when women will cease to talk of careers and get down to work, and when they will realize that there is not only piety but profit in heeding the Biblical injunction, "Whatsoever thy hand findeth to do, that do with all thy might." Dorothy Dix.

The Side Door Was Handy.

It is the story of the misplaced confidence of a bargain hunter. A grocery store down town was selling sugar at so many pounds for \$1. But only one dollar's worth could be bought by one customer.

A man bought a dollar's worth and then decided he wanted more. Finally he thought of a plan for getting it.

"Go in here and buy a dollar's worth of sugar for me," he said to a stranger who was passing.

"I'm in a big hurry," the stranger said, "but I guess I'll have to accommodate you."

The bargain hunter waited and waited, and waited, and he changed the package he had from one arm to the other. But the man never returned with the sugar or the dollar.

After a while the bargain hunter went into the store and looked for the "friend," but he was gone.

The grocery store has a side door.

Part of the fabulous salaries some actors get is real money.

Free Lunch Which Yielded Much Merriment.

Written for the Tradesman.

Perhaps the name was not Jake Stevens. Surely it was not John Smith, Jack Stone or Josh Simpson, but it was a common name—as common as the type of man it represents. In searching the attic of memory we find a record which gives forth a name resembling Jake Stevens, and so for convenience we will let it go at that.

Jake was tall, lean, homely, hungry-looking and somber as an owl withal. It was near the close of the grocer's day, which in those times did not end until several hours of darkness had been spliced on. The grocer had lost his ambition to work—lost it for the day only. The other occupants of the store on this particular occasion had not; they never had had any to lose. The men who had business to attend to and those who spent their evenings with their families as much as possible had completed their purchases and gone home. The grocer was waiting for the crowd—perhaps gang would be a better appellation for the half dozen or more—to shut up and go home that he might do likewise. Not to intimate that he desired to follow their examples or pattern after their ways.

The loungers wanted more sport. They were eager for "one more game," and they gained their point, as they appeared to many other things, without apparent effort or premeditation. Jake had bought some crackers to carry home. Then he took "a notion" to have some cheese. The grocer cut off "bout a pound," as requested, and was about to wrap it up when Jake interrupted:

"Jess let me have a small slather to nibble on." Then, after breaking off a generous quarter section: "There, do up the res'."

Jake turned his back to the counter and to his purchases and began to munch his cheese. All unconsciously he played into the hands of those who were looking for some sport as he remarked: "I dunno but some crackers would go with this," for some one had slyly taken possession of his bag of crackers and passed it along to the farther end of the counter, where stood the grocer—also the cracker barrel.

"Your treat; pass out the crackers," some one called out to the grocer, and he complied by producing the opened bag and handing it to the nearest bystander. It passed up the line to Jake, each one taking a help. Jake took a handful and set the bag down convenient to his hand and continued eating. He proffered it again to the "boys" and then continued to eat until the sack was empty.

The crowd began to make preparations for leaving. They buttoned their coats, turned up their collars and warmed their hands by the stove as though they had not been soaking up heat all the evening. They were simply waiting for Jake, but did not wish to inform him of the fact. It finally dawned upon that individual that it was time to "make

a break" for home. He turned around to gather up his crackers and cheese. The crackers were out of sight.

"Where—where are my crackers?" he finally gasped out.

"Your crackers," shouted some one. "Why, you blamed old fool, you have eaten them all up."

Then the crowd, laughing and jostling, like a pack of school boys, tumbled out the door.

Jake did not have a mind to go along just then. He had a good excuse not to do so. He was waiting for the grocer to put up some more crackers. Whether he had to pay for the second installment or not the crowd never knew. Anyway it was a "free lunch" which occasionally thereafter yielded merriment when other sources failed.

E. E. Whitney.

Stone Walls Do Not.

"So you people put a couple of magnates in jail on heavy fines, did you?" asks the investigating reformer.

"Yes," replies the native. "We fined them the limit; they wouldn't pay and we put them in cells."

"That's a good example." "Is it? Within two days they organized the prisoners, guards and jailers into the International Penalty Company, issued five hundred millions in bonds, paid the fines of all the prisoners, left us with a mortgage on the jail and the court house—and stuck the surplus money in their pockets."

Everybody expects everybody else to set good examples.



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

**CERESOTA
FANCHON
BARLOW'S BEST**

Judson Grocer Co.

Grand Rapids



Some Peculiarities of Underwear and Hosiery Trade.

The general opening of fall lines, which has been awaited by all branches of the trade with intense interest, has so far shown very little improvement over the attempts that were made by the commission agents to show goods three months ago. Salesmen started on the road with mill samples for fall, 1907, as early as September, 1906, and up to September last year buyers and sellers expected a repetition of this much advanced selling. It is now history, although the full import is not generally understood, how mill samples were started by the bolder ones in October and how cancellations were the first fruits of the early opening. Some salesmen rolled up long expense accounts before the futility of their enterprise was recognized and they were called home. November saw more attempts made, with more expenses and trivial sales. December proved no better and the turn of the year was looked to as the final postponement. And dissatisfaction has been the result.

Practically all lines are now open and salesmen are on the road booking orders. The average comparison between their prices and those of last year were given in our last issue. The majority of houses are quoting unchanged prices, and in silk, wool and the mixtures it is claimed that qualities and weights have not been altered. Cotton goods have suffered a decrease in both quality and weight. Standard fleeces are to have cotton in place of silk trimmings and ribs will have single instead of double seats in the drawers. Both are to be lightened on an average of half a pound to the dozen. Hosiery and sweaters are supposed to remain unchanged.

Certainly the opening, on the surface at least, indicates firm confidence on the part of the mills and their agents in their ability to do business without concessions. Full warrant for this optimism, however, has not been encountered by the travelers, who are sending in orders that show marked contrast over a year ago, when the tendency to over-order as far in advance as possible was at its zenith. Orders taken from jobbers this month average about 25 per cent. of the initial orders placed one year previous. Orders from retailers taking direct from the mills show rather better figures, and mills feel that the stock-cleaning process through which the trade has been passing since the money pinch started curtailed buying will ultimately prove their position and sustain the stand they have taken regarding weight, qualities and prices. It is generally acknowledged that the most important desideratum of the season has been accomplished—namely, the

close conformance of production, buying and consumption, in which there appears to have been little discrepancy since the first halt was called last October. Sellers believe the only factor now missing to cause a general resumption of business is some lost nerve, still missing, but sporadically reappearing in sections. An indication of the real analysis by the manufacturers, however, is to be found in their yarn buying. This has been erratic since October and only immediate needs have been covered. It is now stated by spinners that the demand from the men's wear trade, which looked so promising a few weeks ago, has now stopped almost entirely. About the first of the year a few thousand pounds were purchased, which were used in making up samples and furnishing a small ready stock for any immediate demands that might arise through the growing vacuum. Now the mills are waiting the results of the fall openings before further covering their yarn needs.

There were more subjects taken up at the recent meeting of representative hosiery manufacturers in Philadelphia than cancellations. It seems, from reports of the business transacted at the conference, that cancellations from jobbers since the financial upheaval have become so numerous and based upon such artificial and trivial grounds, with direct losses, through changing styles, for the mills to bear, that drastic action was needed, which was embodied in the unanimous resolution to stick together and "fight to the bitter end." How much fighting will be done remains to be seen. It is a costly and weighty task to fight the bulk of the trade, notwithstanding the justice of the arguments of the manufacturers.

What will be of even greater interest than the stand against countermanding was the understanding that was reached by many, if not all, of those present, to keep up present prices for sixty days. Evidently it was considered necessary to anticipate possible reductions threatened from certain sources through the diminution of initial business. Now that there is somewhat of a definite understanding in this respect, for the next two months at least, the responsive action of the buyers will be even more keenly awaited. Many are known to have postponed buying and, where buying has been done, to have purchased in greatly reduced quantities, purposely anticipating concessions. This is known to manufacturers, although not acknowledged and the situation and outlook have brought out some interesting prophecies. One commission man handling both domestic and foreign accounts, who very recently returned from abroad, states that the indications there are toward a revised price schedule. This buyer is one of the best informed and heaviest hosiery operators in the trade and he names three months from now as the date for the change; and he says it will not be upward. Surprising as it may seem, he mentions Egyptians as one of the first.

Jobbers differ in some particulars, but, in the main, feel that their original contention two months ago is right. They are consequently buying accordingly.

Salesmen who started in November to sell the jobbers have had to start again; the financial stringency proved a temporary obstacle. Those selling the retail trade direct have just started and are about three weeks earlier than a year ago. The exceptional business which these houses transacted right through the financial troubles and up to date has been in sharp contrast to the rest of the knit goods industry. Undoubtedly many lines would have been started even earlier had the mills been able to turn out the samples, but they have been so overworked filling pre-holiday orders that fall, 1908, business has had to wait. One of the chief worries of the trade now is that the half-dollar cotton coat garments that were put on sale on push carts three months ago may influence the sale of both medium and high grade material. Cheap substitutes have often before this killed promising lines and sweaters may suffer somewhat. Of course, as an athletic garment, the cheaper competition will not be noticeable. Among the new styles for next fall is a coat garment with a collar band designed for wear with the regulation collar and scarf. The house showing it reports success. Weight for weight prices will average about the same as last year. There has been much complaint from retailers about lightened weights and early inquiries indicate a desire to pay more for garments that meet all requirements of warmth.

Spring business in silk has not all been done yet, many retailers being seen daily in the market concluding their lightweight purchases. Jobbers are showing what business they are receiving by repeat orders that promise to increase later, particularly in hosiery, as additional styles are brought out. At present jobbers are filling in on staples. Cotton lisle feet

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.

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local
newspaper,
please
write us

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

have sold quite well and are growing stronger; linen lisle, because of the cost, are much less in evidence. Manufacturers have considerable quantities of the raw materials on hand which they bought at the old prices, which is their warrant for sustaining present prices.

Many jobbers assert that their house trade is at present larger than for many seasons at this period, because of the way merchants have been cleaning out their stocks, thus bringing them into the market to shop for new stock. This buying, however, has been irregular, but of rather larger volume than at any time since the embargo went forth last fall, and largely on staples. The extra early advent of the post-holiday sales has also been partly responsible. Shopping is now the order of the day, which, in connection with the reduction in size of initial orders, promises to bring about a state of all-year-round selling by both mill agents and jobbers that will cut an appreciable figure in the matter of profits unless the burden can be shifted along the line to the consumer. Retailers hold, however, that increases will only provoke further under-consumption.—Apparel Gazette.

Most Radical and Monstrous Iniquity in the Land.

Written for the Tradesman.

"What can I do for you to-day?" asked Steve Benson as his good farmer customer bustled in and unbuttoned his great coat before the genial fire.

"Here's a little wad of stuff the good wife needs. Fill that out while I get warm, Steve," and Farmer Truefast sat down near the stove and began caressing the heat waves with his chilled hands. After he had become thoroughly warmed, he turned toward the merchant with a grim smile.

"I was surprised to hear that you signed a petition to our Congressman with regard to that parcels post bill, Steve?"

"You oughtn't to be surprised at anything in these days, Jake. The right of petition, which our fathers of the Revolution fought to obtain is not entirely extinct even in these times of grab and graft."

Benson laughed lightly as he tied up the last item in the farmer's bill of groceries. Coming round to the front of the counter he poked the fire and then leaned back, regarding his customer critically.

"That forefathers' racket is all very well, Steve," said Truefast, "but it doesn't apply here. You did sign such a petition?"

"That's what I did," acknowledged the other.

"What object—"

"Now see here, Jake, don't get cranky," broke in the groceryman. "We have threshed this all over before; we can not agree, so what's the use talking? You know as well as I do that a parcels post bill would prove an injury to the small merchant, and, in an indirect way, to the farmers themselves. You ask me how, and I answer that it is for your interests to have stores near your farms where you can sell your butter

and eggs and where, in case you have not the ready money, you can get credit for a time. Once drive out the small merchant and you ruin the towns near at hand. In fact, by shouting for that postal law, you would cut your own throats."

"The same old argument," muttered Truefast. "I don't know's I care to say much more on this subject, Steve. The bill, as Postmaster General Meyer had fixed it to please the express companies and small merchants, would neither help nor harm anybody. Since, however, you fellows have influenced Congress to turn down even that emasculation, it is now up to us farmers to trade where we please, regardless of what you and your friends think on the subject. If Congress chooses to legislate for the sole benefit of the merchants and express companies, leaving out the well being of five-sixths of the American people, well and good, I suppose; but I want you to understand that you have no kick coming if we, the people in a large sense, turn about and assert our independence in a way that not even a hide-bound, narrow-contracted little country merchant can misunderstand."

"The people demanded a reasonable and just parcels package post law. Congress, at the beck of a few men who arrogate to themselves all the grains of the country, pigeonholed even a most moderate approach to what was wanted. It's your day of triumph now, Steve, you and your fellows, but I want to tell you that you have cut off too big a chew this time."

"We don't care for threats, Jake," said Benson, nervously fingering his mustache. "We did what we thought was right in the matter and that's all there is to it."

"I decline to believe you did that, Steve Benson," said Truefast with some heat. "You have professed to wish for the curtailment of the mail order concerns of Chicago and other large cities. Now you have gone to work and strengthened them in every part. Do you imagine for a moment that what you have done to defeat the wishes of the farmers and laboring men in general is going to crush the mail order fellows? If you do you have missed your figure by a rod. An American takes pride in his independence. Once in a while you will find a man wearing plain clothes, earning his living in farming pursuits, who knows a thing or two—almost as much we will say as some of the spindle-legged counter jumpers in town and behind the counters of the village stores."

"We farmers—and by this I mean every man who earns a living as farm owner or farm laborer—want cheap mail delivery, not as some of the cheap Johns in the small stores imagine, to harm them, but to get various articles through the mail that are beyond our reach without."

"Can't you get your papers cheap enough now?"

"Papers, yes; but there is something more than the daily paper, Steve, that the farmer wants, although that is good in its place."

"Goods from the big mail order fellows," said Benson. "You farm-

ers are not disposed to be fair—"

"Wait, please. Now that I am on the subject, let me finish, after which you may talk. Throw this mail order nonsense aside and there are plenty of reasons why we should have a cheap delivery by post. There are books, plants, music, hundreds of things that the farmer wants and can't get because of a prohibitive tariff on carriage. This is the age of cheap books—rather let me say of good books cheap: history, biography, standard fiction and the like. We of the farms like to read. Of course, we get the news of the day in our newspapers, but the mind of the ordinary American man requires something more. Encyclopedias are cheap enough now for the common herd to indulge in knowledge. Consult almost any book catalogue and you will find the best books in the language offered within the reach of the smallest purse."

"But in here steps the Government of Uncle Sam and says none of these books can the citizen have except he pay, in some instances, a price equal to the first cost of the book for transportation. Turn then to the express companies and what do you find? An even worse condition than the other. I have an instance in mind. A lady sent for several books to a city concern, buying some excellent works for little money. These were sent by express. The charges at the place of reception was just half what the books cost at the point of shipment. Now, it is to do away with such practices as these that we, the people—farmers, workingmen, professional

men, everybody except a small body of traders and the robber express companies—cry aloud for a liberal package post law.

"Will we get it? Not now. Why? Simply because the express monopoly backed by its stolen millions, says nay. And it is with these men you ally yourself, Steve Benson, when you sign such a petition as you did the other day. Do you wonder the people are mad?"

To these questions Benson made no reply and Farmer Truefast proceeded:

"The express monopoly is the most radical and monstrous iniquity in the land. Perhaps you have never felt its claws. If not you are lucky. This iniquitous aggregation is as merciless as any tyrant of old Europe. It makes some pretense of cutting rates on fruit shipments, but it is only pretense. Thousands of bushels of small fruit have, in times ago, rotted on the bushes because the express companies refused to carry the product for a price that was not prohibitive of profit to the raiser."

"Where no competition exists the express fellows hold up the shipper and rob him with the cool diabolism of the ordinary highwayman. I generally get warm when I talk of these chaps. I'll ring off and go. I see you have the goods tied up."

Truefast got up, paid for his groceries and turned to go. The face of Merchant Benson wore a grave expression, but he made no further protest, while his customer went out, closing the door sharply behind him.

J. M. Merrill.

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.



Is Your Business Going Ahead.

I.

How many shoe dealers can truthfully say that their business is "going ahead?" Comparatively few. Statistics are disheartening upon this subject.

Ninety per cent. of the businesses of this country are not going ahead, they assert. Which have a prospect of making something more than a mere living. While these figures apply to all business occupations, it is reasonable to believe that the same percentage holds good in the shoe world.

At the present season, when the retailer stands upon the threshold of a new year he should "take account of stock" and if it is true that his sales are not in advance of last year's, he should do a little serious thinking.

In the first place his books should show him at a glance just how the business stood one year ago. Each day's sales should be compared with those of the same day one year ago, or if the merchant has no time to do this he should certainly make a weekly comparison.

If the sales do not show a substantial increase, something is radically wrong. No business can afford to stand still. That is only preliminary to going backward. If no progress has been made, it means one of two things. First, the retailer may have failed to take proper advantage of his opportunities as regards newspaper advertising, window displays, store decorations, circular advertising, contests and numerous other features which build up a business. Secondly, strong competition may have developed by the opening of a new store in the neighborhood, conducted by a man who is brighter than the first-comer.

In either case, it means that the merchant must rally his business energies or it will be only a matter of time before he is a full-fledged member of the Down and Out Club.

II.

How shall the tide of business be turned in his favor?

In the first place every feature of the trade must be studied more carefully than has been the case in the past. The retailer must know where he stands and if business is going backward he must know the reason why. Therefore, start the year with a sales book which will not only state the amount of business transacted each day but will show what lines had the call and exhibit the newspapers advertisements which brought the business. This will take less work than the retailer is inclined to believe. The sales book will be a business man's diary. It will contain a record of each business day in the year. Clip each day's advertisement and paste it at the top of the daily record. That will give all the information that is needed about goods that had the demand. A few

figures will tell the story of that advertisement's success or failure, and under the caption "Remarks," a sentence or two will tell what mistakes to avoid when a similar sale is again held. This record will be of great value to the shoe dealer.

III.

Then look at the store.

Appearances count for a great deal in every business. If every detail of furnishing and decoration is not "clean as a whistle," as the saying goes, lose no time in putting the establishment in that condition.

If the wall paint or paper is worn, replace it; ditto with the rugs. Brighten up the shelves and showcases with a coat of varnish if they need it, and if the settees or chairs begin to appear ancient buy new ones.

This adds to the expense, but it is money well invested. We live in an age when the trade that is worth having will not tolerate shabby surroundings. If any man is inclined to doubt this statement let him look into the store of his most successful competitor. He will find it the brightest, newest and cleanest in town.

Handsome showcases help to sell goods. In the olden days, when findings were heaped in miscellaneous fashion upon a dusty table in the rear of the store, there was little demand for them. To-day in up-to-date establishments where they are displayed in a well-lighted case near the door they are a profitable department of the business. The showcase is their best advertisement.

Handsome showcases are a great aid in selling ladies' hosiery and infants' goods. Women enter the store to buy shoes and are attracted by the contents of the case as they are about to pass out. The goods appear 100 per cent. prettier under glass with the rays of the concealed incandescent upon them.

If the findings department was neglected last year, get busy with it. It is no idle dream that hundreds of retailers are making this branch of the business a valuable asset. What they have done you can do if you have the enterprise.

Improve and beautify the store in any manner that suggests itself. Perhaps a fern or two on a showcase will do the trick. Newly renovated walls, floors and seats have a tremendous effect.

IV.

Give special attention to the window, the advertisements by which the street crowd sizes up the store. Study the effects produced by the best window trimmers in your town or city. Copy them, and it will not be long before you find yourself making improvements on their ideas. Clean cut displays with no suggestion of crowding are the most effective. Many shoe dealers make the mistake of trying to show a sample of everything they have in stock in the window. This repels rather than attracts the public.

The proper plan is to show everything you carry by means of frequent displays. This method will compel the man or woman who

passes the store daily to give attention to each display. Where the shoe dealer shows his full line in one exhibit the public regards that window as it does a standing advertisement in a newspaper—and pays no further attention to it.

Frequent displays will give an opportunity for showing everything to its best advantage, even findings.

If the retailer has two windows he should get into the habit of occasionally giving an entire window to findings. The novelty of it will attract people. If the store has only one window, the rear section can be given over to these goods on special occasions.

Few shoe store trimmers seem to realize it, but there is no law that compels them to bar everything but shoes and findings from a display. As a matter of fact, the general public is not particularly interested in shoes; therefore ingenuity must be exerted to attract attention despite the uninteresting nature of the exhibit. Artistic arrangement is a great aid, and this is assisted by the introduction of special features.

Shoe polishing outfits, at popular prices, are good sellers. These and other specials that will occur to the shoe dealer should occupy prominent positions in the window. Except on rare occasions, shoes should never be subordinated to an article that is not manufactured of leather; but the stumbling block of most trimmers is that they have adopted the motto: "Shoes only for the window, with findings to fill in."

V.

It is most important that the service received by the customer is beyond criticism; a thing which most shoe dealers take for granted is the case in their stores, but which is frequently the weak point in the establishment.

Careless, flippant and conceited clerks drive away trade. The proprietor who accomplishes the best results inspires his salesforce with an enthusiasm that equals his own. This can be accomplished in several ways. The first requirement is wage; no employee will put forth his best energies in the interests of a niggardly employer.

They will work steadily only when his eye is upon them.

They will feel that he is a skinflint who is taking advantage of them, and no good word for the establishment will come from their lips.

Instead, they will blacken the reputation of his store on every occasion.

Now a proprietor may not be able to pay "a fair wage" owing to the state of the business; but even in this dilemma he can win the confidence of his clerks and make them aid him in bringing new trade. A cash prize of \$10 each month to the clerk whose sales are largest during that period will be a wonderful stimulant. Men who were careless before will suddenly develop into hustlers if they know it will put money into their pockets.

To increase their chances of getting the prize they will urge friends to patronize the store. Members of their families will trade there in order

to help "Bob" or "Harry" and the increase in business will immediately become apparent.

"Going ahead" is a matter of tact and cool business judgment. There is no luck connected with it.—Shoe Recorder.

The Intelligent Witness.

The lawyer for the defendant was trying to cross-examine a Swede who had been subpoenaed by the other side as a witness in an accident case.

"Now, Anderson, what do you do?" asked the lawyer.

"Sank you, Aw am not vera well."

"I didn't ask you how is your health, but what do you do?"

"Oh, yas; Aw work."

"We know that, but what kind of work do you do?"

"Puddy hard work; it ees puddy hard work."

"Yes, but do you drive a team, or do you work on a railroad for a farmer, or do you handle a machine, or do you work in a big factory?"

"Oh, yas; Aw work in fact'ry."

"Very good. What kind of a factory?"

"It ees a very big fact'ry."

"Your Honor," said the lawyer, addressing the Court, "if this keeps on, I think we'll have to have an interpreter."

Then he turned to the witness:

"Look here, Anderson, what do you do in that factory—what do you make?" he asked.

"Oh, yas; Aw un'erstan'; you vant to know vat Aw make 'n fact'ry, eh?"

"Exactly. Now tell us what you make."

"Seven shillin's a day."

And the interpreter was called in to earn his salt.

Automatic Shoe Shining Machines.

An automatic bootblack gives you a "shine" in England. The only manual labor necessary is to fix the boot or shoe to be cleaned, irrespective of size or shape, upon a frame. The article is then carried by an endless chain past six pairs of resilient brushes, which are continually revolving. The dust is first removed, then the cleaning medium applied, and a brilliant shine finally imparted. With this mechanical appliance from fifty to ninety pairs of boots per hour can be cleaned. A later application of the apparatus will seriously threaten the existence of the human bootblack. Instead at the street corners will be found an automatic machine, where, by the insertion of a nickel or two, you place your foot upon a rest and have them cleaned and polished in the space of about a minute. In Berlin arrangements have been completed for the installation of these machines in the principal thoroughfares throughout the city.

Much Worse.

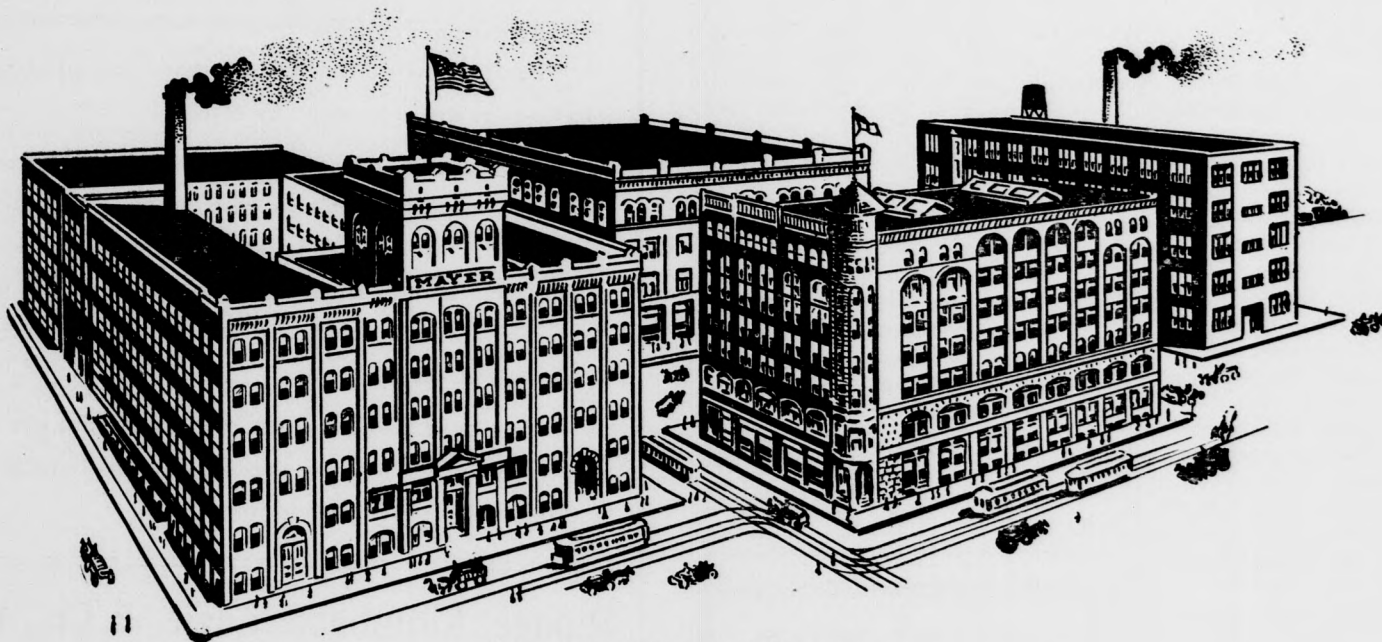
"So Jones hit you in the eye?" we asked of our friend with the discolored optic.

"He did, and I smashed him one on the nose," was the lucid response.

"Did you have a misunderstanding?"

"Thunder, no! We had an understanding."

FORGING AHEAD



Group of Mayer Shoe Factories and Stores.

The above illustration portrays the Mayer shoe factories and stores as they appear to-day. The first factory consisted of a two-story frame building, 40 by 70. Daily output, 150 pairs. Salesmen, one. To-day, the total capacity of the combined factories is 9,000 pairs per day. Fifty-two salesmen cover the country to the Pacific Coast.

This result was achieved mainly upon the principle of making **good shoes—honest, trustworthy, dependable shoes.** That is what has so thoroughly established

Mayer Quality Shoes

with both dealers and consumers. The Mayer brands and trade mark are well-known among consumers. Dealers who have handled them for any length of time know the business-getting value of Mayer shoes.

We anticipate an immense business for the coming year, but with our two new factories built during 1907 we will be in splendid condition to promptly fill all orders from the regular trade, and take on some additional accounts.

If the line you are now handling is not helping you build new business, we would like to show you wherein the Mayer line of shoes, with the support we give to merchants, will make your business grow. **WRITE TO-DAY.**

F. Mayer Boot & Shoe Company

Largest manufacturers of full vamp shoes in the world

Milwaukee, Wis.

Some Customers Who Come In to Trade.

"I'd like them there Gondolya toes I've heerd so much about." She was a good deal of an old Battle Ax herself, and the gondola toes, if there are such things, would seem about the proper caper, but Danny Newman, who had become terribly mixed during the few days he had been on the floor, was at a loss.

Meantime, the tall, slim lady with the bulging brow and the curl was eyeing him severely.

"I—I don't think I exactly know what they are," said Danny. "There is a kid they call dongola kid, but it's sometimes called Gondola kid, I believe, too," he added hastily as though he might be reproved.

"Yes," replied the lady icily, "and there is also a car that is called a Gondolya car, but I'm not buying cars, I'm buying shoes."

"I don't know," said Danny, and he called the boss.

What would you have done?

The boss would not tell what he did.

"Have you any Winchester skin shoes?" she asked, as she settled herself on the settee, and picked up a slipper which had been left lying there a moment before by a sweet young thing who found them too large.

She was precise, and angular where she was not pointed, and she spoke her words with great precision.

Mr. Gagem did not like to ask over, and so he hastened right away. And as he hastened he thought rapidly, and the more he thought the more he hastened and he found himself looking at the carpet slippers in the third drawer from the end at one moment, and the next moment he had picked up a pegging awl from the bench of Sim Patch, the cobbler, but he paused only a moment at each of these places, and in a moment he hurried back to the angular lady and he had the very thing.

What did he have?

"Have you any shoes with rubber tired heels?" she asked, blushing, and somewhat confused, as she faced the handsomest-clerk-in-the-city-bar-none.

"Oh, yes, indeed," he replied, allowing his "What size?" smile to replace the "One-sweetly-solemn-thought" look which his face wore in repose, usually. "Would you like them cushion or pneumatic?"

And then they both laughed, and all was well, and in the end he sold her a shoe which had wooden heels, covered with kid and nearly three inches high. But that has nothing to do with the incident.

Little Danny hurried forward to wait on the customer from the country. Danny, if you chance to know him, you will remember, is a very matter of fact young man, and when the countryman produced a neatly whittled stick and said:

"I'd like a pair of shoes for a little girl the length of this stick inside—"

"How long is she outside?" asked Danny, with a grave and sober countenance.

There was a revival going on in

the village, and enthusiasts were making all sorts of sincere cracks at folks they met and on the lookout to meet folks at that.

Little Danny was standing in the front part of the store when a man whose chin whiskers grew nice and black everywhere, except just below his mouth-slit, where they were thin and scraggly, walked slowly past. He saw Danny standing by the window with a rather sad look on his fair young face, for Danny was having trouble remembering the spelling of the cost mark, which was "Pertham-boy," and he was thinking intently. And the man came in. He walked up to Danny in a friendly way and grasping him by the shoulder he placed his black beard very close to Danny and asked, "My son, is it well with thy soul?"

"Quit your kiddin'," replied Danny. "We tap them here for eighty-five cents. Are you in the business?"

He was a seedy looking person, and he had the general appearance of one who would request alms before the end of his conversation.

"I was in the shoe line once, myself," he said, with a little tremble in his voice, "but I lost my all in the San Francisco fire."

"Did you save the rest of your kit?" asked Danny, with deep interest, and quick sympathy, for the young man seldom jokes, but the evil had been done, the tense tension was relaxed, and the man got nothing, and yet Danny did not mean to be unkind.

In the country store the clerk had succeeded in getting one of the nail keg setters aroused so that he could be induced to move back from the stove long enough so that the clerk could shake the heater for the night. The other four regulars looked forward toward the man who owned a watch with some concern.

The man who owned a watch roused himself a little, fingered his leather watch chain, and then, with a spasmodic effort, drew the large silver watch from its place of repose.

"By Crimmins!" he ejaculated, "It's 10 o'clock."

"Who'd thought it was so late!" remarked the second of the other four.

"Beats the old Harry," said the third.

Each of them had said and done the same thing at exactly the same time each night, for so long that the clerk paid no attention, and went on shaking the stove, but this night it was not to be precisely the same. "Let me see," went on the fourth lounge, "What was it my wife told me to bring home?"

"Snuff?" suggested the watchman.

"No—no, indeed," retorted the fourth setter, indignantly, "I'll do all the snuffin' for our family."

"A quarter o' a pound o' tea," suggested the man on the nail keg.

"Wrong again. I never get less than half a pound."

"Soap," suggested the third regular.

"Got some when I was up this mornin'."



We Put In the Best and Nothing But The Best

Your patrons get out of our shoes just what we put into them in wear, comfort and style.

Our rule in shoe making is Quality, first, last and all the time; and Quality means with us style, comfort and wear, particularly wear, and a great deal of it—much more, in fact, than is ordinarily found in medium priced shoes. Our record for this kind of Quality covers a period of nearly half a century.

It has paid us big to put good value into our shoes and it will pay you likewise to sell them, for they draw and hold the best trade in your locality.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

Shoes for the Little Folks

We have a large line of Infants' Soft Soles.

Below we list a few kinds and prices:

| Infants' Soft Soles | PER DOZ. |
|----------------------------------|----------|
| White Button | \$3.50 |
| White Lace | |
| Red Lace | |
| Black Lace | |
| White Top, Patent Vamp | |
| White Top, Tan Strop | |
| Red Top, Black Vamp | |
| Chocolate Top, Patent Vamp | \$4.00 |
| Blue 2 Button, White Trim | |
| All Patent | \$4.00 |

White, Black, Pink, Blue, Pearl and Red in either All Cloth or Patent Vamp.

White, Pink, Blue or Black Lace... \$2.25

Grand Rapids Shoe & Rubber Co.

Grand Rapids, Mich.

State Agents for Hood Rubbers

"To the fust session," said the man on the nail keg, facetiously.

"Plumbago, horse shoes, nails, tapioca, pearl barley, raisings, yeast, sugar, coffee, starch, thread, gingham, buttons, pins, candy, currants, codfish, nutmeg, cloves, Rinker's Ready Relief, clothes pins, line, tub snr,wgie Relief, clothes pins, line, tubs, wringer, blueing, washing powder, pills, blood medicine, cholera cure, saleratus, baking powder, pepper, ginger," said the clerk, rapidly, as one who had used the memory culture system before, "camphor gum, witch hazel, rubber elastic, gimp, tape, stockings, corsets, slippers, shoes—"

"Tain't none o' them things, nary one but it seems like you're getting close to it," said the fourth of the four others.

"Twan't shoes?"

"Nop."

"Rubber overshoes?"

"Nop. Gosh! it's funny I can't think."

"Well, my gracious, you got me. Canned tomat, canned peas, coffee extrac', vanillar, leming, oranges, flower seeds, pop corn—"

"Hurray! There you are. I knew we'd get it."

"Shelled pop corn. How much you want?"

"Don't want none. I knew 'twould come to me arter awhile. I want some o' that corn medicine my wife gits here that you put on three nights an' three mornin's an' then soak yer feet in moderately warm water an' take the corn out 'thout the aid o' a knife."

"Twenty-five cents," said the clerk, and then the meeting adjourned.—Ike N. Fitem in Boot and Shoe Recorder.

Things Are Not Always What They Seem.

Written for the Tradesman.

Mrs. Emerson and Miss Jones took the car at the head of Monroe street, on their way to North Park to meet some friends for an afternoon picnic.

At the next stop an old soldier who had evidently been investing a part of his last pension money in abundant good cheer, entered the car to return to the Soldiers' Home.

The conductor took the fare of the ladies and waited patiently while the veteran, with difficulty, extracted a dilapidated purse from his pocket and found the required nickel, which the conductor took. The incident attracted the attention of the few passengers then on the car, and a smile of tolerant sympathy showed in their faces.

The car filled rapidly on its way down Monroe street, and then went at a good pace as far as the railroad station. There some passengers got out and others came in. The conductor swung himself on to the front platform and took a fare from a man near the door.

The old soldier looked up in a half-dazed way, put his hand unsteadily into his pocket, again drew forth the worn pocketbook and found another nickel which he held out to the conductor as he came down the aisle. The conductor took it and passed on looking for other fares.

Two seats back a man sprang to his feet, caught the visor of the conductor's cap, pulled it down and then resumed his seat.

"What did you take my number for?" asked the conductor.

"For collecting two fares from that old soldier."

"I didn't take two fares," replied the conductor with growing indignation.

"You needn't try to bluff it through. I saw you do it."

"You couldn't have seen me, for I didn't do it."

"You lie and you know it, and I shall report you as soon as I get back to my office."

"But he did take two fares, didn't he?" said Mrs. Emerson to Miss Jones.

"If I can believe my own eyes, he did," said Miss Jones.

"Well, I should be willing to go on any witness stand and swear that he did," said Mrs. Emerson.

In the meantime discussion between the conductor and the champion of the old man ran high. Something more vigorous than words might have followed, but the man reached his destination and dropped off the car, renewing his threat to report the affair as soon as he could get to a telephone.

At the Soldiers' Home the army man stumbled off the car, and all the other passengers left except the two ladies.

The conductor had not regained his composure and, as he returned to the car, he remarked to the two ladies, "I'd like to know what made that

man think I took two fares from that old fellow."

"But we thought you did, too," said Mrs. Emerson.

"You did," he exclaimed in amazement.

"Yes, you took his fare first at the same time that you collected ours and then you took it again when the man looked at your number."

"Where did you get on to this car?" asked the conductor.

"At the head of Monroe street."

"Then I didn't take your fare, lady," and a light broke through the disturbed expression on his face.

"You didn't!" exclaimed both the ladies at once.

"No, we change conductors at Bridge street, and I took the car there. The old man handed me his money and I didn't know he had paid before."

"I'll never believe my own eyes again," said Mrs. Jones. "I had not noticed that it was not the same conductor all the way out here."

"Nor I," said Mrs. Emerson. "Evidently things are not always what they seem." Florence Milner.

Instead of trying to see how much trouble you can stir up, get busy and help those who are in trouble and see how much you will enjoy the change.

MAYER Honorbilt
Shoes Are Popular

Some One Is Selling Your Customers Water Proof Shoes Is it You?



Our No. 482 is an 8 inch Walrus Blucher
484 is a 10 inch Walrus Blucher
486 is a 12 inch Walrus Blucher
Each with a Bellows tongue and 1/2 Double Sole.
These are a part of the Famous Rouge Rex line,
made by

HIRTH-KRAUSE CO., Grand Rapids, Mich.



JUST as there is always room in your town for a new up-to-date business of some kind, just so is there always room for a new shoe in your stock that will broaden your trade and make you a big profit.

H. B. "HARD PANS" have been so built up and built over—improved—that they fairly justify our claim of newness.

Shoes that put a new snap into business.

Shoes that you can sell a person of intelligence.

Shoes on which you can talk quality and know that the shoes will make good.

Quality out of all proportion to price. Be fair to yourself.

**Try
H. B.
Hard Pans**

men's and boys', a case or two, and look for this label on the strap of every pair.

**Herold-Bertsch
Shoe Co.**

Grand Rapids, Mich.

Makers of the



GAINING GROUND.

Retail Grocers and General Merchants' Association of Michigan.*

In making this, my fifth annual report, I wish to congratulate the members on the interest taken generally by our merchants in this organization. After the convention at Grand Rapids applications began to come in from all parts of the State for some one to come and organize associations in their towns and cities. By instructions and advice from the President and chairman of the Executive Board I made several trips and succeeded in organizing fourteen new associations. I visited several towns where it was impossible to get the merchants together in numbers large enough to form an association, and in other places the merchants turned out to a man to be enrolled in the good work. On my different trips I visited the following places: Omer, Twining, Pinconning, Standish, Coleman, Cadillac, Lake City, Reed City, Durand, Byron, Nashville, Hastings, Charlotte, Battle Creek, Bellevue, Ovid, Marshall, Jonesville, Hillsdale, Sturgis, Colon, Union City, Bangor, Hartford, South Haven, Traverse City, Manistee and Imlay City.

We have to date the following associations and number of members affiliated with the State organization, the majority of which have paid their per capita tax for 1907, and the balance I expect will bring it with them to this convention:

| | |
|------------------|-----|
| Adrian | 26 |
| Albion | 15 |
| Alma | 25 |
| Ann Arbor | 26 |
| Armada | 17 |
| Bangor | 10 |
| Bay City | 40 |
| Brown City | 24 |
| Byron | 12 |
| Charlotte | 6 |
| Clinton | 17 |
| Coldwater | 11 |
| Coleman | 20 |
| Colon | 10 |
| Davison | 14 |
| Detroit | 200 |
| Flint | 40 |
| Grand Rapids | 100 |
| Hastings | 10 |
| Imlay City | 25 |
| Jackson | 58 |
| Jonesville | 16 |
| Kalamazoo | 40 |
| Lansing | 40 |
| Lake City | 16 |
| Manchester | 16 |
| Manistee | 30 |
| Mt. Pleasant | 13 |
| Nashville | 25 |
| Omer | 10 |
| Port Huron | 60 |
| Quincy | 29 |
| Saginaw | 60 |
| Sault Ste. Marie | 34 |
| Sheperd | 20 |
| Traverse City | 54 |
| Union City | 52 |
| Yale | 8 |
| Ypsilanti | 9 |

1,238

Individual members 73

*Annual report of Secretary J. T. Percival before the annual convention at Jackson Feb. 4.

Honorary members 21
1,332

In a great many towns where we have had good strong associations I find that interest in association matters has lagged, that they have not held any meetings and have finally dropped out of existence. The reason is that the average merchant does not take enough interest in his Association to attend the meetings, leaving it for the other fellow to do the work. The time has come when all merchants should band together and protect themselves. There are many subjects which can be brought up at these meetings which are of vital importance to every one in the business. The cash and credit system is one thing that should be discussed in every association and business men in every locality should meet once a week and talk over this subject and exchange ideas of extending credits. Everything now is shorter credits and the retailer will have to devise some way of adjusting them, the same as the manufacturer and jobber.

The Association has had very few complaints in regard to peddlers and the box car men this year, and from that I would take it that the retailers got together and fixed things so that they did not do very much business in their towns. The last Legislature saw fit to make a few changes in the peddler law, giving the merchant an even chance with the peddler; that is, that a merchant who has been in business over one year has a right to peddle without a license; otherwise he would have to take one out the same as the peddler.

At this convention I hope some provision will be made to raise more money for the extension of the Association to cities and towns not now organized. There are over two hundred towns and cities that should have good live associations and there is no reason why we can not have them, if every delegate here will go home and get busy. The officers have always been willing to send some one to these towns to help them, and will do so now, provided we have the money to pay the necessary expenses, as we do not want to run the Association in debt.

In President Fuller's address last year he recommended that the secretaries of all associations meet at the convention and organize an association of their own. I think this a good suggestion, but would advise the secretaries to get together at some other time than at the convention and organize. One thing that could be accomplished would be to perfect a credit and rating system for all associations affiliated with the State organization.

In the matter of the per capita tax, I would say to the delegates here that have not paid it for this year, do so at once, as it is necessary if we extend the work of organization and pay the necessary running expenses of the Association.

Before I close I wish to thank the different wholesalers and manufacturers and their traveling men who

have so kindly helped me in the organization work on my different trips. It was through them that I was successful in getting a number of new associations.

I also wish to thank the officers of this Association for their kindly advice and help during the past year. I also wish to commend the good work done by the various trade papers, which are always ready and willing to lend a helping hand in the cause of the retailer.

New Business Scheme.

A new business wrinkle that is of interest to those dealers who handle package goods has originated in France. In going into a store, drugs, groceries, potted meats, bacon, etc., are often seen tagged with a small stamp on each box or can. These stamps show the cost of the article, and are sold to the public at the same price that the retailer pays for them. Every month an accounting is made by the manufacturer and the retailer is paid a commission on all the goods he has sold. The value of this system is that it prevents some retailers from underselling others and keeps the prices up. The retailer is generally bound by an agreement not to sell them for less than the price marked upon them, and if he should sell them for less he may be sued in the courts for damages by the manufacturer. Although these articles are generally sold as agreed, there are undoubtedly isolated cases where sales are effected at less than the marked price by dealers who wish to obtain increase in their trade in spite of the agreement. Another class of articles is sold in packages which contain a premium ticket which is detached by the retailer. The tickets represent the profit made by the retailer and may be presented for payment at any time to the manufacturer.

What a Top-Notcher Is.

Why not be a top-notch? A top-notch is simply an individual who works for the institution of which he is a part, not against it. A top-notch never says inwardly or outwardly, "I wasn't hired to do that," nor does he figure to work exactly eight hours, and wear the face off the clock.

He works until the work is done and does not leave his desk looking like a map of San Francisco after the shakeup.

As a general proposition, I would say that top-notchers and cigarettists are different persons. A top-notch prizes his health more than a good time. Sore heads and bellikers are usually suffering from overeating, lack of oxygen and loss of sleep.

If you want to be a top-notch beware of the poker proclivity and pool-room habit—otherwise destiny has you on the list.

Elbert Hubbard.

There must be something queer about any faith that needs perpetual defending.

It is folly trying to hide a false life behind a fight for truth.

HUMANE TREATMENT.

Penologists Needed in Prison Work More Than Politicians.

Written for the Tradesman.

Long strides toward the square deal principle in dealing with all men have been made in recent years at the Michigan State Prison in Jackson. This walled city within a city, located at the foot of Mechanic street, was visited often by the writer while he was employed on the staff of a Jackson newspaper. It is one of the principal show places of the city, attracting thousands of visitors yearly, yet more than one short trip through the shops and cell blocks with the officer is necessary to gain much of an idea of life in prison.

I often wonder how many citizens of the commonwealth give one thought to the 800 prisoners, many of whom have wives and children outside. We pay taxes to support this institution, but our interest should not end there.

In the first place I believe that we should adopt the plan followed at the prison itself of calling the inmates "men," not "convicts," dropping the harsh term from our vocabularies, just as we should drop "nigger" and "dago" in the interests of justice and decency.

In the next place we should put away our distrust of the ex-prisoner and give him a show. This is only the square deal principle again. People in the smaller towns of the State fear and shun an ex-prisoner as they would a leper, when they ought instead to go far out of their way to help him in his new beginnings, in his efforts to be a man. It is up to us to resolutely put away our prejudice concerning the men who have "served time."

Then, as citizens and voters, we ought to know that the old cell block in the east wing of the prison, with its 290 holes in the wall, is a disgrace to the State, more sickness coming from these than from all the other 715 cells.

Conditions, however, at the prison have greatly improved in the past few years. The physical well being of the inmates is now the first consideration, morals coming later. Former Warden Vincent has been criticised unmercifully for the laxness of discipline that prevailed during his tenure of office, but his wiping out of typhoid fever, to mention a single reform due to him, it seems to me outweighs all the escapes of prisoners that were made so much of. When Vincent took hold of affairs the typhoid was so common that it was called the "prison disease" and was considered ineradicable. The Warden insisted on having a new cell block, on clean surroundings, wholesome food, and the services of a prison physician, who should give his entire time there, with the result that from an average of thirty to forty cases of typhoid then there has not been a single case in the prison in the past three years. The death rate within the prison walls is less than for the remainder of the State.

Previous to the days of Capt. Hatch as Warden the men wore stripes,

shaven heads and walked in the lockstep. Concerning those days Editor Barber, of the Jackson Patriot, well says:

"Take an Apollo, crop his hair, dress him in a suit of zebra stripes consisting of bob-tailed jacket and baggy trousers, shut him in a cell three feet by six feet long and six feet high for 15 hours out of 24, flog him once or twice for such an infraction of 'rules' as speaking a single word to the man working at the bench by his side, feed him on food which costs the State nine or ten cents a day, deprive him absolutely of all the pleasures of existence—and then see if the god does not mighty soon become a low-browed scoundrel, with hate and murder in his heart.

"It is useless to talk about the beauty of virtue to a man who is obliged to live like a dog. If he has been flogged for making a chance remark to a shopmate, it is useless to talk about the brotherhood of man in the chapel. If he happens to get drunk and do something foolish and is sent to prison, to work out his debt to society, he feels he has a grudge against the society that shoved him into a cell infested with fever germs and vermin.

"But if he is received at the prison, miserable and perhaps diseased, as many are—a victim of an appetite for alcohol or drugs, perhaps, and of irregular living—and is made well, fed wholesome food, given a comfortable place in which to sleep, made to work during regular hours, and in season and out instilled with the inevitableness of law and authority, as manifested by the prison rules, he is likely to go out a changed man, unless he is wholly wrong or unless his term of imprisonment is too short."

The old and the dark regime at prison is passing and the men who have "made mistakes and been found out," as the prisoners themselves are wont to phrase it, are for the most part getting humane treatment. Penologists not politicians are being placed at the head and the problem of getting the manhood out, "letting the ape and tiger die," the problem of saving men from themselves, is now the chiefest concern.

Almond Griffen.

What the Trouble Is.

At last science has thrown a new light upon the heretofore little understood egg. Here is a startling disclosure made by the American Society for the Advancement of Science:

"It is significant that the position of the micromeres, with reference to the induced strata, is much less constant than the direction of the first two cleavage planes, though the latter also diverge in some cases."

Now will you eat 'em?

A Nature Fake.

"What's this?" yelled the star. "Green snow? I won't stand for it." "You'll have to," retorted the manager. "White paper is so high that I told the property man to tear up a few stock certificates."

Hardware Price Current

| AMMUNITION. | | | |
|---|-------------|--------------------------|-----------|
| Caps. | | | |
| G. D., full count, per m. | 40 | | |
| Hicks' Waterproof, per m. | 50 | | |
| Musket, per m. | 75 | | |
| Ely's Waterproof, per m. | 60 | | |
| Cartridges. | | | |
| No. 22 short, per m. | 2 50 | | |
| No. 22 long, per m. | 3 00 | | |
| No. 32 short, per m. | 5 00 | | |
| No. 32 long, per m. | 5 50 | | |
| Primers. | | | |
| No. 2 U. M. C., boxes 250, per m. | 1 60 | | |
| No. 2 Winchester, boxes 250, per m. | 1 60 | | |
| Gun Wads. | | | |
| Black Edge, Nos. 11 & 12 U. M. C. | 60 | | |
| Black Edge, Nos. 9 & 10, per m. | 70 | | |
| Black Edge, No. 7, per m. | 80 | | |
| Loaded Shells. | | | |
| New Rival-For Shotguns. | | | |
| No. Powder | Shot | Size | Gauge |
| 120 | 4 | 1 1/2 | 10 |
| 129 | 4 | 1 1/2 | 9 |
| 128 | 4 | 1 1/2 | 8 |
| 126 | 4 | 1 1/2 | 6 |
| 135 | 4 1/2 | 1 1/2 | 5 |
| 154 | 4 1/2 | 1 1/2 | 4 |
| 200 | 3 | 1 | 10 |
| 208 | 3 | 1 | 8 |
| 236 | 3 1/2 | 1 1/2 | 6 |
| 265 | 3 1/2 | 1 1/2 | 5 |
| 264 | 3 1/2 | 1 1/2 | 4 |
| Discount, one-third and five per cent. | | | |
| Paper Shells—Not Loaded. | | | |
| No. 10, pasteboard boxes 100, per 100 | 72 | | |
| No. 12, pasteboard boxes 100, per 100 | 64 | | |
| Gunpowder. | | | |
| Kegs, 25 lbs., per keg | 4 75 | | |
| 1/2 Kegs, 12 1/2 lbs., per 1/2 keg | 2 75 | | |
| 1/4 Kegs, 6 1/4 lbs., per 1/4 keg | 1 50 | | |
| Shot. | | | |
| In sacks containing 25 lbs. | | | |
| Drop, all sizes smaller than B. | 2 00 | | |
| AUGERS AND BITS | | | |
| Snell's | 60 | | |
| Jennings' genuine | 25 | | |
| Jennings' imitation | 50 | | |
| AXES | | | |
| First Quality, S. B. Bronze | 6 00 | | |
| First Quality, D. B. Bronze | 9 00 | | |
| First Quality, S. B. Steel | 7 00 | | |
| First Quality, D. B. Steel | 10 50 | | |
| BARROWS | | | |
| Railroad | 16 00 | | |
| Garden | 33 00 | | |
| BOLTS | | | |
| Stove | 80 | | |
| Carriage, new list | 70 | | |
| Plow | 50 | | |
| BUCKETS | | | |
| Well, plain | 4 50 | | |
| BUTTS, CAST | | | |
| Cast Loose, Pin, figured | 65 | | |
| Wrought, narrow | 75 | | |
| CHAIN | | | |
| Common | 7 1/2 c. | 5-16 in. 3/4 in. 1/2 in. | 5 3-10 c. |
| BB. | 8 1/2 c. | 7/16 in. 1/2 in. 3/4 in. | 6 1/2 c. |
| BBB. | 9 c. | 1/2 in. 3/4 in. 1/2 in. | 7 1/2 c. |
| CROWBARS | | | |
| Cast Steel, per pound. | 5 | | |
| CHISELS | | | |
| Socket Firmer | 70 | | |
| Socket Framing | 70 | | |
| Socket Corner | 70 | | |
| Socket Slicks | 70 | | |
| ELBOWS | | | |
| Com. 4 piece, 6 in., per doz. | net 65 | | |
| Corrugated, per doz. | 1 00 | | |
| Adjustable | dis. 40&10 | | |
| EXPANSIVE BITS | | | |
| Clark's small, \$18; large, \$26. | 40 | | |
| Ives' 1, \$18; 2, \$24; 3, \$30 | 25 | | |
| FILES—NEW LIST | | | |
| New American | 70&10 | | |
| Nicholson's | 70 | | |
| Heller's Horse Rasps | 70 | | |
| GALVANIZED IRON | | | |
| Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28 | | | |
| List 12 13 14 15 16 17 | | | |
| Discount, 70. | | | |
| GAUGES | | | |
| Stanley Rule and Level Co.'s | 60&10 | | |
| GLASS | | | |
| Single Strength, by box | dis. 90 | | |
| Double Strength, by box | dis. 90 | | |
| By the light | dis. 90 | | |
| HAMMERS | | | |
| Maydole & Co.'s new list | dis. 33 1/2 | | |
| Yerkes & Plumb's | dis. 40&10 | | |
| Mason's Solid Cast Steel | 30c list 70 | | |
| HINGES | | | |
| Gate, Clark's 1, 2, 3 | dis. 60&10 | | |
| Pots | 50 | | |
| Kettles | 50 | | |
| Spiders | 50 | | |
| HOLLOW WARE | | | |
| Common | dis. 50 | | |
| HORSE NAILS | | | |
| Au Sable | dis. 40&10 | | |
| HOUSE FURNISHING GOODS | | | |
| Stamped Tinware, new list | 70 | | |
| Japanese Tinware | 50&10 | | |

| IRON | |
|---|-----------|
| Bar Iron | 2 25 rate |
| Light Band | 3 00 rate |
| KNOBS—NEW LIST | |
| Door, mineral, Jap. trimmings | 75 |
| Door, Porcelain, Jap. trimmings | 85 |
| LEVELS | |
| Stanley Rule and Level Co.'s | dis. 50 |
| METALS—ZINC | |
| 600 pound casks | 8 1/2 |
| Per pound | 9 |
| MISCELLANEOUS | |
| Bird Cages | 40 |
| Pumps, Cistern | 75 |
| Screws, New list | 87 1/2 |
| Casters, Bed and Plate | 50&10 |
| Dampers, American | 50 |
| MOLASSES GATES | |
| Stebbins' Pattern | 60&10 |
| Enterprise, self-measuring | 30 |
| PANS | |
| Fry, Acme | 50 |
| Common, polished | 70&10 |
| PATENT PLANISHED IRON | |
| "A" Wood's pat. plan'd, No. 24-27 | 10 80 |
| "B" Wood's pat. plan'd, No. 25-27 | 9 80 |
| Broken packages 1/2 c per lb. extra. | |
| PLANES | |
| Ohio Tool Co.'s fancy | 40 |
| Sciota Bench | 50 |
| Sandusky Tool Co.'s fancy | 40 |
| Bench, first quality | 45 |
| NAILS | |
| Advance over base, on both Steel & Wire | |
| Steel nails, base | 3 00 |
| Wire nails, base | 2 40 |
| 20 to 60 advance | Base |
| 10 to 16 advance | 5 |
| 8 advance | 10 |
| 6 advance | 20 |
| 4 advance | 30 |
| 3 advance | 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 7/8 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 71 |
| Nos. 18 to 21 | 3 91 |
| Nos. 22 to 24 | 3 96 |
| Nos. 25 to 26 | 4 00 |
| No. 27 | 4 10 |
| All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra. | |
| SHOVELS AND SPADES | |
| First Grade, per doz. | 6 50 |
| Second Grade, per doz. | 5 75 |
| SOLDER | |
| 1/4 @ 1/2 | 26 |
| 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, Nickled | 80 |
| Coe's Genuine | 40 |
| Coe's Patent Agricultural, Wrought | 70-10 |

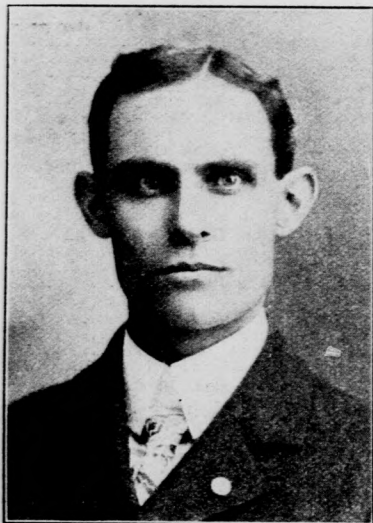
Crockery and Glassware

| STONEWARE | |
|--|-------------|
| No charge for packing. | |
| Butters | |
| 1/2 gal. per doz. | 52 |
| 1 to 6 gal. per doz. | 6 1/2 |
| 8 gal. each | 60 |
| 10 gal. each | 75 |
| 12 gal. each | 90 |
| 15 gal. meat tubs, each | 1 28 |
| 20 gal. meat tubs, each | 1 70 |
| 25 gal. meat tubs, each | 2 38 |
| 30 gal. meat tubs, each | 2 85 |
| Churns | |
| 2 to 6 gal. per gal. | 7 1/2 |
| Churn Dashers, per doz. | 84 |
| Milkpans | |
| 1/2 gal. flat or round bottom, per doz. | 52 |
| 1 gal. flat or round bottom each. | 6 1/2 |
| Fine Glazed Milkpans | |
| 1/2 gal. flat or round bottom, per doz. | 60 |
| 1 gal. flat or round bottom, each | 7 |
| Stewpans | |
| 1/2 gal. fireproof, bail, per doz. | 86 |
| 1 gal. fireproof, bail, per doz. | 1 10 |
| Jugs | |
| 1/2 gal. per doz. | 68 |
| 3/4 gal. per doz. | 51 |
| 1 to 5 gal., per gal. | 8 1/2 |
| SEALING WAX | |
| Pontius, each stick in carton | Per doz. 40 |
| LAMP BURNERS | |
| No. 0 Sun | 40 |
| No. 1 Sun | 42 |
| No. 2 Sun | 55 |
| No. 3 Sun | 90 |
| Tubular | 60 |
| Nutmeg | 60 |
| MASON FRUIT JARS | |
| With Porcelain Lined Caps | |
| Per gross | |
| Pints | 4 40 |
| Quarts | 4 75 |
| 1/2 gallon | 6 65 |
| Caps | 2 10 |
| Fruit Jars packed 1 dozen in box. | |
| LAMP CHIMNEYS—Seconds | |
| Per box of 6 doz. | |
| Anchor Carton Chimneys | |
| Each chimney in corrugated tube | |
| No. 0, Crimp top | 1 70 |
| No. 1, Crimp top | 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 | |
| Per doz. | |
| No. 1, wrapped and labeled | 75 |
| No. 2, wrapped and labeled | 85 |
| Rochester in Cartons | |
| No. 2 Fine Flint, 10 in. (85c doz.) | 4 60 |
| No. 2, Fine Flint, 12 in. (\$1.35 doz.) | 7 50 |
| No. 2, Lead Flint, 10 in. (95c doz.) | 5 50 |
| No. 2, Lead Flint, 12 in. (\$1.65 doz.) | 8 75 |
| Electric in Cartons | |
| No. 2, Lime (75c doz.) | 4 20 |
| No. 2, Fine Flint, (85c doz.) | 4 60 |
| No. 2, Lead Flint, (95c doz.) | 5 50 |
| LaBastie, 1 doz. in Carton | |
| No. 1, Sun Plain Top, (\$1 doz.) | 1 00 |
| No. 2, Sun Plain Top, (\$1.25 doz.) | 1 25 |
| 575 Opal globes | 1 40 |
| Case lots of 3 doz. | 1 35 |
| 565 Air Hole Chimneys | 1 20 |
| Case lots, of 3 doz. | 1 10 |
| OIL CANS | |
| 1 gal. tin cans with spout, per doz. | 1 20 |
| 1 gal. galv. iron with spout, per doz. | 1 60 |
| 2 gal. galv. iron with spout, per doz. | 2 50 |
| 3 gal. galv. iron with spout, per doz. | 3 50 |
| 5 gal. galv. iron with spout, per doz. | 4 50 |
| 3 gal. galv. iron with faucet, per doz. | 4 50 |
| 5 gal. galv. iron with faucet, per doz. | 5 25 |
| 5 gal. Tilting cans | 7 00 |
| 5 gal. galv. iron Nacefas | 9 00 |
| LANTERNS | |
| No. 0 Tubular, side lift | 4 60 |
| No. 2 B Tubular | 6 75 |
| No. 15 Tubular, dash | 7 00 |
| No. 2 Cold Blast Lantern | 8 25 |
| No. 12 Tubular, side lamp | 12 00 |
| No. 3 Street lamp, each | 3 50 |
| LANTERN GLOBES | |
| No. 0 Tub., cases 1 doz. each | 55 |
| No. 0 Tub., cases 2 doz. each | 55 |
| No. 0 Tub Ruby | 2 00 |
| No. 0 Tub, Green | 2 00 |
| No. 0 Tub, bbls., 5 doz. each, per bbl. | 2 25 |
| No. 0 Tub, Bull's eye, cases 1 dz. e. | 1 25 |
| BEST WHITE COTTON WICKS | |
| Roll contains 32 yards in one piece. | |
| No. 0 3/4 in. wide, per gross or roll. | 28 |
| No. 1 1/2 in. wide, per gross or roll. | 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 | 55 |

PRESIDENT FULLER.

His Annual Address at the Jackson Convention.

The last convention held at Grand Rapids was a winner and one never to be forgotten by those who attended. I feel confident that the merchants of the State have awakened to the fact that organization is what is necessary in this day and age, and that the only way the abuses inaugurated against our respective lines of merchandising can be corrected is to become thoroughly organized, so that we may be able to cope with these various obstacles when they arise. I believe there have been as many, if not more, new associations organized this past year than in any other year since this Association was organized. The only reason more were not organized was for the lack of funds to send out our Secretary in



that work, but I think when all the merchants of the State are endowed with the right spirit that the funds will be available and we can then be independent, which I know is the desire of this Association. Until that time arrives I trust that all local associations will be as prompt as possible in payment of their per capita dues.

I trust the special Committee on Mutual Fire Insurance will have something good to offer us this year. I would suggest that if, after proper discussion of the report, such a company is held to be of mutual benefit to this Association, the convention will take action to have such a company organized this year. Would suggest that we endeavor to have our garnishment law amended so that State, county and municipal employees can be garnished without our first having to get a judgment against them before garnishment proceedings can be commenced.

I would suggest again that the State Secretary, all local Secretaries and individual members meet and organize during this convention for the purpose of giving credit reports and removals, as I feel confident such an organization would be one of the corner stones in the upbuilding of our Association. While at present the parcels post bill is lying dormant, I would suggest that this Association again go on record and

adopt resolutions against the passage of such a bill.

I would suggest that all members enter into debate on all questions brought before the convention that we may be able to act on the same to the best interest of all concerned.

I desire at this time, in behalf of the Association and myself, to heartily thank the trade papers and the local press for their ardent support the past year. Also wish to extend to the jobbers of our State the same courtesy, and as they are in session here on the same days of our convention, I respectfully invite them to attend all meetings of the convention.

I desire at this time to thank the members for the honor conferred upon me the past year in selecting me as your President. Also for the support the officers and members have given me in the fulfillment of the office, which I have endeavored to do to the satisfaction of all.

Desirable Always To Have a Written Order.

Written for the Tradesman.

"I am book-keeper in a downtown establishment and consequently often find it difficult to attend to my shopping and similar personal matters," remarked a girl friend of mine recently.

"The other day I was urgently in need of a couple of extra-fine-quality white ostrich plumes—three-quarter length—to be carefully curled.

"I telephoned to a large wholesale and retail millinery establishment. I selected this store because the firm is composed of people of the utmost reliability.

"Yes, they could curl them for me, and do a first-class job. The work could be ready in an hour from then."

"Good!"

"I sent them instant to the place.

"In about fifteen minutes I received a telephone message from the firm to whom the boy had carried my precious belongings for beautification.

"They had carefully examined my goods and would not like to undertake to do the work of recurling. They were beautiful feathers and required a better workman than they had at present in their employ. I had better take them to a professional, who would do the work properly. They were sorry, etc."

"Well, here was a vexation—I wanted the plumes on a hat for that very evening. What should I do? No time to reach the best feather woman in town—she lives way out in the West Side suburbs—and get the goods done and back in time for the theater. 'I'll have to do the next best thing,' thought I: 'Go up to the establishment where I had sent my plumes and myself take them to some other store and see if they could do the work satisfactorily.'

"So I got permission of my employer—work was not pressing just then, fortunately for me—and hied me after my feathers.

"On the way I stopped at a store—also wholesale and retail—that does not bear any too good a reputation for responsibility.

"Oh, certainly they could recurl my feathers in fine shape."

"How much?"

"Only twenty-five apiece."

"The price seemed reasonable enough."

"I hated to venture with them, but time was lacking—it was creeping along towards 4 o'clock—so I said that I'd fetch them right in."

"I recovered my plumes from the store where the boy took them."

"Then I set me to thinking on how many kinds of fool I was to dare to trust expensive goods to a store bearing such a name as this second one carries."

"Thereupon I changed my mind. I would eliminate several of those kinds of fool from my repertory!"

"Which wise resolution I proceeded to put in force by stepping into a friend's store and telephoning (speciously) to the proprietor of the one with shady business reputation that the lady found she could not bring in those feathers she talked about having recurred."

"So far so good—I got out of that scrape by the skin of m' teeth!"

"Where next? Tempus was fugiting at a distressing rate."

"I darted into another millinery store a few doors from the shady one."

"Yes, they could begin at once the work of recurling my feathers and would guarantee a good job."

"I opened up my box."

"M—m! Those are fine. You must have excellent work done on them!" was the exclamation that greeted me.

"I quite agreed with the statement, and left the store with the promise that the feathers should be recurred in forty-five minutes."

"Back to the office I rushed, to lose no more time than actually necessary."

"When the clock had ticked off the stipulated three-quarters of an hour I again obtained permission to send out an under-employee. I rarely ask favors, so the two I requested were readily granted. This time it was a girl—a tall brunette young woman,

who is the direct opposite of myself in coloring."

"On her arrival at the store where I had so recently left my feathers, what was my surprise to be questioned over the telephone by my young lady messenger as to the color and size of my plumes."

"Gracious!" thought I. "Have they lost them?"

"I described them minutely, between wonder and fear."

"Back she came, presently, with my costly cargo, the plumes looking exquisite in their white fluffiness."

"Why, Amelia," said I, "what on earth was the matter? I began to get quite worried when you telephoned me."

"They wouldn't let me have 'em!" vehemently asserted the girl, tears of anger springing in her eyes. "I guess they thought I was a thief, the way they acted."

"Why, what did they do?" I questioned, astonished.

"Do! They said I must present a written order from you or telephone and get a description of what was in your package. So that was the reason I called you up and asked about it."

"Then?"

"Then they let me have your feathers; and I walked out of the store feeling like I'd been caught swiping candy from the baby! Cheap's no name for it!"

"Well, I'm awfully sorry you had so much trouble, Amelia," I commiserated, and tried to soothe her perturbation the best I could.

"The next morning I thought I'd better step into that store and see where the difficulty lay."

"Why," explained the clerk, glancing at my blonde hair, "you yourself came here with the plumes and it was a brunette-complexioned girl that called to get Miss Blank's package. She was the opposite of yourself—you're pure blonde—and she couldn't describe the goods. She said you directed her to come to us for your package. Do you think we'd let out your expensive plumes under such circumstances? I should say not!"

"Mishoco" The New Specialty Welt Shoe for Men

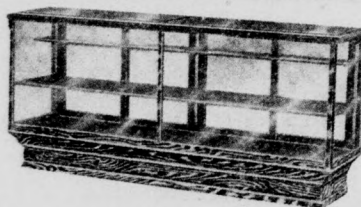
We know that it is the best made shoe that can be bought to serve as a leader for \$3.00 and \$3.50.

Made in all leathers on new and saleable lasts.

A postal will bring you samples.

Michigan Shoe Co.

Detroit, Mich.



1890

1908

17 Years

17

In The Store Fixtures Business

That counts in this city and it will in yours. More store fixtures on Canal and Monroe streets, this city, than any other two firms.

Geo. S. Smith, Store Fixtures Co.

64-72 South Front Street

Catalogue

Grand Rapids, Mich.

How did we know who the girl was? A blonde bringing 'em and a brunette coming for the package and couldn't describe what she came for! We got caught that way several times before, and do not propose to add any more blunders to the number.

"Oh, I begin to get a glimmer," said I, smiling inwardly at the idea of honest Amelia's stealing so much as a pin from me or any one else. I see: you couldn't let the plumes go out of your hands because the case looked suspicious?"

"Precisely. And you couldn't blame us."

"Why, no," I readily assented, 'not in the least. You did precisely right, and I must thank you heartily for your care. I appreciate your position. Not every store would exercise such caution.'

"I'll acknowledge that we might not be quite so particular," the clerk owned up with a smile, 'had we not, as I say, several times suffered severe loss from just such a transaction. We have learned from bitter experience what it is to let out other people's property when called for by persons about whom we knew nothing—people who were dissimilar in looks to those who brought goods in. We are very painstaking since we had to reimburse the parties who left them.'

"I saw it all, and, as I said at the store, they were perfectly correct in the precautionary attitude they assumed."

"The episode of the feathers taught me two things: 1. It is not best to put off till the last thing any article one is obliged to have in the way of wearing apparel for any function. 2. Write an order if anything has to be sent out for by a messenger."

Jo Thurber.

No Place For Snap Hunters in This World.

On the first page of the Bible the creative energy of God is called work. The visible universe is the manifestation of the work of the creative hand, from the tiniest molecule of matter to the galaxy of revolving worlds that whirl through the fields of space.

God has placed His imprint on everything as a precedent for man, and to him He has given the will and the power to do in order to fulfill the grand destiny and scheme of universal creation. When the first of the race transgressed it was in conformity with divine wisdom that the sentence went forth "Thou shalt earn thy bread by the sweat of thy brow." This is the inexorable law of being to which all must become amenable, and he who would shirk it makes himself unworthy the inheritance of the Father.

Apart from its divine institution and its utter necessity to the progress and civilization of the world, work is noble, elevating, holy, and alone is conducive to any degree of happiness here below. In every form toil is honorable, whether it be of the hand or head, in wielding the pickaxe or guiding the destinies of nations by the force of intellect.

Labor is the lever that has lifted the world from the slough of prime-

val barbarism to the plane of modern enlightenment and given to man a Godlike power. But for the exertion of brain and muscle the race would have remained in chaotic savagery surrounded by the darkness of the ages, a place of gloom and tears instead of sunshine and smiles.

It is labor that drives the plow, scatters the seeds, reaps the harvest, grinds it into corn, and in turn converts it into the bread. It clothes the earth in beauty and teeming fields yield their bounteous stores for the sustenance and life of all. It can cover the nakedness of the body in a raiment more gorgeous than the colors of the rainbow, and at the same time so adapt it to the needs of the weaver as to be more comfortable than the fur of the ermine, the wool of the sheep, or the feathered down of the humming bird.

From the silk worm it can take the cocoon and spin its gossamer threads into shimmering strands, the lights and shades of which rival the glittering plumage of the bird of paradise. It can strip the fleece from the flock without injury and convert it into garments soft and beautiful, heavy or light, to protect against the winter's cold or shield from the summer's heat.

Labor is the most marvelous, the mightiest of magicians. It walks into an uninhabited waste, waves its wonder working wand, and lo! dreary valleys smile with golden harvests, towns and cities spring up, the roar of machinery is heard; the anvil rings, wheels whirr and the erstwhile desert becomes the home of plenty and of progress.

Without work there can be no progress, there can be no enlightenment, there can be no civilization; and he who will not do a man's part to make the world better than he found it is an enemy of the race; when he refuses to contribute his share to the general fund of human progress he is not fulfilling his mission, and the world, instead of being richer, is but the poorer for his presence.

The man who stands with his arms akimbo until occasion tells him what to do, or idly looks on while the rest of his kind are working, is an anomaly in nature; he is in the world yet not of it, alive yet dead. Only the worker truly lives.

Men are the architects of their own fortunes and work is the secret of success. It is the philosopher's stone whose touch turns to gold. All the successful men of present and past ages have been workers. We mistakenly call some of them geniuses, never taking into consideration that genius is but a synonymous term for downright hard work. Those who have accomplished great achievements did so by constantly endeavoring to attain the end in view.

Of course, from time to time men arise to whom nature is kinder than others by endowing them with greater gifts, and these may be able to outdistance their fellows in the race, but still it is incumbent on them also to run, otherwise they would never reach the goal.

Constant plodding, however, will bring even the slowest to the ter-

minal. Patience and perseverance will bring a snail to Jerusalem, while a race horse which starts for the same objective point may never get there.

A man never is conscious of his own powers until he fully tries them. Seeming miracles can sometimes be performed by the most mediocre individual when he arouses himself to concentrated action—that is, when he brings himself to genuine determined effort.

A life of effort only is worth living. The mission of man on earth should be one of constant endeavor in no matter what sphere he is placed, whether he has to toil with his head or his hands, whether his position be exalted or humble.

A lazy man is the devil's bolster and an idle brain is the devil's workshop. The idler degenerates into the criminal. Activity is the highest relish of life. The noblest man is he who cheerfully and proudly enters into the zest of honest labor, into the spirit to make himself and the world better. There is nothing derogatory in work, but, on the contrary, it always lends a dignity and confers a self-respect which never can otherwise be engendered.

Diligence is a lesson that can not be too early learned. "The hand of the diligent maketh rich"—attains honor, position and influence.

"Seest thou a man diligent in business? He shall stand before kings."

It was diligence that placed the crown on the brows of the world's illustrious men. Michaelangelo, himself one of the hardest workers that ever lived, said of Raphael:

"One of the sweetest souls that breathed, he owed more to his industry than to his genius."

Rubens, when famous and rich, urged by an alchemist to assist him in transmuting metals into gold, a secret which the scientist felt sure he had discovered, said to the latter: "You have come twenty years too late. I discovered the secret long ago," and pointing to the palette and brushes, added: "Everything I touch turns to gold."

Millais said "I work harder than any plowman." Show me a man who has distinguished himself and benefited the world, and I will show you a man who has utilized and made the best of every minute of his time. Rufus Choate said: "You might as well let drop that Greek alphabet and expect to pick up the 'Haid,' as achieve success without work."

On his seventieth birthday Webster said: "Work has made me what I am." Gladstone, when nearly fourscore years and ten, said: "I have found my greatest happiness in labor." The old German inscription on

a key: "If I rest I rust," is as true of men as of iron.

Work places the crown of manhood on human brows and makes the race worthy of their immortal destiny in the temple of the divine.

Madison C. Peters.

Son Succeeds the Father as Manager.

Muskegon, Feb. 4.—The Linderman Manufacturing Co. will in the future be managed by Archie B. Linderman, son of the late A. T. Linderman, who invented the Linderman dovetailing machine and built the factory to its present standard. The institution moved to this city two years ago and has developed into one of the best industries the city affords. President Linderman died two weeks ago.

Nothing makes wrong seem innocent more quickly than to acquire an interest in it.



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CORN POPPERS, &c.**

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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



Ground Feeds

None Better

WYKES & CO.
GRAND RAPIDS

Two Heads

on one body would be a freak of nature.

"Two telephone systems in one city" is a freak of finance.

The duplicate has no function not possessed by the original.

"Use the Bell"

IT PAYS

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FOOTE & JENKS' PURE FLAVORING EXTRACTS

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Pure Vanilla
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ORIGINAL TERPENELESS EXTRACT OF LEMON

Not Like Any Other Extract. Send for Recipe Book and Special Offer.

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Small Points That Mean Big Business.

Show proficiency in small things, and the observer will usually take it for granted that you are proficient in the big ones. Don't slight the trifles—they are like pebbles from which a geologist can glean all the information he needs about surrounding mountains. Be a business man in all you do; accurate to the last detail. In this article some of the commonest little "breaks" are going to be dissected; faults it is important a salesman should overcome, since his success depends upon making a first class impression.

If your man is not in when you call, leave your name and a definite message with some clerk of sufficient responsibility to deliver it. Nothing maddens a man so thoroughly as to be told that somebody has called in his absence, but that the visitor's name, his whereabouts, the nature of his errand and the chance of his ever coming back are dark and unfathomable mysteries.

There are times when negligence of this sort means a big slice of business lost to the offender—business which he will be unaware of losing, perhaps, for nobody will tell him the results of his carelessness—but it is lost, just the same.

Mr. Lord, the proprietor of a store in an eastern city, is perhaps expecting Mr. Brand from San Francisco, but doesn't know just when he will arrive. Their business together is of vital importance, and Lord is impatiently waiting for news that Brand is in town. Lord is called away for an hour and on his return is told that a stranger has come and gone. Was that man Brand? Lord is wildly eager to know, but he can't find out for the stranger left no name. He only said he "would be back bye and bye." Lord sums up the situation and concludes that his visitor really was Brand. He makes his arrangements accordingly, perhaps at some expense and trouble. It develops that the caller was not Brand, after all, but Brockton, a traveling salesman, who drops in in the afternoon, and agreeably tells Mr. Lord that he was sorry to find him out on the occasion of his former call. Imagine Lord's state of mind. An auspicious beginning for Brockton, is it not?

This is not an exceptional case. It frequently happens that whether our errand is of significance or not it is of great importance to the other fellow. Leave a specific message and it will repay the breath or the pencil marks that are spent on it, and the smile that ingratiates the "help" who is asked to deliver it.

You will sometimes talk to your prospect over the telephone, or you will have occasion to use the 'phone in his presence to call up another "party." There are many men who don't know how to use the instru-

ment properly. A man who is bunting at the telephone makes trouble for himself and other people. Don't be in that class. Learn to use the 'phone well, and this is the way:

Put your lips within an inch of the transmitter, and having got your "party," speak to him in an ordinary conversational way but in a voice much lower than its usual pitch—almost a whisper, in fact. Resist the temptation to whoop as if he were somewhere at the further end of the building—he is virtually as close to you as if your mustache brushed his ear. Try to speak distinctly, but not with exaggerated enunciation. Don't clip your words short. Only for a long distance message, such as from Chicago to Omaha, is it necessary to elocute over the 'phone. Never lose your temper, scold the operator or the "party" who breaks the connection. There is an instinct inherent in the human breast to regard the man who can preserve his equanimity at the telephone with as much admiration as is given to him who can keep his graceful self-possession in the storm of battle.

When you display samples in a man's establishment, be careful not to spread them over counters where they will interfere with the operations of some clerk, or give the room a mussed-up appearance. You know, and your customer knows, why those samples are flung promiscuously around, but a shopper on entering may cast a glance of unenlightened surprise at the disorder, and your prospect may feel embarrassed.

If your customer excuses himself for a moment and leaves you standing alone, don't yield on such occasion to relax your self-discipline. Don't manœuvre your nails while waiting. Don't beat a tattoo with your fingers on show case or counter. Don't lounge, with a far-away look in your eyes like one of Nature's worshipers on a park bench. Don't shuffle your feet restlessly. Don't yawn—for the love of Heaven! When your customer returns, don't let him see you "pull your thoughts together" to get back to the interrupted talk. Your interest in what you were saying has suffered no interruption in your mind—let him see that.

Perfectly disciplined deportment is required of soldiers on the parade ground. When a halt is called, they do not lop over on one another, or engage in trimming their nails, or gape, or shrug themselves into more comfortable attitudes. It isn't that the commandant wants to torture his men that he makes them stand erect and at attention—it's that he wishes to impress the observer with their readiness for action. Acquire a military alertness and precision in all your looks and actions when "on review."

A salesman should avoid the gaucherie of being "too familiar." He should be cheerful, hearty, and uphold his equality, but his manner should not imply the easy-going relations of established comradeship. Never omit the prefix "Mister" in calling by name your customer or any male subordinate to whom he

may introduce you. Never stroke your prospect's back, or press his biceps between your thumb and finger, to imply a private understanding and good fellowship. Meet his advances more than half way, but in a manner that the most reserved could not resent. Don't coddle him.

If your customer is an old man, show him special deference. When you walk together, let him precede you; perform any little act of courtesy toward him, or toward the frequenters of his place of business, which occasion may suggest.

Drill yourself daily in these trifling things, whose omission means often a serious loss.—Salesmanship.

Open Letter To Postmaster General Meyer.

Dear Sir—After reading the extracts from your speeches at Boston and Milwaukee, and carefully considering every argument which you adduced in favor of the parcels post, I respectfully submit what I believe to be convincing arguments against your position.

The object that you allege to attain is the good of the farmers. As the farmer is the consumer, the proposition is a fruitless one; because you make the farmer pay directly on the goods bought and indirectly by taxes to sustain the carrier business.

If the parcels post would be regulated according to distance so that the farmer would pay proportionately the same cost of carrying from the village to his farm that he would have to pay from New York to his farm in Wisconsin, there would be nothing dishonest or foolish about the transaction; but yet it would be unbusinesslike. The queer part of the transaction is the charging of the same rates for one mile and four thousand miles, which is a violation of every business principle, and if a man were to go into the freight business on that plan, he would be stamped as a swindler or a fool. And to think that our nation—including public officials—is made up of men!

The carrying of freight is purely a commercial enterprise, differing in principle from the carrying of communications, news and intelligence among the people and between our people and foreign countries, in the form of mail. Once the territory of legitimate commerce is invaded, the liberty and independence of the citizen is trespassed upon, and the liberty and independence of the country proportionally destroyed.

Another feature would be the confusion in prices, the farmer receiving his goods at home paying more than his neighbor who purchased in town. Besides, it seems, there must be additional expense of packing to be charged against the consumer. As neighbors exchange gossip over tea-cups, the variable prices of their local dealer would be gone into and a resolution easily voted to give their trade to some concern a thousand miles away, to spite their local dealer.

Another problem would be the disadvantage of selecting the kind of goods and the prices of the goods desired, which could not be done un-

less their local dealer got out a large catalogue of everything that he carried, and furnished it to the farmer. In this way the farmers would obtain a library of confused prices and descriptions, which in time would bring them disappointment and disgust, and would greatly add to the expense of the local dealer.

Here is where the big catalogue houses would reap harvests. One of those houses located in Chicago could send its goods to every part of the country at the expense of the taxpayers of the United States. Nor would that be the worst phase of the matter: they could advertise their goods in glowing terms and then send out cheap, tawdry ones to the farmers, who might obtain substantial goods at the same cost in their local village. The fact that the so-called catalogue houses make enormous fortunes in a short time proves that they are getting outside of legitimate business. Also, it would require more than affidavits to satisfy a judicial mind that the parcels post is not being agitated principally by the catalogue houses. No matter from what point it is viewed, clearly it is class legislation and objectionable on that ground.

If the Postoffice Department desires to give relief to the entire people it should reduce the rate of postage on sealed matter to one cent per ounce. There is no more trouble in handling a sealed letter than an unsealed one, and it weighs less on the average. Therefore let us have a one cent rate.

If trade is left in its natural channels, unhampered in localities by law, and not subsidized in other places by misappropriated taxes upon the people, the small trader will have an equal chance with catalogue houses to make an honest living; otherwise, the money will be drained from the small localities to the catalogue houses and the locality, as such, become impoverished and our peasantry degenerate. Any one who has studied the question of absentee landlordism will readily see the national calamity to which the proposition leads.

J. Kornely,
President Wisconsin Retail Hardware Association.

A Question In Addition and Multiplication

Add one big airy room to courteous service, then multiply by three excellent meals, and the answer is

**Hotel Livingston
Grand Rapids**

STOP AT THE HERKIMER HOTEL GRAND RAPIDS, MICH.

Finely furnished rooms, private and public tiled baths, steam heat, electric light, running hot and cold water in every room, telephones, etc. Rates 50c and up per day.

BEST CONVENTION EVER HELD.

The Tenth Annual Meeting of The Retail Grocers' and General Merchants' Association.

Jackson, Feb. 5—Judging from the large attendance and results already accomplished during the first two days, there is every evidence that the tenth annual convention of the Retail Grocers and General Merchants' Association of Michigan, now in session here, will prove to be one of the most successful and valuable gatherings ever held by this organization.

That the association has grown in influence and numbers during the past few years is plainly visible on every hand. The more remote sections of the State that were seldom heard from during previous conventions are this year represented by from one to six or eight delegates, which is a true indication that merchants everywhere feel the urgent need of better and closer co-operation.

Only a fraction of the attendance is made up from the delegates of larger cities, while the smaller towns and villages are represented comparatively in large numbers.

Credit for much of the successful work done during the past is given the officers of the Association, and the efforts of President Fred W. Fuller and Secretary J. T. Percival are to be especially commended.

Topics of most vital interest to the retailer are being discussed with intelligence and enthusiasm. Before the close of to-morrow's session every delegate will be better posted on how to meet the vicious competition of retail catalogue houses; how best to cope with the professional dead-beat; how co-operative delivery systems work; how the box car merchant and the peddler can best be driven from the country; how the merchant can save money through the medium of mutual fire insurance, and many other subjects of equal interest.

Reports from the various delegates show an exceedingly healthy condition throughout the State, so far as local associations are concerned, and in almost every instance where an organization has existed for a year or more, the results have been exceedingly beneficial and members have every desire to continue the good work.

The feature of a roll call at the opening of the convention is desirable because it has a tendency to bring up important topics for discussion later on, and gives some idea of the general trend of thought on subjects that most effect the various localities.

The large attendance and enthusiasm manifested at all sessions, was exceedingly gratifying to President Fuller, who is an excellent presiding officer.

The Jackson Retail Grocers' Association, which made all local arrangements for the convention and entertainment of the delegates, deserves to be complimented for its thorough work.

After the close of this convention, it is safe to predict, enough new seed will have been sown, to almost double the State's membership before another convention is called a year hence.

Members and officers will co-operate in such a manner as to carry on the work with much new vigor during 1908.

Opening Session.

Jackson, Feb. 4—The tenth annual convention of the Retail Grocers and General Merchants' Association of Michigan was called to order at the local U. C. T. hall shortly after 2 o'clock by President G. E. Lewis, of the local grocers' association.

The attendance at the opening session was larger than usual at previous conventions and the delegates numbered over 150.

Following the prayer of Rev. Barrow an address of welcome was made by Mayor B. J. Glasgow, of this city. In appropriate words the Mayor heartily welcomed the merchants of the State to the city with the hope that the meeting would prove profitable to every one in attendance.

President Fuller, in behalf of the Association, responded to the address of welcome, thanking the Mayor and citizens of Jackson for the hearty reception.

The annual report of President Fuller was an interesting review of conditions pertaining to the Association, together with recommendations looking toward general improvements.

(President Fuller's address is printed in full on page 38 of this week's issue.)

Following President Fuller, Secretary Percival made his annual report,

which enters into details regarding the past year's work.

(This report is printed on page 36 of this week's Tradesman.)

Treasurer Branch stated that since the last annual convention he had received \$508.76 and during the same period paid on Secretary's warrants \$547.62 and \$1.20, or a total of \$548.82, leaving a balance in the treasury of \$49.94.

The reports of the various officers were adopted.

President Fuller read a telegram from Fred Mason, of New York, ex-Secretary of the National Retail Grocers' Association but now of the Diamond Match Co., in which he sent regrets for his inability to be present. He congratulated the State and local associations in their attempts for the betterment of mercantile conditions.

In commenting on the telegram, President Fuller said he deeply regretted Mr. Mason's absence, as all at the convention had looked forward to his visit.

N. H. Branch, of Jackson, in the form of a motion, requested the Secretary to reply to Mr. Mason's telegram in a suitable way.

President Fuller read a communication to the delegates of the convention from Foote & Jenks, manufacturers of flavoring extracts, inviting

all to attend an informal reception they were to give at their laboratory on Wednesday at 8 a. m. and lasting until the hour set for the beginning of the morning session.

The programme for the afternoon by this time had been carried out as planned, but owing to the early hour of the day C. E. Cady, of Lansing, suggested that the roll call be made at this time.

Before beginning with the roll call President Fuller named the following committees:

Credentials—Geo. E. Lewis, Jackson; A. P. Moore, Sault Ste. Marie; John Roesink, Grand Rapids.

Ways and Means—F. C. Woods, Port Huron; Geo. W. Prue, Detroit; C. W. Grobe, Flint.

Resolutions—P. F. Treanor, Saginaw; W. W. Blessed, Detroit; M. L. De Bates, Bay City.

Constitution and By-Laws—C. E. Cady, Lansing; C. G. Hill, Jackson; H. J. Schaberg, Kalamazoo.

Auditing—B. E. Peckham, Parma; F. D. Avery, Tecumseh; M. P. Hunt, Traverse City.

President Fuller called upon the



Secretary Percival

Secretary to begin with the roll call of the different associations. Those who responded were the following:

Albion—Henry Klemm reported the Association at that place progressing very nicely and their monthly meetings were always well attended.

Bay City—M. L. De Bates said the Association there had between fifty and sixty members, and their meetings, held every two weeks, were well attended. Although it has been an uphill fight to keep this Association gaining, nevertheless within one year they hope to have practically every merchant in town on the list. Thus far they had succeeded in closing all stores on Sunday.

Clinton—Mr. McAdam said this Association began with a few members, but by constant effort have raised the list to seventeen, and now they are in a prosperous condition. The Association was the cause of the majority of the town's merchants going on a cash basis, and thus far it has been a big success.

Detroit—J. C. Currie, President of the Detroit Retail Grocers' Association, classed his organization with a

big healthy child, the membership now having reached about 160. The choice merchants of the city were with them, consequently the Association was made up of nothing but good live timber. General conditions are good and some of the grocers are doing business on a cash basis. He announced that Detroit had sent a delegation of twenty-five to the convention.

Flint—C. W. Grobe said the Flint Association has every merchant in town on its list and, as a result of good, thorough work, has weeded out practically all the dead-beats of the town. The delinquent list consists of between 1,000 and 1,100 names. He hopes that most of the Flint grocers will be on a cash basis soon. They meet twice each month and have a good attendance.

Jackson—C. G. Hill says the members of the local Association, of which there are forty-eight, are out to the convention in strong numbers. There are between seventy-five and 100 grocers in Jackson, but the Association takes pride in feeling that it has forty-eight of the good ones on its list. He took occasion to invite the delegates to the smoker at 7:30 in the evening.

Kalamazoo—H. J. Schaberg said conditions in his town were never better than they are now. In fact, they have been running along so smoothly, with no price cutting or other disturbances, that they discontinued paying rent for the meeting hall and, instead, are holding their meetings in one another's stores. This has a certain fascination to it and the attendance is usually large.

Lansing—C. W. Reck says they have forty members and are hustling to raise this to fifty or sixty. They are deriving a considerable amount of good from their dead beat list and will soon try to establish a local market, which, if accomplished, will mean much to the merchants of this place. He said the Association holds its meetings in the city hall and the only expense attached to this is 50 cents for janitor service.

Nashville—H. C. Glasner said his Association includes business men of all classes in its list and now they have a membership of twenty-five. Like others, their principal benefit was the dead beat list. Aside from regular commercial matters, the Association also took a hand in a recent telephone fight and adjusted things satisfactorily, which in itself meant quite a victory to the business men of the town.

Port Huron—F. C. Wood said his Association had no regular meeting dates, but instead the President has authority to call a meeting at any time he deems it necessary.

Saginaw—Has sixty members who stand together in good shape and will do anything to further the interests of the business in which they are engaged. They were represented with a good delegation at the convention.

Sault Ste. Marie—A. P. Moore said they have thirty members and are in good condition generally. Mr. Moore came a long way, but felt that he would be well repaid for his trip. Mail (Concluded on page forty-eight.)



Michigan Board of Pharmacy.
 President—Henry H. Heim, Saginaw.
 Secretary—W. E. Collins, Owosso.
 Treasurer—W. A. Dohany, Detroit.
 Other members—John D. Muir, Grand Rapids, and Sid A. Erwin, Battle Creek.

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.

Copaiba Grossly Adulterated.

That an enormous amount of adulteration of copaiba is being practiced is quite an open secret. As far as one is able to judge, advantage is being taken of analytical figures which are occasionally given by genuine copaiba so as to produce factitious mixtures which approximate in their analytical figures as nearly as possible to those of the genuine drug.

It is an almost positive certainty that many of these samples are sophisticated with African copaiba. This, too, is proved by the fact that for some time after 1898, when the last British Pharmacopoeia was published, no fall in the optical rotation was noticed until buyers became very suspicious as to the presence of Gurjun balsam. This has a high laevorotation and a small amount of it can adjust the rotation which has been reduced by the use of African copaiba. When the adulterated samples were found to contain Gurjun balsam, which is identified with ease, this adulterant became impossible, and samples showing no Gurjun oil, but with a distinctly reduced optical rotation, were freely found.

One word as to testing for Gurjun balsam. The most delicate test is to shake five or six drops of the essential oil with 0.15 c. c. of glacial acetic acid and five or six drops of nitric acid. This is far more delicate than the test applied directly to the balsam itself. It is also quite well known that the United States has rejected numerous parcels of copaiba which had until recently proved good enough for both their markets and our own.

Crusade on Alcohol May Affect Proprietaries.

Proprietors of preparations who have felt that they could do as they please in the matter of the use of alcohol now have a serious problem confronting them. The pure food and drug law of June 30, 1906, does not prohibit the use of alcohol in any quantity, but it does require accurate labeling. The various states are passing laws which prohibit. In some of them, taking Georgia for an example, the new anti-alcohol law which goes into effect January 1 is so strict that even ale or lager beer containing a small percentage of alcohol can not be manufactured for sale elsewhere or sold in the State.

Goods shipped into Georgia, even if sent under the apparent protection of the inter-state commerce provisions of the constitution will be amenable to the local laws as soon as the original package is broken. This liability, it seems, would affect medicines as well as other articles and evasion of it will doubtless be attended with difficulty and danger. Individual manufacturers who have not given the subject careful consideration should do so at once, for the anti-alcohol question is beginning to assume such great proportions that, if public sentiment does not change, the use of alcohol in this country will eventually be restricted to pharmacy, the arts and sciences under such restraint that it may not be used as a beverage.

How To Detect Vanillin and Lemon-grass.

It is difficult to detect the presence of small amounts of vanillin in vanilla extract because the reactions for vanillin obtained from vanilla and any added vanillin are identical. However, there is a relation maintained between the percentage of resin and the quantity of vanillin existing naturally in vanilla that will afford the analyst a line upon the vanillin he should expect to find in a given sample of extract. Thus, if he found a proportionately high content of vanillin and but little resin, he could well suspect added vanillin. Genuine extract of vanilla pods contain a resin of dark or brown color, soluble in 50 per cent. alcohol, but precipitated on further dilution. Hence, when weaker spirit is used for preparing vanilla extract potassium bicarbonate or other alkali is used to effect solution of the resin, but the flavor of the preparation is prejudicially affected thereby. Presence of resin, as indicated by precipitation on dilution with water, is more or less indicative of a genuine extract, whereas the presence of caramel and coal tar dyes points to the vanillin being artificial. The adulteration of lemon extract with lemongrass oil is more easily determined. If the alcohol of the extract be removed and the oil be distilled in vacuo, the odor of lemongrass oil or lemongrass citral will be detected on observing the odor of the terpeneless portion of the oil. The optical rotation of this residue may also yield some information. For methods of analysis we must refer you to some standard work such as Allen's Organic Analysis.

P. H. Quinley.

Whooping Cough and Asthma Remedy.

Use cypress oil. This can be reduced with some alcohol or fixed wood oil if desired. Put up in one-dram vials, and sell at 50 cents per vial.

This oil has the power of reducing the number of paroxysms of whooping cough in a few days to one-half or less. It will pay the druggist to bring it to the attention of the physician.

Directions: Drop a few drops on the pillow or handkerchief and inhale it. Medicate every three hours.

Love never knows how much it gives nor what it costs.

New Method of Removing Warts.

Dr. Hugo W. Bartscher states that in removing warts or wart-like moles from the forehead or elsewhere on the face he uses a dressing of a 1 to 2 per cent. solution of purest carbolic acid. The application is made in the following manner (by the patient himself): A pledget of cotton or a piece of lint of sufficient size to just cover the mole, is well saturated with a 1 or 2 per cent. solution of carbolic acid and applied to the surface of the mole; this cotton is then covered with a piece of guttapercha tissue of such size that its edge extends sufficiently beyond the margin of the cotton everywhere to prevent evaporation; the whole is then held in position with a bandage or strips of adhesive plaster. If convenient to the patient the application may be renewed morning and evening; if not convenient he directs the patient to apply the dressing at night and to apply a little vaseline at intervals during the day. This treatment, faithfully applied, as it usually will be, will remove the mole or wart without leaving a scar.

Sodium Perborate Preparations.

When this oxygenated compound is brought in contact with water, hydrogen peroxide is generated. It is therefore necessary to avoid moisture when sodium perborate is combined in salves. The Drogisten-Zeitung says that the following formula yields a salve that keeps well:

Sodium perborate 4 gm.
 White vaselin 20 gm.
 Oil sandalwood 10 gts.

Like all persalts, sodium perborate may be used in the preparation of oxygenated baths, the so-called "ozet-bader." For this purpose the sodium perborate is dissolved in a bath tub of water, which should have a temperature of 90 deg. Fahrenheit. The patient is then directed to immerse himself in the bath, when a catalizer is added, usually a small amount of manganese borate. The oxygen is then rapidly liberated from the persalt, and the patient derives the benefit of a highly ozonated bath.

Formula for Pile Ointment.

Ichthyol 1 oz.
 Carbolic acid 1/2 oz.
 Tannic acid 2 ozs.
 Extract belladonna 1/2 oz.
 Extract stramonium 160 grs.
 Extract witch hazel 320 grs.
 Powd. opium 1 oz.
 Powd. golden-seal 1 oz.
 Thymol 160 grs.
 Resorcinol 160 grs.
 White wax 4 drs.
 Vaseline 18 ozs.

Put up in one-ounce pots and sell at 50 cents.

The Drug Market.

Opium—Is dull and has declined.
 Morphine—Is unchanged.
 Quinine—Is steady.
 Borax—Has declined and is weak.
 Boracic Acid—Is also lower.
 Bromide Potassium—Has declined.
 Haarlem Oil—Is lower on account of competition among importers.
 Soap Bark—Is very firm and tending higher.
 Cubeb Berries—Show a slight decline.

Oil Lemon—Has declined.

Oil Spearmint—Is very firm and tending higher.

Quince Seed—Has doubled in value.

Linseed Oil—Is firm and advancing.

Eye Bleach for Black Eyes.

Oxalic acid 15 grs.
 Distilled water 1 oz.

This is to be applied with camel's hair pencil every one, two or three hours. Be careful not to get it in the eyes, as it smarts considerably. It will remove the black discoloration over night. This should bear a poison label and external use warning. The label should also state that the solution must not be allowed to get into the eye itself.

Poisoned by Absorption of Phenol.

A fatal accident occurred recently in England from carrying phenol. The subject, a man, had a quart bottle of the "acid" in his pocket. It broke and saturated his clothing; he wiped off what he could with his handkerchief and took a public conveyance homeward. He was found unconscious on the road; recovered sufficiently to tell what had happened, but death resulted from the poison.

German Cough Balsam.

Terpin hydrate 4 ozs.
 Ammonium chloride 4 ozs.
 Heroin hydrochloride 42 grs.
 Alcohol 1 1/2 pts.
 Saccharin 8 grs.
 Glycerin, to make 1 gal.

Flavor to suit. The ammonium chloride and terpin hydrate are dissolved in the glycerin on a water-bath and the other ingredients then added.

As a matter of fact it isn't so much what your neighbor thinks of himself as what he thinks of you that counts.



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PILES

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**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 | | Copaiba | 1 75@1 85 | Scilla Co. | 2 50@ |
| Aceticum | 6@ 8 | Cubebae | 2 15@2 25 | Tolutan | 2 50@ |
| Benzolcum, Ger. | 70@ 75 | Erigeron | 2 395@2 50 | Prunus virg. | 2 50@ |
| Boracie | 12@ | Evechthitos | 1 00@1 10 | | |
| Carbolicum | 26@ 29 | Gaultheria | 2 50@4 00 | Tinctures | |
| Citricum | 62@ 65 | Geranium | 1 00@1 10 | Anconitum Nap's R | 60 |
| Hydrochlor | 3@ 5 | Gossypii Sem gal | 70@ 75 | Anconitum Nap's F | 50 |
| Nitrocum | 8@ 10 | Hedeoma | 3 00@3 50 | Aloes | 50 |
| Oxalicum | 14@ 15 | Junipera | 40@1 20 | Arnica | 50 |
| Phosphorium, dil. | 8@ 15 | Lavendula | 90@3 60 | Aloes & Myrrh | 50 |
| Salicylicum | 44@ 47 | Limons | 1 75@1 85 | Asafoetida | 50 |
| Sulphuricum | 13@ 5 | Mentha Piper | 1 80@2 00 | Atrope Belladonna | 50 |
| Tannicum | 75@ 85 | Menta Verid | 4 50@5 00 | Aurant Cortex | 50 |
| Tartaricum | 38@ 40 | Morrhuae gal | 1 60@1 85 | Benzoin Co. | 50 |
| | | Myrica | 3 00@3 50 | Barosma | 50 |
| Ammonia | | Olive | 1 00@3 00 | Cantharides | 75 |
| Aqua, 18 deg. | 4@ 6 | Picis Liquida | 10@ 12 | Capiscum | 75 |
| Aqua, 20 deg. | 6@ 8 | Picis Liquida gal. | 10@ 40 | Cardamon | 75 |
| Carbonas | 13@ 15 | Ricina | 1 06@1 10 | Castor | 1 00 |
| Chloridum | 12@ 14 | Rosmarini | 1 00@1 10 | Catechu | 50 |
| | | Rosae oz. | 6 50@7 00 | Cinchona | 50 |
| Aniline | | Succini | 40@ 45 | Cinchona Co. | 50 |
| Black | 2 00@2 25 | Sabina | 90@1 00 | Columba | 50 |
| Brown | 80@1 00 | Santal | 2 4 50 | Cubebae | 50 |
| Red | 45@ 50 | Sassafras | 90@ 95 | Cassia Acutifol | 50 |
| Yellow | 2 50@3 00 | Sinapis, ess. oz. | 1 10@1 20 | Cassia Acutifol Co | 50 |
| | | Tigil | 1 10@1 20 | Digitalis | 50 |
| Bacca | | Thyme | 40@ 50 | Ergot | 50 |
| Cubebae | 24@ 28 | Thyme, opt | 2 10@2 60 | Ferri Chloridum | 50 |
| Juniperus | 8@ 10 | Theobromas | 15@ 20 | Gentian Co. | 50 |
| Xanthoxylum | 30@ 35 | | | Gulaca | 50 |
| | | Potassium | | Gulaca ammon | 50 |
| Balsamum | | Bi-Carb | 15@ 18 | Hyoscyamus | 50 |
| Copaiba | 70@ 80 | Bichromate | 13@ 15 | Iodine | 75 |
| Peru | 2 75@2 85 | Bromide | 18@ 20 | Iodine, colorless | 75 |
| Terabin, Canada | 65@ 70 | Carb | 12@ 15 | Kino | 50 |
| Tolutan | 40@ 45 | Chlorate | 12@ 14 | Lobelia | 50 |
| | | Cyanide | 30@ 40 | Myrrh | 50 |
| Cortex | | Iodide | 2 50@2 60 | Nux Vomica | 50 |
| Abies, Canadian | 18 | Potassa, Bitart pr | 30@ 32 | Opil | 1 25 |
| Cassiae | 20 | Potass Nitras opt | 7@ 10 | Opil, camphorated | 1 00 |
| Cinchona Flava | 18 | Potass Nitras | 6@ 8 | Opil, deodorized | 2 00 |
| Buonymus atro | 60 | Prussiate | 23@ 26 | Quassia | 50 |
| Myrica Cerifera | 20 | Sulphate po | 15@18 | Rhatany | 50 |
| Prunus Virgin | 15 | | | Rhel | 50 |
| Quillaja, gr'd | 12 | Radix | | Sanguinaria | 50 |
| Sassafras, po 25 | 24 | Aconitum | 20@ 25 | Serpentaria | 50 |
| Ulmus | 20 | Althae | 30@ 35 | Stromonium | 60 |
| | | Anchusa | 10@ 12 | Tolutan | 50 |
| Extractum | | Arum po | 2@ 25 | Valerian | 60 |
| Glycyrrhiza Gla. | 24@ 30 | Calamus | 20@ 40 | Veratrum Verde | 50 |
| Glycyrrhiza, po. | 28@ 30 | Gentiana po 15 | 12@ 15 | Zingiber | 60 |
| Haematox | 11@ 12 | Glycyrrhiza pv 15 | 16@ 18 | | |
| Haematox, 1s. | 13@ 14 | Hydrastis, Cana | 2 50 | Miscellaneous | |
| Haematox, 1/2s | 14@ 15 | Hydrastis, Can. po | 2 60 | Aether, Spts Nit 3f | 30@ 35 |
| Haematox, 1/4s | 16@ 17 | Hellebore, Alba. | 12@ 15 | Aether, Spts Nit 4f | 34@ 38 |
| | | Inula, po | 18@ 22 | Alumen, grd po 7 | 3@ 4 |
| Ferru | | Ipecac, po | 2 00@2 10 | Annatto | 40@50 |
| Carbonate Precip. | 15 | Iris plox | 35@ 40 | Antimoni, po | 4@ 5 |
| Citrate and Quina | 2 00 | Jalapa, pr | 25@ 30 | Antimoni et po T | 40@ 50 |
| Citrate Soluble | 55 | Maranta, 1/2s | 15@ 18 | Antipyrin | 25 |
| Ferrocyanidum S | 15 | Podophyllum po. | 75@1 00 | Antifebrin | 20 |
| Solut. Chloride | 2 | Rhel | 1 00@1 25 | Argenti Nitras oz | 53 |
| Sulphate, com'l | 70 | Rhel, cut | 1 00@1 25 | Arsenicum | 10@ 12 |
| Sulphate, com'l, by | 7 | Rhel, pv | 1 45@1 50 | Balm Gilead buds | 60@ 65 |
| bbl. per cwt. | 70 | Spigella | 45@1 50 | Bismuth S N | 10@2 25 |
| Sulphate, pure | 7 | Sanguinari, po 18 | 50@ 55 | Calcium Chlor, 1s | 9 |
| | | Serpentaria | 50@ 55 | Calcium Chlor, 1/2s | 10 |
| Flora | | Senega | 85@ 90 | Calcium Chlor, 1/4s | 12 |
| Arnica | 20@ 25 | Smilax, off's H. | 4@ 45 | Cantharides, Rus. | 90 |
| Anthemis | 50@ 60 | Smilax, M | 2@ 25 | Capisci Fruc's af | 20 |
| Matricaria | 30@ 35 | Scilla po 45 | 20@ 25 | Capisci Fruc's po | 22 |
| | | Symplocarpus | 20@ 25 | Cap'i Fruc's B po | 15 |
| Folia | | Valeriana Eng. | 25@ 28 | Carphyllus | 20@ 22 |
| Barosma | 40@ 45 | Valeriana, Ger. | 15@ 20 | Carmine, No. 40 | 4@ 25 |
| Cassia Acutifol. | 15@ 20 | Zingiber a | 12@ 16 | Cera Alba | 50@ 55 |
| Cassia, Acutifol. | 25@ 30 | Zingiber j | 25@ 28 | Cera Flava | 40@ 42 |
| Salvia officinalis, | 18@ 20 | | | Crocus | 40@ 45 |
| 1/2s and 1/4s | 8@ 10 | Semen | | Cassia Fructus | 35 |
| Uva Ursi | 8@ 10 | Anisum po 20 | 13@ 15 | Centaria | 10 |
| | | Apium (gravel's) | 4@ 6 | Catacnum | 35 |
| Gummi | | Blrd, 1s | 15@ 18 | Chloroform | 34@ 54 |
| Acacia, 1st pkd. | 45@ 65 | Cardamon | 70@ 90 | Chloro'm Squibbs | 90 |
| Acacia, 2nd pkd. | 45@ 65 | Coriandrum | 12@ 14 | Chloral Hyd Crss 1 | 35@1 60 |
| Acacia, 3rd pkd. | 45@ 65 | Cannabis Sativa | 7@ 8 | Chondrus | 20@ 25 |
| Acacia, sifted sts. | 22@ 25 | Cydonium | 75@1 00 | Cinchonidine P-W | 38@ 48 |
| Acacia, po. | 45@ 65 | Chenopodium | 25@ 30 | Cinchonide Germ | 38@ 48 |
| Aloe Barb | 22@ 25 | Dipterix Odorate. | 80@1 00 | Cocaine | 2 70@2 95 |
| Aloe, Cape | 25@ 28 | Foeniculum | 7@ 18 | Corks list, less 75% | |
| Aloe, Socotri | 25@ 28 | Foeniculum, po. | 7@ 9 | Crepotum | 45 |
| Ammoniac | 55@ 60 | Lini, grd. bbl. 2% | 3@ 6 | Creta | 75 |
| Asafoetida | 35@ 40 | Lini, grd. bbl. 2% | 3@ 6 | Creta, prep. | 5 |
| Benzoinum | 50@ 55 | Lobelia | 75@ 80 | Creta, precip. | 9@ 11 |
| Catechu, 1s | 13@ 14 | Pharlaris Cana'n | 9@ 10 | Creta, Rubra | 8 |
| Catechu, 1/2s | 14@ 15 | Rapa | 5@ 6 | Cudbear | 24 |
| Catechu, 1/4s | 16@ 17 | Sinapis Alba | 8 10 | Cupri Sulph | 8 1/2@ 12 |
| Comphorae | 92@1 05 | Sinapis Nigra | 9@ 10 | Dextrine | 7@ 10 |
| Euphorbium | 40 | | | Emery, all Nos. | 8 |
| Galbanum | 10@ 15 | Spiritus | | Emery, po | 6 |
| Gamboge | 25@1 35 | Frumentum W D. | 2 00@2 50 | Ergota | 60@ 65 |
| Gauliacum | 35@ 45 | Frumentum | 1 25@1 50 | Ether Sulph | 35@ 40 |
| Kino | 45@ 55 | Juniperis Co O T | 1 65@2 00 | Flake White | 12@ 15 |
| Mastic | 75 | Juniperis Co. | 1 75@3 50 | Galla | 30 |
| Myrrh | 45 | Saccharum N E | 1 90@2 10 | Gambler | 8@ 9 |
| Opium | 5 00@5 10 | Spt Vini Galli | 1 75@6 50 | Gelatin, Cooper. | 60 |
| Shellac | 45@ 55 | Vini Oporto | 1 25@2 00 | Gelatin, French. | 35@ 60 |
| Shellac, bleached | 60@ 65 | Vini Alba | 1 25@2 00 | Glassware, fit bo | 75% |
| Tragacanth | 70@1 00 | | | Less than box 70% | |
| | | Sponges | | Glue, brown | 11@ 13 |
| Herba | | Florida sheeps' wool | 3 00@3 50 | Glue white | 15@ 25 |
| Absinthium | 45@ 60 | Nassau sheeps' wool | 3 50@3 75 | Glycerina | 18@ 25 |
| Eupatorium oz pk | 25 | Velvet extra sheeps' | 2 00 | Grana Paradisi. | 25 |
| Lobelia oz pk | 25 | wool, carriage | @1 25 | Humulus | 35@ 60 |
| Majorium oz pk | 28 | Extra yellow sheeps' | @1 25 | Hydrarg Ch..Mt | 9 |
| Mentha Pip. oz pk | 23 | wool carriage | @1 25 | Hydrarg Ch Cor. | 90 |
| Mentha Ver. oz pk | 25 | Hard, slate use | @1 00 | Hydrarg Ox Ru'm | @1 00 |
| Rue oz pk | 39 | Yellow Reef, for | @1 40 | Hydrarg Ammo'l | @1 15 |
| Tanacetum V. | 22 | slate use | @1 40 | Hydrarg Ungue'm | 50@ 60 |
| Thymus V. oz pk | 25 | | | Hydrargyrum | 80 |
| | | Syrups | | Ichthyobolla, Am. | 90@1 00 |
| Magnesia | | Acacia | @ 50 | Indigo | 75@1 00 |
| Absinthium | 4 90@5 00 | Aurant Cortex | @ 50 | Iodine, Resubi | 3 85@3 90 |
| Amygdalae Dulc. | 75@ 85 | Zingiber | @ 50 | Iodoform | 3 90@4 00 |
| Amygdalae, Ama | 80@8 25 | Ipecac | @ 50 | Lupulin | @ 40 |
| Anisi | 1 60@1 70 | Ferri Iod | @ 50 | Lycopodium | 70@ 75 |
| Aurant Cortex | 2 75@2 85 | Rhel Arom | @ 50 | Macis | 65@ 70 |
| Bergamit | 4 50@ 75 | Smilax Off's | 50@ 60 | | |
| Cajuputi | 85@ 90 | Senega | @ 50 | | |
| Caryophylli | 1 15@1 25 | Scilla | @ 50 | | |
| Cedar | 50@ 90 | | | | |
| Chenopadi | 3 75@4 00 | | | | |
| Cinnamoni | 1 75@1 85 | | | | |
| Citronella | 50@ 60 | | | | |
| Conium Mac | 80@ 90 | | | | |

| | | | | | |
|----------------------|-----------|-----------------------|--------------|--------------------|----------------|
| Liquor Arsen et | 12@ 14 | Rubia Tinctorum | 12@ 14 | Vanilla | 9 00@ |
| Hydrarg Iod | 25 | Saccharum La's. | 22@ 25 | Zinci Sulph | 7@ 8 |
| Liq Potass Arsenit | 10@ 12 | Salacin | 4 50@4 75 | | |
| Magnesia, Sulph. | 3@ 5 | Sanguis Drac's | 40@ 50 | Oils | |
| Magnesia, Sulph. bbl | 1 1/2 | Sapo, W | 13 1/2@ 16 | Whale, winter | bbl. gal. |
| Mannia, S. F. | 45@ 50 | Sapo, M | 10@ 12 | Lard, extra | 70@ 70 |
| Menthol | 2 65@2 85 | Sapo, G | @ 15 | Lard, No. 1 | 85@ 90 |
| Morphia, SP&W | 3 25@3 50 | Seidlitz Mixture | 20@ 22 | Linseed pure raw | 41@ 44 |
| Morphia, SNYQ | 3 25@3 50 | Sinapis | @ 30 | Linseed, boiled | 42@ 45 |
| Morphia, Mal. | 3 25@3 50 | Sinapis, opt | @ 30 | Neat's-foot, w str | 65@ 70 |
| Moschus Canton. | @ 40 | Snuff, Maccaboy. | @ 30 | Spts. Turpentine | Market |
| Myristica, No. 1. | 25@ | DeVoes | @ 51 | Paints | bbl L. |
| Nux Vomica po 15 | @ 10 | Snuff, S'h DeVoes | @ 51 | Red Venetian | 1 1/2@ 2 @3 |
| Os Sepia | 35@ 40 | Soda, Boras | 6@ 10 | Ochre, yel Mars | 1 1/2@ 2 @4 |
| Pepsin Saac, H & | @ 1 00 | Soda, Boras, po | 6@ 10 | Putty, commer'l | 2 1/2@ 2 1/2@3 |
| P D Co | @ 1 00 | Soda et Pot's Tart | 25@ 28 | Putty, strictly pr | 2 1/2@ 2 1/2@3 |
| Picis Liq N N 1/4 | @ 2 00 | Soda, Carb. | 1 1/2@ 2 | Vermillion, Prime | |
| Picis Liq qts | @ 1 00 | Soda, Bi-Carb | 3@ 5 | American | 13@ 15 |
| Picis Liq pints | @ 2 00 | Soda, Ash | 3 1/2@ 4 | Vermillion, Eng. | 75@ 80 |
| Pil Hydrarg po 80 | @ 60 | Soda, Sulphas | @ 2 60 | Green, Paris | 29 1/2@ 33 1/2 |
| Piper Nigra po 22 | @ 18 | Spts. Cologne | 50@ 55 | Green, Peninsular | 13@ 16 |
| Piper Alba po 35 | @ 30 | Spts. Ether Co. | 50@ 55 | Lead, red | 7 1/2@ 8 |
| Pix Burgum | @ 8 | Spts, Myrcia Dom | 2 00 | Lead, White | 7 1/2@ 8 |
| Plumbi Acet | 12@ 15 | Spts, Vini Rect bbl | @ 90 | Whiting, white S'n | @ 90 |
| Pulvis Ip'cet Opil 1 | 30@1 50 | Spts, Vini Rect 1/2 b | @ 95 | Whiting, Gilders' | @ 95 |
| Pyrethrum, bxs H | @ 75 | Spts, Vini R't 10 gl | @ 1 25 | White, Paris Am'r | @ 1 25 |
| & P D Co. doz. | @ 75 | Spts, Vini R't 5 gal | @ 1 40 | Whit'g Paris Eng. | @ 1 40 |
| Pyrethrum, pv. | 20@ 25 | Strychnia, Cryst'l 1 | 10@1 30 | cliff | @ 1 40 |
| Quassia | 8@ 10 | Sulphur Subl. | 2 1/2@ 4 | Shaker Prep'd | 1 25@1 35 |
| Quina, S P & W. | 18@ 20 | Sulphur, Roll | 2 1/2@ 3 1/2 | Varnishes | |
| Quina, S Ger. | 18@ 28 | Tamarinds | 8@ 10 | No. 1 Turp Coach | 1 10 1 20 |
| Quina, N. Y. | 18@ 28 | Terebenth Venice | 23@ 30 | Extra Turp | 1 60@1 70 |
| | | Thebromae | 55@ 60 | | |

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 | |
|---|--|----------------|--|
| Canned Blueberries Canned Mushrooms Canned Apples Cheese Some Spring Wheat Flour Holland Herring | | Dry Peas | |
| Index to Markets | | 1 | |
| By Columns | | 2 | |
| Col | | Plums | |
| Ammonia | | Plums | |
| Axle Grease | | Peas | |
| Baked Beans | | Peaches | |
| Bath Brick | | Pineapple | |
| Bluing | | Pumpkin | |
| Brooms | | Raspberries | |
| Brushes | | Russian Caviar | |
| Butter Color | | Salmon | |
| Candles | | Sardines | |
| Canned Goods | | Shrimps | |
| Carbon Oils | | Succotash | |
| Catsup | | Strawberries | |
| Cereals | | Tomatoes | |
| Cheese | | Tobacco | |
| Chewing Gum | | Tobacco | |
| Chicory | | Tobacco | |
| Chocolate | | Tobacco | |
| Clothes Lines | | Tobacco | |
| Cocoa | | Tobacco | |
| Cocoanut | | Tobacco | |
| Cocoa Shells | | Tobacco | |
| Coffee | | Tobacco | |
| Confections | | Tobacco | |
| Crackers | | Tobacco | |
| Cream Tartar | | Tobacco | |
| Dried Fruits | | Tobacco | |
| Farinaceous Goods | | Tobacco | |
| Fish and Oysters | | Tobacco | |
| Flavoring Tackle | | Tobacco | |
| Flavoring Extracts | | Tobacco | |
| Fresh Meats | | Tobacco | |
| Gelatin | | Tobacco | |
| Grain Bags | | Tobacco | |
| Grains and Flour | | Tobacco | |
| Herbs | | Tobacco | |
| Hides and Pelts | | Tobacco | |
| Jelly | | Tobacco | |
| Licorice | | Tobacco | |
| Matches | | Tobacco | |
| Meat Extracts | | Tobacco | |
| Mince Meat | | Tobacco | |
| Molasses | | Tobacco | |
| Mustard | | Tobacco | |
| Nuts | | Tobacco | |
| Olives | | Tobacco | |
| Pipes | | Tobacco | |
| Pickles | | Tobacco | |
| Playing Cards | | Tobacco | |
| Petash | | Tobacco | |
| Provisions | | Tobacco | |
| Rice | | Tobacco | |
| Salad Dressing | | Tobacco | |
| Saleratus | | Tobacco | |
| Salt Soda | | Tobacco | |
| Salt | | Tobacco | |
| Salt Fish | | Tobacco | |
| Seeds | | Tobacco | |
| Shoe Blacking | | Tobacco | |
| Snuff | | Tobacco | |
| Soap | | Tobacco | |
| Soda | | Tobacco | |
| Soups | | Tobacco | |
| Spices | | Tobacco | |
| Starch | | Tobacco | |
| Syrups | | Tobacco | |
| Tea | | Tobacco | |
| Tobacco | | Tobacco | |
| Twine | | Tobacco | |
| Vinegar | | Tobacco | |
| Wicking | | Tobacco | |
| Woodenware | | Tobacco | |
| Wrapping Paper | | Tobacco | |
| Yeast Cake | | Tobacco | |

| 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 28 00 Molasses Feed 25 00 Hammond Dairy Feed 25 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 doz. 5 50 30 lb. pails, per doz. 9 50 LICORICE Pure 23 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. 4 50 Liebig's Imported, 2 oz. 4 50 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. 90 Queen, pints 2 50 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 90 Stuffed, 3 oz. 1 45 Stuffed, 10 oz. 2 40 PIPES Clay, No. 216 per box 1 25 Clay, T. D., full count 60 Cob 90 PICKLES Medium Barrels, 1,200 count 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 4 00 Babbitt's PROVISIONS Barreled Pork Mess 13 00 Clear Back 16 00 Short Cut 15 50 Short Cut Clear 15 50 Bean 13 50 Brisket, Clear 15 50 Pig 19 00 Clear Family 14 00 Dry Salt Meats S. P. Bellies 9 1/2 Bellies 9 Extra Shorts 9 Smoked Meats Hams, 12 lb. average 10 Hams, 14 lb. average 10 Hams, 16 lb. average 10 Hams, 18 lb. average 10 Skinned Hams 10 Ham, dried beef sets 15 California Hams 8 Picnic Boiled Hams 13 1/2 Boiled Ham 16 Berlin Ham, pressed 9 Mince Ham 9 Bacon 12 1/2 @ 14 Lard Compound 7 1/2 Pure in tierces 9 1/2 80 lb. tubs, advance 1/4 60 lb. tubs, advance 1/4 50 lb. tubs, advance 1/4 20 lb. pails, advance 1/4 10 lb. pails, advance 1/4 5 lb. pails, advance 1/4 3 lb. pails, advance 1/4 | Sausages Bologna 7 Liver 7 Frankfort 9 Pork 9 Veal 7 Tongue 7 Headcheese 7 Beef Extra Mess 9 75 Boneless 13 50 Rump, new 14 00 Pig's Feet 1/4 bbls. 1 25 1/2 bbls., 40 lbs. 2 00 1/2 bbls. 3 80 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 85 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 SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 5 25 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 3 15 Arm and Hammer 3 00 Dwight's Cow 3 15 Emblem 2 10 L. P. 3 00 Wyandotte, 100 1/4 s 3 00 SAL SODA Granulated, bbls. 85 Granulated, 100lb. cs. 1 00 Lump, bbls. 80 Lump, 145lb. kegs 95 SALT Common Grades 100 3 lb. sacks 2 10 60 5 lb. sacks 2 00 28 10 1/2 lb. sacks 1 90 28 10 1/2 lb. sacks 1 90 56 lb. sacks 30 28 lb. sacks 15 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56 lb. sacks 24 Common Granulated, fine 80 Medium, fine 85 SALT FISH Cod Large whole 7 Small whole 6 1/2 Strips or bricks 7 1/2 @ 10 1/2 Pollock 5 Halibut Strips 13 Chunks 13 Holland Herring White Hp., bbls. 8 00 @ 9 50 White Hp., 1/2 bbls. 4 50 @ 5 00 White Hoop, keg 55 @ 75 White Hoop mchs. 75 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, 10lbs. 5 80 No. 1, 10lbs. 1 65 No. 1, 8lbs. 1 35 Whitefish No. 1, No. 2 Fam 9 75 @ 4 50 100lb. 5 25 @ 2 40 50lb. 1 12 @ 60 40lb. 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 9 @ 11 Miller's Crown Polish 8 @ 14 | SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rappie in jars 43 SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond, 50 8 oz 2 80 Dusky D'nd, 100 6 oz 3 80 Jap Rose, 50 bars 3 75 Savon Imperial 3 50 White Russian 3 50 Dome, oval bars 3 50 Satinet, oval 2 15 Snowberry, 100 cakes 4 00 Proctor & Gamble Co. Lenox 3 50 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 50 LAUTZ BROS. & CO. Acme, 70 bars 3 60 Acme, 30 bars 4 00 Acme, 25 bars 4 00 Acme, 100 cakes 3 50 Big Master, 70 bars 2 90 Marseilles, 100 cakes 5 86 Marseilles, 100 cakes 5c 4 06 Marseilles, 100 ck toilet 4 06 Marseilles, 1/2 bx toilet 2 10 A. B. Wrisley Good Cheer 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Dust, 24 large 4 00 Gold Dust, 100-5c 4 50 Kirkoline, 24 4lb. 3 80 Pearline 3 75 Soapine 3 75 Babbitt's 1776 4 10 Roseine 3 75 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 Scouring Manufacturing Co. Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 SOUPS Columbia 3 00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyina 25 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, Cochon 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singap. white. 28 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 1lb. packages 4 @ 5 3lb. packages 5 @ 15 6lb. packages 5 @ 15 40 and 50lb. boxes 3 1/2 @ 3 3/4 Common Corn 20lb. packages 5 40lb. packages 4 @ 7 SYRUPS Corn Barrels 29 Half Barrels 31 20lb. cans 1/4 dz. in cs 2 00 10lb. cans 1/2 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 33 Basket-fired, fancy 43 Nibs 22 @ 24 Siftings 9 @ 11 Fannings 13 @ 14 | Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails 35 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kyro 35 Battle Ax 37 American Eagle 37 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 38 Piper Heidsieck 66 Boot Jack 80 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 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 Kila Dried 33 Duke's Mixture 40 Duke's Cameo 42 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. 25 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 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, wide band 1 00 Bushels, wide band 1 25 Market 40 Splint, large 3 50 Splint, medium 3 00 Splint, small 2 75 Willow, Clothes, large 8 25 Willow, Clothes, med 7 25 Willow, Clothes, small 6 25 Bradley Butter Boxes 2lb. size, 24 in case 72 3lb. size, 16 in case 63 5lb. size, 12 in case 63 10lb. size, 6 in case 60 Butter Plates No. 1 Oval, 250 in crate 35 No. 2 Oval, 250 in crate 40 No. 3 Oval, 250 in crate 45 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 Barrel, 15 gal., each 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 No. 1 common 80 No. 2 pat. brush holder 85 12lb. cotton mop heads 1 40 Ideal No. 7 85 Pails 2-hoop Standard 2 15 3-hoop Standard 2 35 2-wire, Cable 2 25 3-wire, Cable 2 45 Cedar, an red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 45 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 65 Rat, wood 80 Rat, spring 75 Tubs 20-in. Standard, No. 1 8 75 18-in. Standard, No. 2 7 75 16-in. Standard, No. 3 6 75 20-in. Cable No. 1 9 25 18-in. Cable, No. 2 8 25 16-in. Cable No. 3 7 25 No. 1 Fibre 11 75 No. 2 Fibre 10 25 No. 3 Fibre 9 50 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 4 25 Single Peerless 3 60 Northern Queen 3 50 Double Duplex 3 00 Good Luck 2 75 Universal 3 65 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 13 in. Butter 1 25 15 in. Butter 2 25 17 in. Butter 3 75 19 in. Butter 5 00 Assorted, 13-15-17 2 30 Assorted, 15-17-19 3 25 WRAPPING PAPER Common straw 1 1/4 Fibre Manila, white 2 1/4 Fibre Manila, colored 4 No. 1 Manila 4 Cream Manila 3 Cutter's Manila 2 1/4 Wax Butter, short cut 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Per lb. Whitefish, Jumbo 20 Whitefish, No. 1 15 Trout 12 Halibut 15 Ciscos or Herring 8 Bluefish 15 Live Lobster 35 Boiled Lobster 37 Cod 12 Haddock 8 Pickerel 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 1/2 Green No. 2 4 1/2 Cured No. 1 7 Cured No. 2 6 Calfskin, green, No. 1 10 Calfskin, green, No. 2 8 1/2 Calfskin, cured, No. 1 11 Calfskin, cured, No. 2 9 1/2 Pelts Old Wood 20 Lambs 60 @ 1 00 Shearings 50 @ 1 00 Tallow No. 1 4 1/2 No. 2 4 3/4 Wool Unwashed, med. 18 Unwashed, fine 14 | CONFECTIONS Stick Candy Pails Standard 8 1/2 Standard H H 8 1/2 Standard Twist 9 Cases Jumbo, 32 lb. 8 1/2 Extra H H 10 Boston Cream 12 Big stick, 30 lb. case 8 1/2 Mixed Candy Grocers 6 1/2 Competition 7 Special 8 Conserve 8 Royal 8 1/2 Ribbon 10 Broken 8 1/2 Cut Loaf 9 Leader 8 1/2 Kindergarten 10 Bon Ton Cream 9 French Cream 9 1/2 Star 11 Hand Made Cream 17 Premio Cream mixed 14 O F Horehound Drop 11 Fancy-In Pails Gypsy Hearts 14 Coco Bon Bons 13 Fudge Squares 13 Peanut Squares 12 Sugared Peanuts 12 Salted Peanuts 12 Starlight Kisses 12 San Blas Goodies 13 Lozenges, plain 10 Lozenges, printed 11 Champion Chocolate 13 Eclipse Chocolates 15 Eureka Chocolates 16 Quintette Chocolates 16 Champion Gum Drops 9 Moss Drops 10 Lemon Sours 10 Imperial 11 Ital. Cream Opera 12 Ital. Cream Bon Bons 12 Golden Waffles 13 Red Rose Gum Drops 10 Fancy-In 5lb. Boxes Old Fashioned Molasses Kisses, 10lb. box 1 30 Orange Jellies 50 Lemon Sours 60 Old Fashioned Horehound drops 60 Peppermint Drops 60 Champion Choc. Drops 76 H. M. Choc. Drops 1 10 H. M. Choc. Lt. and Dark No. 12 1 10 Bitter Sweets, as'd 1 25 Brilliant Gums, Crys. 60 A. A. Licorice Drops 90 Lozenges, plain 60 Lozenges, printed 65 Imperial 60 Mottos 65 Cream Bar 60 G. M. Peanut Bar 60 Hand Made Crms 80 @ 90 Cream Wafers 65 String Rock 60 Wintergreen Berries 60 Old Time Assorted 2 70 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 assortment 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 12 @ 13 Brazil 12 @ 13 Filberts 13 Cal. No. 1 18 Walnuts, soft shelled 18 Walnuts, Chilli 14 Table nuts, fancy 13 @ 16 Pecans, Med. 10 Pecans, ex. large 12 Pecans, Jumbos 13 Hickory Nuts per bu. Ohio new 10 Cocoanuts Chestnuts, New York State, per bu. 10 Shelled Spanish Peanuts 6 1/2 @ 7 1/2 Pecan Halves 48 Walnut Halves 32 @ 35 Filbert Meats 27 Alicante Almonds 42 Jordan Almonds 47 Peanuts Fancy H. P. Suns 6 1/2 @ 6 1/2 Roasted 6 1/2 @ 7 1/2 Choice, H. P. Jumbo 7 @ 7 1/2 Roasted 7 1/2 |

Special Price Current

AXLE GREASE



Mica, tin boxes.....75 9 00
Paragon.....55 6 00

BAKING POWDER

Royal

10c size 90
1/4 lb. cans 1 35
6oz. cans 1 90
1/2 lb. cans 2 50
3/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BLUING



C. P. Bluing

Doz
Small size, 1 doz. box...40
Large size, 1 doz. box...75

CIGARS

G. J. Johnson Cigar Co.'s bd.



Any quantity31
El Portana33
Evening Press32
Exemplar22

Worden Grocer Co. brand
Ben Hur

Perfection35
Perfection Extras35
Londres35
Londres Grand35
Standard35
Puritans35
Panatellas, Finas35
Panatellas, Bock35
Jockey Club35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
35 1/4 lb. pkg. per case 2 60
38 1/4 lb. pkg. per case 2 60
18 1/4 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass5 @ 8 1/2
Hindquarters7 1/2 @ 10
Loins8 @ 14
Rounds6 1/2 @ 8
Chucks5 @ 6 1/2
Plates@ 6
Livers@ 6

Pork

Loins@ 8 1/2
Dressed5 1/4 @ 6
Boston Butts@ 7 1/2
Shoulders@ 7
Leaf Lard@ 8 1/2
Trimnings@ 6

Mutton

Carcass@ 9
Lambs12 @ 14
Spring Lambs@ 14
Veal
Carcass6 @ 8 1/2

CLOTHES LINES

Sisal

60ft. 3 thread, extra...1 00
72ft. 3 thread, extra...1 40
90ft. 3 thread, extra...1 70
60ft. 6 thread, extra...1 29
72ft. 6 thread, extra...

Jute

60ft.75
72ft.90
90ft.1 05
120ft.1 50

Cotton Victor

50ft.1 10
60ft.1 35
70ft.1 60

Cotton Windsor

50ft.1 30
60ft.1 44
70ft.1 80
80ft.2 00

Cotton Braided

40ft.95
50ft.1 35
60ft.1 65

Galvanized Wire

No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1lb.
White House, 2lb.
Excelsior, M & J, 1lb.
Excelsior, M & J, 2lb.
Tip Top, M & J, 1lb.
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
Lee, Cady & Smart, De-
troit; Symons Bros. & Co.,
Saginaw; Brown, Davis &
Warner, Jackson; Gods-
mark, Durand & Co., Bat-
tle Creek; Fielbach Co.,
Toledo.

Peerless Evap'd Cream 4 00

FISHING TACKLE

1/4 to 1 in.6
1 1/4 to 2 in.7
1 1/2 to 2 in.9
1 3/4 to 2 in.11
2 in.15
3 in.20

Cotton Lines

No. 1, 10 feet5
No. 2, 15 feet7
No. 3, 15 feet9
No. 4, 15 feet10
No. 5, 15 feet11
No. 6, 15 feet12
No. 7, 15 feet15
No. 8, 15 feet18
No. 9, 15 feet20

Linen Lines

Small20
Medium25
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, large8 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.

To Exchange—80 acres, 40 cleared and in hay, 40 acres cedar, ash and elm timber, fine creek. Price \$3,000. Want dry goods or general stock. Evans-Molt Co., Fremont, Mich. 476

For Sale—Grocery, china and queens ware stock. Stock and fixtures will invoice about \$3,000. Fourteen years established business. Good chance for the right man. Write Lock Box 610, Neillsville, Wis. 475

Hold your job and increase your income. If you possess any ability as a solicitor, write Box 118, Richmond, Ill. 474

For Sale—An entire undertaking outfit, consisting of one black funeral car, nearly new, one white hearse, one casket wagon, new, one Ovid Michigan lowering device, good as new, one set church trucks, brass pedestals, two Gleason cooling boards, one large floor rug, 55 funeral chairs, two kits embalming tools, caskets, robes, linings and many other things too numerous to mention. Good reason for selling. Price very low. Write quick if you want it. Address Adin P. McBride, Durand, Mich. 484

Wanted—Small stock merchandise in a Northern Michigan town. Address O. W. Rice, 119 S. Elmwood Ave., Traverse City, Mich. 483

For Sale—Stock of books and stationery, also wallpaper. Stock and fixtures about \$3,000. Town has nearly 3,000 population. Address D. H. Patterson, Hudson, Mich. 482

For Sale—To close estate, two six-room cottages, five acres each. Shrubbery, pasture, barn, poultry house, windmill. Houses piped. Also 27 acres wood-lot, few acres cleared for grove, few trees to start. Also fine farm on lake. Low prices and terms to responsible parties. Stamp for reply. Box 48, Narcoossee, Fla. 480

For Sale—Grocery stock in one of the best towns in Southern Michigan. Inventory about \$1,500. Long-established business. Enquire L. A. Strohm, Constantine, Mich. 479

To Rent—Single or double store, adapted especially for ladies' wearing apparel, in the dry goods district; if required, additional loft room can be furnished. For further particulars address H. F. Dierkes, Syracuse, N. Y. 478

For Sale—120 acres in Traverse City. forty acres best clay in state for making brick, floor tile and roofing, \$18,000 or would exchange for brick flat and house and lot. Homer Shepard, 290 Buckeye St., Grand Rapids, Mich. 468

Wanted—To sell, 1,500 acres fine delta land, 700 in cultivation; 800 acres fine virgin timber; 1 20 M capacity mill, one-third cash and balance on terms. Call on or write W. T. Knight, Dubbs, Miss. 472

Situation Wanted—Young married man, book-keeper and accountant having had experience in the stock brokerage business, also experienced in cost systems, etc., wishes to connect himself with good reliable firm. Best references furnished as to my character and ability. Address No. 470, care Tradesman. 470

For Sale—The Vanderbilt Creamery Company have quit and will sell the machinery at a big sacrifice. Everything new and in first-class condition. New Farrington pasteurizer, quantity of supplies on hand. Address H. T. Glezen, Sec'y, Vanderbilt, Mich. 471

For Sale—The only clothing store in Winnebago, Minn., a town of 1,800 people; good, clean, up-to-date stock; good lease and a good location; to any party wanting to go into the clothing business, here is your chance. This business will stand your closest investigation. Address The Toggery, W. S. Hodgman, Secretary. 469

For Sale—Clean stock hardware, about \$4,000, in busiest town Northern Michigan. New industries locating. Over \$1,000 cleared last year. Cash only considered. Address 454, care Tradesman. 454

Notice—Will pay highest price for shoe stock. 81 Clairmont Ave., Detroit, Mich. 467

Wanted—Miller with \$5,000 cash to take charge of flour mill. Salary \$100 monthly. Investment will pay 10 per cent. or more yearly. Address, giving particulars, Allen & Co., Somerset Building, Winnipeg, Man. Can. 464

A Snap—My stock of drugs, sundries, paints and wall paper, etc., for sale. Will give liberal discount if taken in next 30 days. Best of reasons for selling. Average cash sales \$40 per day. Address D. H. McWilliams, Charter Oak, Iowa. 463

For Exchange—One saw mill complete, for good property of any kind. Address Lock Box 31, Onaway, Mich. 461

Be Independent—Start a mail order business of your own at home. Send for particulars. Michael, Box 241, Chicago, Ill. 460

For Sale—At a bargain, a patent right. A Duplex wind motor. O. Kirkham, Agent, Station A, Marshalltown, Iowa. 459

For Sale—Up-to-date outfit of clothing store fixtures in first-class condition, consisting of showcases, hat, umbrella and outside cases, window fixtures, forms, dummies, etc. Will sell together or separate. Address Box 155, Charlotte, Mich. 458

For Rent—Large dry goods store; old established trade; best corner in town of 5,000. Address A. D. Smith, Morris, Ill. 457

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 4 1/2 miles from Coolidge, Hamilton county, Kan. Nice level land. Address C. H. McClure, Ida Grove, Ia. 452

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

For Sale—Stock of general merchandise, and hotel, under one roof in two-story brick building. H. Paulsen, Gowen, Mich. 440

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

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

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—\$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

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

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

\$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

Will Sell or Exchange—For property in Southern Michigan, new 8,000 ft. mill. Good timber, healthy, or will take a partner with \$2,500 cash. Address J. T. Goodman & Co., Manufacturer of pine, gum, oak and cypress lumber, Amory, Miss. 429

To Exchange—Sixty acre farm for city property or drug stock in or near Grand Rapids. Address Box 333, Saranac, Mich. 427

For Sale—Cigar stand and three table pool room, \$700. Address Henry Lutzke, Bay City, Mich. 430

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—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

G. B. Johns and Co. of Grand Ledge, Mich., conducted a clothing sale for us with great satisfaction.

Mr. Johns is an auctioneer of great ability, I can recommend him as a gentleman and salesman to anyone who wants to close out a stock of merchandise slick and clean and have nothing left but the money when he gets through.

Signed. Freeport Clothing Co., Geo. J. Nagler, Sec'y.

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.

Young man, age 26, desires position as clerk in first-class grocery or general store. Good references, good experience. R. J. Westmore, Holloway, Mich. 455

HELP WANTED.

Wanted — A registered pharmacist. Young man preferred. Address Nelson Abbott, Moorestown, Mich. 477

Wanted—Salesmen in every state to carry a small line of leather goods as a sideline. Address for particulars, Thos. A. Sutton, Johnstown, N. Y. 481

Want Ads. continued on next page.

Here Is A Pointer



Your advertisement, if placed on this page, would be seen and read by eight thousand of the most progressive merchants in Michigan, Ohio and Indiana. We have testimonial letters from thousands of people who have bought, sold or exchanged properties as the direct result of advertising in this paper.

BEST CONVENTION HELD.

(Continued from page forty-one.)

order houses trouble the merchants of that vicinity mostly and he asked for some suggestions for fighting them.

Traverse City—Joseph Schlener said their Association is but fifteen months old. At the beginning six got together and organized. By keeping everlastingly at it they have built up a membership of sixty. Their delinquent list now contains 934 names and through the Association's efforts during the past year they had collected about 600 accounts, many of which they thought were absolutely dead. These accounts aggregated \$2,000. To keep up general interest they have a smoker occasionally and in this way get out good crowds. This Association, like many others, also includes the dry goods man, the shoe dealer, the butcher and the hardware man. They hope to extend this to all classes and thus derive greater results.

Ypsilanti—H. D. Wells said there are two Associations in his town, one being composed entirely of grocers and the other of all classes, which is known as the Board of Commerce. The grocers have banded together principally for the purpose of the co-operative delivery system. At the present time they are operating this system at a cost of 2¼ cents per delivery, but in the past they have conducted it for as little as 1½ cents per delivery. The Association owns its wagons, horses, barns, etc., and has a total property investment of about \$4,000. Each member pays, in addition to the delivery charge, \$1 per month, which goes to help pay for the property. They haven't a delinquent list as yet, but it is such an important feature in connection with the business that they hope to establish one in the near future.

At this time A. Miller, Detroit, suggested that Chas. Wellman, Port Huron, father of the Association, occupy one of the vacant chairs beside the President. A committee of two were appointed to escort him to the chair.

Mr. Wellman said he was delighted to see such a large attendance at the opening session and congratulated the Association for the good work they had done.

President Fuller said that, inasmuch as so many had talked so encouragingly of the Association benefits, as pertaining to the accomplishments along the line of routing out box car merchants, adjusting telephone trouble and the overthrow of dead-beats, he wanted these discussions continued.

The convention consented to this unanimously.

Salem—F. C. Wheeler said that there were two merchants in his town, which was in the center of a number of similar towns, none being organized. He asked if the Secretary, at some future time, could not come to this neighborhood, and organize all the towns into one association.

Cement City—E. S. Ransweiler said he also is in a very small town a few miles south of Jackson, and

felt the effect of the Jackson Association work in driving the peddlers out of their county, inasmuch as they all came directly over into his. He says the catalogue houses bother him about as much as anything but he is trying to head them off as best he can.

Parma—B. F. Peckham told of the conditions in his vicinity and said that a little diplomatic work and effort did much for him.

Schoolcraft—F. T. Gilchrist says they have no association, but that they have a fairly good understanding between the merchants of the town on produce prices. One of their greatest troubles was the catalogue house competition and he asked what others were doing to counteract this competition.

Hawley—C. A. Best said he never realized the volume of business that catalogue houses were doing until he got into his local express office. It is remarkable to see the number of packages that come in daily. He told of one farmer opening a package containing a few pairs of shoes and other merchandise for the purpose of showing the merchant where the dealers lost out. Comparing the shoes and prices, Mr. Best said he showed the farmer to his entire satisfaction where he could have saved him quite a sum on the purchase price and also the 70 cents express charges. That converted the farmer.

Henrietta—John E. Van Horn said the catalogue houses get a large amount of business from his section but that means are being resorted to to head them off.

Scotts—J. B. Milliman said the merchants of his town get together occasionally and take a great amount of interest in the co-operative work. They have an agreement on the price of produce.

Barryton—Perry Brown said the merchants of his town are getting tired of price cutting and will organize an association in the near future. He says they are troubled with catalogue house competition but that they are advertising their ability to meet the catalogue house prices and carrying on other educational work.

Mason—C. J. Whiting is doing a strictly cash business and doesn't need a dead-beat list.

Elmdale—G. C. Longer said his greatest fight has been against the catalogue houses, and he has made a persistent and carefully planned campaign against this competition. By so doing he has built up a business of \$20,000 annually from practically nothing. His method is to watch freight receipts and then go after the farmer receiving the goods. He does this by going direct to the farmer's home and making a straight from the shoulder appeal, proving that, on the same terms and same merchandise, he can sell just as cheap and cheaper than the catalogue houses.

C. A. Day, Detroit, said he knew the catalogue houses were losing ground because of the poor showing they are making in their regular statements.

Traverse City—M. P. Hunt said the way they handle their dead-beat

list has proven effective. Each merchant has a number. The merchant reporting a dead-beat places his number at the following of each name and all these then are compiled in a printed book. Other merchants look up a dead-beat—find this certain number following his name and readily know who he owes. They keep on adding new names to the list each week. They also have a regular form of "dunn" letter they send out, which is effective.

Tuesday evening.

An informal smoker, given to the delegates at Armory Hall by the local Association, furnished entertainment for the evening. Story telling and other forms of amusement added to make the evening one of thorough enjoyment.

Movements of Michigan Gideons.

Detroit, Feb. 4—Gardner E. Palmer, of Saginaw, W. S., is now a two months' old Gideon. Last week he was in the Thumb, selling furniture for a dozen different furniture factories. He seemed like a strong healthy child, active, and succeeded in getting large orders. Friday evening found him in Saginaw attending an entertainment which required an automobile or carriage and the most beautiful young lady in Saginaw to care for the young child. So much for the two months old. What will it be when he is older?

Ray Blakeman, of Flint, was in good spirits last week at Bad Axe, replacing the bad with good. He always has a Ray of sunshine with him and lets it shine.

Lafayette Van Delinder, of Lansing, was at Port Huron last week and reports that arrangements have been made for a Gideon rally at Lansing Sunday, February 16. State President John Adams Sherick will be present, with other prominent Gideons. It is hoped that National President Charles M. Smith can attend.

Arrangements are being made to have the Gideons take part in the conference at Lake Orion Saturday and Sunday, August 1 and 2.

On Sunday, Feb. 9, there will be held two great meetings in the 52d avenue Presbyterian church, Chicago, both being conducted by Christian traveling men who wear the button. The first is at 3:30 p. m. for men only, and the second at 7:45 p. m., for everybody. The Gideon quartette will furnish the music, assisted by the Chinese Brotherhood Quartette.

The third session of the Cabinet for this administration was held in Chicago on the 25th. Ten members were present, but one being absent. Considerable business was transacted, one of the most important items being the voting to attempt to raise a fund to place Bibles in hotels. The Treasurer's report showed a nice balance on hand, and the Secretary revealed a flourishing condition prevailing throughout the ranks.

The Griswold House meeting last Sunday evening was led by D. Bennett and W. D. Van Schaack, with music and singing by Mrs. Van Schaack and Miss Kennedy and their aids. E. W. Sweet, of New York,

who sells silks, was present with fourteen others, who enjoyed a very interesting meeting. The members of Detroit Camp will meet at noon hour at the Y. M. C. A. for luncheon and for conference on three matters of interest, getting up profanity suppression cards, change of hour for hotel meetings and employing pianist for our meetings. It is hoped that every member will be present.

Aaron B. Gates.

Lansing Grocers Getting Together.

Lansing, Feb. 4—The Retail Grocers' Association will endeavor to have a city market established where growers of green stuff and hucksters may gather to dispose of their goods.

A committee composed of Messrs. Cady, Olin and Glenn, of the Association, and M. R. Carrier and James E. Gamble, representing the wholesale houses, has been appointed to confer with the Business Men's Association and the Council.

If sentiment is in favor of it, the Grocers' Association will endeavor to have the Council set aside some central and convenient place for the market.

The scheme, the grocers think, is a good one for buyers and sellers alike. It will not bar hucksters from selling on the streets after certain hours, and will give housewives and dealers a chance to get the choice of vegetables, etc., early in the day, and the produce raiser who does not have a clean, good stock would have to "peddle" it if he disposed of his stock at all, it is argued.

The grocers also decided last night to establish a credit system for delinquents. Each member of the Association will hand to the Secretary on meeting nights a list of those customers who have eaten at his expense. The Secretary then will compile a list, to which each member of the Association will have access.

Lucas—D. B. Kelly's new handle factory is now up and the machinery is being installed this week. It is expected that all will be in readiness so that business can be resumed next Monday. A large quantity of logs is being brought in daily so that when the factory does start there will be a good run provided for. The handle business over the entire country is in good condition and has been throughout the recent financial flurry.

BUSINESS CHANCES.

Drug Stock For Sale—New, clean, up-to-date drug store in choice location. Established one year. Will bear close investigation. Inventories about \$3,000. Town 30,000. Reason, poor health and western interests. Address "Quick Sale," care Michigan Tradesman. 485

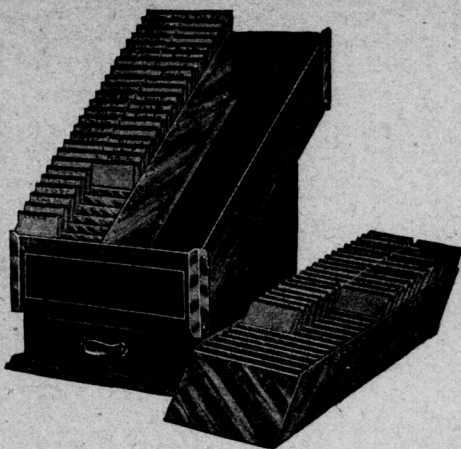
For Sale—Bakery, confectionery, cigar and soda fountain business. Only business of this kind in hustling town. Only want invoice price. Elegant opportunity for practical baker. A money-maker. Address N. H. Garter, Burr Oak, Mich. 486

For Sale—Store with living rooms in rear, suitable for meat market or grocery store. Good well and cistern, ice house, packed ready for summer. Large basement with cement floor, splendid fishing and hunting in neighborhood. \$1,000 will take this bargain. Buyer can get employment as potato buyer during season. Write R. Finch, Gowen, Mich. 487

For Sale—Good paying grocery business, established thirty years, including stock and fixtures. Good reason for selling. Address No. 488 care Michigan Tradesman. 488

No Confusion of Accounts

Only One Exposed To View



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

With a day book and ledger system of keeping accounts you must turn to the index and hunt the name before you can locate the account. **LOSS OF TIME.**

With such a system only one or two accounts are ordinarily placed on a page, hence the chance for **CONFUSION IN MIXING ACCOUNTS** is slight, yet apparent.

With separate index loose slip systems, you must look at the index, hunt the name and number, and after this, the leaf upon which it is found. **GREAT LOSS OF TIME.**

With systems of this kind, also, after you have finally located the proper leaf, all the way from fifteen to twenty accounts are before your eyes, hence the constant danger of bringing forward the wrong "Past Acc't." **MUCH CONFUSION AND LOSS IN MIXING ACCOUNTS.**

The Keith system is self-indexing—instant reference to the desired account. **NO LOSS OF TIME.**

With this system only one account is exposed at a time, yet twenty clerks can settle with customers at the same time. **NO CONFUSION OR POSSIBILITY OF MIXING ACCOUNTS.**

Our catalog explains fully.—It's free.

The Simple Account Salesbook Co.

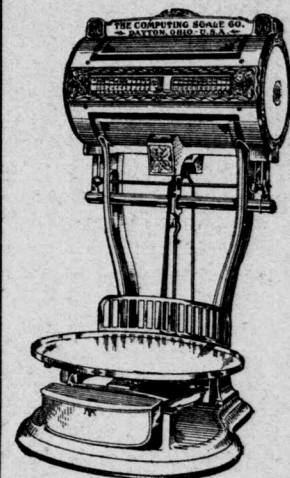
Sole Manufacturers, also Manufacturers of Counter Pads for Store Use
1062-1088 Court Street Fremont, Ohio, U. S. A.

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.



The new low platform No. 140 Dayton Scale

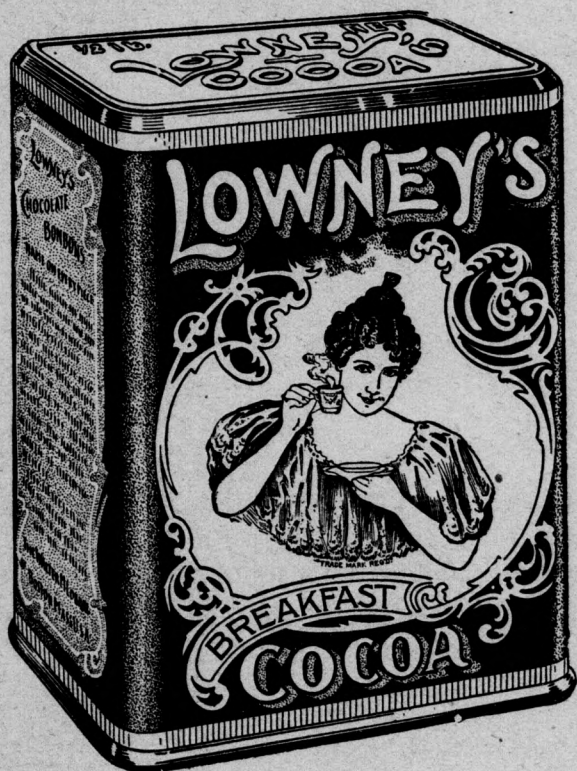
MONEYWEIGHT SCALES turn loss into gain. If you mark your goods to get 15 or 20 per cent. you get it.

The reason for this is easily explained, and if you are at all interested send us your name and address for detailed information.



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.

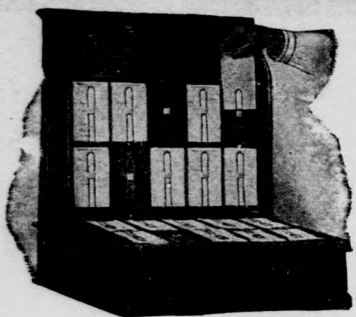
The WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.

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



**A Money
Saver!**

**A Money
Earner!**

THE McCASKEY ACCOUNT REGISTER SAVES MONEY and continually EARNs MONEY.

It is an advertisement of your HONEST METHODS and BUSINESS PRINCIPLES.

It is a TRADE GETTER.

It is no experiment. OVER 35,000 IN USE.

It handles your accounts with ONLY ONE WRITING and furnishes your customers with complete itemized statement with every purchase.

Credit sales handled as quickly as cash sales.

All the latest improvements in construction, such as FULL ROLL TOPS, HALF ROLL TOPS and PLAIN CABINETS.

Automatic Electric Lighting and Automatic Bell Alarm Attachments can be furnished with any of our two hundred and thirty-seven styles and sizes.

Beware of infringements as the McCASKEY is fully protected by patents. Our 64-page Catalog is FREE.

THE McCASKEY REGISTER CO.

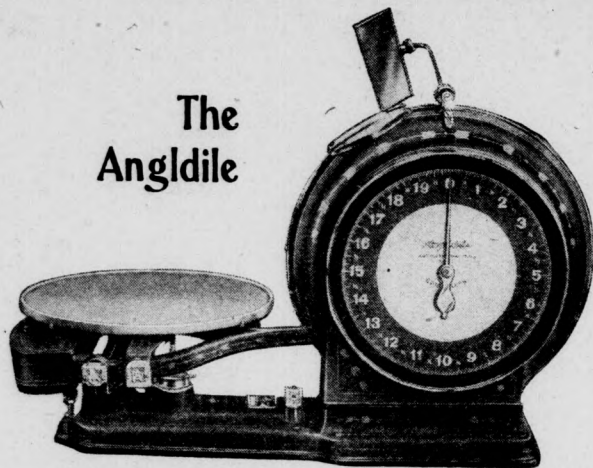
27 Rush St., Alliance, Ohio

Mfrs. of the Famous Multiplex Duplicate and Triplicate Pads;
also End Carbon, Side Carbon and Folded Pads.

Agencies in all Principal Cities

"The Best Is the Cheapest"

**The
Angldile**



Customers' Side

Is readily admitted, particularly when the best can be had at a price so low it is folly not to buy. Our motto is: "The Best Scale at a Fair Price."

The Angldile will please your customers as the large dial shows them in plain figures the exact weight of their purchases.

It is compact, requiring but little counter room, is handsomely finished and has everything necessary but nothing superfluous.

Angldile Computing Scale Company

Elkhart, Indiana

Grand Rapids Safe Co.

**Fire and
Burglar Proof Safes
Vault Doors**

Tradesman Building

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

**A Steaming Cup
Of Flint Coffee**



is its own best advertisement—it will send the man or woman who drinks it back for more.

Isn't that just the coffee you want for a strong leader?

The coffee you choose must be good, one which will really boost your business, or you cannot afford to push it at any cost.

**Flint Coffee
Makes an Admirable Leader**

Did you ever think of it?
Try it.

Send for sample blends of our five grades; they will please you and, what is more to the point, will please your customers.



J. G. FLINT CO.

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

Milwaukee, Wisconsin

