

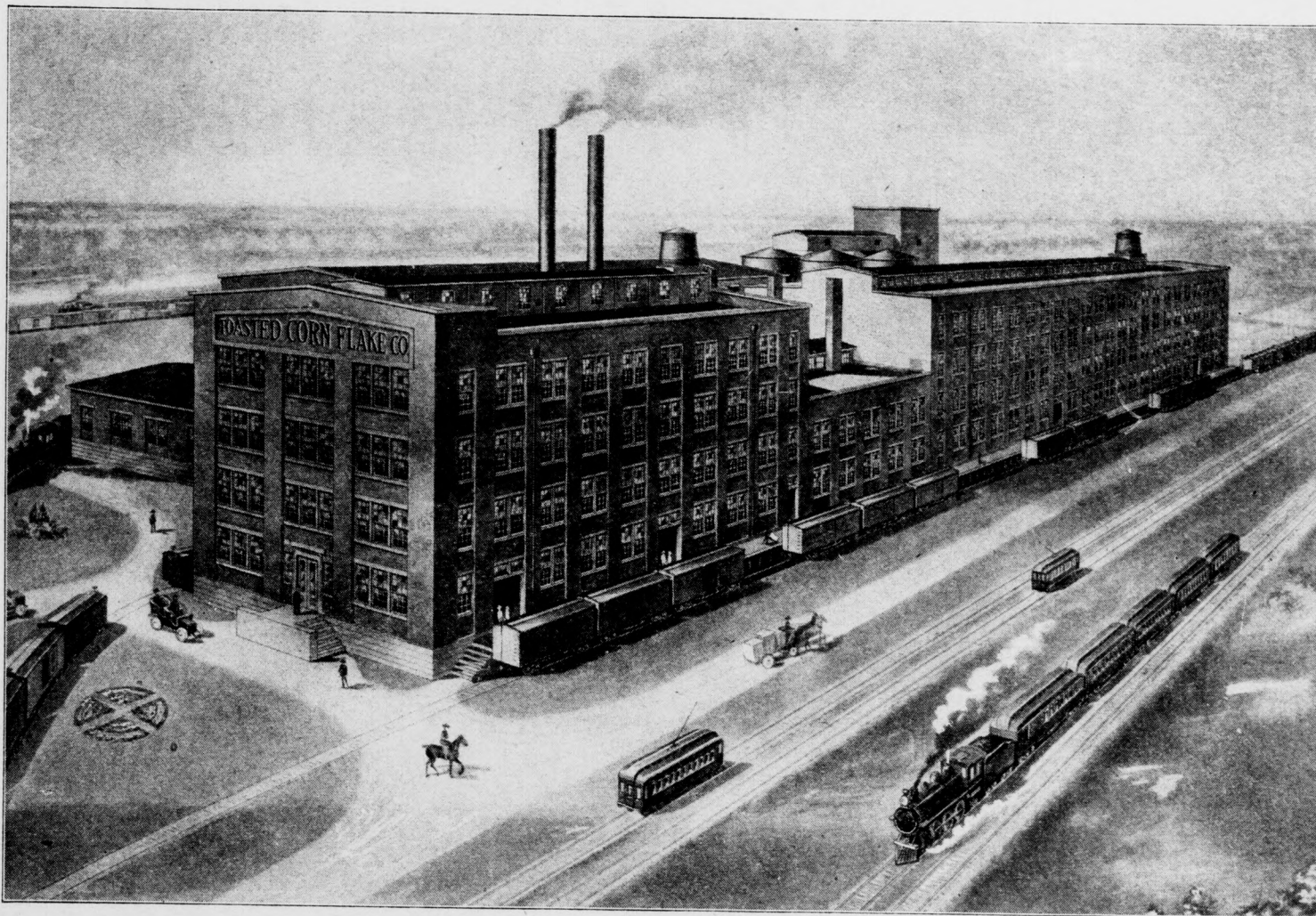
MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$2 PER YEAR

Twenty-Fifth Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 26, 1908

Number 1275



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

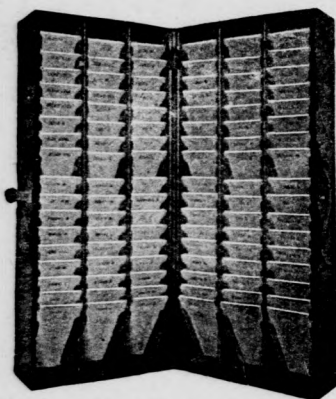
It earns you 525 per cent. on your investment. We will prove it previous to purchase. It prevents forgotten charges. It makes disputed accounts impossible. It assists in making collections. It saves labor in book-keeping. It systematizes credits. It establishes confidence between you and your customer. 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 26, 1908

Number 1275

The Capital Stock and Surplus The Resources and Nature of Same

Constitutes the
responsibility of any Bank

The Capital Stock and Surplus, the
Resources and Deposits of

The Kent County Savings Bank

Exceed those of any other State or
Savings Bank in Western
Michigan

3½ % paid on Savings Certificates
of Deposit

Banking by Mail

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. Corre-
spondence invited.

2321 Majestic Building, Detroit, Mich.

TRACE YOUR DELAYED FREIGHT Easily

and Quickly. We can tell you
how. **BARLOW BROS.,**

Grand Rapids, Mich

**FIRE AND
BURGLAR
PROOF**

SAFES

**Grand Rapids
Safe Co.**

Tradesman Building

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INTERURBAN RAILWAYS.

Some day when you are wonder-
ing what can be done toward help-
ing your town—and this suggestion
is offered to all people in Western
Michigan—take up your atlas and
make a study of the relation of the
territory adjacent to your town to
the cities of Chicago, Indianapolis,
Dayton, Columbus, Cleveland, To-
ledo and Detroit. Just take an hour
off duty and think for awhile all
over the 50,000 square miles of terri-
tory thus specified. Get away from
home mentally and dream a little.

You will see—you know, in all
probability—all about Chicago and
her steam railways, her electric in-
terurbans, her elevated roads and
subways; very likely your acquaint-
ance with Detroit and her trans-
portation facilities is intimate; in a
general way you are impressed that
Indianapolis is the greatest interur-
ban center in the world and possibly
you have some knowledge as to the
other interurban centers named; but
you do not know, perhaps, that the
interurban railways in the southern
part of Michigan, in Ohio and Indi-
ana constitute the most extensive
group of connected interurban rail-
ways in the United States; you do
not know that by building less than
forty miles of electric railway from
Saugatuck to Benton Harbor, Grand
Rapids would be connected with the
Indiana system; that by the con-
struction of an electric railway from
Grand Rapids to Kalamazoo and
Battle Creek and so on to Coldwater,
Hillsdale and Pioneer, Ohio, Grand
Rapids would become the northwest
angle of that greatest group of con-
nected interurban roads in the land;
you do not know that the completion
of the proposed road to Ionia, Owos-
so and so on to Pontiac, will put
Grand Rapids upon an equal electric
suburban railway footing with De-
troit, Indianapolis, Toledo or Chi-
cago.

Moreover, the completion of these
roads would compel the building of
roads to Lake Michigan shore towns

to the northwest; to Big Rapids,
Cadillac, Greenville, Saginaw, Bay
City, Lansing and elsewhere.

It would be a dream on your part
all right, but the vision would be
more tangible and of greater truth
than is the shop-worn argument of
the steam railway interests that the
reason no interurban railways are
being built in Michigan is because
of unfair legislation against railways
by our State authorities.

The reason is that the municipali-
ties and the general business inter-
ests in Michigan have not awakened
to the importance of the interurban
railway problem. They appear con-
tent to leave the initiative to the
bankers in New York, Philadelphia
and Cleveland who have developed a
sort of monopolistic department
store control of suburban traction
interests. "You can't raise a dol-
lar East for the construction of
railways in Michigan," say the steam
railway interests. Isn't it about time
that a move is made to disprove
that ridiculous assertion?

THE CONVENTION HALL.

The Citizens Committee engaged
in considering the proposal to erect
a convention hall in Grand Rapids
has decided that such an institution
is needed in our city and that it will
be possible to raise the necessary
funds for such a purpose; but it
has also decided that the opinion
of the forty citizens constituting the
Committee needs verification and
approval—that an expression on the
subject should have a wider scope;
should have, in brief, a verdict from
200 or more citizens representing all
of the various interests in the city
which may be affected by the gen-
eral proposition.

An open meeting of citizens will
be held next Tuesday evening in the
Board of Trade rooms and, in order
that that meeting may have definite
ideas to talk to, several committees
created for the purpose will offer
suggestions as to various methods to
be adopted; will report what they
have been able to learn as to ex-
periences in the same direction else-
where. These reports will be pre-
sented merely as suggestions, subject
to such action as the general meet-
ing may decide to approve. In this
way it is hoped that some definite
form of campaign may be reached,
after which the Committee, enlarged
as may be advised by the meeting,
will be formally organized by the
election of a Chairman, Vice-Chair-
man, Secretary and Treasurer.

Money is character—never treat
money affairs with frivolity. The val-
ue of wealth in itself is nothing weak
or dangerous, but the manner in which
it is used is.

THE JINGO REDIVIVUS.

Again comes to the surface the at-
tempt to develop by means of press
reports and special correspondence a
determination to precipitate war be-
tween Japan and the United States
of America. There is nothing in the
return to this country of Baron
Takihira, as Japanese Ambassador,
but very positive evidence of the
near approach of an American-Japan-
ese imbroglio; the remarks of Secre-
tary Taft as to what he saw and
learned during his recent tour around
the world all point to the inevitable
conflict; the Anglo-Japanese pact
just concluded is proof positive that
we are about to be confronted by
the Yellow Peril, and so on, and so
on. Minister O'Brien's late diplo-
macy and the revelations it produced
count for nothing and Secretary
Root's protest as to the violation by
the Japs of "the open door in Man-
churia" is of a like worthless char-
acter—the war with Japan is certain
to come and soon; let the press de-
patches serve as our oracle.

And this prophet—aided and abet-
ted by one Congressman Richard
Hobson—concocts dire possibilities
for our Navy and the country at
large. The great fleet now coast-
ing up the western side of the
American continents will be whip-
ped down to oblivion; Seattle, San
Francisco and Los Angeles will be
forced to capitulate to Japanese
troops; Honolulu is already in the
hands of our prospective foes and
the Philippines will be dominated by
the little brown men's government
on any day desirable. Even the very
courteous invitation extended by the
Australian government to have Ad-
miral Evans' fleet of battleships visit
Melbourne and Victoria is construed
as "a mere blind" behind which is
concealed the duplicity of English
diplomacy and the cunning of Japan-
ese statesmanship.

All of this despicable misrepresen-
tation has its genesis in journalistic
enterprise(?), so they say. We
must have news as is news, cry the
special correspondents; and as Rev.
Edward Everett Hale once remarked:
"The newspapers must make a fuss
about something every day." There
is more than this to the campaign.
Politics cut a very large figure in the
disreputable effort and the only reas-
suring, satisfying fact about the
thing is that 99 per cent. of the
American public refuses to take any
stock whatever in the jingoism.

To shut your heart to the needs and
griefs of others is to shut out the
world's tide of joy.

You can not quicken the appetite of
men for righteousness by preaching
on rottenness.

SUCCESSFUL YEAR.

Dealer Who Gained in More Than Cash Returns.

Written for the Tradesman.

"The old year is a thing of the past," remarked the doctor, "and my bankbook shows that I did not labor in vain. Old 1907 was a very successful year."

The druggist lighted a fresh cigar and elevated his feet to the top of the slanting table. The lights were turned low, and it was most time to lock the big front door.

"How much did you win out by?" he asked.

"About three thousand."

"It isn't every business man who can say that."

"Well, it took me a long time to get started," replied the doctor. "For several years I accumulated only debts. How much did you make?"

The druggist smoked for a time in silence. Then:

"My books balance on the right side," was the reply, "but my successes were not in the money line."

The doctor looked the question he did not ask.

"My big success for the year," continued the druggist, "was in getting acquainted with my family."

"It seems to me that you ought to have secured an introduction to your wife and children a long time ago."

"It does seem so, but I didn't know much about them until last year."

"Been too busy?"

"Too careless. No man ought to be too busy to become acquainted with his family, old man."

"Well," said the doctor, "if you had my wife she'd make you think you were on speaking terms with her every day of the year. And I've got a boy that I can't ignore if I tried. How did you come to do it?"

"It just happened. I guess it began with the boy. I had never paid much attention to him. He was just growing up wild. One evening about a year ago I remained at home and went to sleep on a couch in the sitting room. The children came in for a play, and I heard them planning what they were going to do when they got big. Now, what do you think the boy wanted to be?"

"My boy wants to be a hackman," said the doctor.

"My boy wanted to be a pirate!"

"Then," said the doctor, "you should apprentice him to a milkman or a wood merchant. He'd learn the trade there."

"This is no joke," reproved the druggist. "The lad had read so many cheap works of fiction where blood runs in streams that he wanted to get into the game, and go about the seas with a long, low, rakish craft and a crew of bold, bad men who murdered a score of prisoners before breakfast every morning."

"Many a boy has the same notion."

"Yes, and people laugh at them. I didn't laugh when I found out what the boy was thinking. Such thoughts lead to brutality. They belittle the sacredness of human life. They tend

to cruelty in the treatment of dumb animals and even playmates. You may be sure that I gave that lad something to think about besides piracy right away."

"How did you do it?"

"I bought him a pet dog and a pet cat and taught him to feed and care for them and be kind to them. In the spring I bought him some chickens and fixed up a fine park at the back of the garden. I got him to thinking about hens, all right, and he had no time to pine for the long, low, rakish craft."

"When the hens began to lay I bought eggs of him. The little customer became quite commercial. I talked with him about ways to make money with hens, and he soon lost all notion of getting out under the electric light on the corner at night and playing with the toughs who loaf around there. He's buying fancy breeds now, and will be running a large business in a year."

"It ought not to take a son of yours long to get the thirst for making money," said the doctor, with a smile.

"I don't care whether he makes any money or not. The point is that I got acquainted with him. I found that he was going wrong and set him on the right road. Sometimes I feel sorry for the little chap, getting up in the morning and going out into the snow to care for his hens, but he seems to like it. I also mourned with him when he lost some of his pets, but I know that the experience did him good."

"All these things tend to discipline. It is the disciplined mind that wins out in the battles of the world. A boy who enters life with a spurt and a guess-so has to learn his lesson of discipline at great cost. My boy knows now that it takes thought as well as muscle to get on in the world. He knows that every cent gained is won at the expense of hard work and ought to bring value received when parted with. He knows that he can't go through the world in a satisfactory manner without having friends, and that he can't have friends without being kind and courteous."

"Are you going to make a preacher of him?"

"No, sir. I'm not going to make anything of him. I'm going to wait and see what he wants to make of himself. I've got on good terms with him, and I know every thought that enters his mind. I'll know what he is capable of long before he is old enough to get into the battle. I'm going to give him the discipline and leave him to grapple with the problems of the future. The main battle was won when I got acquainted with him."

"There are thousands of boys going to the Old Nick just because there is no one to direct their steps. There are a good many divorces because men don't get acquainted with their wives. There are scores of young girls making foolish marriages because they have no one to advise with. I reckon it is up to the average business man to become acquainted with his family."

The doctor smoked and looked thoughtful.

"I got acquainted with my wife in a business deal," the druggist went on. "I was thinking of making an investment with a company of men who were exploiting a piece of real estate out in the suburbs. One evening two of the fellows came to my house and talked the matter over. My wife sat there and listened, saying not a word. After they were gone she asked:

"Who's going to handle the money?" I told her that Grimes was treasurer and manager.

"The man with the black eyes?" she asked. I told her that that was the man.

"Then," she said, "you'd better nail your money down to something good and strong. That man is dishonest."

"She couldn't tell why she thought so. She only said that she felt it in her bones. I was a little suspicious anyway, and so I stopped the deal until I could look the man up. I found that he was so crooked that he couldn't lay straight in bed. I saved \$1,000 right there, for the company went to smash, and after that I began to talk things over with my wife."

"She is not wise to business methods, but she has a sense of equity which is worth cultivating. It's this way: A man gets all tangled up in business and can't see six inches from his nose. He's too busy to get the perspective. A woman, standing outside the fracas, can see clearer than he can. I know it, for I have tried it. Anyway, I talked over business with my wife until I got acquainted with her. That's something."

"I read in a magazine, the other day, that Rockefeller, Russell Sage, President Roosevelt, Beaconsfield, Fairbanks, and a lot of other pronounced successes talked business matters over at home before beginning the work of the day. I don't know whether it is true or not, but it looks as if it might be. Of course I'm talking now about discussing affairs with the right kind of a wife, and not with a society leader or a prominent club woman."

"I'll tell you right now, old man, that I've learned to take a lot of stock about what my wife says about people. As for the boy, he knows more about hens than I do. Yes, my big success of the year has been right at home, though I've made money, too. Do you know that wife of mine? No? You'd like her! She's a brick! When she sees me getting mixed up with a fellow she doesn't like the looks of she invariably finds some way to pry me away from him. She does it nicely, but she does it."

Just then the front door opened and the face of the druggist's wife appeared in the opening, outlined against the dark street outside. Her eyes rested for a moment on the face of the doctor, rested keenly and intently.

"Come, Will," she said, then, "it is time for us to go home."

The druggist roared. The doctor blushed and buttoned up his coat.

"A good judge of character!" said the druggist, with a shout!

Alfred B. Tozer.

How Barbed Wire Was Invented.

Barbed wire is sold by most hardware dealers, and its genesis should be interesting. The inventor is said to be one Adrian C. Latta, of Friendship, N. Y., and this man's own story, very circumstantial, reads true. Mr. Latta has written:

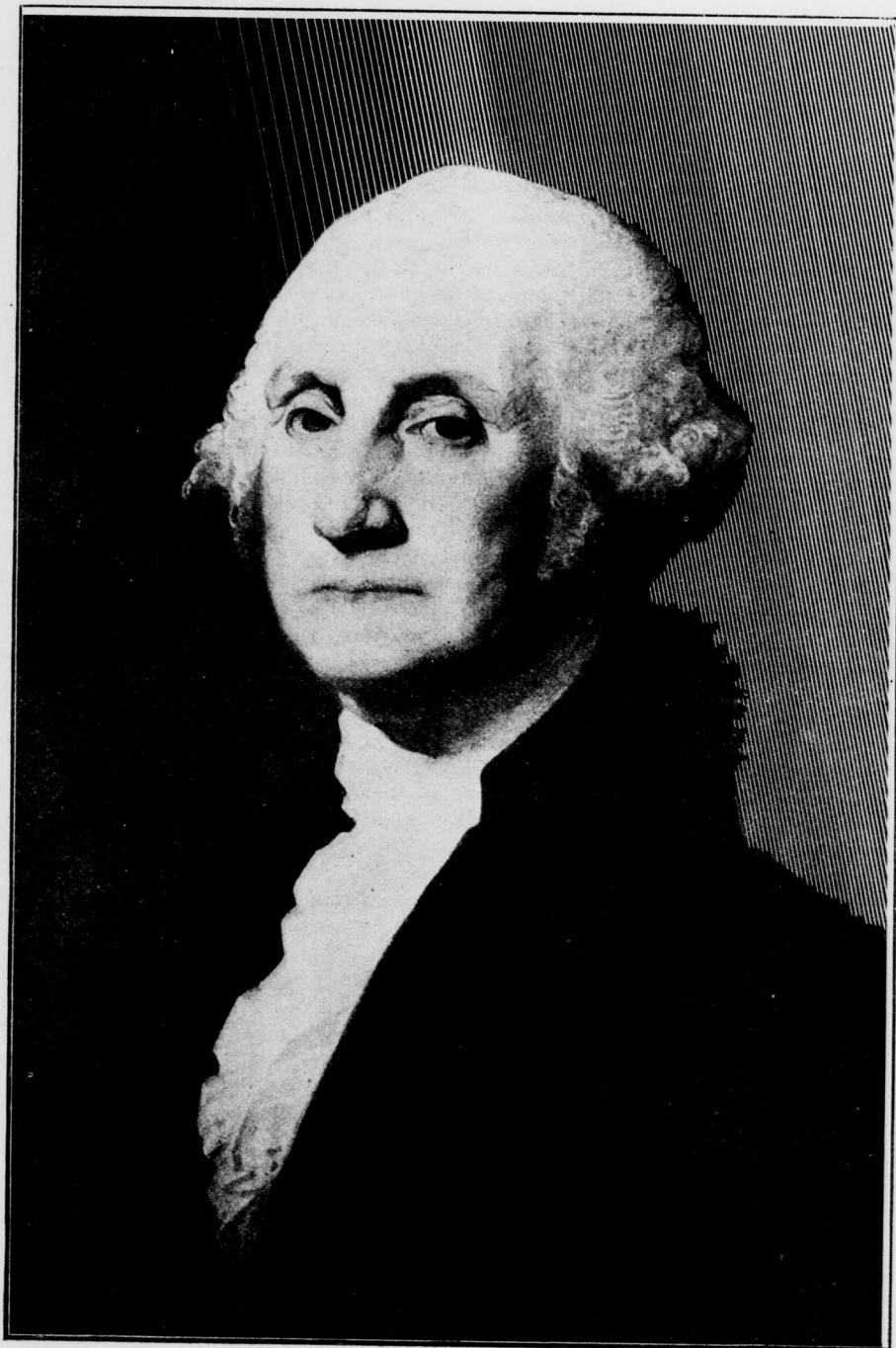
"In regard to the evolution of barbed wire fence, I would state in the year 1861, while a boy of 10 summers, I was riding in a new section with my father and, noticing a new kind of fence to me, asked my father why the fence was made that way, with one board at the top and one board at the bottom, leaving a space about two feet wide, with two wires stretched at equal distance in the space, from post to post. My father said that the snow drifted very hard along there, and thus the wires would let the wind blow through, and not leave an eddy for the snow to drift. I said: 'Father, let's build such a fence in front of our place, so you will not have so much snow to shovel.' Father said: 'All right.' After a while father drove the posts and put on most of the boards."

"I drove some nails and put on the wire; the wire was put on tight, so it would stay in place. All was well until the next spring, when every wire was broken. Needing counsel again, I asked father why the wires broke. He explained expansion and contraction. Having more of the same kind of wire I doubled the wires and twisted them, and put them on again, and was ready for another winter. Meanwhile there were neighbors who let their hogs run in the highway. The hogs got a notion of jumping through between the lower board and wire, and destroying our garden. Being determined to keep the hogs out, I proceeded with wire pliers and pieces of wire; inserted the pieces between the twisted wires and wound the pieces around one of the long wires, putting the pieces of barbs in about six inches apart, and cutting the ends off, leaving them as sharp as I could, with the pliers. The hogs got through a few times after the barbs were put in. However, the barbs had the desired effect, as the owner saw his hogs were getting terribly marked, and kept them at home. The above-described fence stood beside a public highway for about fifteen years and did good service."

Wanted a Full Load.

Pat had taken a contract to carry brick, the agreement being thirteen bricks to the load. Finally he came to the last hodful, when to his great distress there were only eleven bricks to go in it. Then a happy thought struck him: "Say, Mr. Contractor," he called to the boss in the third story, "throw me down two bricks."

Don't worry because you made a mistake; you might have made a worse one.



George Washington 1732-1799



Movements of Merchants.

Greenville—Frank S. Gibson & Co. have added a line of shoes to their clothing stock.

Petoskey—The Petoskey Grocery Co. has increased its capital stock from \$66,000 to \$80,000.

St. Joseph—Frank Marti, formerly employed at Freund Bros., will take charge of Richard C. Crawford's meat market.

Lake Odessa—Wm. S. Briggs and Wm. M. Buckberrough will engage in the hardware business in the Colwell building.

Carson City—D. P. O'Connell will embark in the undertaking business. He will put in a stock of furniture in the spring.

Camden—E. T. Prideaux has been appointed by the United States Court at Detroit receiver for the hardware stock of C. J. Abee.

Cadillac—J. B. Moses has sold his cigar factory to R. E. Van Horn & Co., of Colorado Springs, who will continue the business.

Ionia—T. S. Barringer has sold his agricultural implement stock to A. J. White and Dwight Z. Brooks, who will continue the business.

Irving—George McConnell has sold his stock of groceries to C. R. Watson, who will continue the business at the same location.

Battle Creek—The Taylor Bros. Co., which is engaged in the manufacture of confectionery, has increased its capital stock from \$275,000 to \$450,000.

Freeport—Herb. Miller has purchased the Miller & Beachy stock of general merchandise at Nagler & Son's old stand and will continue the business.

Northville—Former Supervisor Charles A. Sessions and W. L. Tinham have purchased the shoe stock of the Palace Shoe House, operated here for many years by A. W. Olde.

Shelby—J. W. Runner has sold his drug stock to E. L. Stevenson and his two sisters, Misses Margie and Viva, who will continue the business at the same location under the style of E. L. Stevenson & Co.

Alma—H. B. Nelson, who recently purchased the J. M. Montigel machine shop and foundry, has sold a one-half interest in the business to his brother, Claire Nelson. The new firm will be known as Nelson Bros.

Pentwater—F. W. Fincher, G. Wm. Harvey, M. D. Girard, E. A. Daggett and F. O. Gardner have forwarded a petition to Washington, requesting permission to organize a National bank with a capital stock of \$25,000.

Howell—Frederick J. Lee, retired business man and a prominent figure in this vicinity for two generations, dropped dead Monday. He was 86 years old and had lived in this place for fifty years. A widow and two daughters survive.

Carson City—J. R. Combs and Burt Gilbert have purchased the J. B. Scofield harness stock and will consolidate it with the recently purchased harness stock of the Dixon estate, with which Mr. Combs has been connected as manager for several years.

Cadillac—A corporation has been formed under the style of the Morningside Farm, which will engage in the buying, selling and breeding of cattle, sheep, horses and other live stock, with an authorized capital stock of \$6,000, all of which has been subscribed and paid in in cash.

Bay City—A. D. Ablowitz, dealer in clothing, has merged his business into a stock company under the style of the Ablowitz Co., which will conduct a general mercantile business. The company has an authorized capital stock of \$5,000, all of which has been subscribed and paid in in cash.

Detroit—A corporation has been formed under the style of the Kent Rug & Furniture Co., which will conduct a retail rug, carpet and furniture store. The new company has been capitalized at \$15,000, all of which has been subscribed and paid in, \$8,500 being paid in in cash and \$6,500 in property.

Grand Haven—A corporation has been formed under the style of Herbert W. Smith & Co., which will conduct a general brokerage, commission, warehouse and storage business in farm products, etc. The new company has been capitalized at \$10,000, of which amount \$5,000 has been subscribed, \$1,500 being paid in in cash and \$2,452 in property.

Battle Creek—Thomas E. Whalen, who has been engaged in the retail grocery business, has merged his business into a stock company which will conduct a wholesale and retail grocery, provision and seed business under the style of the T. F. Whalen Grocery Co., with an authorized capital stock of \$20,000, all of which has been subscribed and paid in in cash.

Detroit—The W. W. Krag Co., which was organized about a year ago to engage in the wholesale coffee business, is succeeded by Phelps, Krag & Co., with an authorized capital stock of \$75,000, of which \$60,000 is paid in. The incorporators are Charles B. Phelps and William H. Brace, formerly of Phelps, Brace & Co., and W. W. Krag, for many years connected with the same concern.

Detroit—About 250 grocers were in attendance at the ninth annual banquet of the Detroit Retail Grocers' Protective Association at the Griswold House Monday night. W. W. Blessed presided as toastmaster and speeches were made by Mayor Thompson, Police Justice Jeffries, F. P. Bush and J. C. Currie, President of the Association. Vocal solos were rendered by Frank Wise and A. D. Zuidema.

Manufacturing Matters.

Cheboygan—The Embury-Martin Lumber Co. will ship 250,000 feet of white birch from Onaway to Saginaw, and 650,000 feet of birch, beech and maple from Onaway to Cheboygan.

Kalkaska—H. L. Bird will install a shingle mill in connection with his sawmill.

Saginaw—The capital stock of the United States Horse Radish Co. has been increased from \$25,000 to \$75,000.

Ionia—The Marvel Manufacturing Co., which manufactures washing machines, has increased its capital stock from \$50,000 to \$100,000.

Battle Creek—The Union Steam Pump Co., which manufactures steam pumps, has increased its capital stock from \$450,875 to \$500,000.

Holland—The capital stock of the Holland Veneering Co., which manufactures wood novelties, has been increased from \$20,000 to \$30,000.

Ionia—The Sorosis Garment Co. has declared a dividend of 20 per cent. from the profits of last year's business. The total sales were \$292,000.

Cadillac—The Cadillac Veneer Co. is running two-thirds of its normal force and is gradually taking on more men. Scarcely another veneer plant in the country is employing so nearly its full force as the Cadillac plant.

Newberry—A wooden float factory, the first of its kind in Northern Michigan, has been established at this place. It has a capacity of 30,000 floats a day. The company has several large contracts to fill before April 1.

Jackson—A corporation has been formed under the style of Frederick Aaron Koch, which will manufacture proprietary medicines, drugs and kindred preparations, with an authorized capital stock of \$3,000, all of which has been subscribed and \$1,000 paid in in cash.

Ewen—The sawmill of the Gogebic Lumber Co. is ready for operation and will start up with a force of seventy-five men. The company is capitalized at \$500,000 and its timber holdings include 31,000 acres. Officers are as follows: President, Albert Stickley; Vice-President, E. L. Maddox; Secretary, Treasurer and Manager, J. K. V. Agnew.

Fife Lake—The proposition of building a new line of railroad from shore to shore is again being considered. The Manistee & Northeastern has started a number of surveyors near the vicinity of Fife Lake, who will work east with Alpena as their objective point. The new line will tap a country rich with timber and marl and also a considerable portion of quarry and other limestone.

Manistique—The cedar market is improving and stock that was a drug on the market a few weeks ago is beginning to move rapidly. Operations have been resumed at the L'Anse receiving and shipping yards of the Worcester and National Pole companies, two of the largest dealers in the Lake Superior region. A recent shipment consisted of fifty carloads of poles for the Central Union Telephone Co., of Ohio.

Clare—Rhodes & Shafer's heading mill is accumulating a big lot of bolts and is turning out a lot of heading daily. The product thus far this year equals the total output for last season. Considerable investment was

made in the fall improving dry kiln facilities. With the closing of the Ross Bros.' business at Beaverton, bolts by the carload are coming in from there, while it is surprising to see the loads of bolts still coming in from the surrounding country even when the supply was supposed to have been exhausted years ago.

Hermansville—The Wisconsin Land & Lumber Co. is putting in the usual amount of timber to supply its three large mills at this place with this season's run. The company is not buying any timber from jobbers except that which was contracted for last summer. It has a large stock of high grade flooring on hand, but expects to move it out of the dry kiln in order to make room for next season's cut.

Nadeau—Nadeau Bros. are putting in about 3,000,000 feet of timber, partly from their own lands, partly bought from jobbers and farmers near this place. Some of the timber has to be hauled twelve to sixteen miles and with the high price paid for the material and cost of transportation the stock, when banked at the mill, comes high.

Menominee—The timber sawed at the local mills is mostly hardwood, such as basswood, birch, elm and maple, mixed with some hemlock and pine. Considerable tamarack or larch is being cut along the Menominee this winter and as the excellent quality of this timber is well known to builders local lumbermen will experience no difficulty in disposing of the stock. Most of the smaller mills in Menominee county are sawing their winter's cut. About fifteen of these mills in various parts of the county are located away from the railroads. The annual cut of these mills, about 10,000,000 feet, is sold to larger corporations, which operate planing mills with their saw mills, where it is converted into planing mill stuff. Considerable of the cut of the smaller mills is saw cull, over or under size, and the best way to handle it is to run it through the planing mill and convert it into different dimensions.

The Englishman and the Joke.

A nice young Englishman in the company showed Nat Goodwin one of the green trading stamps that an enterprising company gives as a premium to smokers.

"If you save enough of these stamps you get a piano," said the man from the little island.

"H'm," said Mr. Goodwin, "if I saved that many I should want a harp."

"Aw!" said the Englishman, "do you really think you would prefer a harp?"

After twenty minutes' reflection: "Well, I suppose the harp would be more easily carried around."

Careless.

Mrs. Gaddie—My husband's so slipshod. His buttons are forever coming off.

Mrs. Goode (severely)—Perhaps they are not sewed on properly.

Mrs. Gaddie—That's just it. He's awfully careless about his sewing.



J. D. Gowell has opened a grocery store at Shaw. The Judson Grocer Co. furnished the stock.

I. J. Jewell has opened a grocery store at Deckerville. The Worden Grocer Co. furnished the stock.

Chas. W. Todd has opened a grocery store at Reed City. The stock was supplied by the Judson Grocer Co.

John W. Morley has engaged in the grocery business at 1180 South Division street. The stock was furnished by the Judson Grocer Co.

R. Bredeweg has engaged in general trade at Drenth. P. Steketee & Sons furnished the dry goods and the Judson Grocer Co. furnished the groceries.

G. H. Cain has removed his bazaar stock from Mecosta to Lowell and added a line of groceries, which were supplied by the Judson Grocer Co. Mr. Cain will continue his grocery store at Sherman City for the present.

The Produce Market.

Apples—The market is without change on the basis of \$2 per bbl. for cooking stock and \$3@3.25 for eating.

Bananas—\$1.50@2 per bunch. Receipts are good quality. The demand is steady.

Beets—40c per bu.

Butter—Creamery extras are ruling about the same as a year ago and there is a fairly active demand for all grades. Many buyers prefer dairy-made goods and rolls and prints are moving well. Packing stock is easier. Creamery is held at 33c for tubs and 34c for prints; dairy grades command 25@26c for No. 1 and 19c for packing stock.

Cabbage—\$10 per ton.

Carrots—35c per bu.

Celery—35c per bunch for Michigan and 60@75c per bunch for California.

Cocoanuts—\$4.50 per bag of 90.

Cranberries—Late Howes have advanced to \$9 per bbl. The demand is small. Stocks are nearly depleted.

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—There has been a very good consumptive demand, and as storage eggs are about gone, there is more demand for fresh eggs than can be supplied. The future depends absolutely on the weather, and it is therefore impossible to foretell the market even a day ahead. Local handlers are paying 18@19c on track, holding case count at 21c and candled at 22c.

Grapes—Malagas command \$4@

Grape Fruit — Florida commands 4.50 per keg, according to weight.

\$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.

Lettuce—10c per lb. for hot house.

Onions—Red and yellow Globe command 85c per bu. Spanish are in moderate demand at \$1.50 per crate.

Oranges—California Redlands command \$2.75 and Navels fetch \$2.65. Floridas, \$2.75. The demand is good and large quantities are moving daily. It is said that large quantities are still hanging on the trees in Florida, where they will rot unless they are soon picked. They do not seem to be able to compete successfully with the Californias, which are running of unusually fine quality just now and are very cheap.

Parsley—50c per doz. bunches.

Parsnips—75c per bu.

Pineapples—\$4 per crate for all sizes.

Potatoes—The market continues strong and excited. The probability of bad roads in the country and the fact that no one has been carrying any large stocks are factors in the situation. Country buyers are paying 50@60c per bu., but it is difficult to see at this time where the 65c man is going to get a new dollar for the old one.

Poultry—Local dealers pay 10c for live hens and 12c for dressed; 10½c for live spring chickens and 12½c for dressed; 11½c for live ducks and 13c for dressed; 15c for live turkeys and 18c for dressed. It has been some time since values have been on such a steady basis. Poultry of all varieties is in small supply and good stock is wanted on both live and dressed. From now on a smaller quantity of poultry will be killed, as the laying season is near, and all arrivals of good grade will be pretty sure to command good prices.

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; 7@8c for fair to good; 8@8½c for good white kidney from 90 lbs. up.

Quaker Oats Co.'s Big Earnings.

President H. P. Crowell, of the Quaker Oats Co., in his report covering the results from operations for the twelve months ended December 31, 1907, made public during the week, says: "The year 1907 was filled with difficulties, hard problems and obstacles that seemed almost impossible to surmount, from the milling as well as the operating point of view, and yet we can report the volume of business not only as to total sales, but also as to advertised brands, as being larger than those of any previous year, while the balance sheet shows that there has been earned a profit of \$1,365,165.61. This is \$81,776.47 more than was secured in 1906, when the earnings made and the volume of business done were the largest in the history of the company up to that time."

The Grocery Market.

Sugar—The American, Arbuckle and Howell advanced 10 points Monday morning, placing granulated on a 4.80 basis. Federal followed at noon with an advance of 5 points, placing Federal granulated on a 4.70 basis. The market is steady at the advance.

Tea—The market continues steady at unchanged quotations, with the movement mostly in a small way. The medium and lower grades are having the call and are in lightest supply; some say scarce and hard to get.

Coffee—There have been no quotable changes in price during the week. The demand is fair. Java and Mocha coffee are steady and milds are in the same condition. The demand is moderate.

Canned Goods—Corn is unchanged and in light demand. There is some little demand for futures, but not much as yet. Spot prices are unchanged. Peas are quiet and unchanged, being more active for future than for spot. Tomatoes are unchanged as to price. The feeling is easier. Peaches and gallon apples have evinced a little more activity during the past week. Other lines are quiet with no price changes. Until packers announce the 1908 prices there is not likely to be much change in quotations in the canned fruit line. Jobbers report that the conservative buying of late is no different than other years at this season. No one wants to be overstocked at this late date without knowing what the 1908 quotations will be. The firm tendency still continues in canned fish, with holdings generally light. There is no special activity to report and prices are unchanged; but the Lenten and spring demands are expected to stimulate the canned fish business considerably.

Dried Fruits—Apricots are scarce and high and the better grades are getting well cleaned up. Currants are selling well at unchanged prices. Raisins are dull and weak. Apples are about unchanged and in light demand. Citron has declined another half cent and is very dull. Dates and figs are unchanged and quiet. Prunes are still easier, and sales have been made during the week on a 2¼c bag basis, which is ¾c below last quoted price. These sales were from the coast to come forward. The market is quite soggy. Peaches have had a good demand at the declined price, showing that all they needed was to be brought within people's reach.

Rice—Trading is light and values are without noticeable change.

Cheese—The supply is considerably lighter than usual for the season and the demand is about normal. The prevailing price is 10 per cent. above a year ago, and if there is any change it will probably be upward.

Syrups and Molasses—Compound syrup is in fair demand at unchanged prices. Sugar syrup is unchanged and in light demand. Fine grades of molasses are wanted somewhat at firm prices.

Provisions—The supply of all hog products is very liberal. Pure and compound lard are both unchanged and the market is fairly active. The consumptive demand is about normal. Barrel pork and canned meats are steady and unchanged. Dried beef is very scarce and bringing 15 per cent. more than a year ago.

Fish—Cod, hake and haddock are all dull. The market Down East is steady to firm, but not so much so in secondary markets. Salmon is unchanged and quiet. Domestic sardines are unchanged and not particularly strong or active. Imported sardines are firm and scarce. Irish mackerel are even scarcer than they have been, and the supply is not equal to the demand. The price has made no further advances, as it had about reached the limit before. Norways have been in rather better demand during the week, as Irish fish have become scarcer. There has been some business done in shore mackerel at concessions this week. The market is stiffening up, however.

Was Too Sincere.

"Yes, ma'am," said the convict, "I am here jist for tryin' to flatter a rich man."

"The idea!" exclaimed the prison visitor.

"Yes, ma'am; I jist tried to imitate his signature on a check."

W. A. Baldwin & Co., a Boston firm of brokers, recently made a financial plunge which, it is reported, brought them a clear profit of \$126,000 without the investment of a dollar. When the \$50,000,000 worth of New York City bonds were advertised for sale a few weeks since the firm put in bids at 104 for a little over \$4,000,000 worth of them, that price being a fraction of a point higher than the bid made by the Morgan syndicate. With the bid they sent a check on a Boston bank for \$168,000, 2 per cent. of the purchase price, and they now admit that they did not have a dollar in the bank. In due course the Controller of New York sent the check to Boston for collection. In the meantime the bonds were selling in Wall Street for over 107 and the Baldwin brothers had no trouble arranging to take care of the check. Incidentally the bank made them an offer, which they have accepted, which gives them \$126,000 profit on a deal in which they had invested nothing but pluck and a postage stamp. The firm is composed of two brothers who were from Rochester to Boston a few years since, where they have met with fair success in a brokerage business.

"In God we trust" goes back to its place on United States coins by act of Congress, which it is said will be approved by President Roosevelt as soon as it reaches him. Its disappearance from a few gold eagles caused a great commotion, but few of us ever discovered its absence from any eagles found in our pockets.

Every man should act and speak in such a manner that no one will suffer for or through him.



A Canal Street Drug Window Drawing Much Notice.

Judging from the advance windows of spring, '08, styles, for women's frocks the long-time favorite, brown, is still to be used in all kinds of garment goods and wraps and millinery. Then there's a peculiar shade of blue, not exactly a ciel, but what old-fashioned people simply designate as a "pretty blue." A trifle on the order of the gray-blue, it is quite a bit warmer in tone, although, in trying to think where you have seen it before, you are reminded, somehow, of certain tints of blue you have seen in a clear-cut surface of ice—certainly the last place in the world to look for a "warm blue."

Many of the new silks in plaids are exactly what we can remember seeing our mothers in, in our very earliest recollections of them. For all the world, they are like the swatches of silk we often run across in some of their thick leathern books that were so very old when they came to them "by inheritance" that their backs were shabbily dropping to pieces. Those ancient samples that we delight to discover are permeated with the musty smell of the leaves and we fall adreaming as to the owners of the dresses they were like, and we weave little romances around the tender pieces and lay them reverently back in their solemn resting-place.

A parasol made up like a tailored suit of these charming old-plaids is very chic. It needs not a particle of ornamentation other than the somewhat fancy white tips at the ends of the ribs and what comes with the handle; the plainer the better.

Gloves? There are gloves to deplete the pocketbook every time a lady turns around—gloves for every sort of a gown and every sort of an occasion. 'Tis dead easy to "match up" if one only has the wherewithal to "match up" with—"Ah, there's the rub," in this money-mad world of ours! I heard a man say, the other day, he would "sell his soul for money." I scarcely believed it, although he had the look of one meaning every word of what he uttered.

Have you ever noticed this odd coincidence? A merchant—say a shoe dealer—will trim a window with a certain color, with the shoes disposed in a certain arrangement, and go a mile an' a 'alf from there and you may note the same color scheme and the same disposal of the goods.

Up on Monroe street, last night, I saw such an attractive shoe display—all black footwear on a red floor that looked like denim. It was a brilliant cherry red—such a cheerful red that your spirits rose immediately and you inwardly thanked the windowman for placing it there, instead of a steely grey, and moreover

for laying it so neatly along the edges as to gratify your soul for precision as you took in the window's details as you shiveringly awaited the "car that never came."

Another wait for another belated car at the foot of Lyon street caused you to have to pass the time in some fashion and so you crossed the street and took in the minutia of the shoe exhibit on the northeast corner. Here also red was introduced, this in conjunction with white. The floor was tan, a discordant note. Some one had evidently, earlier in the day, reached into the window to extract some special shoe and had left the drapery all disarranged at one corner. That was too bad, for it gave a look of carelessness on the part of the windowman. It might not have been his fault at all, probably was not, but the one who locked up the store for the night should have taken a last peep at the windows to see that anything of that sort did not escape readjustment. Hundreds of pedestrians pass the stores of an evening—thousands would be the nearer estimate—and very many of these stop to gaze at goods displayed, and where drapery is awry are apt to comment on the unkemptness detrimentally. It takes but a moment's time to remedy a fault like this and this small duty of taking a parting look at the windows should be delegated to some one around the store if the trimmer is not habitually there at closing time.

This is, apparently, an unimportant matter and yet for the reputation of an establishment it is not too tiny an one to be attended to.

I often wonder why places that deal in "denny" goods do not push their sale more extensively than they do by fixing up dens in their show windows where these are large enough to admit such furnishings.

My attention was recently called to the matter in a forcible way in a store whose immense windows could be splendidly devoted to this purpose. They are wide, they are long. There is room in plenty to arrange a snugger that should send every boy and every girl with leanings towards "fixing up my room like a den, don't-you-know," up the elevator instantaneously to "get ideas," and when the "denny" bee gets to buzzing in their bunnit there is no end to the amount of stuff that may be sold the wearer of said bunnit.

I may say, in passing, that I myself have the "denny" fever as bad as one could have it and still live, and whenever I am where such "stuff" is sold I can't get away from the desire to at least handle it and wonder if I have a place for it in my "stuffy" quarters.

In bounded a husky high school football feller, swinging down the aisle with great strides that betokened he could get over a deal of ground in a given time.

"Say! you got any more new stuff for dens since I was in here last—I'm doing off a corner of m' room den fashion, you know, and I want some more duds?"

Then he rattled on about the size and shape of the room where he was doing off one corner with "den duds."

"The room is 15 feet wide and 22 long—reg'lar whale of a room—and I want a lot of things to make it look cozy. I got some of these sateen cushion covers—you remember, don't you?—and first thing I knew my ma'd gone and made 'em up into pillows. Thought I missed some of 'em for a while. Now wasn't that fine of her? Do I want something for a stand cover? M' table's marble top—white marble. Should I have a cloth cover over it or leave it the way it is? I really don't know much about these things."

Fauncy (as the English say) a marble topped stand—and white at that—as part of a den's furniture!

Now what did that young woman clerk do? Did she let that young student down gently by some such remark as:

"Well, some people use marble topped stands in dens, but I'll show you some elegant covers for just this purpose. You know you want to get away from all the wood and other cold appearing things in a den as far as possible. The idea, you know, is to have everything look close and warm and, above all, comfy—cozy. Everything that's wood or stone or has shining surfaces must be strictly given the go-by. Now, just look at these covers. Aren't they great—and so cheap, too! 'How much?' Well, this one is only 50 cents. Here's one that's better woven and will keep its color longer. That's a dollar. See the mesh and get on to the design?"

Slang? Well, yes; but what's the use to be prim an' proper in dealing with a boy who talks nothing but slang? Better by far to fall right in with him and pick up the shreds of your dignity when he's left the shop with a lot of your "denny duds" under his arm and his good cash lying snugly in your till.

"What did that young woman do and say?"

She just stood there for a perceptible space and looked at that football feller with a world of scorn in her cold buttermilk-blue eyes, while he, poor child, wilted under their withering gaze.

"No, you want nothing of the sort. Don't you know that a marble topped table—and white, that's simply fierce!—of all the things under the sun is what you shouldn't have in a den? Why, you're crazy to have such an idea for a moment in your cranium. Marble topped table! Huh! Here's your cover—right here. You take that. And never again talk about marble in a den!"

Oh, yes, her advice was sound, her ideas were all to the good, but what a way of selling things. I think I never saw quite so little tact used in dealing with a customer.

The boy's face slowly flushed until there wasn't even a fringe of white at the roots of his football mop. The boundless enthusiasm with which he had burst in on the scene was slowly oozing under the merci-

less criticism of this young woman who needed a good ducking in the millpond had there been one handy. And I'd just like to have been one to assist at the immersion. Such sort of clerks are not clerks. They don't know the A B C of clerkdom. They need to go to a commercial kindergarten and learn the very rudiments of the business.

That boy bought only the cover for his poor incongruous table, and probably waited until another day, when he would feel more in the mood, to continue his "denny" purchases, and it's dollars to doughnuts that that cler—person behind that particular counter will never see the color of his gold again.

Too bad.

We hear a great deal, and see a great deal in the windows, just at the now, about Hardanger embroidery. There is a kind of cloth, that bears this exact name, which comes adapted to these stitches. Sometimes bands of it are embroidered with the Hardanger stitches for decorations on shirt waists, sometimes the entire waist is made of the cloth and the embroidery is put right in the waist. The work can be done in either cotton or silk, which comes on purpose for this sort of work, which is said to be not difficult, only requiring care. The patterns are easily followed from illustrations and, with the many different shades of the cotton or silk, may be made a very effective trimming. Hand work is considered so desirable in everything, and here is an outlet for pent-up energy. There are also a mercerized cheviot and a linen etamine to which this embroidery may be applied. Entire shirt waist gowns are fashioned of colored etamine, done in silk of a darker shade, or the suit may be of white worked with a color or colors, or bands of white embroidered with colors may be made up very nicely. Handsome dresses can be gotten up now, ready for the summer's campaign, and there will be no mistake, for the Hardanger is going to be immensely popular the coming warm season. Various stitches are employed—the Kloster, drawn work stitches, saw-tooth, etc. Either bands or quantities of medallions may be employed as preferred. Verily, the woman who, having fingers, knows how to use them with the needle has a vast advantage over her who, having digits provided at birth, has never cultivated them along the line of needlework.

Before closing I must mention a Canal street window—one of the six small windows in the West drug store:

The window dresser has used the simplest kind of materials and yet any trimmer who would see it would exclaim:

"Why didn't I think of that before?"

The whole window from floor to ceiling is filled with molasses kisses done up in twisted oiled paper. The floor is thickly covered with the same. A tripod of common bare

sticks, presumably from some old apple tree, supports a shallow kettle filled with the toothsome bonbons, while a quart cup stands on the floor near a pile of other sticks laid towards the center in the shape of a cone, being about 18 inches long. From the open top of these, by means of a concealed electric fan (which also keeps astirring the hundreds of threads holding the twisted kisses), narrow strips of flame-colored tissue paper keep up a lively fluttering. A red electric bulb—also out of sight—in their midst helps to keep up the delusion of flames licking the kettle of kisses. There is a large placard arresting flying footsteps:

Old-Fashioned
Molasses
Kisses
10c
a
Quart

People in the hill district, riding by in the cars and getting off at Lyon street, if their car is not in sight, scurry back two-thirds of a block to get a glimpse at "that funny fire."

Buy 'em?

Why, of course.

First Annual Banquet of Traverse City Council.

Traverse City, Feb. 22—Traverse City Council, No. 361, United Commercial Travelers, celebrated its first birthday anniversary last evening and the success and pleasure of the affair showed that the local council is one of the liveliest in the State, if not in the country. The banquet was not only full of pleasure, but was an inspiration for the members, such an inspiration that the Grand Council will undoubtedly meet in this city in 1909 despite the efforts of Bay City to cause it to do otherwise. And if the Grand Council does come, with Council No. 361 for a host, it will be entertained the best in its history.

Previous to the banquet, which was served in the dining room of Forsters hall, dancing was indulged in and also after the banquet, Horst's four-piece orchestra furnishing the music, which was much enjoyed. A musical programme was also given during the banquet.

There were about sixty members of the local Council and their ladies present and these were seated at three long tables, the head table being occupied by the toastmaster, W. E. Bennett, and wife; W. E. Smith, Senior Counselor; Fred Richter, Secretary and Treasurer, and wife, and the Entertainment Committee, Ray Thacker and Ed. Wheaton, with their wives.

When the last course had been enjoyed, Senior Counselor Smith introduced the toastmaster, saying that there was a brother present whom he had known for a number of years and supposed that he was up on all questions of etiquette, but when he observed him putting sugar and cream in his consomme and drinking it as coffee, Mr. Smith changed his mind. "Ever since I have known him," continued the speaker, "he has

made his living by talking. First he was busy teaching young America; then he took up life insurance and now he is selling musical instruments and has machines to help him." He then presented Mr. Bennett for the consideration of the assembly.

Mr. Bennett, who made an ideal toastmaster, began by alleging that Mr. Smith was paid for advertising the talking machine department of the toastmaster's firm. Mr. Bennett stated that he was very much surprised to find that every traveling man whom he had approached was unable to talk and this gave him the opinion that the goods sold themselves. With a neat little story he then introduced Fred Richter, who spoke on "Facts and Figures on What the U. C. T. Is."

Mr. Richter didn't devote much attention to the toastmaster, but what little he did say counted. It was the first time in his life that Mr. Richter had ever addressed a public gathering, but he went at it like a veteran and when he had it out of his system he alleged that he was much relieved.

The United Commercial Travelers has been organized twenty years. It is founded on unity, it is an exponent of charity and counsels temperance. There are twenty-five Grand Councils and 410 subordinate councils and every state in the Union is represented except Nevada, New Mexico and Wyoming, the total membership being 61,000, every man a commercial traveler. There were 9,000 members added last year and last year Traverse City Council No. 361 started with twenty-two members. To-day there are fifty-two members with nine more applications on file.

Traverse City has one of the best Councils in the country. Its membership is active and all the members know each other and pull together.

Mr. Bennett introduced the next speaker, W. D. Inslee, who sells tanks, with an Irish story. Mr. Inslee pleaded guilty to selling tanks and told of Brother Thacker recommending a certain hotel to him and he had retired at his usual time, 8 or 8:30, but had to get up again because it was too lively. He then devoted his time to writing a series of poetical gems, which he recited in an effective manner.

"One of the most strenuous parts of our initiation is the moral test," said the toastmaster. "And every one of us has stood that with more or less staunchness." With a few like references and a reference also to the fact that the next speaker had been a purchaser once and the old keenness of the purchaser still stood with him, Mr. Bennett introduced A. F. Cameron.

"Many a salesman forgets the relative position of the purchaser and the salesman. If we make friends with the purchasers, we of course do more business, but we have to stand in this position, not only as representatives of our house, but as agents of the purchasers," said Mr. Cameron and explained that he had prepared

no speech for the reason that he had been tied up all the week along the Ann Arbor.

The toastmaster then paid a tribute to the wives of the traveling salesmen who have implicit faith in their husbands, who don't ask them if they have had a good week for they know they have had. He then called upon Ray Thacker to respond to that toast.

Mr. Thacker explained that he felt duly honored in being called upon for so responsible a toast and that he considered only two men in the house capable of handling the subject as it should be handled—Mr. Graham and Mr. Cressey.

Mr. Thacker alleged that the toastmaster first became known to fame through selling fire insurance, then as more people died than houses burned up, he took up life insurance. Now he had reformed and was trying to live a better life, so he was selling musical instruments.

After some humorous remarks concerning the boys and their wives and their thoughts while on their trips and when they came home without any money and without any orders, the speaker paid the U. C. T. ladies a compliment by stating that Jack Wood, when he was at the Lincoln Club banquet, thought the ladies were homely, but could he have been present last evening he would have been of the opinion that the handsomest gathering of ladies in Michigan was present.

This concluded the programme and the toastmaster thanked the members and their ladies for the support given the committee in charge of the affair, stating that it was the first banquet the local Council had undertaken alone. A year ago there was an organization banquet, but outsiders had aided in that. The committees had been a little skeptical as to the success of the first affair, but were fully satisfied now. The expenses and receipts very nearly balanced, there being a little left for the flower fund.

Merchant Who Believes in Primitive Christianity.

Evansville, Ind., Feb. 25—So-called Christian ministers are not, in our opinion, doing the will of the Master. There are no real Christian ministers. Before any one can be a Christian minister he must go and do just what Jesus did.

There is a great deal of difference between the duties of a Christian minister and the duties of the multitude.

The only way for a Christian minister to show any confidence whatever in his calling as a minister is to refuse to have any other income than Jesus had. The ministers try to comfort themselves with the fact that Jesus sometimes talked to a rich man. Therefore they are justified in living on princely salaries and continuing their genteel professions.

We are looking for just one so-called Christian minister who will be willing to take up his cross and follow Jesus.

We want men who will go to the poor, the sick and stay with them,

live with them and eat with them and help them to understand God's laws. Who will come? Answer through this journal.

Remember, Jesus worked among the multitude and told them that they could do just as he did if they would follow Him. Now ask yourselves what one must do to follow Jesus.

If you wish to know read the gospel according to Matthew and make it a study. Read it over and over again and take Jesus for your guide. Try to forget all you have been taught about Jesus and just take the gospel as it reads. If you will do this and practice according to it you will find life growing happier every day. Never mind what other people say about Jesus; read for yourself what He said. He did not come to bind new burdens upon the people, but to show them how to bear their old burdens, show them how to get rid of needless burdens. He called a few people about him to assist him in this work. To these few people He gave specific instructions not intended for the multitude. He did not intend that the multitude should give up all they had and follow Him. It was just the few who were to do the teaching, and they were not to depend on anyone for help. They were taught to depend on God for everything. Where is there one so-called Christian minister who is depending on God for everything he needs and is not asking the multitude to help him?

Now, if you want to be a Christian minister, remember you will have to follow Jesus just like His disciples did.

You will have to learn how to live by and through God's changeless laws. We do not mean by laws the Old Testament canon nor the New Testament canon. We mean the rational laws upon which society rests, the laws of the universe, the laws that govern all social relations, and all other laws, physical, mental and spiritual, upon which the evolution of society depends. Man did not make these laws. Man can not unmake them. Man can not break nor prevent them. He can destroy himself by standing in the way of them.

Edward Miller.

Not Consistent.

"An expert has figured that in a hundred years the coal deposits of the world will be exhausted," observed Mrs. Gunson, laying aside the newspaper.

"You can't make the coal dealers believe that," remarked Mr. Gunson. "A hundred years isn't a short weight."

Some people are born to be made rich by others.

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Published Weekly by
TRADESMAN COMPANY
Grand Rapids, Mich.

E. A. Stowe, President.
Henry Idema, Vice-President.
O. L. Schutz, Secretary.
W. N. Fuller, Treasurer.

Subscription Price.

Two dollars per year, payable in advance.
Five dollars for three years, payable in advance.

Canadian subscriptions, \$3.04 per year, payable in advance.

No subscription accepted unless accompanied by a signed order and the price of the first year's subscription.

Without specific instructions to the contrary all subscriptions are continued according to order. Orders to discontinue must be accompanied by payment to date.

Sample copies, 5 cents each.
Extra copies of current issues, 5 cents;
of issues a month or more old, 10 cents;
of issues a year or more old, \$1.

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

O. L. Schutz, Advertising Manager.

Wednesday, February 26, 1908

THE LAW OF LABOR.

There are no longer any common people in the United States. Our social system, growing out of our free institutions and our Government in which the people control, is fast creating two social classes, the wealthy and those who are not so. Formerly we had an aristocracy of blood, of family and of culture, but that was an evolution from the conditions of legalized rank and social precedence brought over from the European countries in which the American people originated.

But under our free institutions and popular Government, with the abolition of all hereditary privileges and rapid rotation in office, and with the innumerable opportunities for the acquirement of wealth and the great numbers of large private fortunes, it became obvious that there remained in our social system no basis for social distinctions save the possession of large material riches. In due course of evolution the American aristocracy has come to be one of money, there being nothing else on which to base it, and although under the law as to civil rights any one man is as good as any other, in point of social distinctions, only one wealthy person is as good as another wealthy person, the ability to spend money and make a display of material riches being the criterion upon which one's claims to enter the Golden Circle are decided.

Probably the most unhappy people are those who, while possessing considerable property, and having managed to get into the favored class, are yet for lack of the great wealth required unable to keep up to the highest mark of prodigality, and are thereby driven to ruin themselves in the effort to keep the pace or to confess their shortcomings and submit to the humiliation of always being on the "ragged edge." Probably this state of things is the cause of the desperate speculation which is the chief characteristic of financial operations in the leading stock markets of this country, when so many men are seeking to increase their wealth

so that they may keep their place in the ranks of the moneyed aristocracy, or are hoping by climbing from below to join it.

Our American aristocracy has been formally recognized and accepted in European countries where social rank is created and maintained by law and is a real entity. It so happens that many of the heirs to ancient titles of European nobility, through the profligacy of their ancestors, have little or nothing left except the mere patents or warrants declaring their rank, and they find a profitable business in exchanging their titles for the dowries of our American millionaire heiresses. Thus it is that many of the fair daughters of American fathers who accumulated great pecuniary wealth in trade and speculation have become baronesses, countesses, duchesses and even princesses by such alliances, and thus our American aristocracy of wealth has received due recognition abroad.

The American people should be well satisfied under such conditions because every individual in our country has the right and more or less opportunity to join the Gilded Circle, since openings for industry, thrift and economy directed by zeal and intelligence are to be found everywhere, and every able-bodied individual who is not at least comfortably off financially has only to lay the blame to his own shortcomings and failure to make the most of his opportunities.

Unfortunately there are too many of our people who rebel against the divine and original law of labor. It is a combination of the exertions of human muscle and human brain that has created all the wealth, all the science, all the art, all the progress and all the prosperity and a great part of the happiness that exist in this world. The duty to work was laid on the very first members of our race, and it has never been withdrawn. But, nevertheless, there are those who absolutely refuse to work, and are determined to live and enjoy themselves entirely at the expense of others. These are the robbers, the burglars, the sneak thieves, the walking delegates and others of the most degraded sort, constituting a large society of their own. They all know each other by signs and tokens, although there is an aristocracy of thieves, but they are entitled only to be classed together, because they all unite in violating and defying the divine law of honest labor.

Theorists have presented many ingenious pleas to show that these open enemies of honest industry are not as bad as they seem, but there is no excuse for the men who refuse to perform any useful service and, not possessing the means of living honestly without work, find some way of living on the toil of others. They are all equally robbers living on plunder reft from those who toil. These are the anarchists, the revolutionists who seek to overturn all public law and social order that they may more easily despoil honest toilers of the fruit of their labors.

The great body of the people who

obey the law of toil and live by it are the security and safeguard of our social system. As long as they shall make up the great majority of the American people, there will be no social revolution.

WHY SHOULD HE RETIRE?

There is much spoken and written nowadays about the matter of retiring from active business because of age, and it is not to be credited to any Dr. Osler theory either. For example, E. H. Harriman was 60 years old on Tuesday and the papers were filled with declarations that Mr. Harriman had reconsidered his determination of a year ago to retire from actual business with the coming of his 60th birthday. There is no affidavit on record that the gentleman ever agreed with himself to do any such unnecessary thing as to let go of things. Moreover, his record, his physical condition, his temperament and his environment all give the lie to any such claim.

It is not uncommon for men who have, as manufacturers or merchants or in some one of the professions, accumulated fortunes of one or two hundred thousand dollars to retire from active business. When they are satisfied and confident that they will never come to want, they go in for a little recreation, rest and freedom from responsibilities, but the multi-millionaires who have, in one way or another, piled up ten, twenty or thirty millions of assets do not seem to have acquired the habit of retiring. And why should they? Andrew Carnegie and John D. Rockefeller are not yet out of active business because they have their resources so well in hand and the mechanics of handling those resources are in such perfect working order that it makes but little difference where those gentlemen are or what they are doing.

And so it is with Mr. Harriman. His recent victory over Mr. Fish did not, in all probability, cost the railway emperor one second of anxiety or a single day of effort. The worry, work and wear all fell upon paid proxies of the very highest order. Of course, Mr. Harriman's name has been the most prominently noticed in the newspapers, but his expenditure of mental and physical effort has been merely nominal. And so it is nothing strange that he should decline to retire from active business merely because he is 60 years young. With all the geography, philosophy, science and up-to-date ethics of high finance at his fingertips and with hundreds of the very best and most able financiers, counselors and executives at his command, Mr. Harriman has only to mention the results which must be forthcoming and then await developments. It is a wondrous game, but with the multi-millionaires the playing of that game does not require the cutting out of private yachts and ocean voyages, automobile tours, grand opera, fishing, shooting and lounging seasons; and the insomnia caused by late hours, early rising, twelve course dinners and the like, is not persistent.

MISTAKEN ENTERPRISE.

By governmental authority there are formally created organizations in every city and county in the State, the purpose of which is to care for citizens who from any cause whatever are dependent upon others for food, fuel, shelter and such other care as may be necessary. In addition to these methods of rendering assistance there is no city or village in the State without one or more semi-private organizations having for their purpose the extension of aid to such persons as are in need of help. And in Michigan, as all through the country, the recognized abuses of these philanthropic resources are very largely checked by co-operative effort on the part of these organizations.

For these reasons it is entirely unnecessary for any person or newspaper to utter a frenzied appeal to the wide, wide world for help. The thing to do is to report known facts to county or city officials, to the Secretary of this or that private association and to follow up this showing persistently, rationally and without passion, until the deserved relief has been afforded.

It is folly for any newspaper to give publicity to any general indefinite review illustrated by one or two or half a dozen isolated instances of poverty and suffering in its own town. It is a black eye for the village or town in which the paper is published and an individual injury to the persons or institutions upon whom the paper depends for its own support.

For example, if there are startling conditions among the poorer classes in Grand Rapids as to lack of employment, these conditions are reported to the Charity Organization Society. This body, representing all the philanthropic associations in the city, makes a careful investigation and, ascertaining the facts, reports those facts to all the different organizations belonging to it and suggests to each one the part it had better take in relieving the distress. In this way the County Poor Commissioners are protected against imposition, the city's Directors of the Poor are able to bestow immediate and ample aid and the independent charities organizations are able not only to discriminate in their efforts but to direct them in such a way that they render the best assistance to the municipal authorities.

The gist of all successful efforts of a benevolent character is to ascertain actual facts and bestow such need as may be deserved in a quiet, unostentatious and effectual way; and the too common practice of the daily press of parading alleged facts in a sensational fashion not only works injury to the communities thus advertised, but it complicates, weakens and sometimes destroys the really genuine efforts to bestow assistance.

Do not yield to misfortunes, but resist them with increasing firmness.

The worn out religion is the one that is never used.

THE BONNY SCOTCHMAN.

The Clerk Who Did Not Stay in Jail.

Written for the Tradesman.

"What's on your mind, Mr. Tanner?" queried the grocer as the old schoolmaster, who sat by the stove in a thoughtful mood, lifted his gray head and sighed deeply.

"I have been harking back a bit, Larry," answered the ancient wielder of birch and rule. "You know, I visited a friend in Chicago last month, and I met a man there whom I had not seen in thirty years. Time makes changes. I did not recognize in the senior member of the firm of McDowell & Lord slim Boney McDowell, the happy-go-lucky chap who clerked for old Kildare way back in—let me see—yes, in the sixties. Why, blame my heart, it's nearer forty than thirty years ago. Store keeping in those days wasn't what it is now, Mr. Woods."

"No, I imagine not. There's a vast improvement, of course."

"Well, no, I don't see as there has been so very much improvement. Of all things merchandising hasn't gained as much as anything else. At any rate that is the way it seems to me. I imagine the profits were greater then, and it didn't require so much hustle and advertising to sell goods. Fact is, advertising did not pay; there were only about so many people to deal with and every country store had its share. They were a good many miles apart and the settlers generally patronized the nearest one."

"Did I ever tell you, Mr. Woods, about old Kildare and his methods?"

"I don't call to mind that you ever did, Tom."

"The last time I saw Boney McDowell until this fall was when he was behind old Kildare's counter in 1867. He was a handsome young fellow then, as slim as a girl, with a soft little mustache and an innocent blue eye. There was Scotch blood in him and he was as canny a chap as one would wish to see. The portly senior member of the firm of McDowell & Lord, of Chicago, doesn't resemble that boy a little bit."

"Your backwoods clerk has prospered then, Tom?"

"Yes indeed—rich as Julius Caesar now, they tell me. And to think that he was once under a cloud and came near being everlastingly ruined."

"Do you mind telling the story, Tom?"

Grocer Larry Woods smiled when he said this, for if Tom Tanner delighted in anything more than another it was giving his reminiscences of the old days on the Manistee and Muskegon.

"Old Andrew Kildare was a stirring lumberman; he did a lot of business, and made a pile of money for others—very seldom any for himself. He was what you would call a hustler these days. He had one fault, however, that handicapped him in the long run—he hadn't an honest hair in his head."

"A bad handicap, I am sure."

"It proved so in his case anyhow."

Kildare ran a general store in connection with his lumbering business. Some of his men got their pay out of this store as they went along. The ones who did not were left out in the cold, since old Andy never was known to pay an honest debt. The men of family were really the best off, since they managed to take up their wages in eatables if nothing else.

Boney clerked behind the pine counter for thirty a month and his board. He boarded with the lumberman's family and shone round one of the old man's daughters, beaming her to backwoods shindigs, sleighing parties and the like. Boney told me in private that he flattered the daughter, who was as homely as a stump fence, in the hope of winning out on his salary. It failed to work, however.

Boney was a queer jack, as genial as a basket of peaches. You never saw him frustrated. Really, he was the best natured chap I ever met. Everybody liked Kildare's handsome clerk. He could have had his pick of any girl on the whole course of the river. He was the best dressed chap at all the doings, and there was good and sufficient reason for this: Kildare's store was stocked with a lot of ready made men's suits and before every party Boney had his pick from these, usually appearing in something brand new on each separate occasion.

"It was some time before the public caught on. There was no little wonderment over the fine goods the young chap sported. I was the first to catch Boney toggling up out of the stock. He owned the corn to me, and requested me not to mention it. Of course I said nothing. In fact, anything that hit old Kildare was nuts for the young folks."

"I don't know that the logger ever knew how his clerk was going on. Boney was smooth. He never wore a suit but once, returning each one after an evening out, neatly folded and seemingly none the worse for wear. All things have an end, however, as did the jolly good luck of my friend, Boney McDowell. There came a day of settlement. There was a miscue somewhere one day and the old man discharged his fascinating clerk."

"Boney took matters coolly, presented his time and asked for his pay. Of course he didn't get it; in fact, old Kildare abused him like a pick-pocket and ordered him off the premises. The discharged clerk went, but he must have kept up a devil of a thinking."

"I'll get my pay, don't you worry," said Boney to me when taking his departure. "I understand that it is a known fact that old Andy never pays his workmen. Now, he can't come that over me." And the young fellow was right—he got his pay in a somewhat questionable manner, as the sequel proved. A fortnight after his discharge the store was entered at night and a grist of valuable goods stolen—a thousand dollars' worth, Kildare declared, although nobody believed him. I thought of Boney at

once and of his threat to get even. I felt sorry for the boy. Nobody pitied old Kildare, yet when he offered a hundred dollars for the thief and named his late clerk as the man, there were a plenty ready to run the fellow in. Andy placed the money in the sheriff's hands and awaited results.

"They weren't long in coming either."

"Boney McDowell was captured in a Southern Michigan town and brought back to his old stamping ground. It hurt some of us to see natty Boney in our burg once more, manacled and handcuffed like a murderer. Kildare enjoyed his late clerk's plight immensely. Think you Boney lowered his crest? Not much. He carried his head up and smiled at his old friends as of old."

"He denied his guilt and intimated that it was a job put up by his old employer to humiliate him. No lock had been broken. A board had been simply pried from a closed upper window of the old house in which the store was located, and through this the thief had made his way and down a stairs to the store room below. A ladder had been used in the simple undertaking."

"It may have been as poor Boney said, but I couldn't help thinking about what he told me as to getting even with old Kildare. It looked dark enough for the canny Scotch lad and he had the sympathy of the whole community. The boy was thrown into jail to await examination."

"I think Boney was in the old log jail at the county seat only a day or two when one morning the lock was found to have been tampered with and the bonny prisoner was missing. Did the lad receive aid from the outside? I don't pretend to know, only that no one in our country ever saw Boney again—at any rate he never came back to face a trial. What was strange about it, too, old Andy Kildare never made a second move to capture the lad."

"Because he did not satisfied many that Boney McDowell had told the truth when he said the old man had put up a job on him. As for myself, I don't know. I lost track of Boney completely, as I was telling you, and didn't set eyes on him for more'n forty years, and d'ye know I never would have believed that portly old Chicago merchant was my old-time friend of the backwoods store if he hadn't told me things that were known only to him and to me."

"Boney has prospered; he's a fine residence on the North Side, has his automobile and picks his company. He scores right up in the paint with the best of them. No, he isn't a bit stuck up; received me with all the cordiality of a true friend. I'm proud of the way Boney laid it over the rest of us. He deserved all he got, although that black doubt will always hang with me."

"Did you say anything to him about it, about that burglary of the long ago?" queried the grocer, who had been deeply interested in the schoolmaster's tale of the past.

"Say anything to him about that! Well, I guess not."

"As to Kildare?"

"Oh, he went clear on down; was cleaning spittoons in a bar-room before he died. He finally wound up in the county house, where he died a few years ago. Strange how things happen, isn't it?" and the schoolmaster chuckled.

Old Timer.

Lansing After Three More Factories.

Lansing, Feb. 25—In addition to its industrial development this city is taking on some very decided metropolitan airs in a civic way. The completion of the Michigan Power Co.'s big dam, which is now developing 2,500 horsepower for manufacturers, has made a magnificent water course for several miles up Grand River and a handsome graveled drive along the river edge and through the woods, three miles in length, was completed last fall. The Common Council and Business Men's Association now have in contemplation a plan for beautifying the river front below the dam and through the main part of the city that gives promise of early fruition. The plan includes the building of a large convention hall on what is now an unsightly spot in the central part of the city. A retaining wall four blocks long is contemplated, which will be banked with a handsome park.

It is generally conceded that this city's factories felt the late financial flurry the least of any city's in the country. The banks took good care of manufacturers with the result that few closed down entirely, and all are now running full blast with a larger force than ever. Skilled labor is in demand and several of the larger concerns are running night shifts. The Olds Motor Works Co. has about 800 men at work. They are compelled to work a night shift to fill demand orders.

The Reo Motor Car Co. closed down for only two days holiday week to make necessary repairs, and the demand for this company's product is larger than ever. The company will build 5,000 machines this year and will be sold out by May 1.

Lansing factories probably turn out more gas and gasoline engines than any city in the country and every one of the fourteen concerns is working full time with a full force. The foundries and accessory plants are nearly all working overtime, and the Atlas Drop Forge Co. and the Michigan Screw Co. are working night shifts to keep up with orders.

The Business Men's Association is now dealing with three large outside factory buildings and the building season will be an usually active one. Besides the public and semi-public work contemplated, fully 500 houses will be required this year to take care of the increased population. Nearly 600 new houses were built last year.

Losing the temper takes the edge off any argument.

No one ever gained force by putting on frills.

COLONIAL DAYS.

Fancy Work Peculiar To That Period.*

Out of the multitude of things made by human hands there are few that are really good enough to stand through the changes of fashion and always continue to satisfy the taste of the truly cultivated. Most things, when the new is worn off, become hopelessly shabby and commonplace and are only fit for the dustheap.

They are bad art and so jade the soul of those that have to live with them that they would almost resort to suicide to be rid of the sight of them. When a woman finds herself deadly tired of something she has had around her for some time she may be quite sure that there is something bad about it. Time and familiarity is the test of a good thing, be it in art, literature or music, the same as it is the test of friendship.

Two women who have been lifelong friends were in the habit of spending a few weeks of each year alone together in a lonely house. One day one of them said to the other: "Do you know, I believe I can stand you to live with better than any one else I know." I think this was a splendid compliment, although it was said in such a qualified manner. It is not necessary to quote the old saw about "Familiarity, etc."

Some of the old colonial furniture was so good that it is being copied extensively in modern pieces. The old bureaux and high-boys, davenports and brasses were fine in line and proportion. They were substantial and plain, two features that went a long way toward putting the staying qualities in the colonial furniture, from an artistic standpoint. When we think that the colonial high-boys are just as good to-day as they were when George Washington rummaged in them for his shirts and jeans, and will be just as good when Gabriel toots his horn, it sets us to thinking that we ought to be careful what we buy.

I will admit that time throws an atmosphere of romance and charm around old things and makes us cherish some things that otherwise would be but rubbish; but it is not that that makes us draw a long breath of delight when we see some of the fine old embroideries, tapestries and laces. No, it is the quality of good art that makes them ravishingly beautiful for all time. We feel the same in regard to architecture. There are a few of the new houses that will never cease to be good, but soon most of them will be tolerated only because they cost money and in an appallingly short time they will impress us as but extremely commonplace.

To me the old Avery house on Jefferson avenue is the most satisfying of any in the city. It is beautiful from every side, and then, too, it impresses one as being a comfy home as well. Sometimes we laugh at the old-fashioned things our ancestors made, but they are no worse than

many things that we do right now.

When one thinks of the awful epidemic of colored embroidery that has swept our land for the last ten years, and how little of it was anything but absolutely criminal, from an artistic standpoint, we are thankful to the craftspeople who have diverted the tide into a new channel; a wholesome diversion it is, too, for a while at least, for to my mind severely conventional and geometrical designs can never be so bad as the terrible monstrosities that are meant to be copies of Nature but are not.

Have you thought how we all like the odd little geometrical and highly conventional figures on the Indian and Oriental articles? I believe that it is largely because they do not go farther than to just suggest a some-

music it is different. We can wear our fingers to the bone practicing it and it ever becomes more beautiful. The close harmonies and minor chords keep the mind roving in the world of poetry. We can never exhaust it, because we can never penetrate it. The human mind loves mystery.

My paper is to deal, in a general way, with the fancy work done by the ladies of colonial days and with that form of hand work, the sampler, in particular.

I am going to open my talk on fancy work by quoting an epitaph taken from the tomb of an English woman who died in 1537:

"She wrought all Needle Works that women exercise
Pictures Artificiall,
With Pin, Frame or Stoole, all



Mrs. C. D. Crittenden

thing to the mind. Personally, even in the good pictures, I do not care so much for the highly realistic ones as I do for those that hint at some poetic phase of Nature and turn the mind loose to revel in a wealth of ideas supplied by one's own imagination. - We all know how tedious is the story that is too minutely told. How we delight in the mere hint that allows our perception to dart ahead and supply the rest; and when our mind has done this how it bores us to have it all gone over again by the teller. I am inclined to think there is an element in music which is akin to this over-suggesting in stories and pictures. One exhausts the whole thing, in popular music, almost at once, because everything is told for us; but in good classical

Curious Knots or Traits that fancy could devise,
Beasts, Birds or Flowers even as things naturall."

Of course, we all know how many new fads there are, in our day, in what we term fancy work. It has been so, to some extent, for centuries. A century ago the ladies made feather flowers with which to decorate the hair and millinery. They painted on glass. They cut paper pictures. They made netted work for different purposes. Their netted fringes were especially handsome and decorative. They made beautiful netted and beaded purses, bead bags, chains, etc. They modeled wax profiles and pin-trays and pretty wax flowers. They made patchwork quilts and home-woven spreads and

their fancy open work knitting was a great art.

They made handsome lace work and embroidery of different sorts, among which would be included the sampler. Nowhere in the books I have been reading on these subjects do I find any mention of the hand-painted bedspreads, valances and bed-curtains; but my mother says that her mother always used them. She says a woman was hired to do them by all the families in the neighborhood. The artist stretched the cloth on quilting bars and painted bright flowers thereon. Mother thinks they were probably stenciled on with oil colors.

It will be interesting, in this connection, to quote from some of the literature still remaining which bears upon the subject of woman's hand work in "ye olden times." The following from the pen of John Taylor, the so-called Water Poet, written in the year 1640, is somewhat interesting, although it means but little to us of the now:

"For Tent-worke, Rais'd-worke, Laid-worke, Frost-worke, Net-worke, Most curious Purles, or rare Italian Cut-worke, Fine Ferne Stitch, Finney Stitch, New Stitch and Chain Stitch, Brave Brede Stitch, Fisher Stitch, Irish Stitch and Queen Stitch, The Spanish Stitch, Rosemary Stitch and Mouse Stitch, The Smarting Whip Stitch, Back Stitch and the Cross Stitch—All these are good, and these we must allow, And these are everywhere in practice now."

Again I quote from the advertisement of a young ladies' boarding school kept in Philadelphia, before the Revolution, by Mrs. Sarah Wilson. It reads as follows:

"Young ladies may be educated in a genteel manner, and pains taken to teach them in regard to their behavior, on reasonable terms. They may be taught all sorts of fine needle work, viz., working on catgut or flowering muslin, satin stitch, quince stitch, cross stitch, open work, tambour, embroidering curtains or chairs, writing and ciphering, likewise wax work in all its several branches, never as yet particularly taught here, also how to take profiles in wax, to make wax flowers and fruit and pin-baskets.

In an old book, printed in 1821, is a set of rules as given for the teaching of needle work. Probably this had been the method for a century:

"1st. To turn a hem on a piece of waste paper."

Then the various stitches were given in the following order:

"To hem, to sew and fell a seam, to draw threads and hemstitch, to gather and sew on gathers, to make buttonholes, to sew on buttons, to do herringbone stitch, to darn, to mark, to tuck, to whip and to sew on a frill."

It is interesting to note that nearly all old customs are revived, even if not exactly, in some form, as I am going to show: The stenciling I have just mentioned is very popular just now among the craftsmen, and it is taught in the public schools, as I noticed, with interest, in the ex-

*Paper read by Mrs. C. D. Crittenden before Daughters of American Revolution.

hibition of children's work at the Fair. In colonial days the calicoes were hand printed with wooden stamps or blocks, that were on the same principle as our modern rubber stamps for printing dates, etc. This custom of decorating with wooden block-stamps is also revived, and like stenciling, this is also taught in our public schools.

I wish, before taking up the sampler, to make brief mention of each of the sorts of fancy work I have named: First, the feather flowers for headdresses. Bright feathers were glued, sewed or wired to a firm shape or foundation that imitated some flower, bud or leaf. Wreaths for the head or bonnet were made in this way. This custom was revived when I was a child, but probably in a different form. We used them to frame or to put in vases instead. I have two little cards with me, made by the Mexicans, showing how they glue tiny feathers on a card in the shape of birds. The legs and the beak and the branch on which they are perched are painted in water color. You all remember the seed and hair wreaths of twenty-five years ago, framed in deep shadow boxes? No doubt there are many extant.

Painting on glass was at one time all the rage, especially in England, and many quaint specimens still survive. Simpering beauties, fruits, flowers and coats-of-arms were favorite subjects on glass. I have brought with me a picture on glass, of a later age, but I fancy perhaps it may in some way resemble some of the older examples.

Cut paper work was an interesting feature of women's hand work a century or so ago. We are all familiar with the silhouettes, or profiles, cut from black paper and mounted on white. These were made in the following manner: A sheet of white paper was hung on the wall. A person stood near it and a candle was held so as to cast a sharp shadow of the person's face on the paper. This was traced around and afterward reduced in size by means of a little mechanical device. Cut paper work was not confined to profiles, however. Very elaborate scenes were cut from black paper. Of course, no attempt at perspective or light and shade was made, but they were most intricate—leaves, branches and fruit on the trees, grass, flowers, shrubs, besides houses, bridges, carriages, animals, people, etc., all cut with quite remarkable skill.

The wax profiles were of George Washington and other celebrities and, of course, were of a very perishable nature.

Our foremothers did exquisite embroidery. They must have had excellent eyesight to do such exceedingly fine stitches or else they did not fear the consequences of using it on such close work.

The christening cap and skirt worn by Governor Thomas Johnson, of Maryland, were decorated with the coat-of-arms of both his father's and mother's family and the name of Anne Johnson and Anne Lux and the sentence, "God Bless the Babe."

This work was done in the most delicate of stitches. In contrast to this I would mention some sofa pillows that I saw in a home a short time ago. One bore the inscription, "Sweet as a Breath of Violets." Another pillow was decorated with playing cards, pipes, etc., and I believe the inscription was something about "A Bachelor's Dream."

Young girls, in colonial days, did the family coat-of-arms in beautiful embroidery and they used exquisite materials—satin backgrounds, gold bullion and colored silks. The laws of the herald were strictly regarded in taking the stitches, in these coats-of-arms. In the azure parts the stitches were horizontal, in red parts they were vertical, in purple diagonal. After the Nation became a Republic of course the interest in coats-of-arms waned—although there are a few people now who would like to dig up something of the sort to use on their carriage doors and flash on their more plebeian neighbors.

Lace work was not a common accomplishment among young ladies of a hundred years ago and was practiced almost exclusively by the rich. They had to pay 5 a stitch to learn. It was made on a pillow with bobbins and was similar to the old Swiss hand made laces. There was a kind of lace made, however, that was more common. It was called tambour work. The pattern was marked on a paper, then woven net was tacked firmly over this and the pattern was darned into the net in different stitches. (Examples on exhibition.) My mother says that when she was young the motifs from worn laces and embroideries were applied on to the background, and this was called tambour work, also.

An interesting—and to us amusing—fad of colonial days was the embroidering of funeral pieces. Funeral pieces were deemed a very appropriate and dignified mark of respect to some deceased relative. After these funeral pieces mourning pieces came into vogue. These bore figures of funeral urns, monuments, weeping willows and sometimes a bowed figure. After the death of Washington these mourned his name and deplored our loss and expressed respect and affection for our Nation's hero. There were great numbers of framed prints of these designs. The table china was also decorated with these subjects, and as other heroes passed away their names were also honored in this way. There were teacups decorated with pictures of Washington's tomb. These were called Washington's tomb teacups. Sometimes funeral pieces were embroidered before the death of the honored person and an empty space was left yawning, like an open grave, to receive some member who might die and occupy it. If we are inclined to smile at these customs let us think of the comparatively late practice of framing a coffin plate surrounded by a wreath of wax flowers.

Religious subjects were also embroidered. A favorite one was the Tree of Life—a conventional tree,

bearing a few apples, on which were inscribed the names of different virtues, such as honor, modesty, justice, silence, etc. The sparse harvest of these emblematic fruits would seem to indicate a belief that people were rather shy of virtues in those days; but evidently they were optimistic and hoped for improvement, as a white-robed angel watered the roots of the tree with a realistic watering-pot. The Devil, who seems to have been an even more industrious fellow in those days than now, stood clothed in his habit of honest black under the branches of the tree. He was encumbered with a very heavy pitchfork and a tail of gigantic proportions and was evidently waiting to get in a lick when the angel went to replenish the watering-pot.

The most universal and best preserved pieces of embroideries done by our foremothers were the samplers. These were originally known as sam-cloths, saumplers and samplers. These names were all derived by apheresis from the terms esampler and exampleir. The sampler served two purposes: that of teaching a young girl the alphabet and a number of embroidery stitches. Samplers varied in arrangement somewhat, but on them usually were to be found the alphabet in two sizes of letters and the numerals, the name of the maker and the date; also some crude representation of impossible birds, flowers, trees, people, etc., and often a verse indicative of good morals or industry or a sentence from the Bible.

Samplers are mentioned in the verses of Shakespeare, Milton, Sidney and Herrick. The oldest samplers were long and narrow in shape. The later ones were more nearly square. They were embroidered on linen canvas in silk or worsted thread. In the oldest samplers no attempt was made to represent objects in their natural color—a green horse, a blue tree, etc. The figures were made in flat tint with no attempt at light and shade or perspective, but when there was a desire to show the difference in distance of different parts of an object it was done by making the parts different in color, as, for example, the back legs of the green horse might be shown in red. This was the method used in some of the very antique embroideries, for instance, the Bayeux tapestries. Several different stitches were used in making the various figures. The cross stitch was one of the most useful ones.

The verses on samplers had their seasons of popularity, and one verse was often used by a whole family. Verses were eagerly sought and copied for young friends and were sometimes entitled, "Natural Composure," or were original compositions, as we would now express it. A copy of two or three of these verses will suffice to show their general character:

"When I was young and in my prime
You see how well I spent my time,
And by my sampler you can see
What care my parents took of me."
Another verse reads:

"Mary Jackson is my name,
America my Nation,
Boston is my dwelling place
And Christ is my salvation."

Ruth Gray, of Salem, embroidered this on her sampler:

"Next unto God, dear parents,
I address myself to you in humble
thankfulness
For all your care and charge on me
bestowed,
The means of learning unto me al-
lowed.
Go on, I pray, and let me still per-
sue
Such golden arts as the vulgar never
knew!"

When I picture the dear little colonial maid sitting demurely and working nice verses about her parents I can not help but think what a farce it would have been had a bad freckled saucy little tomboy like me been made to sit still and do nice things on canvas! There would probably have been anything but eulogies in my heart for my parents.

In colonial days women embroidered mottoes and texts on articles of clothing; also elaborate vines, flowers and scrolls were worked with colored crewels or silks on petticoats, on the edges of gowns, aprons, etc. Sometimes these patterns were on silk garments, but often on linen. Perhaps the designs would be painted, instead of embroidered, and the results were often very handsome.

When I was asked to take this paper I wondered what in the world I could say about the subject; but I have written a very long article and haven't by any means exhausted the topic.

Lime Coating of Nutmegs.

The supposition that nutmegs are covered with a coating of lime to destroy the germinating power of the seed, is untenable, as this is accomplished by drying alone. It can, therefore, be done only as a protection against insects. To determine if the lime affords an effective protection against these, Tschirch (Schweiz. Wochens.) made parallel experiments with coated and uncoated nutmegs. Thirteen were dipped in dilute acetic acid to dissolve calcium carbonate, washed in water and dried. These and an equal number of coated ones were placed in separate receptacles, and to each were added 50 specimens of *Sitotroga panicea*, a beetle very common in drug stores, in its various stages of development. In six months it was found that all of the lime-free nutmegs had been attacked and the bottom of the vessel was covered by a thick layer of powder. Of the coated ones only a single one had been attacked, only one hole being visible at a spot relatively free from lime. There can be no doubt, therefore, that the coating of calcium carbonate protects the nuts from this insect, at least, although the protection is not absolute. A microscopical examination showed that the action of the lime is not that of a poison, but is purely mechanical. It kills the insects by closing up and covering with a crust of lime all of their organs, so that every function must cease. (Sudd. Ap. Ztg.)

CUT OVER LANDS.

One of the Greatest Problems Which Confront Michigan.*

The State's holdings of cut-over land have been acquired by reason of the failure of the owners of the original title to pay taxes. It did not voluntarily take on itself the solution of the problems involved in their ownership. Its title was forced upon it; and it has been demonstrated, by the experience of a long period of years, that this responsibility of ownership is one which it can not avoid. Michigan's problem concerning these lands is not primarily whether it is advantageous for the State to go into the business of forest raising for the money profit there may be in it. The problem brings in forestry only incidentally, and only so far as it may offer a partial solution of a great difficulty which the State has been confronted with for many years, and which it can not avoid meeting and solving. The underlying question for the State of Michigan is, How can we make the cut over lands useful and an increasing benefit to the public welfare instead of an increasing burden of evil as they deteriorate into deserts and become permanent wastes?

In the regions once covered chiefly with pine forests the land is generally light and much of it poor. Some of it is tillable, some of it probably very good for agricultural purposes. A good deal of it, however, is not. I will not undertake to say what proportion is of the one kind or of the other. I believe no one can speak with conclusive authority on this subject. The history of this land is, roughly, this: The original pine having been removed fire has devastated the land and sometimes has devastated it many times, destroying not only all trees, but all young growth and seeds, so that nature is made powerless to reforest. Sometimes, however, something is left—young growth or seed trees; and the possibility is there of natural reforestation. Here is where the perverse policy of the State has come in. Instead of seeking to preserve what would enable nature to reforest, the State has followed the opposite course. It has been eager to crowd these lands upon purchasers, many of whom have, unfortunately, been as eager to get them for a mere song in order to strip them of what little scattering growth may be upon them so as to convert it into money. The operation, of course, if it does not bring fire as its immediate accompaniment upon the land, at least leaves the inflammable topplings and cuttings scattered about, converting the land into the condition which invites fire and furnishes its readiest means of spreading. Another fire leaves the land bare, and probably kills not only all the young growth, but all the seed that may be scattered on the ground. What are the condition and prospect of the land then? Nothing is left with which nature can work to re-

forest the land. The young growth, the forest cover, the seeds, the seed-bearing trees, are all gone. The prospect of that land is the very abomination of desolation spoken of in the Scriptures. It is the present land policy of the State which is leading us directly to this result.

The central thought of any comprehensive plan for the solution of the problem of the cut over lands should not be land sales, nor forestry, nor settlement, but how to rescue and utilize most profitably the great areas within the State composed of these cut over lands. The State has two great natural resources that its present policy threatens to waste or destroy. Such has a distinct value and a distinct capacity for usefulness. These natural resources are (1) the land itself and (2) the capacity to reforest naturally without artificial aid. If the timber skinner is allowed to make way with the seed trees, every acre on which fire follows, as it will within the next dozen years, will be divested permanently of the capacity of natural reforestation; and as seed trees on one forty may mean the capacity to reforest not only this forty but its eight adjoining like parcels, the extent of the area affected by the loss is evident. Moreover it means a distinct injury even to the agricultural land fitted to become farms; and to all the large acreage that is non-agricultural, and that in wisdom should be again turned into forest, it means the difference between the cost of natural and of artificial reforestation. That means not only the first cost of planting, but compound interest thereon for a goodly term of years.

It is true probably that much of nature's unaided work will not be as quickly done as if the same area were artificially planted, and that nature working thus will re-stock the land with trees and forests less valuable than pine and the more desirable hard woods; but the cost of planting artificially will be saved, and the product, whatever the character of the timber produced, will be of substantial value in time to come, when all timber and wood values must of necessity be higher than they are now, and when much forest growth will have a market demand that never has been considered merchantable. And in all the ways that forestry aids agriculture or contributes to the public benefit, in the betterment of water supply and regulation of stream flow, the forest cover that will result from nature's unaided work will be as valuable as though the trees in the forests were all of the most desirable kinds for timber. The capacity of nature to reforest, therefore, is an asset of enormous possible future value. Can you afford to ignore or throw away this great natural resource? Is it policy to raise a little money for present uses by selling the natural resources of the State? Should we not hold its natural resources and raise such money as is needed by taxation?

Before we can consider any plan for State action we must first get a general idea of what the State

holdings are, the quantity of land, its distribution in the various counties of the State and the location of the State holdings with respect to each other.

In November, 1907, the State's total holdings of tax lands amounted to 1,112,000 acres, divided almost equally between the State tax lands in the Auditor General's department and the tax homestead lands in the Land Office. These lands are widely scattered, some of them being located in every county of the State except eight or ten; in some counties there is but a fraction of an acre; in many counties less than 500 acres; in many others from 500 to 1,500 acres. The bulk of these lands are situated in counties north of a line running across the State a little north of the city of Saginaw. Above this line there are counties, both in the Lower and Upper Peninsulas, in which the State holdings are so small that they should be disregarded in the plan for State action which I shall present to you to-day. There are fourteen counties in the Lower Peninsula and seven in the Upper Peninsula which had 20,000 acres or more. Eliminating counties containing less than 10,000 acres each, we have twenty counties north of the Straits and eight counties south of the Straits. In these twenty-eight counties the percentage of delinquent State tax lands—the ratio of tax lands owned by the State to the total area of the county—is greatest.

County	Acres owned by State	Ratio total of county
Oscoda	98,000	27
Montmorency ..	69,000	21
Alcona	66,000	18
Crawford	63,000	18
Iosco	54,000	16
Roscommon ..	53,000	16
Alpena	52,000	14
Kalkaska	43,000	12
Ogemaw	39,000	11
Otsego	30,000	8
Gladwin	27,000	5
Presque Isle ..	22,000	5
Cheboygan ...	22,000	4
Gd. Traverse ..	20,000	5
Missaukee	18,000	5
Clare	15,000	4
Arenac	15,000	6
Osceola	12,000	3
Midland	11,000	3
Manistee	10,000	3
Total in Lower Peninsula	739,000	
Chippewa	60,000	6
Luce	47,000	8
Schoolcraft ...	34,000	4
Marquette	30,000	2
Delta	30,000	4
Iron	22,000	5
Baraga	21,000	4
Alger	17,000	3
Total in Upper Peninsula ..	261,000	

Grand total 1,000,000
Deduct for sales that will be made prior to 1909 and for excess in department estimates of acreage 250,000

Balance available about 750,000
There are, I think, three general purposes for which it is possible to

make advantageous use of the State cut over lands, and nearly all of these lands will be found available or useful for one or the other of these three purposes. These purposes are settlement, forestry and stream protection and control. But I wish to make it plain and emphatic that it is not my purpose to suggest, and I do not advocate, a plan which involves action by the State looking to the conversion into permanent forests of all its holdings of State delinquent tax lands. There are several reasons why any such policy should not be adopted, chief of which are that it would bring with it strenuous and irremovable opposition upon the part of the settlers and residents in the counties in which the cut over lands are chiefly located; second, it would involve an expenditure on the part of the State in excess of any amount which could conservatively be recommended. Any satisfactory plan for a comprehensive policy on the part of the State must steer clear of these two obstacles, both of which are natural, proper and legitimate grounds of opposition.

There is nothing more vital, in my opinion, to the success of the forestry movement in this State, and to the success of any plan to rescue and utilize its cut over lands, than to remove all legitimate objection coming from the settler and resident of the counties chiefly concerned. If such objection is not removed any plan proposed will be wrecked by opposition centered in the northerly portion of the State. If, on the other hand, the plan proposed shall not call for action within lines involving only a reasonable and conservative annual expenditure of money, that plan will be wrecked in the southern part of the State. Consequently, any plan that is practical must confine State action in the direction of reforestation by artificial means to such areas and to such gradual adoption, from time to time through a long period of years, as will involve only a conservative annual expenditure; and any plan, to be practical, must further involve, and be grounded upon, the idea that permanent State forests shall be confined—as far as possible and consistent with the formation of reserves sufficiently compact to admit of adequate fire patrol and sufficient in area for economic administration—to such of the State's holdings as are the less desirable and fitted for tillage and agricultural purposes; and that such of the remaining holdings as are really suitable for agriculture shall be available to settlement at all times upon the most liberal terms consistent with the protection, both of the settler himself and of the State in its effort to work out the ultimate salvation of the districts in which the cut over lands chiefly lie.

The figures I have quoted show that the State's land holdings are scattered over enormous areas. A map on a sufficiently large scale to show their distribution is being prepared, but is not yet available. When completed it will show that a large portion of these State lands con-

*Report by Chas. B. Blair, Executive Agent Commission of Inquiry (into public lands and reforestation) at Round-Up Institute at Lansing.

sist of isolated parcels. Only now and then are districts found in which these parcels are located together or near each other in such way as to make it possible to form out of them a forest reserve of sufficient extent and compactness for economical administration. The first step toward a general plan for State action, practical in administration, should be to define districts which may be called fire districts. All of the State's action, at least for many years, toward reforestation by planting or other artificial means should be confined to the lands owned by it within such districts, where adequate fire protection is possible within reasonable annual expenditure. The land owned by the State within these districts I would call Forest Reserves. In this way the expenditure required, both for fire patrol and for reforestation, would be limited to distinctly defined reserves, the extent and location of which would be determined by the location of the State's holdings of land with respect to each other, and by the financial end of the problem. It should be provided that such land within these fire districts as the State shall hereafter acquire for taxes shall become State forest land and be added to the Forest Reserves, but it should also be provided that the State Forest Reserves in a county shall in no case exceed a reasonable percentage of the total area of the county, say 15 per cent. This limitation, combined with the force of the figures I have already quoted, will convince any one whose objection is grounded in honesty that the policy recommended for State action can in no event lead to the utilization as permanent forest land of a greater area within any county than is reasonable, proper and advantageous alike for the settler and for the State at large. For these figures show that there are only two counties in the State in which the State owns delinquent tax lands in excess of 20 per cent. of the total area of the county; two counties in which it owns 18 per cent.; three counties in which it owns 16 per cent., and in all the rest it owns less than 15 per cent. There are only twelve counties in the Lower Peninsula and two in the Upper in which the State owns over 5 per cent. of the total area of the county.

I think a knowledge of these figures should be widely circulated, as that knowledge will contribute very largely to the correction of error and the quieting of apprehension existing in the minds of some who have, for one reason or another, taken a stand hostile to any and every effort that has been made to remedy the evils of the problem which we are discussing to-day.

This plan will also allay the fear that many people have that reforestation, through planting or other artificial means—which they regard as a new thing and untried experiment—will involve the State in a large undertaking whose financial requirements exceed its means. Understand distinctly the plan suggested is intended to confine all expenditure for

artificial reforestation to definitely defined forest reserves located within fire districts, whose area is, in turn, limited to what can be adequately protected from fire by fair annual expenditure. Understand, also, that the settlers' right is carefully guarded by restriction as to the total amount of forest land within each county, as well as by the fact that the State holdings all told do not reach a percentage of the total area of any county which even in a settled agricultural country could be justly regarded as an excess of forest land. Moreover, the plan does not contemplate that all of the forest holdings shall be at once replanted or reseeded artificially. It is my belief that action should be taken only from year to year, based upon careful expert examination according to specifications and working plans for specially defined tracts. Wherever there is a prospect that nature will do something herself unaided, wait and let her do it; for she works for nothing. From time to time the Legislature should determine upon the recommendation of the Forestry Commission submitting plans and proposals how much money to spend for reforestation.

This covers the general features of a policy for the acquirement by the State of permanent State Forest Reserves, but it leaves the most difficult parts of the problem unsolved. Within the fire districts suggested but a small part of the area of any county will be included. Outside of those fire districts are vast stretches of cut over lands, and among them is an enormous number of acres owned by the State. What I have already suggested makes provision for rescuing and utilizing only what is within the limited and comparatively small area of the proposed fire districts. Is the State to abandon all the rest of these vast regions and let fire and the timber skinner destroy the capacity to reforest naturally and reduce great areas to waste? This feature of the problem is, I believe, the main one.

Conceding that we can not, within conservative limits of expenditure, provide for as efficient a system of fire protection for all the vast areas outside the fire districts as we can reasonably provide for the protection of State Forest Reserves located entirely within those fire districts, nevertheless the State can do much without involving itself in undue or excessive expenditure. Almost the entire State of Maine is protected, and very adequately, upon an expenditure that did not exceed \$10,000 in any of the four years from 1905 to 1906 inclusive, and which amount is found to be adequate there in ordinary years, although not in excessively dry years. A similar system of protection has been found satisfactory and effective over all the northern part of Wisconsin. Under that system satisfactory protection has been given to as vast regions through which is scattered nearly 300,000 acres of State land, to say nothing of the privately owned land which is benefited. Measures of fire

protection similar to those in these States and in Minnesota, through local fire wardens appointed by the Forestry Commission wherever such wardens are deemed necessary, will furnish tolerably efficient protection to vast areas, without undue expenditure of money. Thereby nature can be sufficiently protected to enable her to do what she is able to do herself in the way of reforestation. If we put in money for artificial reforestation we must go farther and furnish fire patrol in dangerous times and give protection at all times, but we can take larger chances where nature is doing the whole work for nothing. A moderate annual expenditure will give sufficient protection from fire to enable nature to reforest such parts of the cut over lands as have good trees or young growth, provided only the timber skinner be kept from destroying them. The State can not afford to throw away nature's effort in this direction. Its own holdings of land in these regions are vast, and like land owned by individuals in the same regions is found in still greater areas. These areas are entitled to a reasonable measure of fire protection, and if it is given nature will reforest on a large scale.

The fate and the future of all the great area of the State outside of what I have called fire districts depends, in my judgment, upon a satisfactory solution of the problem of settlement. All of the land in these districts that is fitted for and worthy of homemaking should be devoted to this purpose, but drastic measures must be adopted that will effectually keep out the timber skinner at the same time that the real settler is let in. By the timber skinner I mean the pretended settler who squats temporarily for his nefarious purpose upon what, in the common speech of the whole region, has come to be known as a "rubber forty," an anchorage in the neighborhood of some mill, which furnishes a market for everything in the shape of timber or wood products that has acquired a merchantable value. Here he locates in a crude shanty, built to be abandoned, and from it he reaches out in every direction to skin off everything which grows which is convertible into money, whether it be found upon land owned by the State or by individuals who are not watchful of their interests. It is this man who is surely divesting nature of all power and capacity to reclothe and rehabilitate the waste cut over lands of the North. His destructive work supplements the devastation of fire and both work together to a common end—desolation. Unless these two foes be kept within limits nature can do nothing, and the State, in my judgment, had better abandon the whole problem. It is doubtful whether fire or the unwise land policy of promiscuous selling of these lands is the greater foe to the true interest of the State. The evil done by each is facilitated and made the more complete by the destructive work of the other.

Under the present land policy there

is another great evil: Through the homestead law, as well as through the law which offers these lands for sale for a mere song, many people have been enticed into attempting to make homes on land which is unfit for the purpose. These people are poor and not above the average probably in knowledge of, and skill in, agriculture, and so lack both the means and the ability to create home and family supporting farms out of poor and unfitted lands. Capital and skill can often do this, of course, but these people are without either. The result is failure—a disaster to the man who makes the attempt and anything but profitable to the neighborhood in which he settles or to the State at large. I speak here of the honest bona fide but misguided settler, not the pretended settler, the timber skinner, the man of the "rubber forty." Very instructive and convincing are the figures showing the operation of the present land laws. Few public questions, I imagine, are susceptible of such direct and conclusive proof by official figures as that official examination as to whether lands are good agricultural lands can not be relied upon to keep poor men from undertaking settlement upon utterly worthless lands; nor to keep out the man whose real design is not settlement, but the opportunity to skin off timber from all the unguarded land within reach of his temporary anchorage.

The homestead law went into actual effect in 1896 and up to Dec. 21, 1907, under it 370,000 acres were entered as homesteads. Of this amount about 90,000 acres are still held in process of working out results, and in about 280,000 acres the results have been worked out. Of these 280,000 acres 126,000 acres were abandoned and reverted to the State for non-compliance with the law prior to the time when the settler could become entitled to a deed—45 per cent. of absolute and acknowledged failures! In 55 per cent. the settler persevered to a point of getting his deed, and this 55 per cent. includes all of the dubious successes as well as all the real and certain successes in homemaking. It includes, in other words, not only those who have made an unqualified success, but those who have managed to hang on by tooth and nail. Now all of this 45 per cent. does not represent failures of an honest attempt to make a home, for it includes the abandonments by the timber skinner of the "rubber forty." In some sections of the State this is, doubtless, the greater portion of the failures, but in others the failures are more largely those of honest men who made an honest effort to make a home for themselves on cheap lands not worthy of the attempt. Evidences of such failures are legion. Any candid person may see them in hosts who travel much through some of those Northern counties. I am going to present you just one bit of testimony, an extract from a letter written by Mr. Mershon, of Saginaw. Last fall he went upon a hunting trip in Clare county. He was not looking for abandoned homes, nor in

the pursuit of official business. He was looking for fun; and the sights he saw and described in this letter were forced on his attention by their very number:

I spent five days around Harrison and I saw abandoned farms in great numbers. I will bet I saw 100 farm houses boarded up and desolate, and in some of them were the cook stoves, rocking chairs and a lot of other stuff left behind, for they evidently had no money to cart it away. A whole lot of life's tragedy is written on the Michigan sand barrens. New settlers are going in right along to try the same old experiment of threshing a living out of the sand and nothingness, and will meet with the same result.

A complete reversal of the land policy of the State is imperative. The State must put an end to the promiscuous disposing of these tax lands. It must do this both in order to get rid of the timber skinner and to keep the honest settler off unfitted lands. It must be remembered that these State lands are the siftings merely. They are the lands in each locality which have not been thought worth paying taxes upon for a long period of years. These lands can not be deeded to the State by the Auditor General as tax homestead lands unless they have been delinquent at least five years; and, whenever examination of the State lands in any county is made it is invariably found that almost the entire list in that county has been delinquent for this period. This delinquency, therefore, is not an accident or temporary, but is habitual. It demonstrates with reasonable accuracy that this tax land is of the poorest in the particular township or county where it is situated. Moreover, there has been another sifting process in the course of years. Many parcels have been picked up for settlement or to hold either upon sale or by homesteaders. It is perfectly certain that any attempt to work these off promiscuously or by wholesale will result, as it has resulted in the past, in a tremendous percentage of mournful failures and in the continuance of the destructive practice of stripping the earth of all that remains to make it possible for nature to reclothe and rehabilitate these lands.

The two essential objects of any law designed to procure permanent settlement upon these State lands should be (1) to allow the settler to attempt homemaking only on land that is worthy, and (2) to effectually exclude the timber skinner. It is a matter of comparatively small moment whether the State gets a large price, a small price, or no price at all. It can well afford to give them away to the man who will make a home upon them or establish a private timber reserve, but it can not afford either to give them or to sell them to the man who seeks them only to strip them of the seed trees and forest cover. This involves a complete reversal of the land policy that has been followed. The attitude of the State must be not one of eagerness to push off these lands to any one who will take them for any price or for nothing, but it should

sell only such of them as are good and suitable for agriculture and it should sell these only to the man who honestly intends to make a home. No measure so well calculated to reach these ends has been suggested as to impose by law a minimum price per acre for the land, large enough to make it unprofitable for the timber skinner to come in under the cover of the law, but small enough to enable the real settler to get good land for a reasonable price. Such a measure would have the additional advantage of largely excluding the middlemen, the speculators in Chicago, Detroit and elsewhere who have sold at from \$8 to \$15 an acre—lands for which they paid the State 50 cents to \$1.25 an acre. Many such sales have been made and they prove what we all know, that anywhere in Michigan land that is really good for agriculture is worth several times the paltry sum for which the State has been wholesaling its holdings. Place a minimum price of \$5 an acre upon the land, and add to it the value of all merchantable timber and saleable wood products and provide that no land shall be sold except such as upon investigation shall be found reasonably good agricultural land, and I believe this problem will be solved, at least in its general features. I do not put much faith in the official examination as to soil characteristics. As I have already said, that has already been tried and found wanting and the experience of Michigan in this respect is the same as experience elsewhere. Official examination as to the agricultural character of land is a most deluding check. The measure of real efficiency is the fixing of a minimum price, plus the value of the merchantable timber and wood products. It is against the true interest of the State and of the localities concerned to induce settlers to go upon any State land which is not worth \$5 an acre for farming purposes. Settlement should be directed rather to the better land which has not fallen to the State under the sifting process I have spoken of.

Hence the land not worthy of settlement which the State owns in these great areas of cut over land outside of what I have called fire districts should not be sold to settlers; for to invite poor men upon them means disaster to them and involves great injury, both to the State at large and to the county, townships and localities concerned. Nor should it be sold to be skinned of the good trees and forest cover, for the reasons I have already stated, because that involves the ultimate and speedy ruin of large areas in the State and the destruction of a natural resource of great value—the capacity of nature to reforest.

In order to aid in the solution of the fire problem by creating a local sentiment more favorable than has ever existed toward forestry and fire protection in these regions, I believe that these non-agricultural lands should be opened to entry as private timber reserves by any settler who comes in or by any settler or

resident who is already in the township. For this purpose such of the lands only should be made available as have upon them some growth which, if protected and preserved, may eventually produce a new forest growth. It may be that this forest, as I have said, will not be of the most valuable class of merchantable timber, but it will have a very substantial value in the course of a few years. Such private timber reserves should be taken up under contract with the State providing that the seed trees and timber shall not be cut for a term of years long enough to give them a chance to scatter the seed necessary for reforestation. If at the end of say twenty or twenty-five years the settler has kept the terms of his contract, the payment of any purchase price should be dispensed with. Meanwhile, or a part of the time at least, and for a liberal term of years, I would give these private timber reserves exemption from taxation except a moderate annual acreage fee the same as the State shall pay on its State Forest Reserves, by providing that a certificate of the Forestry Commission of due performance of all the terms of the holder's contract should be received as a receipt in full for taxes. Of course this exemption should not apply in case fire destroys the private timber reserve or in case of any violation of the contract going to its essence.

Similar provisions might well be made for the creation of private homestead timber reserves upon any land taken up under this plan or heretofore homesteaded or purchased from the State and actually occupied as a farm, limiting the amount to, say, 25 per cent. of its area and to such portions thereof as on examination are found to be in condition to reforest naturally without artificial aid. In furtherance of this plan the Forestry Commission should be authorized to supply at cost, so far as within its ability, any nursery stock required for planting and to give any aid or supervision possible within the limits of its available means. A limitation might, if desired, limit the total area of private timber reserves and of State forest reserves so that both together should never exceed, say, 20 per cent. of the total area of any county.

I shall not attempt to present you with a fully constructed plan upon this part of the subject, as it would lead too much into detail, but you will readily see the central thought, which is to secure, as widely distributed as possible through this cut over land, country resident owners of small timber reserves. Every such holder would be a protection against fire and other depredation. No more effective device for the betterment of fire conditions, or making more surely for the preservation of forest property, has ever been suggested to my knowledge. It would do much to aid the State in solving the fire problem, and it would undermine and very soon obliterate that widespread notion that a young natural growth upon these cut over lands is a thing

without value. If it accomplished only that the State would be getting big money for all the land it might give away for private timber reserves.

Such a plan and policy should include the payment by the State of a fixed sum per acre each year in lieu of taxes upon its State Forest Reserves, half of which should be used for the expenses of fire protection for the regions outside of the fire districts and half of which should go to the townships with the provision that a part of it should be used only for the improvement and building of roads and bridges, and the remainder for local purposes generally.

Fair and just consideration should be given, also, to the question of compensation to the counties and towns which have an interest in the lands that would be taken for State Forest Reserves. Under the present law they have a joint interest with the State in the proceeds of land sales in proportion to the amount of local to State taxes charged against these lands. On the other hand, they will get the direct benefit of the State's aid in the matter of fire protection, and will receive with certainty whatever the State pays in lieu of taxes to the townships.

An equitable adjustment is easily attainable if these questions are approached in a spirit of fairness; and such an adjustment should, with the provisions suggested for limiting the area of reserves, etc., remove all objections from the people of these Northern counties except the timber skinner and the land speculator, whose only wish is to continue present conditions, on which they are waxing fat at the expense of the public interests. Their opposition we must expect to have always against any plan whose purpose is only the general good.

New Bank At Frankenmuth.

Frankenmuth, Feb. 25—E. Burt Jenney & Co. is the style of a co-partnership formed for a bankers' and brokers' business at this place. The co-partners are E. Burt Jenney and C. R. Jenney, of Sheridan, and the new institution will be known as the Bank of Frankenmuth.

Care

killed a cat. Lack of human intelligence caused its demise.

Men and women can avoid a like fate if they

"Use the Bell"

IT
PAYS

CALL
MAIN
330



The Men Who Sell Things.

A salesman possessing all the qualities of the ideal of which we read, but which no man hath seen on sea or land, would indeed be a wonder. It would be useless waste to store so much talent under one hat. The real trade-getters, the men who find buyers for the world's output, are just clever, cheerful, optimistic, hustling fellows, who knew human nature, who possess a pretty large fund of human sympathy and like the game. Successful drummers and insurance solicitors laugh at our jokes, praise our cigars, admire our office stationery and compliment our sagacity. They defer to our opinions, and sympathize with our afflictions in so delicate a way as to cause us to "pass them up" as the real thing.

Never belittle a man's troubles if you want his trade; just help him to forget them. Sympathy breeds sympathy, and cheerfulness is infectious. Cheerful men are optimistic, and optimism is the spirit of commercial progress. What's the use of telling a man that his troubles are imaginary, or, at most, "only half bad?" To him they are real enough. Admit that they are bad, and then turn the luminous side of the medallion of your own optimistic personality, and let him gaze on that. It will get him away from himself. Men who sell things have to deal with all sorts of people, pessimists and people who are sore on the world generally included.

To weep with those who weep, that they in turn will laugh with you and buy your goods, is all right it not carried too far. In humoring the moods of a prospective customer, don't lose your own faith in men and conditions. Don't essay the role of the Melancholy Dane, nor wear a face that would discourage a funeral procession and discount a professional undertaker at his best. Dispense cheerfulness and radiate the sunshine of robust optimism is the idea.

No course in a school of scientific salesmanship is complete that does not embrace "how to laugh, be cheerful and become fat, healthy and happy." The clear, ringing, well modulated ha! ha! of the healthy, cheerful salesman is electrifying and imparts the courage of faith and the optimism of hope.—Insurance Press.

The "Tired Razor" Fiction.

A correspondent sends us a clipping from a daily newspaper concerning the behavior of razors that have been constantly in use for some time, and asks us how much truth there is in the story. The item is a very old one, that has been going the rounds of the press unchallenged for many years, and contains about as much truth as items of newspaper science usually do—very little. It states, in brief, that when a razor is examined under a microscope, its edge is seen to consist of minute teeth, like those of a saw; that when a razor is used continuously for any length of time these teeth all lie one way, and then the razor refuses to cut and becomes what the barbers term "tired." On laying it away for awhile the teeth

return to a natural position, and the "rested" razor again cuts as well as ever. The fact of the matter is that a good razor blade, when examined even with a one-fifth inch objective with a one-inch eye-piece, giving a magnifying power, roughly, of 500 diameters, shows only a very slight serration, or rather undulation, along the edge. The size of these undulations depends upon the quality of the steel and the fineness of grain of the hone upon which the razor has been sharpened. With a first-class razor, sharpened upon a fine hone, these undulations are not over 1-4500 parts of an inch in height by actual measurement with a micrometer, and their base, or longitudinal measurement, is about 1-1200 inch. The use of the strop rounds these off, and after a razor has been applied to the strop many times the true cutting edge becomes so rounded that it will no longer take hold of the beard in a proper manner. Nothing then remains to do but to give the blade a good honing. No amount of rest will restore the conical edge to its proper wedge-shape again. A first-class razor, frequently honed and applied to the strop but sparingly, will never get "tired." The thinner the blade the more sparingly should the strop be used. This is the personal experience of a man who has shaved himself with religious regularity every day for 40 years. Where a razor is made of poor, or insufficiently tempered steel, or when even a good razor is sharpened on a poor hone, the undulations of the edge may become true serrations, causing the "wire-edge" so well-known to all men who shave themselves. The strop properly manipulated, or drawing the edge of the razor over the thumb nail, will to a certain extent correct this condition, but such razors hold their edge but a short time. The microscope, by the way, furnishes the best means of testing a new razor. Place the blade upon the stage of the instrument and examine by direct light against a dark ground. In a good razor the edge will not appear serrated, in the usual sense of the word, but undulated, the undulations being, as stated, about 1-4500 inch in height. A half-inch objective is quite strong enough to use, although a one-fifth may be used.

Perspective on Your Business.

Ever notice that the straight front view of a very handsome building makes a pretty tame looking picture? No perspective; that's the reason. Most photographers will climb a telegraph pole to get a corner view, or to work in a little of the beauty of the surrounding landscape. How about your business; sticking so close to it that you see only the flat front; one side? Resolve to get a little perspective on it this year. Go fishing—go most anywhere. When you come back you'll wonder how it is that you have permitted some things to exist so long.—Iron Age.

An Englishman and an Irishman met one day, and the former, wishing to have some fun with Pat, asked him

if he was good at measurement. "I am that," said Pat. "Then could you tell how many shirts I could get out of a yard?" asked the Englishman. "Well," said Pat, "that depends on whose yard you get into."

G. J. Johnson Cigar Co.

S. C. W. El Portana
Evening Press Exemplar
These Be Our Leaders

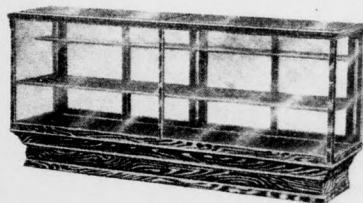
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Grand Rapids, Mich.

The Prompt Shippers

Geo. S. Smith Store Fixtures Co.

Grand Rapids, Mich.

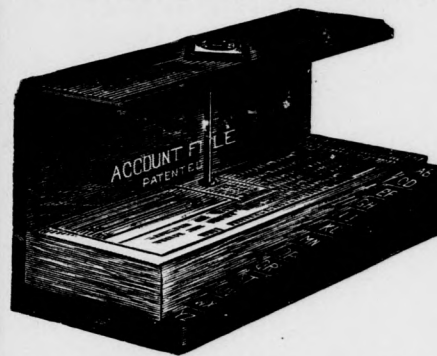


Everything for the Store

From manufacturer to merchant
No traveling men
Save their commission

Catalogues 64-72 So. Front St.

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



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Feb. 22—There is little to say of the coffee market. Buyers all seem to be willing to take a holiday and when jobbers make sales the amount is not large enough to call for any comment. Holders seem to have considerable faith as to the future, however, and, with the advancing season, are confident the market will show increasing strength. Quotations show little if any variation, Rio No. 7 being still quoted at 6¼@6½c.

The demand for both raw and refined sugar has been light all the week, and since last report refined has shown a decline of 10 points, so the net rate is 4.55c. Commenting on the decline, Wanzor & Co. say: "The outlook for raw sugar is not encouraging for the next six weeks and prices will be forced still lower. Our price is 40 points under European parity."

Tea is firm and the higher grades are now showing more animation as well as the lower sorts. Quotations show practically no change whatever.

Rice has been in quite satisfactory request for midwinter and, while orders have not individually been large, the total is quite satisfactory. Choice domestic, 5½@6½c; Japan, 4½@5¼c.

In spices, aside from some advance in nutmegs, the situation is unchanged. The demand is moderate and supplies seem to be entirely sufficient for all requirements.

A fairly good week has been experienced by dealers in molasses and quotations are well held. Syrups are steady and unchanged.

The canned goods market is in a somewhat languishing condition and no buyer can be found who seems to take any interest beyond the day's requirements. Prices on almost every article are almost exactly as previously quoted, unless a change in tomatoes be mentioned whereby the level was lowered 2½c. Sales are not infrequent at 77½c. Offerings are not large, of course, on this declining market, but there is certainly no scarcity. There is a fair demand for standard Early June peas at 95@1.05.

Butter is dull and while 32c is the price of special creamery this is probably the very top and some good stock can be found for 31c. Extras, 30c; firsts, 29@30c; held stock, 28@30½c; Western factory, 22@24c; process, 25@26c.

Cheese is fairly steady and with diminishing stocks the market shows a good deal of firmness. Supplies are not overabundant, but there is no dearth in the quantity. Full cream, 16c.

Eggs are well sustained and at the close Western fresh-gathered are worth 24c; firsts, 22c; seconds, 21@21½c.

Between stock taking and the holidays of this month, the actual market conditions have been a good deal interrupted. With March it is hoped a new leaf will turn and conditions steadily show improvement.

Salesmen Make Good Collectors.

We frequently give some of our salesmen accounts to collect.

But there are many expert salesmen in our force who do not seem to have it in them to make good collectors, and these we take pains to exempt from the duty of collecting accounts. This is no disparagement to their ability as salesmen, however.

Some of the best salesmen are not good collectors. Some of them can not collect and perhaps will not attempt it.

On the other hand, some of the most enthusiastic and able salesmen have a knack of getting money out of delinquent customers and selling them, immediately afterwards, a large bill of goods without the slightest difficulty.

It would be hard to define the quality which makes them able to do this. Somehow it is possible for them to broach the subject of an outstanding account without offending or embarrassing the customer, and to do it in such a manner as to induce him to pay more readily than any regularly appointed collector could do.

I think our plan is a practicable one. We have a regular collection department, but in many cases where it seems advisable we turn accounts over to the salesman who has sold the goods to collect. We are always willing to exempt salesmen who do not seem specially qualified to act as collectors from this class of service, however. F. J. Julius.

Nothing But Hands.

George Golden and his friend Casey, a pair of well-known American humorists, once sailed for Europe. Relating the events of the trip afterward, Golden remarked:

"Talk about seasickness! Had I known that Casey was afflicted that way we never should have gone abroad. The very first day out Casey collapsed, and refused to brace up again. I tried all sorts of remedies on him but without avail. All he would mutter was, 'Oh, masha, masha! I'm so ill!'"

"Finally I cried out: 'Can't you keep anything on your stomach, man?'"

"Only my hands, George," he groaned; "only my hands!"

Helping Her.

"You loved her very much?"

"So much that when her first husband died I married her that I might share her grief and so lessen it."

"And how did it work?"

"Fine! I'm sorrier now for his death than she is."

"When you get into a tight place and everything goes against you until it seems that you can not hold on a minute longer, never give up then, for that is just the place and the time that the tide will turn."

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.

Cameron Currie & Co. Bankers and Brokers

Members of { New York Stock Exchange
Boston Stock Exchange
Chicago Stock Exchange
N. Y. Produce Exchange
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Citizens, 6834 Bell, 337
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Established in 1873

Best Equipped
Firm in the State

Steam and Water Heating Iron Pipe

Fittings and Brass Goods
Electrical and Gas Fixtures
Galvanized Iron Work

The Weatherly Co.
18 Pearl St. Grand Rapids, Mich.

Foster, Stevens & Co.

Wholesale Hardware

Fire Arms and Ammunition

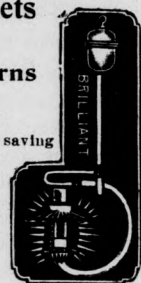
33-35-37-39-41 Louis St.

10 and 12 Monroe St.

Grand Rapids, Michigan

The Sun Never Sets where the Brilliant Lamp Burns

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



BRILLIANT GAS LAMP CO.

24 State Street Chicago, Ill.

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.

STANDARD OIL CO. GRAND RAPIDS, MICH.

Our Travelers are now out with our new line of

Fur Coats Blankets Robes Rain Coats Etc.

It's the best line we ever had.

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

Brown & Sehler Co.

Grand Rapids, Mich.

WHOLESALE ONLY



Mo-KA COFFEE

A Trade Winner

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

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

20¢
—THE—
POUND.

NO SET RULES

In the Determination and Extension of Credit.*

There are no set rules to be followed in the determination and extension of credit and it is safe to say there never will be, although a great deal has been said on the subject, both for and against it. We can simply govern ourselves by the fundamental principles constituting the basis for credit, character, confidence and reputation for solvency. Each distinct business offers important factors in itself, besides the numerous points affecting the party receiving credit, which must be carefully considered.

The class of goods sold often determines the amount as well as the terms of a line of credit to be extended. Let me ask, for illustration, would a merchant worth \$5,000 be entitled to a line of credit of \$1,000? That would in some lines be considered a very liberal credit. Let us presume that this merchant worth \$5,000 is a dealer in general merchandise, including lumber. The jobber of groceries would be justified in extending this man a more liberal line of credit than the lumber jobber. Groceries are sold on short time and the salesman visits his trade every week or two, enabling him to keep a close watch over his customer. On the other hand, lumber is sold on longer time and the salesman does not see his customer for two or three months, if at all. It is plainly seen that the jobber of groceries has the advantage and the lumber jobber should naturally follow a more conservative policy in dealing with this customer. Numerous other illustrations can be cited, and it is evident that each case must be handled separately and decided on its own merits.

Credit depends altogether on personal merit, which is established, first, by building up a reputation for honesty and uprightness; second, by creating an obligation, and third, by meeting it promptly when due. Without credit our National Government and the vast financial, commercial and manufacturing interests could not exist. This fact was proved to most of us during the last three months. But confidence in the Government, which is but another word for credit, gradually cleared the financial sky. Since credit is so essential, it is our duty to put forth every effort to protect it. In some cases it takes years to establish a credit, as some of the parties dispensing it are more exacting and skeptical than others; but when established under these circumstances even greater care should be taken to guard it.

We often hear the remark, "I don't ask credit from anyone," but this is not in keeping with the real facts because we all ask or receive credit in a broad sense—the large merchant the same as the country storekeeper, the millionaire as well as the laborer, the discounter the same as the man who takes thirty or sixty days' time. Even a check or draft given

in advance of shipment is an evidence, because a check or draft is nothing more than a promise to pay a certain sum and the confidence placed in the maker of the check is credit.

In our credit system we employ the commercial agencies, who gather the necessary information and put it in proper shape for distribution among their patrons. Statements are obtained showing the assets and liabilities. The correctness of certain parts of these statements must in a measure be determined by the general reputation for integrity and upright dealing of the party making them, because certain items such as book accounts and bills receivable would be difficult to determine the real value of without investigating the standing of each account. Also the item real estate would require the careful examination of county records, which would be a laborious and expensive task. This emphasizes the fact that the greatest care should be exercised in getting all the information regarding the character of the individual members of firms or corporations. We sometimes lose sight of this vital point and are influenced too much by the amount of property the individual or firm possesses, which often greatly shrinks in value or entirely disappears in case of trouble.

We often hear the remark, "I would not believe any statement or anything he or they might say." Why? Because there is a lack of confidence. Of course there are cases where dishonest men will make truthful statements of their assets and liabilities for the purpose of obtaining credit, but the mere possession or ownership of property is only one part of credit, and without confidence and ability could not be termed a good credit risk.

Many of you, I feel sure, have cases in mind where parties are perfectly responsible, yet you would sell only for cash because you have no confidence in their integrity to live up to their contracts or in their ability to retain the property in their possession. On the other hand, you have customers on your books whose ratings for this "world's goods" are nil. The question therefore arises, "On what was credit based?" On confidence in the integrity and ability of the customer to pay the obligation.

It is plain that credit is extended often without any financial basis, especially in a retail business whose dealings are largely with professional men, clerks, mechanics, farmers and laborers. In many cases the financial risk is light and not being in trade the facilities of getting at it are crude, and if credit is extended it is generally done without any knowledge of the financial status of the party, but on his reputation for honesty and paying qualifications.

According to failure statistics, reckless extension of credit is one of the main causes assigned for business collapses, which impresses upon us the importance of maintaining a credit department in every business, no matter how small. I do not necessarily mean a department entirely de-

voted to that work, similar to those employed by some of the large financial, jobbing and manufacturing institutions, but a system of ascertaining who is entitled to credit, a complete but simple form of book-keeping and facilities for the prompt rendering of bills. The scope and size of this "department" of course must be determined by the character and size of each business.

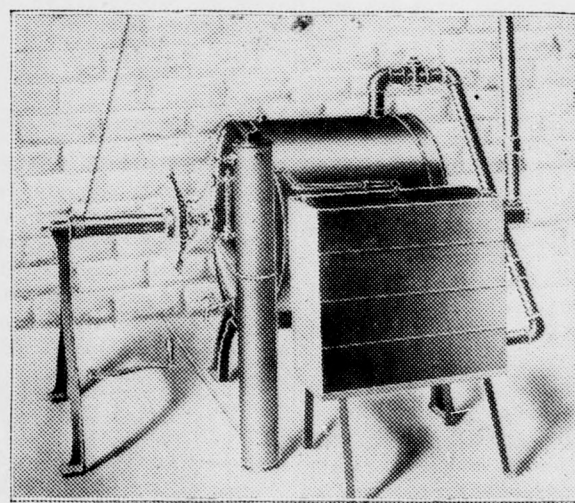
Speaking of reckless crediting, I know of instances where certain parties engaged in trade refused the loan of small amounts of money, say \$50 or \$100, and extended the same parties credit covering a bill of merchandise amounting to several times the amount of the loan, without any better chance of getting their pay than collecting the loan of \$50 or \$100; in fact, not as good a chance, as the loan of money is nearly always accompanied by a note or promise to pay on a certain date, while a merchandise credit is in the shape of an open account. Merchandise, lumber, no matter what you sell, represents money and if the extender of credit would bear in mind that he is passing out just that much money many bad accounts could be avoided.

I have discovered that an important point is to render bills or statements of accounts with your customers when due—not the day before or the day after, but on the exact date. The bills presented first are invariably paid first. We should never be backward about demanding anything that is due us. The individual or firm, as the case may be, who becomes angry

when asked to pay, is as a rule not the class of customer you want on your credit list and the sooner he is found out the better. If you are lax in this respect it will not take your customers long to find it out, and I have often heard the remark, "Don't pay that or this bill; he's easy." On the other hand, if you are systematic in collecting, your customers will recognize it as quickly. I have known merchants to lose numerous accounts through negligence and delay in rendering bills promptly, failures and numerous other causes having prevented the collection of same when presented. With the reputation of being a "good collector" you will invariably find that the individual or firm pays promptly.

A good plan is to keep before you a list of your accounts and bills payable—in fact, of your entire indebtedness—and the influence it will have over you will result in making you a better collector. I have in mind a large and successful concern where the financial man has before him at all times a list of the concern's indebtedness, also a list of all past due receivables, his book-keeper keeping him informed from day to day of delinquent accounts. This concern has the name of discounting all its bills and is never compelled to offer the flimsy excuse to its creditors that collections are poor or the Treasurer is out of the city and it is sorry it can not send a remittance. The result at the close of the year is but a small loss resulting from bad accounts.

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.

*Paper read before Michigan Retail Lumber Dealers' Association by A. A. Rinker.

THE FRUGAL MAN.

He Has a Great Advantage Over the Spendthrift.

Economy is a virtue few cultivate as one of the cardinal blessings of life, the possession of which is almost indispensably necessary to any degree of success.

The spendthrift never can hope to reach the goal of contentment or happiness, for his cravings will remain unsatisfied, his desires unfulfilled. And in time he will come to the end of his resources; constant dropping of water wears away the hardest stone, and in like manner the largest fortunes soon can be wasted by reckless expenditures.

The economical man always will keep the future in perspective and endeavor to lay up something for the proverbial rainy day, which is sure to come, sooner or later, to all.

Economy is by no means synonymous with niggardliness, as many seem to think, nor is it in any way the characteristic of the miser. It is the distinguishing trait of the wise and careful man who realizes the value both of time and money and knows that in order to be independent of others he must rely on himself and his own endeavors.

He does not look to his neighbors to lend him a helping hand to move onward and upward, but helps himself when he has the opportunity. He takes for his motto the maxim, "A penny saved is a penny gained," and so he saves the penny when he gets the chance, knowing that the pennies will aggregate dollars to shield him from the biting blasts of poverty when the winds of adversity, sickness, or old age howl around his door.

Saving is not to be taken as an indication of a miserly disposition. It is the keeping and laying by with care with a view to the future and the contingencies that may arise. The frugal and judicious use of money is the economy which makes saving possible.

Without economy there can be no saving, provision for the future will be impossible, and the labor of life will have been exerted in vain. Therefore, the wise man, realizing this in time, regulates his expenses in conformity with his circumstances and contrives always to have a little surplus to fall back upon when the occasion arises.

It would be unfair to confound such a man with the miser, who saves simply for the gratification of a sordid passion and a hunger for gold, which incites him often to sinister and evil ways to satisfy his longings and desires. Also must he be differentiated from the parsimonious man, who is almost akin to the miser, who denies himself and others that he may hoard, without accomplishing any real good in the world and letting all opportunities of making men better pass his door unheeded.

The frugal and economical man, although his means may be limited, always can turn his possessions to the best account, for he has learned their value. He can turn a small

income into advantage for himself and family, and can live in relative comfort, while the squanderer, the prodigal, the unthinking, can not make both ends meet, although his opportunities and finances may be trebly those of the other.

We can see this verified in everyday life. Workmen and mechanics who have learned the value of money by coming through the mill of adversity and hard toil have comfortable homes, tastily furnished, can support and educate their families, while the reckless spendthrift scarcely knows what the blessings of a good home are, and soon comes to want and misery.

Thousands of Russian refugees and other European expatriates in this country, by the practice of frugality and economy, are giving their sons college educations and fitting them for the learned professions, while the sons of wealthy parents are going down the golden incline that leads to disgrace and shame, all through the reckless prodigality of money.

The great moralist, Dr. Johnson, asserted: "Where there is no prudence there is no economy." Prudence enables a man to think before he acts, to weigh well the consequences.

The man who pursues a policy of "eat, drink, and be merry" is playing the part of a fool. Man's mission in the world is not the gratification of his animal passions, as if he, like the animal, was to pass into an inert mass of matter. Man is immortal, and his mission is divine. In himself he is a god. He has the attributes of a god, and must not sink them by pandering to the corruption of carnal desires or the bestiality of the appetite. He must needs look to the future as a path he must tread to the immortality of eternity. That it may not be a future clouded and darkened by the follies of the present, he must live in the present as if there were no time ahead to atone for the errors of the past.

If men did not build on the future, which never may be theirs, they would utilize the present to better advantage. Would you not consider him insane who to-day would throw his last dollar away on some foolish pastime and go hungry to-morrow? A great many men are doing this. To satisfy the present they are bankrupting the future.

It is different with those who put a premium on economy. "Waste not, want not," is their text, and on it they base practical sermons of common sense, for economy is sound understanding brought into action. It is the foreseeing of contingencies and the providing against them. It is the parent of integrity, liberty, ease, cheerfulness, health, and other kindred blessings, which sanctify life and make the world a fitting place wherein to dwell.

Extravagance is a cruel, mocking fiend that involves its votaries in dependence, bondage, and servility, plunging them into debt, difficulties and dangers from which no effort can extricate them. When extrava-

gance takes a young man by the hand it leads him directly to the broad path of ruin; but when he allows economy to be his guide it points the way to the sunny heights of success and independence.

The loose change which many men throw away uselessly, and worse, often would form the basis of fortune and a manly independence. When money is squandered recklessly, instead of a friend, it becomes an enemy, and turns into scorpions to lash and sting those who abuse its power, but when good use is made of it, when economy is practiced, then does money become the strong foundation on which is laid the noble edifice of true manhood, the beauty of which compels the praise and admiration of all beholders.

Madison C. Peters.

Where Buttermilk Comes From.

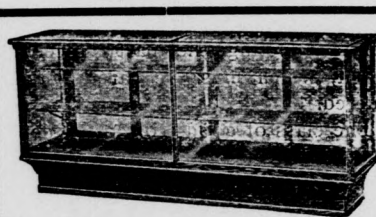
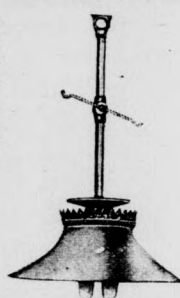
"Which is the cow that gives the buttermilk?" innocently asked the young lady from the city, who was inspecting the herd with a critical eye.

"Don't make yourself ridiculous," said the young lady who had been in the country before and knew a thing or two. "Goats give buttermilk."

Increased Business

follows with better light in your store. The public prefers to buy in well-lighted, bright, inviting stores. The Hanson Lighting System costs little to install and reduces your light expense 50 per cent. Let us tell you how.

American Gas
Machine Co.
Albert Lea, Minn.



A Case With a Conscience

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

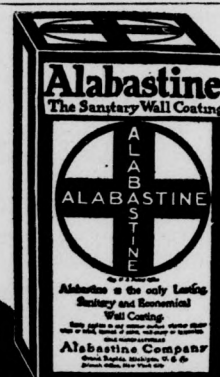
The same can be said of our DEPENDABLE FIXTURES.

They are all sold under a guarantee that means satisfaction.

GRAND RAPIDS FIXTURES CO.

Grand Rapids, Mich.

Jefferson and Cottage Grove Avenues



Why You Make Money Handling Alabastine:

- 1st. Alabastine has a long established reputation and possesses the merits claimed for it.
- 2nd. It is advertised and in demand, and people come in your store and ask for it.
- 3rd. The margin of profit is large and it becomes an important unit in your stock.
- 4th. You can get from us local helps and co-operation—beautiful window displays, etc.
- 5th. Alabastine is attractively packed suitable for shelf or window display.
- 6th. Alabastine is distinct from any other proposition you may be handling and its demand can not be filled with cheap kalsomining materials.
- 7th. The amount of money spent each year in advertising Alabastine is larger than the entire capital stock of ordinary kalsomine manufacturers.
- 8th. This advertising has been done for more than a quarter of a century and its effect is cumulative, causing a large and constantly increasing demand on both jobber and retailer.
- 9th. Because Alabastine, like any other extensively advertised article, brings new customers into your store that you can sell Alabastine at a profit, and at the same time other seasonable goods. Not having a stock of Alabastine you drive those same people into the store of your competitor.
- 10th. Because we are using a 40-H. P. motor of advertising, third speed is on and we are going to make a run this year, 1908, that will make it a record-breaker and largely increase the profits of every dealer that stocks with Alabastine.

ALABASTINE COMPANY Grand Rapids, Mich.
New York City, N. Y.

PLEA FOR CO-OPERATION.

Build Up Instead of Trying To Pull Down.

A newspaper at Roscommon recently published a long article from the pen of a local contributor, condemning the methods employed by the State Forestry Commission in handling its work in that locality. The charges made are somewhat vague and the deductions drawn therefrom are decidedly indefinite. Mr. Mershon, of Saginaw, has taken the liberty of replying to the charges, as follows:

Saginaw, Feb. 18—Some one has been kind enough to send me a marked copy of your paper of Feb. 13, containing an article written and signed by Wm. F. Johnston, Secretary Roscommon Business Men's Club. I am very glad they did this and the reason that I am replying to it is that it contained a rather good natured allusion to myself and the intimation that I am one of the hunters that sees things on a hunting trip. That is all right. I pride myself on being observing and I make it a point when I do go hunting or fishing to keep my eyes open and see the product of nature, watch the birds and note them, take pleasure in seeing the flowers, the running brooks and everything that goes to make life out of doors so enjoyable. Among other things that I have seen is the mute evidence of disappointment in the abandoned farm that is to be run across so often on the sand plains in Northern Michigan. Mr. Johnston knows about these just as well as I do. He probably can go out on the sand plains and find houses that are deserted. Why? Because some over-enthusiastic land agent has induced an impractical farmer or resident of a city without any experience to come out and locate on the sand plains with the idea that he is going to get rich farming.

There are some kinds of hunters who do not see anything and the seeing kind and the non-seeing kind should not be confused. If Mr. Johnston will refer to the article he attributes to me he will see I said that the counties spoken of, Crawford, Clare and Roscommon, all did contain good farming lands, but these lands were sought after and not sold for a song and advertised by the Chicago brokers.

As evidence of my sincerity in this belief, only a year ago three gentlemen and myself bought upwards of 1,600 acres of land in Crawford county and we call it the Au Sable Forest Farm. Now don't jump up in the air at the word forest.

On this farm of ours, on the north branch of the Au Sable, it is our intention to go ahead and plant trees. We expect to put out upwards of 100,000 conifers yearly; on the bottom lands we shall plant basswood. We expect to plant cherry trees and see if we can raise cherries for the market or for the birds or for our friends. We expect to have a good big patch of potatoes, for there is no place in the world where better potatoes are raised than in our North-

ern country. It may be theoretical with us and just a fad that a big bee farm to produce honey would be a success on our property ultimately.

We do know that as the trees get big enough we can grow clover among them and clover makes just the right food for partridges, if nothing else, and if we can raise a big crop of partridges to supply the surrounding country it will be a pretty valuable and attractive crop for that part of Michigan. We are going to keep fire out of the property and see that the growth is not annually destroyed and that the natural trees do have a chance to attain some size and eventually be worth something.

It has been said that we have bought this property for the exclusive use of ourselves for trout fishing. This is all nonsense. There will be no attempt made to do anything other than welcome all the people who want to fish trout to that stream if they fish legally. We shall do our best to stop dynamiting, netting and fishing for the market or anything else contrary to the laws of the State of Michigan, so far as we are able within the confines of our own property. Aside from the purchase price, we have already expended \$3,000 on the improvement of our property and each one of the gentlemen has bonded himself to give up to \$5,000 per year, which would mean \$20,000 annually, for the improvement of this farm until we have made it what we have set out to make it or made a failure of it. We have felt that there are certain parts of our property where we can grow trees to more profit and better advantage than anything else. It is a long-time crop, to be sure, starting from the seed, and another generation will reap most of the benefit, but if one lives a selfish life and for his own pleasure alone, that person is not of much account on this earth. Roscommon and Crawford counties are going to be there for all time. I expect to be on earth but a short time longer and the aim of all good citizens should be to do something to leave to the next generation—an effort at least for improvement for the future's benefit.

One of the best crops, too, that any country can have is the natural crop of the forests and streams, the game and the fish. As a food product it is of immense value and as a means of recreation (and the whole human race needs recreation) there is no more pure sport than that of the outdoors.

Getting down to a hard money basis, the locality that has the attraction of lakes and streams and forests, fish and game, to bring in the tourist or the sportsman, with the plethora pocketbook for local depletion, is certainly to be congratulated.

By all means, farm all your country that you can farm to advantage, but that part that is idle and is producing no crop, for Heaven's sake, lend your encouragement to having it produce a crop of brush, trees, game or something to make it of use to mankind until such time as better

use is found for it. Ex-Governor Pin-gree's potato patch idea was an excellent one. It taught people of the cities and the villages that their backyards and vacant lots were good for something and instead of crying "Wolf" and pleading poverty to at least look around and do something for themselves by raising potatoes on land that otherwise was producing no revenue and was standing idle. So I think that what the Forestry Commission of the State of Michigan wants to do is to utilize the lands that are at present doing nothing or that other uses have no need for.

Mr. Johnston says something about the "paid State officials" casting slurs, etc. Now don't think, for a minute, that I, as a member of the State Forestry Commission, am a paid State official. There is not a single cent of salary nor income nor patronage attached to the office. While it is true that if I were to go to work and make out a sworn statement and an itemized one, and all that, I could undoubtedly have my railroad fare refunded each time I have to go to Lansing for a meeting, so far as I have paid my own expenses for railroad fare, hotel bills, postage and telegrams and I expect to continue to do so as long as I

happen to be in this thankless office.

The time will come when people will look with more favor on forestry and will recognize its value. They will feel the loss of the lumber and wood industry of the State of Michigan, an industry that was, next to agriculture, the largest industry in the State, which has been cut squarely in two within the last ten years. We used to have lumber to export, but to-day Michigan is importing lumber and it will be harder to get it as the years go by. Every tree and every bush we can save from destruction by fire or cause to grow on land that to-day is producing nothing and is standing idle, will be of value to the State of Michigan and will be of value to the people in the locality where it is preserved or produced.

Don't antagonize, but stand hand in hand with us of the State Forestry Commission to increase the value of all our counties and help us do something instead of pulling down.

W. B. Mershon.

It is far better for a man to be called down by his wife than to be shown up by his neighbor.

Chronic kickers keep hammering away until they finally knock themselves out.

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

Successful Progressive
Strong



No. 1 Canal St.

Capital and Surplus
\$1,200,000.00

Assets
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Commercial and Savings
Departments

PRACTICAL EDUCATION

From the Standpoint of a Business Man.*

There is an old truism which tells us that "Fashion repeats itself," and as I pondered over the features of your programme, noting how you have called upon several others to discuss various phases of the topic, Practical Education, from their respective viewpoints, my mind went back to the tradition of past ages. I recalled the devotions and the sacrifices of those people of old who consulted their oracles secretly and with supreme faith; then my memory recurred to the Red Men's Medicine Man, and so I traveled down to the surreptitious and somewhat silly present day practice on the part of more men and women than you or I can guess of visiting, consulting with, remunerating and believing in fortune tellers, palmists, phrenologists, and all the rest. Then I concluded that it is not a case of Fashion repeating itself so much as it is an example of a fashion which seems to be perpetual.

All mankind is fond of being told things. Some of us delight in telling things, whether or not they are worth the telling, and thus it happens that once in awhile a few who are ambitious for publicity are afforded an opportunity to express an opinion upon this or that topic through the courtesy and patience of such a splendid audience as I now see before me.

Just here permit me to interpolate the confession that my preface applies exclusively to my own estimate of my present position. I can not and do not presume to speak for Big Rapids' eminent educator, and it is impossible that I should undertake to analyze the methods, the ambitions or the achievements of Michigan's great reformer, Horatio S. Earle. These gentlemen have been so long, so earnestly and so effectually before the people of our commonwealth that there is scarcely a community which does not know them, hardly an individual to whom they are strangers.

And yet Prof. Ferris, Senator Earle or any man who has studied and threshed out by experience any sociological, political or business problem to that point where he has convictions which he is willing to stand by through thick and thin must, in the very nature of things, become oracular in his own defense. To put it in the language of the present, he must become "a crank."

Thus the difference presented today between the audience before me and the people of the East centuries ago, between yourselves and the Red Men of our forests, is that you are consulting cranks in the open, having your own views and your own experiences in which you have every confidence. Instead of secretly seeking the esoteric haunts and rituals of the oracles, you are open to conviction. Instead of blindly pinning your faith to occultism you deserve and you reserve the right to say to either

oracle or crank, "You must show me."

The duty assigned to me demands that I shall give you my views as to what constitutes a practical education from the business man's standpoint. And the very first obstacle I meet is my utter inability to present to you a composite illustration as to the make-up of a business man. Pierpont Morgan is a business man and so are James J. Hill, R. G. Peters, John Wanamaker, J. K. Flood, Stuyvesant Fish, D. A. Blodgett, Amos S. Musselman and William Judson. Each one of these gentlemen has experienced wide knowledge of business intercourse. They have accurate knowledge of the laws of business and each, according to his own temperament and bent, is able to differentiate as to false direction and wrong employment of his own mental and physical equipment.

But let the composite picture go. It is not needed. Every man believes himself to be a business man to a greater or lesser degree and has his own views in support of that belief. Most of us have learned through experience that we are not so capable in that direction as we believed at first. And all of us know—even although we do not always utilize the knowledge—a great many things which must be avoided if we would succeed in business. Moreover, there are none of us who are ignorant as to the great essentials dominating every successful career in business.

Again permit me to remind you that I am giving you my own views exclusively, without pretending to any knowledge of pedagogy and confessing to woeful ignorance as to psychology.

First in my curriculum for the acquirement of a practical business education I would place the development of industrious habits; next the cultivation of moral courage. Never mind physical courage—that will come with the other qualities. As my third essential I would place the perfection of courtesy, frankness and honesty by the promotion of self reliance and the elimination of self consciousness or diffidence. Teach the individual to depend upon himself without boorishness, selfishness or fear. And finally teach the value of accuracy and reliability, which come through careful training under competent masters. I can not specify courses of study or methods of instruction for carrying out the curriculum suggested. I must leave that to the professional teachers; but I believe that, given a person of average intelligence, equipped with industrious habits, moral courage, self reliance, accuracy of effort and reliability of character, success in business is assured. I am firm in this faith because, with the development of these essentials, must come, perforce, those other sterling qualities of thrift, energy, determination and rectitude. With such development must come the birth of high ideals and an ambition to realize those ideals.

And another thing, it is possible

for any right-minded employer or teacher to make headway with any right-minded employe or pupil of ordinary intelligence along the lines I have indicated without material expense to employer, teacher, employe or pupil.

As a final deduction, perfectly clear to all, let me say that the entire problem, as of all similar questions, depends wholly upon the two factors—employer and employe or teacher and pupil.

Having presented what I consider to be the essentials, let me discuss a little those things which should be avoided as fatal to a practical education, and I can only do this by rehearsing examples:

The most common experience that comes to any business man in search of help is the appearance of a man who makes claims which, upon trial, he is unable to confirm. A man applies for a position as accountant, clerk, superintendent, foreman or journeyman, however the case may be. He is put at work and the employer soon realizes his education has been haphazard, piece-meal and utterly lacking in thoroughness and accuracy; he finds that, if the man be a mechanic, for example, he has not learned his trade, has not served his apprenticeship. What he knows he has picked up somehow, and then, having become a labor leader through his glibness of speech and his lack of moral sense, he poses as a master carpenter, or a journeyman printer, or blacksmith, or mason, demanding for his own imperfect, inadequate work a wage equal to that earned by the man who can and does prove that he knows his business.

Pretense of this sort can not constitute any feature in a practical education having value.

It may be possible, through an extreme demand upon the time and thought of an employer or through the cunning and deceit of a pretender, to continue a counterfeit in employment for a time, but the exposure is inevitable. Thoroughness and rectitude need fear no such climax and they have a right to the reward sure to be bestowed.

The restrictive apprenticeship system of the trades unions has practically shut out our American youth from the acquirement of the principal trades. This has resulted in a demand which has had to be supplied from the more liberal education of foreign industries, principally German. The need of instruction in industrial trades has become so imperative that, notwithstanding the active opposition of the unions, public sentiment has forced the establishment of training schools to an extent that would have been unnecessary had the natural and proper means of instruction been at the command of our youth. Apprenticeship restrictions in some trades have created a veritable corner in the labor market and the price has been forced to a point that has driven the production into other fields or compelled the substitution of other methods or the creation of automatic ma-

chines; and the American public is overrun to-day with incompetence in every trade—the striving of the poor boy, who ought, but could not learn a trade, to find a place where he can gain some means of living; or, if there be not this need, to give some excuse for existence. We do not have to search far to find many in all our professions who would have been happier and far better citizens to have followed their own bent in the learning of some useful and healthy trade. Good workmen can not be educated under union auspices, because of the narrow limits arbitrarily exercised over apprentices. The apprentice in a union workshop learns to do but one thing, while the apprentice in a non-union workshop becomes a competent workman in several different branches of the trade, if he be disposed to improve his opportunities. Under existing conditions no painstaking parent would permit his son to enter a workshop where union men only are employed, not only on account of the restrictions placed on his progress, but for the reason that close contact with union men and union methods causes him to acquire untruthfulness, deceitfulness and soldiering methods, as well as those other habits which exclude him from his proper place in our social and civic life.

Nor are the unions the only factors to blame for the thousands of botch workmen who are thrown on their own resources in all lines of business. The disinclination of most parents to indenture their sons for a sufficient length of time to acquire a trade thoroughly and their anxiety that he secure a position where he can earn money at the earliest possible moment are strong factors in the situation. In Grand Rapids we are very seriously handicapped by the steadfast determination of our Holland people to get their boys on a payroll as soon as they have completed the eighth grade, utterly regardless of the future welfare of the youth. I have talked and pleaded with parents for hours without result. I have undertaken to show them that a boy who serves an apprenticeship in the engraving or printing business and thus becomes a competent workman is of inestimable value to the world, whereas the boy who does not learn a trade too often becomes a sluggard and a slouch, with no well-defined ideas as to workmanship. German, Scandinavian and Jewish parents are more farseeing. They usually require little urging to induce them to indenture their children. As a result men of these races are better fitted for their life work and the ratio of wages paid them is much above the parity of the wages received by men of Holland birth.

Since the apprenticeship system has been practically abolished in this country, I can see no way that this problem can be solved except through the establishment of trade and industrial courses in connection with our public school system. I believe that only about 10 per cent. of our boys go beyond the eighth grade. If, in

*Address delivered by E. A. Stowe at mid-winter rally at Shelby.

addition to teaching the languages and sciences and higher mathematics, we add courses in mechanical and industrial training for students who can not afford to take a regular high school course, I believe that thousands of boys all over the country would take advantage of this opportunity to acquire a knowledge of some trade. We already fit boys for book-keepers and I see no reason why we should not teach them trades as well, or at least give them a taste for a mechanical career that will lead them to perfect themselves in some trade. This subject has become one of National interest. Within a month a National convention has been held in Chicago to further the interests of industrial education. Some of the largest minds and broadest intellects in the country are giving this subject careful study and I have every reason to trust that out of this agitation, which is sure to grow, will come some reasonable and practical solution of this great problem. Whether it will ultimately result in the re-establishment of the apprenticeship system I do not know; but it is quite plain to me that we must take advanced ground on this subject or fall back into second place among such nations as Germany. A nation made up of hothouse workmen can never compete with the trained workmen of Europe or Japan.

A young man enters the office of an employer and applies for a position. He is embarrassed, timid, fearful and he fails. It is because his mind is more completely dominated by the subjective than by the objective mood. This is an unfortunate human characteristic best classified as self-consciousness and is a quality very frequently inherited. The existence of this handicap should be recognized as soon as possible by the teacher and his best effort should be directed toward its correction. And the employer who, in his analysis of the character of an employe, discovers this tendency among a lot of good attributes owes it both to himself and to his employe to do all in his power to remove the impediment.

This may be accomplished by kindness and would be a tremendous kindness when accomplished. And, moreover, it has been accomplished in a great many instances, thus saving to the business world many excellent salesmen, many capable executives, many broad-minded, public-spirited and prosperous merchants and manufacturers.

As yet I have not said a word about thrift, and I do not need to because the teaching of industry, moral courage, accuracy and reliability involves the development not only of thrift, but of discretion, careful, sound judgment and habitually obliging and pleasant address. Speaking of these things, I ask the privilege of going back, almost reverently, to the old-fashioned practice of speaking pieces in school, to the well-remembered enjoyment of the village debating society. I do not know the estimate in which these institutions are held by modern teachers, but I do know

that there are thousands of able lawyers, clergymen, merchants and other men of business who owe much of their progress and their present desirable condition to the spirit of self-reliance first cultivated on the platform of the little red school house Friday afternoons or upon the rostrum of the debating society.

Every business man should be able to face an audience of any size and express his views coherently, readily and with some degree of entertainment. In other words, he should be able to forget himself and his audience in the intensity of his interest in the subject which he may discuss. Such an ability is one of the best assets a business man can possess and it is possible to acquire this negotiable property only by the presence of self-possession—the absence of self-consciousness.

Any topic worthy of discussion before an audience is of vastly greater importance than is the person who is discussing it, and I would have this fact hammered deep into the make-up of every person struggling for a practical education.

Any person so inordinately self-conceited that he is unable to put aside himself while addressing an audience upon any worthy topic is merely attempting to make a speech and makes a mistake when he makes the attempt.

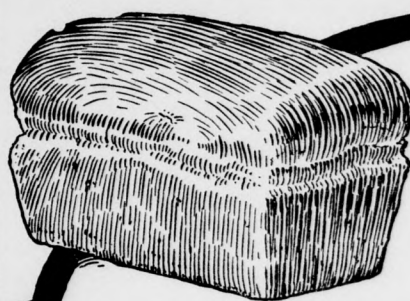
Finally, I wish to commend, most heartily, the purpose of this convention as a step in the direction of practical education. It makes no difference as to the point from which a man views this enterprise of yours, whether he be pedagogue, lawyer, clergyman, manufacturer, artisan, merchant or farmer. The purpose of it all is the thing. It may not be realized in full, but such an occasion can not pass without bestowing values here and there, because it is a broad, fair, sincere effort, free from isms and with good will to all. It means that you are banded together for a little while for the betterment not only of yourselves, but for the good of the general cause of civilization. It is an evidence that you are concerned in the welfare of others; that you feel the responsibility of a modicum of power and influence; that you believe in intelligence and truth as opposed to ignorance and pretense; that you are willing to make some sacrifice that the door of hope and opportunity may be opened wider for unborn generations. And for the honor and privilege of participating in such an effort I am truly grateful.

Those who put off the collector because February is a short month and earnings diminished thereby are up against the fact that there are five Saturday pay days in the month this year.

There is nothing imaginary about the weakness that results from worry over imaginary ills.

Sow the seed and you reap only grow in your teeth.

The selfish can not know satisfaction.



**As Staple
as Bread**

Karo

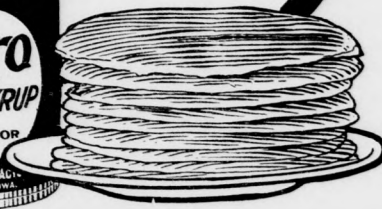
CORN SYRUP

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

People who appreciate good foods insist on Karo.

Can you supply them?

**CORN PRODUCTS
MFG. CO.,
Davenport, Iowa.**



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Is Carefully Selected

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Thoroughly Cleaned

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Roasted
Daily

Always Uniform

Never Sold in Bulk

Always sold in 1 lb. Red and Gold packages

Judson Grocer Co.

Packers

Grand Rapids, Michigan

DUTY OF THE CITIZEN.

Errors of Omission as Well as Commission.*

There is an old saying one frequently hears that always comes to my mind when I think of the wonderful material growth and development of our country during the past twenty years, viz., "Truth is stranger than fiction." If one were able to tell the story fully of our country's achievements in this respect it would be more wonderful than anything ever written as a fairy story to fascinate the youthful mind. It is doubtful whether any future period of like duration will produce any such results in this material sense. It would seem that the pendulum has swung almost to its limit toward the Golden Serpent and that there must soon be a return to more reasonable strife for the Almighty Dollar. We are willing to admit that the ambition to achieve in many instances has been the goad that prodded man onward in the golden stream, yet the consequences to his character have been just as disastrous as if greed and avarice had been the impelling motives. It seems to me one can already see evidences that a halt has been called in this direction and men are asking the question whether they have not been pursuing the shadow rather than the substance. The history of the human race is at once a mysterious and fascinating study, and this same human race has been making history very rapidly during recent years. The pity of it is we are so busy with our petty ambitions we do not take the time to study this history, and our failure to do this has made us anything else than well balanced characters. Occasionally we come across a well rounded character, and when he is found everyone admires him. One who has cultivated the social side of his nature—and the esthetic side as well; one who is devoted to his business but makes it his slave, rather than reverse this order; one who believes all the world is akin and who is ready to share his strength with the weak and become a helpful factor in his community; one who looks upon his brain as something else than a reservoir for figures and endeavors to keep it open to the impressions, good thoughts, high aims and lofty purposes will make if given opportunity. We are led to believe more people are thinking along these lines than ever before and honestly trying to make themselves believe there is something else worth striving for besides money. The cry for years has been, Get money; honestly if you can, but get it.

It is a fact the luxuries of a former generation have become the necessities of this one, and we would not have it otherwise. Yet it is a question whether the transition from the simple life has been an unmixed good. We must fully realize the changed conditions to enable us to meet them intelligently and meas-

ure up to our responsibilities. Much more is expected of the men of every community now than was expected a generation ago. A city or an individual who does not keep abreast of the times in methods and energy soon drops to one side, while the procession moves on.

But what has all this to do with our meeting to-night? Well, just this: Such an organization is a very good illustration of the wonderful changes that have taken place during recent years. Such an organization in a place of this size was not thought of then and now the place without one is the exception. I have dwelt upon the money mad consuming ambition of modern business men because I wanted to prepare you for my plea, not for making a larger Boyne City your only watchword, but a better Boyne City as well. The permanent value of such organizations can hardly be estimated if properly directed. Where all the inhabitants of a city keep constantly talking about its advantages as a business place and a living place, and say nothing else about it, that place is bound to attract attention first, then new inhabitants. The value of such organizations can only be measured by the benefits derived through them, and the benefits derived thus depend entirely upon the loyalty of the members. It matters not how earnestly or diligently its officers may labor for the accomplishment of any object which may seem to be for the interest of the Association, and thus the city, they are powerless to accomplish the desired ends without the support of the individual members of the organization. It frequently happens that members criticize their organization for not accomplishing more, when the only reason for their not being able to do so is the indifference and lack of support of the members. I do not know what your objects are as stated in your constitution, but am sure your platform is broad enough for all to stand upon—the conservative man as well as the progressive one. I am sure there can be no question about your platform of principles and the honorable motives for which you are organized, and that they should enlist the active co-operation of every business man of your city. I am sure there is no provision made in your articles for the exercise of selfish motives, and that there is no reference whereby it can be inferred that personal or private interests are to be promoted. I am sure that every object of the platform of principles is written upon a clean plank which includes every inhabitant of your city and not any clan or single interest. Now, while all this is true, without knowing anything about it I will make bold to say that notwithstanding the honorable motives stated your organization has not received all the support it is entitled to from all the business men here. One of your first duties should be to find out why this is true, if it is true, and set about correcting the weakness. Very often unfair criticisms are made

because of a lack of information, and a little patience and diplomacy will unhorse the critic. I do not here refer to the chronic fault finder, but to the honest doubter.

Surely no sane man can deny the necessity of such an organization, and if the necessity exists why should it not have the support of every man whether his influence be much or little. Every one has some, be it ever so little, and what he has should be given your Board. Too many men never do anything because they can not do something big, yet is it not true that our lives are made up of the multitude of little things we do each day? If they are well done the sum of all spells splendid success. There should be a laying aside of all personal interests, and if the business men of Boyne City would come together in a frank, informal way there is no end to the good this free interchange of opinions would accomplish. Men thus come to know each other better, to understand their aims, appreciate their difficulties and be better judges of their achievements. It is good for each one of you to be frequently reminded of your duty to your city that there may be a much wider recognition of

mutual helpfulness in that which concerns you all. Why, bless you, men, a city can no more stand still than a man. It either goes forward or backward. There is no such thing possible and it is well to remember this always.

Your city is not getting its share of new enterprises. There must be a reason for this. Try and find out what the trouble is. Most likely it

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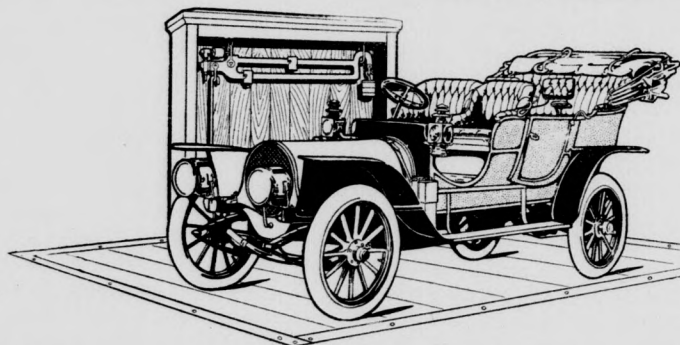
Good in any climate.

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

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20 Pearl St., Grand Rapids

FRANKLIN



"Run it on the Scales"

Don't buy your automobile without having it weighed. Light weight means net ability and low expense.

Unnecessary weight means extra work for your engine—less speed, slower going on hills.

What's the use of buying high horse power and throwing it away on excess weight?

A heavy water-cooled engine has more to get out of order than an air-cooled engine—that means more repair bills.

A heavy automobile wears out tires fast—still more expense.

The 16 h. p. Franklin Touring Car at \$1850 weighs 1600 pounds; the 28 h. p. at \$2850 weighs 2200; the six-cylinder 42 h. p. at \$4000 weighs 2500 pounds.

Water-cooled motor cars of similar power weigh from 2000 to 4000 pounds.

Don't take catalogue weights. See your automobile weighed with your own eyes before you buy it—"Run it on the scales."

1908 Franklin Models

16 h. p. Runabout, \$1750	28 h. p. Touring Car or Runabout, \$2850
16 h. p. Touring Car, \$1850	42 h. p. Touring Car or Runabout, \$4000

Landaulets and Limousines. Prices f. o. b. Syracuse

Demonstrations by appointment. An hour's ride in a Franklin will tell you more than we could describe in a hundred pages.

Adams & Hart

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

*Address by Amos S. Musselman at annual banquet Boyne City Board of Trade.

will be found right at home. There should be a determination on your part that your city must grow, that you must add to your assessment rolls, or in making what seems necessary improvements your taxes will become over-heavy. This naturally leads up to your duty in municipal affairs. There is no class of citizens having a monopoly of the duty of suggesting changes in conducting your city's affairs if they are needed, and I am sure the taxation represented by the members of this Board would warrant the keenest kind of interest in matters of this sort.

It seems to me there should be the most intimate relation between this Board and your city officials. If all are in earnest and honest in their desires to foster and promote your city's best interests there should never be anything more than a difference of opinion—and honest men have little difficulty in harmonizing their differences. There should be no politics in this Board. Only the best interests of the city are before you and every possible energy should be called upon to further these interests. It would be strange if you did not find more or less envy, jealousy and selfishness in your midst. I would not say you have a monopoly in this direction, but it is a safe guess you have your share, and just to the extent they exist do they keep back your city in population as well as in other important matters. I feel sure you have knockers here the same as elsewhere. I know it is said that every knock is a boost, but that saying I feel sure does not apply to cities or communities. You must remember that there are other cities that are pulling together as one man to attract people, and when they get them within their borders their hospitality does the rest. I could mention places not so very far away that are growing very rapidly and not having anything like the natural advantages you have here. Now, you men must get together. If there are any old sores or differences you must bury them. If you have any cliques or factions get rid of them as quickly as possible. For goodness' sake, don't knock an individual, for when you do you hit your city. Wake up, men! There is something more valuable than money. A city with plenty of that but without character strong and rugged does not attract newcomers. Remember always your city itself will not be of a higher standard than its individuals. If you are a sluggard get to work. If you won't pull because you can not have your own way you are responsible to the extent of your mulishness. Co-operation is the watchword of the present day. There never was a greater falsehood uttered than the saying, "Competition is the life of trade." It is the death of trade and leads the way to bankruptcy, as interpreted by many business men. Why should not men in the same line of business be friends and co-operate? The natural strife for trade will always protect the public, but the strife should

be along honorable lines and not the cut throat method. Do you know, there is no stronger card a city can play to attract newcomers than the loyalty of its business men to each other? The revolution that has taken place in the public mind during the past two or three years in regard to dishonesty in high places and questionable methods anywhere is making itself felt largely in organizations of this kind. These bodies of men are insisting upon better morals and better government and better things generally, including cleaner streets and backyards and amusements.

I can not close without telling you how wonderful seems the growth of your city during the past few years, and if I have dwelt over-much upon the weakness of poor human nature and mentioned evils and dangers that do not exist, I have only done so to inspire you. Cut them out if they do exist, and if they do not exist now I warn you that sooner or later as you grow and develop they surely will appear if your experience is to be what others have passed through. Nip these dangers in the bud or they certainly will blossom and bear fruit in time.

How Advantage Is Sometimes Taken of Employee.

There is a word that is used often in business circles—"initiative"—and it means "brains." All business houses are on the lookout for initiative, manufacturing concerns especially. To them initiative means a great deal in the way of inventions and new mechanical ideas.

It is an unfortunate commentary on the greed of many a great manufacturing establishment that it gets brains for nothing wherever it can. It requires employees to sign a contract, releasing to the employers all rights in inventions made while in the company's service.

Perhaps a large percentage of the inventions on the market to-day were evolved by degrees through the initiative of men in the employ of manufacturing corporations. Most of these men were mechanics working on ordinary day wages, and the fruits of their mechanical initiative went absolutely to their employers, without the slightest reward.

I know a machinist who invented a certain contrivance to be attached to a well known machine manufactured in Chicago. It was an entirely original idea, and it enabled the machine to be used under conditions impossible without it. The machinist was getting \$3 a day. Immediately the company saw the value of the invention, and began manufacturing it. More than a hundred thousand were made the first season. The inventor, having been required to sign the release before entering the company's employ, never received a cent from his initiative. Indeed, he was laid off a few months later, having evinced a disposition to claim some sort of financial reward.

This happened several years ago. Since then this machinist has had much hard luck, has been out of work repeatedly, and now is working for

low wages in the East. His invention has become an important device in the product of the Chicago company, and has returned profits of hundreds of thousands of dollars.

There are two ways of looking at the matter. From the company's standpoint, the corporation was entitled to the man's brains, because it was paying him \$3 a day for his time. From the machinist's standpoint, the company paid him for doing a certain thing. He would have received his wages whether he invented anything or not, and, therefore, he argued, he was entitled, morally if not legally, to a share of the profits from his initiative.

That he was right no reasonable man can deny. Three dollars a day is not adequate compensation for an invention returning heavy profits year after year, especially when nine hours' daily service is given in addition.

The man with initiative of this sort has but one course open to him. No doubt the company would call it "crooked," but at least it is not as wrong morally as the company's habit of appropriating ideas without compensation. He should quit his job and then proceed to develop and sell his invention.

A machinist who did this in Chicago had a singular experience. He had signed one of the ironclad agreements, but he had seen the workings of this plan and he was resolved not to make the company a present of an idea worth thousands. He said nothing about it, but resigned his place.

For several months he worked in the basement of his home, perfecting his device, and then, having secured a patent, he offered the thing to his former employers for \$5,000.

The company, with brazen effrontery, claimed the ownership of the invention, on the ground that the machinist had got his ideas while in its employ. Without his permission, it began manufacturing the device, but was stopped by injunction. The machinist having shown a determination to fight, the company offered to compromise on \$1,000. The offer was rejected, and eventually the invention was bought at \$5,000. It has paid many times this sum in profits.

Happily, there are manufacturing concerns that require no such one sided agreement, and that buy men's ideas at an agreed price, or give royalties.

If you hope to get along in the world and provide for yourself and family in your old age, be careful how you sign away your brains without pay. The principle holds good in all branches of employment. If employers are greedy and determined to get the best of you, go to work for men of different caliber. If you have initiative lying dormant within you, be sure that nobody steals it. It is, or ought to be, your capital in life.

Edward M. Woolley.

Hope deferred is apt to give the promoter cold feet.

Set your heart on a living and lose life.

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

THE SALVATION ARMY.

Reply To Charges Recently Made in the Tradesman.

New York, Feb. 21—Your issue of Wednesday, Jan. 29, has given so freely of its space to criticism of the Salvation Army as to warrant you in designating it a Salvation Army number, or rather an Anti-Salvation Army number, which, taking into consideration the friendly and at times generous treatment accorded our movement in its efforts to uplift the fallen by your city for many years past, makes us wonder why so many columns of vindictive criticism should just now come to the front, without an opportunity being given a friendly pen to say something in its favor. Seeing, however, that you have been so lavishly generous in your treatment of our self-appointed critics, I feel I am not asking you a very great favor in requesting the insertion of this modest reply:

Mr. Editor, everybody who has ever attempted to start a work for the betterment of human conditions has found out before he has been many years at the business that, although actuated by the very highest and best intentions in the world, he will be scarcely free from making mistakes of mind and heart—they are the proof of one's humanity. I do not suppose men in commercial or political life are altogether free from such infirmities, either, judging from the reports in the public press. This is apparently regarded as the normal condition of things. But if an error of method or judgment is discovered on the part of one, however humble the position he occupies, connected with an organization which has for its primary aim the uplifting of the man who has fallen in the battle of life, it is simply and unquestionably unpardonable!

An incident of this kind which, as I understand it, has recently happened in your city is seized upon by a coterie of individuals to read lengthy papers before gatherings of more or less influence and consume columns (no less than ten in your issue of above date) of valuable space to arouse animosity and destroy confidence in the Salvation Army.

A fair criticism, Mr. Editor, we have no aversion to; we rather welcome it, as it helps us perfect our methods and stirs up interest in our work. But the bitter, stinging, unmanly, untruthful vituperation contained in some of the paragraphs in these published articles I unhesitatingly designate as not only unfair but absolutely contemptible.

Now, to steer clear of all possibility of error, I will quote one or two instances of this detestable misrepresentation, using the writer's own language: "The officers are evidently taught to fight the Devil with his own weapons if necessary—that is, to use hypocrisy, deceit, etc., to further the purposes of the sect." It is scarcely necessary to remind the friends of our movement at this late day that the basic principles upon which the work rests are the same as of yore, the same that have helped us

extend our redemptive work to almost every civilized country—holiness of heart, love to God and man, utter consecration and self-effacement in the effort to save the lost, body and soul, for time and eternity. I can not for a moment imagine—but perhaps the imagination of your correspondent in this particular case is stronger than mine—how any ameliorative or redemptive work could possibly live and succeed as ours has done, based upon any other motives, so dependent is it upon the blessing of God and man.

In another paragraph it is stated: "By the manipulation and sale of the raw material, which is a gift from the general public, these Homes (Industrial Homes) are not only made self-supporting, but pay 6 per cent. interest to the stockholders—and possibly something beside to the genial old gentleman on the other side of the Atlantic." It may be illuminating to the minds of some of your readers, Mr. Editor, to explain why the much-criticized Industrial Homes Co. was formed, and I will do so by merely stating that it was the best way that suggested itself at the time for developing the Industrial Work of the Salvation Army. So remarkable had been the results in the rehabilitation of men who might be best classified as "down-and-outs" in the Industrial Homes then established that the officer then in command of the Army in this country, in council with some of his leading staff, decided to make an effort to raise funds for its extension on a larger scale than heretofore. The formation of a stock company is a strictly legitimate method of raising money to finance a worthy scheme where the security is good, and it has been found so in this case, giving us a chance to assist in the establishment

of Industrial Homes in many cities, with the co-operation of local subscribers. The rate of interest, 6 per cent., we deemed to be fair and equitable and which we would have had to pay if loaned to us in the ordinary way; nobody at the time, from Grand Rapids or elsewhere, expressed a willingness to loan us an adequate sum at a lower rate.

It is pretty certain this work of rehabilitating our fallen brothers could not have been prosecuted at anything like such a rate as it has been apart from this special financing. The Salvation Army has at times, it is true, started new branches of work relying upon the generosity of the public for its continuance, and after a certain proportion of support has been vouchsafed interest has lessened, donations have dwindled and the work thus been hampered. Notably was this the case in connection with the "Darkest England" scheme of General Booth. No one under the circumstances can blame us for desiring something more reliable in the shape of income.

Regarding the infamous suggestion that "the genial old gentleman on the other side of the Atlantic," meaning, presumably, the almost universally-loved and respected General William Booth, the founder of the Salvation Army, whom kings and presidents delight to honor and who was recently invested with the degree of D. C. L. by the ancient University of Oxford, receives "possibly something" from the proceeds of our industrial work, let me say that rarely have I seen, in the attacks which from time to time have been aimed at our work, anything of a more poisonous or cowardly character than this. It is pretty generally known, but I again repeat the fact, that General Booth's very modest stipend has been assured him

for many years through the munificence of a gentleman in no way connected with the organization, and that the General, from year's end to year's end, receives not a penny-piece from the Industrial Homes fund or any other fund administered by or in connection with the Salvation Army. Furthermore, in reply to another false statement by the same writer concerning "a ring within a ring by which the men at the head of the organization are able to thrive on the patronage of the privates who do the hard work in the field at small compensation," let me say that all officials and directors of both the Industrial Homes Co. and Reliance Trading Co. serve absolutely without compensation.

Let me have a word to say about the real object of our Industrial Homes. The primary object of these Homes is to rehabilitate men. They act as a lever in lifting men back to self-respect and to their proper place in society. No city, it is safe to say, will lack its self-evident facts in this direction. It is not sought to keep the men as subjects of charity, but to help them get upon their feet and become good citizens again. The proceeds of the waste material collected by these men is mainly devoted to this work. Some of the waste is made over into salable articles, and it is quite a common occurrence to have small stores connected with the Homes where such things are sold for a mere song—practically given away to the poor at the nominal charge of a few pennies in order to keep away the stigma of charity. Women's skirts at fifteen cents and men's overcoats at fifty do not seem exorbitant prices to us. I can not see where your correspondent's statement that these methods appear to him to be "very close to the line of obtaining

IT WILL BE YOUR BEST CUSTOMERS;

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

HAND SAPOLIO

Always supply it and you
will keep their good will.

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

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

goods under false pretenses" has any foundation whatever.

The following statement by the same writer almost suggests mental strabismus: "The Industrial Homes Co. is a purely commercial enterprise with religious influence and results as possible incidents." Had the gentleman been imbued with the desire to state the fact he might have written: "The Industrial Homes Co. was formed as the most economical plan wherewith to develop the God-honored work of the Salvation Army along industrial lines." But this writer shows his animus throughout the entire article, and persists, in spite of known facts, in denominating the Industrial Homes Co. as existing for personal aggrandizement only, than which nothing could be more misleading and untrue.

The writer sneeringly remarks: "The dear public admires the devotional enthusiasm of the men and women they see and hear praying and singing in the streets; its great big heart is touched by the helpless, half-frightened and despairing demeanor of the homeless, penniless waifs who follow the uniformed evangelists of the street, and, without investigation or second thought even, they declare that what they see and hear constitutes a 'beautiful work.'" And, prior to flinging another sneer, a little bit of truth—evidently the result of conscience-pricking—is sandwiched in: "And it is a beautiful work."

It certainly is, my friend, and it most certainly and decidedly will continue to be a beautiful work as long as the need for the same exists.

And now, Mr. Editor, a word or two—with your lady correspondent: One hesitates to appear so apparently ungallant as to cross swords with a woman. Yet I find in your pages the reprint of a paper read by a certain lady before a Class of Religion and Life at a certain church. Taking the words "Religion" and "Life" in the Christian sense, my verdict of this paper is that anything more anti-religious or more utterly unlike the spirit of positive, vital Christianity and life in its best sense it would be difficult to find. As a cold-blooded, chilled-steel negation of Christian courtesy—and, I regret to add, of common truthfulness—it is a great success.

One feels like dealing generously with a woman, and where ignorance of the facts is so palpable as in some of the statements your fair correspondent makes, it is, perhaps, best to draw the veil of Christian charity over it and say little.

There are one or two glaring mis-statements, however, that, in spite of the length of this communication, must be in common honesty dealt with:

I notice the fling at the Free Breakfast Depots established for poor school children. Let me explain that it was never intended to keep this up as a permanent work, but only as the need became apparent. I may say, however, that good work was done in New York City in this way at the time the Free Breakfasts were

in vogue. I also note that a precisely similar work is going on this winter in New York under the auspices of another organization. I also received a report a few days ago that our own people are breakfasting school children in connection with other relief work in a certain provincial town. There is no suggestion of either failure or lack of need here. As the need is made known to us, it is attended to; when the need ceases, our work also ceases. We not only have facilities for conducting our regular all-the-year-round relief work, but for doing all that consecrated brains and flesh and blood can do to meet emergencies, such as the country is suffering from as a result of the present "hard times." And I may here remark, Mr. Editor, that not only have we opened emergency relief homes for the unemployed in New York and Chicago, but that a special work of relief is going on wherever workless men are found, and in caring for the men we are not going to forget their wives, nor shall we cease to care for the dear little children and provide them with a breakfast before going to school as long as they stand in need of the same, and as long as our funds will allow, our critics to the contrary, notwithstanding.

"In the spring of 1907," your correspondent continues, "an Anti-Suicide Bureau was started in similar haste. After careful study it became apparent that poverty or loss of employment had but little to do with the causes of suicide. Therefore the bureau was discontinued." Were your correspondent a man, I would suggest that his name be placed in nomination for admission to membership in the Ananias Club. There is more than one distortion in the article, but here is a — (fill in the blank yourself) cut out of whole cloth.

Not "after careful study," but without—alas!—time for much study of any sort, the number of cases of genuine distress of soul and mind that entered our gate of sympathy when it was thrown open increased to such an extent that not only has the original Bureau been kept going at top speed, but branches have been opened and are doing equally excellent work in many other cities. The current issue of the War Cry contains a detailed report of our Philadelphia branch which appeared in a recent issue of the North American of that city. At the beginning of the year the War Cry printed a detailed summary of the work of the Chicago branch.

How puerile appears this comment from your correspondent, Mr. Editor, in light of the above facts: "It must be said, to the credit of the Army, that as soon as they realized that they were working in the wrong direction, they discontinued their efforts, but what a deal of money, what time, what energy might have been put forth in profitable pursuits if these things had been given examination in time!"

How absolutely childish! Might I not feel justified in suggesting: What time and what energy

might have been put forth in saving poor souls from wreck and ruin if your two correspondents had but devoted the same to such a noble work, instead of vilifying those who are doing so.

This brings me to ask, Mr. Editor, "Why this destructive criticism? Why this attempt to besmirch a sainted man like General Booth? What prompted such an attack upon an organization which in all humility seeks to do its Master's work in the highways and hedges, making mistakes, perhaps, as others do, and by God's grace profiting by them and going on to do better?"

Why, in the spirit of fair play, was not greater mention made of our manifold works of mercy and the excellent results they are producing the whole world over? What possible effect did your correspondents expect to produce other than to destroy faith and confidence in our movement and cripple its work and minimize its success? How easy to pull down and how hard to build up! Our work is necessary because of the appalling character of the need that confronts us. We can not fill a hungry man's stomach by sending a well-fed man to investigate him with the idea of proving that he is a fraud. Human sympathy is a great factor, and so is ready relief. The two combined frequently open up the way to reformation and readjustment of life principles, and are, under the good blessing of a loving and uncritical God, largely accountable for the Salvation Army's remarkable success among this class of our fellow human beings.

I am afraid I have made this letter unduly long, Mr. Editor, and that your space, as well as your patience, will be exhausted as a result.

I have not dealt with that bogie which now and again crops up, the autocracy of the Army's government. It would only be a threshing over of old straw. It is a mightily benevolent autocracy, in my opinion, and has been abundantly justified by its results, if justification were necessary, which I have never deemed it to be.

Allow me to pay my parting respects to your two correspondents by inviting them, after doing "works meet for repentance" by way of penance, to join the ranks of the constructors who are working with a will to make the world a better place to live in and men and women better individuals to live in it. They will find it a harder and more unthankful task than their present propaganda of denunciation, but they will also derive from it a great deal more satisfaction in the long run, both in this world and the next.

William H. Cox,
Editor-in-Chief War Cry.

Not Worth It.

Nodd—There was to be a meeting of my creditors to-day.

Todd—Well, wasn't there?

"No. They unanimously agreed that they couldn't afford to spend the time."



Mr. Merchant

Make Salesmen Out of Your Clerks

You are not doing justice to the opportunities of your business or to your clerks if they are mere wrappers of goods. Lift them out of this class and make salesmen out of them! Teach them the wonderful power of suggestion! They don't want to be "hewers of wood and carriers of water" all their lives and you can't afford to have them remain in this class.

Proper suggestions sell millions every year in the stores of America.

A single American Account Register in a business where there are 100 credit sales per day carries with it

180,000 Suggestions per Year

This feature will change clerks into salesmen and neglected opportunities into money.

The American

is the only Account Register in all the world that does this; does it automatically and incidentally; does it while it is keeping your accounts with one writing only; does it while it is almost eliminating all labor from this part of your work; does it while it is helping your collections, establishing mutual confidence between you and your customers, holding your present trade and winning new trade for you; does it at the same time it stops forgotten charges and leaks too numerous to mention.

The American is the only one that makes money on the outside and saves money on the inside.

The power of suggestion is as great as the power of Niagara.

Use this power in your business.

ACT NOW

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

WITHIN HIS RIGHTS.

Storekeeper Who Did Not Want His Store Swept.

Written for the Tradesman.

"The Redville fellows are coming over to-morrow to get revenge," said Jack Eckelson, as he sat down near the counter and sampled a box of raisins. "It'll be a great day for the Buckston Club if they get this game. You don't go much on base ball, I understand, Mr. Tellman."

"No, I don't. The game is debasing. It's on a par with horse racing, card playing and other sorts of gambling," and rather portly Mr. Tellman drew himself up proudly. "There is such a thing as principle, Jack; I go in for that. The principle of gambling is all wrong."

"Well, yes, that may be so, in a measure," assented the merchant's visitor. "I want a dozen good cigars, Mace. You've got some fine ones, I understand."

"The finest the market affords," and the merchant hastened to open his showcase and present the goods. Jack Eckelson selected his cigars, paid for them and sauntered to the door.

"By the way," said he as he smiled toward Mr. Tellman, "we expect to mop the ground with Redville to-morrow. If we do, I'll send the fellows in here to sample your cigars. The defeated ones have to treat the crowd, you see. Like enough you can sell several boxes if the crowd is a big one."

"That'll suit me all right," smiled the merchant, rubbing his hands together in anticipation of a good day's profits. Eckelson passed across and up the street to the new store of C. A. Smith & Co., young chaps who had but a short time before entered business in the village. Genial young men they were with whom it did one good to talk.

"We took the town when we scooped the Redville Club last week," said Jack to Charley Smith. "We want to serve them the same trick here—beat the visitors clean out of sight."

"But if we get left—"

"Then Rome will howl, sure enough, for the Redvillains are a jolly lot of good fellows. I hope there won't be any sore spots anyhow."

"Not for a minute," said genial Charley.

The next day proved bright and propitious. A trainload of fellows landed in Buckston early in the morning. One special car was loaded with rooters for the Redville base ball nine, and a jolly lot they proved to be.

C. A. Smith & Co. kept open house that day. Cigars and refreshments were free as water to all visitors.

Macey Tellman entertained, too, with cigars at regular prices. He did a fair trade and felt that he could afford to smile at the rush at his neighbor's store across the way.

"Yes, I know what they're doing," said he to a customer. "It's all in the line of gambling. With me it is wholly a matter of principle. I would

not cater to evil tastes the way Smith & Co. are doing, not for anything in the world."

"Oh, I don't know," remarked old Sile Doig. "You sell while your friend Smith gives away his cigars. Where's the difference?"

"A mighty sight. I haven't anything to throw away. Let me tell you, Sile, you'll see the hides of Smith & Co. on the fence inside of a year. They can't go on the way they've begun and make both ends meet. I've been in business five years now and I know what I am talking about."

"Then you don't believe in ever giving anything away?"

"Not to a tough crowd like that. A merchant has no business catering to human passions in that way. Whatever is worth having is worth paying for, that's my motto, and I find it works well in practice."

"Maybe you are right, Mace."

"I know I am. Those boys'll go up the spout in less than a year. Why, they spend enough in advertising to swamp any honest dealer. I let my goods speak for me. That's all the advertising I need."

"Maybe so, maybe so," grunted old Sile as he went out.

The ball game was a corker. Never had such enthusiasm been on tap since Buckston was an incorporated village. Even the village dads were there to a man, and the oldest citizen actually took off his hat and yelled with the boys at the good plays of the home team.

Despite the brilliant playing of Buckston, the Redvillains won the game.

This was the play off of a tie and, as a natural consequence, the rooters from Redville "didn't do a thing." They painted Buckston red, white and yellow, yet ever in the most friendly manner.

The broom brigade was organized by a fat drummer. Several dozen brooms were broken open at the Smith store, and with songs and yells the visitors armed themselves for the fray. Charley Smith appeared the most happy man in the town. Cigars and good will flowed as freely as water.

"The town is yours, boys," said Charley. "We'll have our revenge later."

The broom brigade, backed by tin horn boys and yelling rooters, swept down one side the street and up the other. All went well until the store of Macey Tellman was reached. The merchant stood on the walk before his door and waved back the excited crowd.

"You can't come in here," said he, in a tone of grim defiance.

"But we've gone through all the other stores, old man. Step aside, we won't be long sweeping you out."

"Stand back," ordered Tellman. "I know my rights in this matter. Not a man of you shall set foot inside my door. Go on now about your business."

Jeers and groans followed.

"Go in, fellows, go in!" yelled a voice in the rear. "Throw the old

cuss into the gutter if he gets in the way. Hooray fur Redville! We are the people!"

The crowd surged forward, pressing the merchant backward against the jamb of the door. His face whitened and he swung out his clinched hands.

"Stand back!" suddenly sounded a voice. The next moment the fat drummer forced his way to the side of Mr. Tellman. "Aren't you going to let the boys inside?"

"No, sir; no, sir," and Tellman pushed the fat drummer backward. "This is my premises; you have no right here. I stand on my rights—"

"And they shall be respected. Come along, boys, and leave the gentleman alone," cried the drummer. He led the way and the crowd followed, soon after which the incident was closed. Tellman had won the day and stood talking pompously about his victory for an hour afterward.

"It is a matter of principle with me," declared the merchant. "I know

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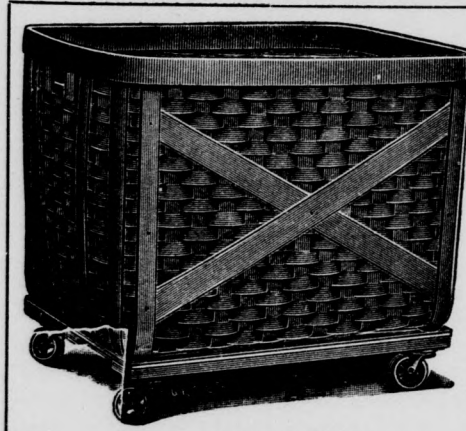
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my rights and shall always maintain them."

"And yet," suggested one, "might it not have been better to allow the good feeling crowd to have gone in and swept out the store? Nobody would have been harmed. Look how the Smith boys managed."

"Yes, I know, and they'll miss it some day. I will not sacrifice principle for the rabble, never in the world!"

"I can see that you are a very determined man, Mr. Tellman."

"Call it what you please, I'm not going to get down on my knees to a drunken mob as some others have done," and Tellman went back to his duties, fully convinced that he had vindicated the rights of an American citizen.

"Why don't you go into Tellman's store anyhow, boys?" asked a citizen. "He's that cranky nobody likes him. We'd like to see him taken down a peg."

"That wouldn't do at all," returned the fat drummer.

"It would serve him just right."

"Maybe it would, and yet, strictly speaking, the man is wholly within his rights. It's all well enough to have a little fun; I like it as well as any of the boys. Everybody seemed willing to let the crowd have full sway except this one man. We've had a good time and I'll never forget Buckston. Come over to Redville and we'll treat you well."

It was as the fat drummer said, Merchant Tellman was strictly within his rights in refusing admittance to his store to the jolly crowd of base ball cranks, yet this very act crippled him in more ways than one as a business man. The old adage, "When with the Romans do as the Romans do," seemed fully exemplified in this particular case.

Three years afterward the fat drummer had occasion to visit Buckston once more. He was surprised at the changes that had taken place in these thirty-six months. Another firm was doing business at Tellman's stand, while across the street, occupying double stores, was the firm of C. A. Smith & Co., doing a stunning trade and actually talking of soon starting a department store.

"Tellman?" said a citizen in answer to a query from the drummer. "Oh, he went out last year—was sold out under the hammer. No, I can't say where he is now. You see, he had it in for everybody. He was a genuine knocker from way back. Nobody liked him."

"No, and yet—"

"And yet he was a strictly honest man, nobody will gainsay that. He was of a jealous disposition, though; hated to see his neighbor merchants prospering."

"He had it in for C. A. Smith & Co., was forever belittling their goods to his customers. There's a lot in that. Whenever you hear a merchant railing against his neighbor in business you may set it down that he isn't going to wear well himself."

"Quite true," returned the drum-

mer. "I remember Mr. Tellman as a person who was a great stickler for principle. He seems to have permitted this trait in his character to ruin him in business."

Now if there is a moral to be attached to this story we will leave it to the reader to discover and place it where it belongs.

J. M. Merrill.

Some Defects in Our Game Laws. Written for the Tradesman.

The Genesee County Fishing Association held its annual meeting and banquet recently at Flint, with fifty members and guests present. Fish, cooked and uncooked, were conspicuous on the menu. E. S. Lee officiated as toastmaster. E. M. Snell, of Manistee, discussed the new law making it illegal to fish in certain Michigan streams with bait other than a fly, and although a fly fisherman himself he stated it as his belief that by the passing of the measure the residents along the streams affected by the legislation are made law violators, for the reason that the farmers know and care nothing for flies and will use worms and other live bait. He argued strongly against the bill passed at the last session of the Legislature which advances the opening of the trout season from May 1 to April 15, as this simply means the opening of the stream to the pot fishermen. May 1, in his opinion, is plenty early enough.

E. G. Thrasher, of Mackinac, Deputy State Game Warden, called attention to some of the difficulties confronting him, saying in part: "While there are some good points, as there are in any law, the Michigan statutes covering the game and fish question are far too inadequate. For instance, before an officer can prosecute with any degree of intelligence any complaint made to him of violation, it is necessary to look up not only the county but the township, and even the section. A man can not legally take fish through the ice with set lines. That is a State law, but right here in Argentine township, in your own county, he can make any lake or stream black with lines, and go away and leave them a week and no one can stop him. There's a local act that says fish in Argentine may be taken that way."

"A man can dynamite an entire lake and by so doing kill thousands of fish. Take him before a justice, find him guilty, and the most severe punishment he can be given is the levy of \$25 fine. If a man goes out to the woods after or before the opening of the season and shoots two birds, he can be fined as high as \$300 and can be imprisoned for a year besides. That's the law."

"These are a few of the reasons why I believe that the local act clause should be abolished. If it is all right to hunt rabbits with a ferret in Genesee county, it should be all right in Lapeer; but it isn't."

"Taking the matter of fishing through the ice with set lines, I caused to be published in a Flint paper a notice to the effect that to take fish in this manner is illegal. Pre-

vious to that notice there were probably a hundred men in the county who were guilty of fishing with set lines. It is not that the Department has a pernicious desire to prosecute. We want the game and fish protected. As a result of that notice the violations for the greater part were stopped, but the point is here: I took a drive out in the country one cold Sunday and in none of the lakes visited, except in Argentine, did I find any set line fishing."

"The Game Warden is with the farmers, not against them. In the 1877 law there was passed an act that made it a misdemeanor for a man with a gun, with or without a dog, to go on any premises for hunting purposes without first asking and obtaining the owner's consent. If he is found so doing he can be fined \$20 or imprisoned for thirty days. It is up to the rural property owner to enforce his prerogative. I for one wish he would do it."

Fred S. Burgess, of Detroit, President of the Michigan State Game and Fishing Association, was the next speaker. The automatic gun, against which he is unalterably opposed, was mentioned. The use of this gun was restricted in Pennsylvania last year, and it is the hope of the Association

to secure the passage of a like measure for Michigan at the next session of the Legislature.

"And do you know," said Mr. Burgess, "that there are only four states east of the Mississippi in which Sunday hunting is prohibited? Well, there are, and Michigan is one of them."

"I want to say a word right here for the Michigan quail: I believe a grave injustice to the farmer is being done in the matter of the quail season. This bird, according to statistics in other states, is one of the greatest assets the farmer has. Four quail were put in a prescribed area and within a certain time they had eaten tons of crop-destroying insects, poisonous dust from noxious weeds, and cleaned up the dreaded chinch bug which a few years ago threatened to end Michigan's hope of raising wheat forever. We must have that law repealed. The quail, I say again, is one of the greatest assets the farmer has."

Others who spoke were L. Hilsendegen, of Detroit, and Fred J. Pier-son and C. H. Watkins, of Flint.

A. Griffen.

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Trials and Tribulations of the Chaperon.

According to a woman who has had experience the modern Christian martyr is the chaperon.

"Don't talk to me about other people's suffering," she says. "I have chaperoned half a dozen girls through summer campaigns and know what real trouble and tribulation are. The office of the chaperon is one that brings neither pleasure nor profit nor honor. It is one in which you are blamed if you fail and get no credit for a howling success. Nobody considers the chaperon. Nobody pities her. Nobody is interested in her. She is a poor, persecuted, put-upon creature, sacrificed to proprieties, yet people have been sainted and monuments reared to commemorate their heroic sufferings for less than she goes through.

"To begin with, it's the most thankless task on earth. It never even seems to occur to anyone that you are making a sacrifice to encumber yourself with a girl. People meet you on the street and say casually, quite as if they were bestowing a prodigious favor, instead of asking one: 'Oh, Mrs. Blank, I hear you are going off to the Grand or the Arlington or somewhere next week. Would you mind chaperoning my Mamie? She is crazy to go, and it is just impossible for me to leave home this summer. I am sure you will enjoy having the dear child with you. She is so sweet and won't give you any trouble, etc.'

"What is one to say? If you've ever been through the experience once and were honest, you would say, 'Not on your life. I am going off to enjoy myself and not to do penance for my sins by being a chaperon. I don't want to be bothered with any young girl and I won't have her at any price,' but you know perfectly well if you do say it Mamie and her friends and her family will call you a mean, selfish, hateful old thing. So the chances are you murmur hypocritically something about being delighted, and you have the sweet satisfaction of knowing, for your pains, that unless you dog Mamie's every footstep her parents won't think you have done your duty by her, and if you do the sweet creature, for whose sake you walk weary miles and go to picnics your soul abhors and help line the ballroom walls long after you want to be in bed, will call you an old dragon.

"It doesn't make much difference, either, what sort of a girl you undertake to look after. So far as your comfort is concerned there is small choice whether she is the flighty girl whom you are always trying to keep out of scrapes or the stick-to-the-wall girl who keeps you hustling trying to find beaux for her. In either case the work of the chaperon is from

the rising of the sun to the going down thereof and the putting out of the last light in the hotel, and if anybody thinks the job is a sinecure, they are welcome to it.

"I tell you it takes the talent of a diplomat, the patience of Job and the wisdom of Solomon to be a successful chaperon. You have to have the forbearance to put up with the never-ready girl, who delays every excursion and keeps you waiting for meals until the head waiter is ready to shut the dining-room doors and there is nothing to eat but warmed-over scraps. You have to have the humility to fasten the clothes of the girl who thinks part of a chaperon's duties is to be a dressing maid. You have to have the generosity to supply the borrowing girl, who never provides herself with face powder or hairpins or stamps or anything else she can sponge on another person for, and you have to have the self-control not to want to spank the weepy girl who goes off and cries every time everything does not go just to suit her or another girl has the more attention.

"You have to know when to beat up the dark corners of the hotel veranda and rout out the sentimental girl to keep her from being gossiped about. You have to know just how much rope to give the jolly-good-fellow girl and when to pull her up before she degenerates into a rowdy. You have to know how to keep the girl who thinks she is picturesque and likes to pose from posing in idiotic attitudes for the amateur photographer. You have to know how to catch beaux for Sally Chump, who does not know any more how to capture a man than she does an elephant. You have to be able to soothe the ruffled feelings of the other young men when Maud Prettygirl goes off with another on a moonlight stroll. You must have a saving grace that will keep Emmie Nincompoop from making a goose of herself as often as you can, and then, when you have done all these things, you must possess such an altruistic spirit that you can be satisfied with the rewards of a good conscience, for other pay there is none. No appreciation nor thanks come your way, and you are lucky if you are not blamed.

"Now there is that little affair of Betty Morgan's. Betty was the dearest girl—a pocket Venus, with great big dewy eyes and fluffy hair and a way with her that made her seem like an adorable child. Betty's people belonged to that forlornest class, the poor and proud. Good old family, you know, but not a penny to bless themselves with, and they depended on Betty to retrieve things and take care of the little sisters and brothers by marrying rich.

"You know what always happens in such cases: Betty did the inevitable by falling in love with the poorest man she knew. I had never seen him at the time, but they said he was a musician who played like an angel and looked like a Greek god, but who was only beginning to get a foothold in his profession. There was a rich suitor somewhere in the

background, old enough to be Betty's father, but her family were urging him on her, and the poor child grew thin and wan and pale. That summer I took her with me to Mackinac and never was such a wonderful cure. From the first moment she bloomed out into health and beauty. People raved about her, and I began to think perhaps she had forgotten her musician, and that after all money was money and a pretty comfortable thing to have.

"Then one day, quite by chance, I wandered down a little unfrequented path to Arch Rock and I came suddenly upon Betty and a man whose face seemed vaguely familiar. I raised my eyes and looked. It was the first violin in the hotel orchestra, and the whole situation flashed on me. He was Betty's musician, and he had come to Mackinac to be with her. Then I looked at Betty. Her face was simply glorified with the light of that love, undimmed by fear or doubt or self-questioning, that never comes twice to any human

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

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soul, and that has in it all that is best and truest and sweetest in life. The man held her hands tightly clasped and pressed against his breast, and he looked as if indeed he was receiving God's benediction out there in Nature's church. I moved and they came towards me, hand in hand.

"Mrs. Blank," Betty said, with her voice quivering like a hurt child's, "if you tell my mother she will make me come home, and—"

"Betty," I said, "the first duty of a chaperon is to know what not to see."

"Betty and her musician have been married these years, and are happy as the day is long, but the Morgans have never forgiven me. They say I failed to properly chaperon Betty. Perhaps I did. But what would you? There are things so sacred that even a woman does not dare to meddle with them." Dorothy Dix.

Intimate Relation of Progress and Change.

Written for the Tradesman.

There can be no improvement or progress without change. Life is due to constant changes. To remain stationary is to become stagnant—dead. Human beings from infancy to old age are gradually, imperceptibly changing. There are various stages, yet the dividing lines are not apparent.

In Nature there are regular, periodical changes which man may know beforehand and for which he must prepare or suffer in consequence. There are also minor changes, sudden, unexpected or with but brief warning. For these emergencies man must prepare.

In the physical, moral and intellectual growth and development of human beings there are regular stages for which preparation must be made. There is more than simply starting right and going forward. There must be constant supervision. So also in work or business. The horseman must constantly watch and guide his steed; the engineer must regulate and control his engine; the farmer watches his crops and prepares to do his part at certain stages to further their growth or fruition; the parent watches the child and provides food and clothing for its different stages of development.

In the progress of human affairs some changes come gradually; others abruptly. People are often unprepared for these changes and are therefore inconvenienced until they arrange to adapt themselves to new conditions. In the transaction of business, in methods of doing work, in the conduct of public affairs there is need of frequent changes to adapt them to new conditions.

Some people look forward and prepare for the changes which they expect, and thus realize no loss or inconvenience. Some improve their condition, secure additional profit, or advance their interests in various ways by taking advantage of changes. Others argue and fight against every proposed innovation, bewail them as public calamities or as in-

jurious to certain classes, when in reality the principal reason of their opposition is their reluctance or dislike to being obliged to better themselves and make preparation for the new order of things. They do not like to face new difficulties and overcome them even although the result would ultimately be to their advantage. They are in a rut. It suits their nature. They want to live and die in it.

There are those who seem to think that by opposing changes they can prevent them. They talk as though the public made changes on purpose to inflict hardships on certain of the citizens; again, they claim that these advance steps are for the benefit of a few and a detriment to the masses.

Many things which are now generally conceded to be beneficial to all the people met with strong opposition at the time of their introduction. We read how laboring men broke and destroyed machinery which was designed to do away with hand labor in certain trades. We see the same prejudice to-day in some cases, although workmen in general prefer a position where they may operate a machine.

Men who study the trend of events in any given direction may realize that certain changes are inevitable. All may not look upon these changes as best for the people, but preparation must be made for that which can not be prevented. The causes which lead to these changes may have been in existence a long time. The seed sown in the past has at last borne fruit, possibly very different from the expectation of those who planted the germ.

Beside those who seek to study the future and devise wise plans to meet the changes which they foresee, there are some who seem to take pleasure in prophesying grave and dangerous contingencies to alarm the people.

While progress is so intimately connected with change, yet simply rushing forward at utmost speed is not progress. Constantly changing may not be progress any more than holding forever to one thing. Those who seem in their natural element only when in a whirl of excitement may not be making progress. Those who are in an insane rush may not be really more alive than the careful plodding worker. Those who enjoy nothing but getting, nothing but out-doing others, nothing but striving to keep ahead of the crowd, when they fail to secure or hold such positions are most miserable. Their failures are the more accentuated.

Change is often beneficial; life and activity are desirable, but extremes are to be avoided. Occasional, regular opportunities for rest, quiet and meditation are good for one whose life is of necessity full of excitement. Activity should not be continued until one must stop from sheer exhaustion or until one must resort to opiates or narcotics to deaden the sensibilities and produce a desire for inaction.

It is all right to fix your eye on the goal and keep pressing forward, but due attention should be given to

the intervening way. The mariner sets his course for a distant port, but he must take frequent observations to detect any deviations.

Endeavor which is intelligent, deliberate, mature, well balanced, controlled, is true progress. Continually experimenting is not always progress. Discarding old things simply because they are old is not progress. Retaining that which is worthy to be retained; changing when conditions are ripe for change; changing when changes are necessary, advisable or beneficial, that is progress.

E. E. Whitney.

An Impenetrable Place.

When Secretary Cortelyou left the Department of Commerce and Labor to assume direction of the Postoffice Department he took with him a very dignified and gentlemanly old darky messenger.

A day or two after Mr. Cortelyou's assumption of his new dignities the old messenger was dozing in his chair just outside the ante-room of the Postmaster General when another messenger approached him, saying:

"There's a gentleman in the room across the hall who wants to see Mr. Cortelyou."

"He can't see him," was the firm reply.

"But he says he must see him," persisted the second messenger.

"I don't know nothin' 'bout dat," returned the old chap, "but I do know dat nobody kin see Mr. Cortelyou. He's just gone to his sanctum sanitarium."

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ARBUCKLE BROTHERS
NEW YORK

JIM'S FALSE WEIGHTS.

Fraudulent Little Scheme That Did Not Work.

Written for the Tradesman.

John Jeb, retail grocer on a large scale, had good reason to be well satisfied with himself, and with the world in general, as he sat in his private office that afternoon. He owed no man a dollar that he couldn't pay on the spot, and his business was profitable and growing better every year.

He had brought his splendid business up from a small beginning by giving everybody who traded with him a square deal, and his word was as good as his note wherever he was known. He thought as much of his reputation for integrity as he did of the money he had accumulated. It is no wonder, then, that he was in good humor as he looked over his ledgers and contemplated his fat bank account.

As he sat there a tiny political bee was buzzing in his head. The city needed a business man for its chief executive, a man of unquestioned honesty and strength of character. Why shouldn't he round out an honorable business career by taking the place? It was a tempting proposition, and he had thought a good deal about it of late.

Presently a knock came on his door, and, in answer to his summons, a slick-looking young man entered with a covered basket on his arm. The fellow was flashily dressed, and his face showed a surprising stock of over-confidence and nerve. He stood for a moment with the covered basket on his arm and then sank into a chair, unbidden, holding the basket on his lap. Jeb regarded him with amazement. He was not used to having entire strangers enter his private room in that way and invite themselves to seats.

"Well," he said, after an awkward pause, "what can I do for you?"

The visitor hesitated, as if screwing himself up to a disagreeable task.

"Mr. Jeb," he said, presently, "I know your reputation for honesty and fair dealing in the city. I know how highly you regard this enviable reputation."

He hesitated again, while Jeb studied his face critically, wondering what new graft he was up against.

"Well?" he said. "Well? You hardly came in here to say that?"

"No," replied the other, "I didn't. The fact is, I came here because I thought I might be able to do you a favor. Knowing your pride in your reputation for business integrity, I thought I might be able to—"

"What is it?" demanded the grocer.

"Well, you see," continued the young man, his eyes falling before the keen ones of the merchant, "it is a question of false weights."

"What's that?" thundered Jeb. "Are you talking about false weights in connection with my business? You rascal!"

"Now, you wait a minute," gasped the stranger. "Don't be so fast. If

you fly into a passion I may not be able to help you."

"I don't need any help in conducting my business, sir!" shouted the merchant. "If that is all you have to say, you are wasting your time here."

"Don't be rash, now," said the other, looking Jeb sullenly in the face. "You may not be responsible for everything that goes on in your store. You may not know anything about the false weights that are being used there."

Jeb was on his feet in an instant, and halfway to the door, which he proposed opening before he was tempted to toss the young man through the plate glass.

"False weights in my store!" he shouted. "I'll teach you to come here with a blackmailing yarn like that. You get out!"

The young man threw up one arm as if to ward off a blow, but did not move from his chair. Jeb stood with one hand on the door knob, ready to open it.

"I wouldn't make quite so much noise about it," said the young man, "if I were you. I know what I'm talking about, and I haven't mentioned the matter of money, so you can not justly call me a blackmailer. If you'll sit down, I'll tell you something that you ought to know. If you persist in raising a row, I'll go without saying another word."

The merchant sat down, raging. He leaned back in his chair and looked steadily into the other's face. The visitor seemed to grow nervous under the scrutiny, but maintained his outward composure.

"The consumers of the city," he said, "have a secret league of their own. No one engaged in the retail business knows anything about it. This league was formed because there was a suspicion that the official sealer of weights and measures was not doing his full duty by the public, that he was either loafing on his job or accepting bribes from those to whose interest it would be to bribe him. The scales of every retail grocer in the city have been secretly tested. 'Do you mean to say,' cried Jeb, 'that they have had the impudence to come to my place of business and make their infernal investigations without my knowledge?'"

"Yes," replied the other, "that is exactly what they have done. And they have found that your weights are shy two ounces on a pound."

Jeb was on his feet again, fuming up and down the floor. His hands clenched as he walked, and the stranger involuntarily dodged every time the sturdy frame of the grocer came near him.

"They have, eh?" said the merchant, his face white with rage, his eyes glaring. "They have tested my weights and found them short, have they?"

"Yes, sir, I regret to say that they have."

Jeb dumped his bulky frame into a chair and mopped his face with a great red handkerchief. He was almost beyond the power of speech

now. His weights slandered, after all the years he had been in business! His weights!

"I have here in this basket," continued the young man, a smile of cunning stealing over his face, "the proof of what I am saying. I have four packages of sugar, bought on four different days at this store, and all are under weight."

"How do I know that they were bought here?" demanded Jeb. "How do I know that some of the sugar has not been removed since the purchase, even if the purchases were made here?"

"On the day they were bought," continued the visitor, "they were placed in canvas bags and sealed in the presence of the clerk who sold them. You may see for yourself that the seals have not been broken."

The young man set the four packages of sugar out on a table which stood at his elbow. It was clear that the seals remained intact.

"These strong canvas sacks," said the visitor, "weigh one ounce each. You may see the packages weighed if you desire."

"Never mind that," said Jeb. "Come to the game. What is it?"

"The league," said the young man, "is constantly put to expense in making these investigations, and it is thought that the detected ones ought to—"

"A-h-h-h!" cried Jeb. "Yes, ought to pay?"

"Yes, ought to pay, on the destruction of the proof and the removal of the false weights. The sum asked in each case is \$200."

"Not a cent!" roared Jeb. "Not one red cent!"

"Then the proof will be placed before the league and printed in the newspapers."

"Come to-night," said Jeb, after a moment's thought. "I'll settle with you." The young man smiled and left. Jeb called his junior clerk to the office.

"Follow that man," he said, "and come back at 7 o'clock. Don't lose him."

"Gee!" said the junior clerk, "what a cinch!"

He was back at 7 o'clock conferring with Jeb. Then he was sent out to bring George, the sugar clerk. George, when he arrived, admitted that he had sold four packages of sugar to a young man who had placed each one in a canvas bag and sealed it. Jeb sent George into the store to wait and 'phoned police headquarters. At half past 7 the slick young man was in the office, alone with the boss, supposedly, looking pretty gay, his basket of samples on his arm.

"State the case again," said Jeb. "What is it that you want?"

"Two hundred dollars for your own protection."

"And if I don't give it to you? What then?"

"Then I'll ruin you, that's all. Burst your mayoralty boom, anyway."

"That will be all," said Jeb, and at the words a man stepped out from the closet and attached a pair of handcuffs to the wrists of the slick young man. George heard the rum-pus and came rushing in, looking white and scared, as well he might.

"Take this clerk, too," said Jeb.

"The charge will be conspiracy to defraud. This clerk bored my weights and sold the goods with them in that shape. My junior clerk followed them to-day and heard them discuss the prospects of getting \$200 from me. Oh, it is nothing, Mr. Officer, just one of the perils of business that the public does not understand. A man afraid of his reputation might have weakened and paid 'em. They may have robbed a dozen for all I know. I can take care of my little boomlet, all right! Good night!"

Then Jeb slipped a \$10 bank note into the hand of the staring junior clerk and went home, resolved to see that the blackmailers got a good stiff sentence. Alfred B. Tozer.

you when you are in a position to help yourself.

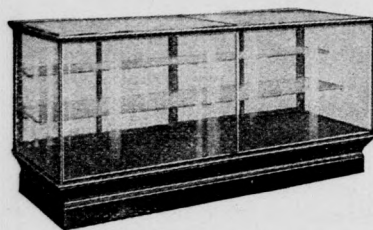
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BUYING CUSTOMERS.

Sometimes the Merchants Pay Too Dearly for Them.

Written for the Tradesman.

They were three, the dry goods man, the commission man and the grocer. They sat in the commission man's little den at the back of his warehouse and talked of the prospects for the new year.

"I'd like to see the town grow a thousand."

"All good, well-paid mechanics."

"Men who will buy property and remain here."

Thus the three expressed their ideas. Then there followed a long silence. The dry goods man was the first to speak.

"There are prospects," he said, "of a piano factory coming here."

"How much do they want?" asked the grocer.

"A free site, exemption from taxes for ten years, and \$25,000 in preferred stock taken in the town."

"Which means \$25,000 in cash."

This from the grocer.

"Oh, it might be a good investment," suggested the commission merchant. "Those concerns pay well when they get to going."

"I'll take some stock," said the dry goods man.

"So will I," from the commission man.

The grocer remained silent.

"Come, George, declare yourself," nudged the man of calico.

"I won't give a cent," replied George. "unless it can be shown that the concern is making money right now. I've been through that thing before."

"But it will help the town."

"It will do you more good than it will either of us."

George was not convinced.

"I got stung by this same bee," he said, presently, "when I was running a store out in Indiana. We were buying customers out there, and some of them came pretty high. There are a lot of concerns looking for sucker towns, and we got about all there were of them, I guess. There wasn't one of them that ever did the town any good, and most of them left bleeding hearts when the bank paper matured. A concern that is not a paying one is no good to a town."

"What did they do to you down in Indiana?" asked the dry goods man, with a sly wink at the commission man.

"I'll tell you what they did," was the reply. "They got free land, and exemption from taxes, and sold bonds and preferred stock, and common stock, and swelled around the streets in automobiles until their bank paper matured, and then they moved away."

"You must have had a swell town committee to take in such truck."

"The members were just like you fellows: Here you've been offering to take stock in this piano shop without knowing a thing about it. The interested ones have been here telling fine stories and the people are ready to bite. But I was going to

tell you what they did to us down in Indiana:

"There were only two concerns that received bonuses that made any go of it at all. They finally got to work. One of them brought a lot of Dagoes to work in the shops. A freeborn American citizen couldn't get a job in the plant."

"Well, that helped the town."

"Yes, the Italians are thrifty people."

"These were not. They lived in any old place, and huddled together like seven in a bed. They spent little cash in the town. I don't know what they lived on, unless they drew sustenance from the large gold earrings they wore, or fed on the rough houses they used to promote every Saturday night. You see, they lived together in one corner of the town, and had little corner stores and a saloon of their own. I don't know where they got their dry goods."

"I know," said the dry goods merchant. "They had their friends buy for them at the big department stores in Chicago, when the sales were on. I'll gamble that the dresses the females wore looked like a picture out of an almanac of the year 1789."

"Just about. Well, this factory kept going with this sort of help. They didn't pay living wages, but the Dagoes saved money. They didn't put it in the banks. They sent it to some Italian banker in New York. The people of the town never saw any of their coin."

"Did the stock pay dividends?"

"Yes. The managers let go of 5 per cent. annually. There is no doubt that the plant might have paid 10 per cent. However, the money that was made was sent off to Chicago, where a majority of the stockholders lived. The officers drew salaries that made our homespun ears crack at the very mention of 'em, so they couldn't afford to let go of much money in town."

"Finally the articles manufactured got out of fashion and the plant was closed down. The officers and superintendents went back to Chicago and the Dagoes packed their trunks and went back to the Old Country. They had made enough to cut quite a swell in the land of sunshine and daggers in the back. I notice a lot more are going back this fall, and taking their money with them."

"What became of the plant?" asked the dry goods man.

"We tried to get another company to take it, offering another bonus, and finally landed one that stuck. It is sticking yet. That is one reason why I moved out of the blooming town."

"You had some stock?"

"Yes, a thousand dollars. I was scraping the bottom of the cash drawer to keep up the payments on it, hoping that a dividend would help me out, when there was a walkout at the plant. The workmen were all skilled fellows and wanted good pay. We wanted them to have good pay, too, for the more money a customer earns the more he will lay down on your counter. I think that most of the merchants encouraged the work-

men, for the company was getting pretty low down in the matter of salaries. Times were a little dull, and I guess they thought they could get the men for almost any old price if they would only keep them at work."

"Well, the men wouldn't stand for it. They walked out, and the plant shut down with a lot of orders on the hook that just had to be filled. Then what do you think the company managers did? They called the men together and proposed that they would see that they got better terms at the stores if they would work for the wages proposed."

"That was a cheerful proposition, considering that the merchants of the town had made sacrifices to get the company there."

"Yes, and a lot of the merchants were even then paying for stock which they had bought on the installment plan. Well, winter was coming on and the men said that if they could get lower rates at the stores they would go on with the work. The managers came to see me about a 10 to 20 per cent. reduction on groceries. I told them that I wasn't allowing any man outside of the store to fix my prices, and they went off mad. This happened at most of the other stores, then the company's men went to a small town a few miles away to do their trading, and the company furnished the teams to deliver the stuff. How is that for a deal?"

"Wanted to fix your prices, eh?"

"In other words, they wanted you

merchants to pay the workmen their wages by giving up your own profits?"

"That is the size of it. They told the workmen that the merchants were in a combine, that prices were higher than they should be, and that they would see that goods were brought to decent rates. Now, understand, this company was brought to the town through the merchants, who expected to get the trade of the workmen. How much do you think that concern, or the one that employed the Dagoes, helped the town?"

"But the companies who want to get out into smaller towns, away from the big cities, are not all of this class."

"It is all right for a company to want to move, and to get a bonus from the new town if possible, but it is also all right for the business men of the town to know what they are doing. A good paying institution is a benefit to any town. We ought to do all in our power to bring such here, but we want to know what we are getting before we bind ourselves or put up any money."

"Well, investigate."

"I'll leave that to you gentlemen. Do the best you can for the town, but don't pay too much for new customers. Don't bring shops here to enrich old Italy, or to build up the trade of the surrounding towns."

Alfred B. Tozer.

If it was not for the happening of the unexpected life would be awfully monotonous.

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

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Tradesman Company

Grand Rapids, Mich.



Debate of the Lasterville Boot and Shoe Club.

With President Laster in the chair the regular meeting of the Club promised more than the usual interest and, in view of the topic announced at the previous meeting, "How To Look on the Future from This Viewpoint," there was a big attendance of interested and anxious retailers with a few guests as well.

"This subject," remarked the President, in his opening sentence, "is one of the broadest which we have ever taken up. It is broader than our business itself, for it has to do not only with our trade but with every other trade as well, and not only trade alone, but life in this great free commonwealth as well. We can not call it a debate, unless we make the viewpoint one of confidence for the affirmative and of the opposite feeling for the negative. Who will speak first?"

"Ball! Ball!" came from all parts of the room.

The second oldest shoe man in the business in Lasterville rose with modesty. "I do not pretend to be a prophet," he remarked, "but all who prophesy are not prophets any more than all profits are net, but in spite of all there is no law against shutting one's eyes when they are no longer any use and thinking about the future. I think that it was 'Old Gorgon Graham' who said something to the effect that stock speculation was merely backing your faith in your country. I never could understand, quite, how the shrewd old fellow made that track with selling stock 'short' on the market, but in general the thought is good. In facing a situation such as this, as shoe retailers all of us with a few of us as shoe manufacturers, just what is the condition? Is there anything about the country which is enough wrong to warrant fear in the heart of the average shoe seller, be he maker or vendor? And my opinion would be that there is not. (Prolonged cheering.) I am, of course, a great believer in the good old U. S. A., as I hear the boys call it. I've lived a good many years here and I can not see any of the conditions surrounding affairs at this stage of the game, except the enormous financing operations to force big money to attract big money, which neither the money nor the enterprise earns without injury to somebody somewhere. Did you ever stop to think, boys, what an honest little business this shoe business is as we run it here in Lasterville, and as I fancy the game is managed pretty nearly everywhere? I don't know of a man in this room who is not a friend of his customer every minute he is in the store. I do not know of a one of you who is not trying every time to give honest value to his customer for the amount

of money the customer can afford to pay. After all, there are only three things for man's bodily comfort, the roof to protect him from the heat, the cold and the storm, the covering for his body and the food for his stomach. That is all that he needs, actually, besides his faith. We furnish a portion of the covering for his body. We help him on his way, and I say to you that I know of no business on earth, except, maybe, the direct tilling of the ground or watching the herds and flocks, which has in it more of the elements of satisfaction.

"But this is not german. What of the future? I say to you as both a shoe retailer and a manufacturer, the future is all right. There is no cause for alarm among us. The wonderful, bloated, unthinking prosperity of the past few years could not go on. I, for one, am glad that a halt has been called to take account of conditions before every individual was involved in a wreck which would have meant starvation in the midst of plenty, freezing beside a glowing blaze, drowning in a sea of trouble. We were going it too fast. We know it now. We have stopped to think. But this great, wide, smiling glorious land of ours, has it failed us anywhere? Is it any less productive, any less willing to help than it was a year ago at this time? I say to you, No. As the colored brother replied when he wished to make his refusal forceful, 'N-o-e, no. That's what I says, No.' There is no war or shadow of war, there is no pestilence, there are no country-wide calamities. The land is going to go on bringing forth and people are going on wearing shoes. I say, Don't be afraid."

There was a lot of applause when the popular old man sat down, and there was a lot more when old Izensole got up. I sha'n't try to transcribe the old fellow's rich dialect much. One really needs to hear it. He said:

"I liked the way all that sounded even when, sometimes, I didn't quite know what it meant. It is right for us to have faith in our country. It is the greatest country in the world. I believe you, but, just the same, the finest country in the world may not mean as many shoes sold next year as we sold last year. When there is nothing doing for the old horse, the farmer pulls his shoes off and lets him run loose. The blacksmith gets nothing. That's the way it is in America, the good old U. S. A. The customer is doing nothing and he will go without shoes unless he can get them lower than you can afford to sell them. I say, 'You,' because close times is the harvest of the job lot man and I am great on job lots. We might as well face it. Don't let us deceive ourselves."

The cheering was only perfunctory when the old man sat down. There was too much apprehension in the hearts of the members.

Mr. Hyde said: "You've had both sides of it right at the start. Why wouldn't it be a good plan to look at the matter with an idea toward both extremes? It is true that, theo-

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Our Hard Pans will give good service where ordinary shoes fall down completely.

Rindge, Kalmbach, Logie & Co., Ltd.
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retically, if every customer of your store wears his or her shoes two days longer than usual before he or she decides to get a new pair, there are, theoretically, two whole days of trade taken away from you. If they average to wear them a week longer, there is a week taken away from your trade, and if a month, then a month of trade is gone. And for a whole month the store might as well be closed, providing the thing worked out in that way, but, still, is not that very condition a good one? The customer is 'finding himself.' The dealer is 'finding himself.' If we have been going too fast we stop and think. We 'Stop-Look-Listen.' It is good for us. Perhaps we have been selling off from the top of the pile. Rushing the newest goods and allowing the old ones to grow older and overload the stock. It is a condition to be taken advantage of. The finest time to clear up a stock is when the people are feeling poor. In my store and in the store of every dealer in the room, there are goods which are almost unsaleable in good times. In this sort of emergency customers will buy them at a price. In smooth sailing times they won't. Get them out, brush them up a little, put a price on them with the knife marks across it, and you can have a cleaner stock by spring than you have ever had in the history of your place of business.

Mr. Izensole: Unt vot you gant zell, pring over to me, unt I'll geef you forty-five zents on der tollar vor 'em.

Mr. Tanner: We are wandering more or less away from the real subject which is an honest look at the future, as I understand it. For the first time in the history of our firm Mr. Hyde and Mr. Oaks and I do not entirely agree. Perhaps I am a bit too optimistic, but I want to order much heavier for spring than either of my partners is willing to do. This trouble of a few months is merely a readjustment. The country needed it. It would have been better for us if it had come a year ago. The readjustment would have been easier. The thing did not come a moment too soon, but it came in time, thank God, and I believe, as much as I believe anything, that it is not going to be the long, painful climb back to prosperity that we had in 1873, but a rebound to prosperity of a more solid, enduring sort than this country has ever seen before. I believe that the year will not be far advanced before you will see it. And nine out of ten retailers in every line are going to be out of goods when the sanity comes back, just because they are cutting off their orders too close. Clean up your stocks of course. That is good advice at all times, especially good now, but remember we are in the business of selling shoes, and, bye and bye, when the customers come, a good many of us are going to be out of goods, and the old horse with his shoes off, that Brother Izensole told us about, will have to go un-

shod because the blacksmith won't be able to get around to him.

That made the meeting feel better.

The Chairman: We would all be glad to hear that young Napoleon of finance, Mr. Sam Rustelle.

It is an open secret that Sam bought U. P. on a close margin at 1.20 and sold at 1.25 and cleared up enough so that he is going to build a new house this spring and will be able to discount his bills, for awhile, anyway.

Mr. Rustelle: I don't pretend to be any authority on finance. I am a good bit of a sport, and when it is necessary one way or the other to bet on my country or against it, I bet on it pretty nearly every time. I agree with one of the speakers when he said that it was time for a bit of a halt and that things were going too fast. I think we were going too fast to breathe comfortably, and that our breath was left almost eight months behind us. It is coming on a slower train, and while it is coming back it is well enough to stop at the conservative station and wait at as small expense as possible. I can not give advice, but I'll tell you what I'm going to do, I'm going to buy just about as liberally as ever I did, but I'm going to stick closer to standard styles, avoid too many extremes either in price or shape, and keep up a good stock that I'm not ashamed of, for I don't believe for a minute but what's there's going to be trade all right and when it comes it's going to come hard and fast.

So we all sang "Keep Your Eye on the Man With the Samples" and the meeting adjourned without decision. —Ike N. Fitem in Boot and Shoe Recorder.

What Happened to Jones.

One day a tall, gaunt woman, with rope-colored hair and an expression of great fierceness, strode into the office of the clerk of Kalamazoo county.

"You are the person that keeps the marriage books, ain't ye?" she demanded.

"What book do you wish to see, madam?" asked the polite clerk.

"Kin you find out if Jim Jones was married?"

Search of the records disclosed the name of James Jones, for whose marriage a license had been issued two years before.

"Married Elizabeth Mott, didn't he?" asked the woman.

"The license was issued for a marriage with Miss Elizabeth Mott."

"Well, young man, I'm Elizabeth. I thought I oughter come in an' tell ye that Jim has escaped!"

New Balloon Is Shaped Like a Pear.

Pear shaped balloons are the fashion in Belgium. The point is upward, the base of the balloon is spherical. It is claimed that balloons of this shape pierce the air vertically with far greater speed than the ordinary spherical balloon. Consequently they are steadier. Also the upper pointed end prevents the accumulation of moisture or snow on the surface, which frequently weighs a bal-

loon down and destroys its power to rise.

M. Adhemar de la Hault invented the pear shaped balloon for an aerial torpedo for dispersing hail clouds in the vine growing districts of Europe. But they have shown themselves to be possessed of such excellent qualities that they are being utilized for other purposes.

Nothing In It.

"Now, Tommy," said Mrs. Bull, "I want you to be good while I'm out."

"I'll be good for a nickel," replied Tommy.

"Tommy," she said, "I want you to remember that you can not be a son of mine unless you are good for nothing."

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Get a Start

It's only a guess to predict what will happen tomorrow, but it's a logical certainty that business competition will be fiercer and more profitable than ever before.

There are today many lines of commodities so well established in the public mind like H. B. Hard Pans that it will cost competition a lot of money to cut down their lead.

With this example of the advantage of getting in early we urge you to consider H. B. Hard Pans now. Get a start, as long a start as you can—a year's start is worth a lot of money, but there is advantage in a single day, it means that much ahead.

For getting a start, suppose you send in today your application for the H. B. Hard Pan line, and a bunch of the dealers' business makers, "The Natural Chap," all yours for a postal.



Herold=Bertsch Shoe Co.

Makers
of the original

H. B. Hard Pans

Grand Rapids, Mich.

No. 923 Elkskin Bicycle Cut
Men's, Boys' and Youths'
Black or Olive
Nailed and Fair Stitched



Observations of a Gotham Egg Man.

We have not yet suffered any scarcity of fresh gathered eggs as a result of the cold wave that spread over the West and Southwest toward the close of January and early in this month. Taking the country as a whole the movement of fresh eggs has at no time this winter reached large proportions, and it is not improbable that there was enough of the January production held back at country points to offset any decrease in the lay that might have resulted from the moderate period of wintry weather. For the past week, although shippers in the Southwest have reported a decrease in collections, there have been growing evidences of better production at other points, both in the South and Central West, and on the whole there is a general belief here that there is stock enough in sight, including the remains of the storage holdings, to keep the markets pretty fully supplied up to the time when spring quantities are fairly well assured, provided the stock available is generally offered for sale.

The doubt as to this outcome lies in the possibility of further material interference with production by cold weather; in the quantity of storage stock remaining to come forward, and in the effect upon consumptive demand of the moderate prices now ruling and the shifting of trade from storage to fresh as the supply of the held goods approaches exhaustion.

Western operators have lately been exhibiting considerable speculative disposition, and it was largely because of their orders to hold stock off the market and to buy here for their account that our market recovered from the extreme decline of last week. But at this writing it is by no means assured that there will prove to be any good ground for this speculative movement. The total demand for eggs, so far as local consumption is concerned, is increasing very slowly, if at all, as yet, and even with a continuance of comparatively easy prices it will take some time before consumers get the full benefit of the lower cost and fresher quality. It is probably true that storage eggs are on their last legs, and yet there are still a few thousand cases here and occasional cars are still dropping in from outside points which have been held back for the last bell to ring. Furthermore there are still a few thousand cases of fresh gathered eggs in first hands and the quantity of these has increased during the past few days until it is now estimated at somewhere between 15,000 and 18,000 cases. There is certainly a very fair chance that our receipts of fresh gathered eggs next week will be sufficient to take care of the market requirements, and there

is no present evidence that there will be any more deficiency this week than can be supplied with stock on hand if this stock is allowed to be sold. Shippers can force our market up under conditions such as we now have if they refuse to sell the stock in quantity needed, but they can not sell the accumulations at the advance unless an actual shortage of later arrivals is realized.

At all events we shall very soon be past the period of any probable unfavorable weather influences, and as soon as surplus supplies are definitely in sight there will be nothing to put bottom to the market above the prices at which operators will be willing to take goods for storage. Shippers will doubtless appreciate the fact that whatever momentary reactions or fluctuations may occur during the next few days, the next downward movement is likely to carry prices considerably lower than any of the previous declines. There has been some speculation among receivers and others in this market as to the probable storage basis this season. It seems useless to attempt any definite predictions as to the matter, because much will depend upon the rate of early production and the amount of surplus realized during the early part of the spring season. But with normal weather conditions it may confidently be expected that prices will fall considerably lower than they did last year—probably to 16c and possibly lower.—N. Y. Produce Review.

How She Made Her Coffee.

A Cadillac family has a servant who is an excellent cook, but insists upon making all her dishes strictly according to her own recipes. Her mistress gave her full swing not only as to cooking, but as to the purchasing of supplies. The other day the mistress said:

"Nora, the coffee you are giving us is very good. What kind is it?"

"It's no kind at all, mum," replied the cook. "It's a mixer."

"How do you mix it?"

"I make it one-quarter Mocha and one-quarter Java and one-quarter Rio."

"But that's only three-quarters. What do you put in for the other quarter?"

"I put in no quarter at all, mum. That's where so many spiles the coffee, mum, by putting in a fourth quarter."

Will Manufacture Paper For Fire-works.

Flint, Feb. 25—The paper mill in this city, which has been operated by the Decatur Filler Co., of Decatur, Ind., has been purchased by the National Fireworks Co., of Boston, Mass., and the transfer of the property has just been made. An extra force of men will hereafter be employed at the mill, beginning next Monday morning. The product of the plant under the new management will consist for the most part of a specialty prepared strawboard which will be used by the National Fireworks Co. in the manufacture of fireworks at its plant at Hanover, Mass.

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

Butter, Please

We have an extensive trade for **Good Dairy Butter** and will pay a high price for it. We also want your **packing stock**. Write for prices.

References: Commercial Savings Bank, Michigan Tradesman.

Bradford-Burns Co.

7 N. Ionia Street
Grand Rapids, Michigan

Get my prices on

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.

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

If you have any fresh **DAIRY BUTTER** or **FRESH EGGS** to sell get our prices before shipping.

We buy all grades of **DAIRY BUTTER** and pay top prices.

T. H. Condra & Co., Grand Rapids, Mich.

Manufacturers of Renovated Butter.

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

Should Not Be Killed Until Fully Feathered.

Squabs are supposed to be ready for market when four weeks old, but while this is the general rule, there are exceptions. Squabs from some matings are nearly five weeks maturing, while from other matings squabs will mature in twenty-one to twenty-three days. It is generally stated that certain varieties of birds mature more rapidly than do others, and while this has to a certain extent proved true with our experiments, yet others who have been doing co-operative work have not had similar results. For instance, wherever we have had Runt blood we have had a slower growth; it has taken the bird a little longer to mature. But in co-operative work where another strain of Runts was used they matured fully as rapidly as did Homers or Duchesses.

Squabs are considered fit for market when they become fully feathered under the wing. It killed much earlier they are likely to be classed as "soft" by the dealer, and this grade of goods is very unpopular. As soon as the birds are ready to leave the nest they begin to decrease in weight. They are considered squabs until they fly, or until the beak begins to harden. Then they are classed as pigeons, and while squabs sell for from \$2 to \$4 per dozen, it is hard to find a market for pigeons (for table purposes) at over \$1.75 per dozen.

Many advocate killing the birds by pulling the necks, but commission men prefer to have them bled through the mouth; and for most markets the birds must be plucked. The most satisfactory method of plucking is while the bird is yet bleeding. An ordinary person can pluck about ten birds an hour, although professionals claim that they can pluck eighteen to twenty. The general price paid professionals for plucking is 2½¢ each. As soon as the birds are plucked they should be thrown into a pail of cold water and allowed to remain at least a couple of hours, after which they may be graded and tied by the feet in bunches of six for market.

Many people have been successful in producing the squabs, but have had trouble in finding a satisfactory market. Squabs are not what might be termed a staple article, the chief demand being among the more fashionable restaurants, where to some extent they take the place of game. These purchasers require a certain number weekly, and naturally prefer to deal with large producers or commission men, where they will be less likely to be disappointed through inability to secure the goods. The small producer must therefore depend on the middlemen; but in very few sections are there middlemen who make a practice of handling squabs, owing to the small number of breeders in their locality. This requires the goods to be shipped to the larger cities, and naturally, the smaller the number of birds the larger per pair will be the expense for packages, icing and express. Young pigeons, moreover, are in a market-

able condition as squabs for only about one week (as a rule, from the twenty-fifth to thirty-second day), and in order to get anything like the market quotation must be sold at that time.

A loft of twenty-five pairs with an average of five pairs each per year will have only one or two pairs mature during some weeks, and even with a dozen pairs maturing during one week (which would very seldom happen), the expenses connected with the marketing of the product would more than absorb the profit. A small breeder must therefore figure on practically all of his young being raised for breeders. This takes more feed, more lofts, more capital, and a great deal of attention regarding mating, etc. Successful breeders claim that there is no money in selling young pigeons for less than one dollar per pair, as there is a heavy death rate during the first month the pigeons are out of the nests, so the man who is starting must figure on enough capital to increase his flock to 200 pairs in order to have sufficient squabs to pay him for marketing. As suitable lofts cost about \$1.25 per pair, this means that besides the original investment and the labor in attending to the birds, he must expect to expend about \$400. This argument, however, does not apply where plants are so located that a good market is accessible, but is intended for the average person, whose only thought has been that of production. C. K. Graham.

One Way.

A story, said to be characteristic, is told of an Arkansas judge. It seems that when he convened court at one of the towns on his circuit it was found that no pens, ink, or paper had been provided, and upon inquiry it developed that no county funds were available for this purpose. The judge expressed himself somewhat forcefully, then drew some money from his own pocket. He was about to hand this to the clerk when a visiting lawyer, a high priced, imported article, brought on to defend a case of some importance, spoke up, in an aside plainly audible over the room.

"Well," he remarked, with infinite contempt, "I've seen some pretty bad courts, but this—well this is the limit!"

The old judge flushed darkly.

"You are fined twenty-five dollars for contempt, sir! Hand the money to the clerk!" he said, and when the pompous visitor had humbly complied, he continued:

"Now, Mr. Clerk, go out and get what pens, ink and paper the court may require, and if there is anything left over, you may give the gentleman his change."

Novel Car Fenders Used in Europe.

Car fenders of the type used in American cities have been discarded in all the important cities of Europe as being a menace rather than a protection to life and limb. In Berlin and in most other large European cities the "Liverpool fender" is in general use. This Liverpool fender

is an unpatented device invented by Mr. Bellamy, the Liverpool tramway manager. Since its introduction 415 persons have been pushed off the track without a single failure and seldom with any injury. It consists simply of boards completely boxing in the truck, with belting below the bottom edge and rubber hose on the rounded ends of the long plows. It is called the "plow wheel guard," and simply pushes the person knocked down to one side off the rails.

The Point of View.

In the neighborhood of Shanghai an English sailor on his way to the foreigners' burial ground to lay a wreath on the grave of a former comrade, met an intelligent-looking native carrying a pot of rice.

"Hello, John!" he hailed, "where are you goin' with that 'ere?"

"I takee put on glave—glave of my friend," said the Chinaman.

"Ho! ho!" laughed the sailor; "and when do you expect your friend to come up and eat it?"

John was silent a moment and then replied, "All time samee your friend come up and smellee your flowers."

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

Citizens Phone 5166

HEADQUARTERS

Bell Phone 2167

Onions, Apples, Potatoes, Cabbage, Etc.

and we are exclusive distributors of the celebrated ROSE & CLOVER brands REDLANDS Navel Oranges for Western Michigan.

Yuille-Miller Co., Grand Rapids, Mich.

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

Manufacturers of

Egg Cases and Egg Case Fillers

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

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

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.

Responsibility of State and Our Own Obligation.*

In opening this session of the Round-Up Institute, which is to be devoted to forestry, permit me to congratulate you upon the work of agitation upon this most important subject, which has been accomplished through the opportunities offered by the Farmers' Institutes of this State. The men who are leaders in Michigan agriculture are growing to appreciate thoroughly the importance of the forest crop as a product of agriculture, and we do well in this last and most important gathering of the institute year to review the situation and plan for the next campaign.

It never occurred to me to connect any divinity with the words "Be it enacted" as an utterance of a legislative body, and still in connection with the promotion of our purpose to rehabilitate our waste lands with a forest cover, it becomes necessary to recognize the fact that in carrying out any broad scheme of reforestation the State must be the leading factor in the work.

The greatest question to-day before the State and the Nation is the conservation of our natural resources, and everything which you and I can do to influence the average legislator to rise above petty questions of politics and strongly lay hold of the great problems related to the saving of our fish, our game, the products of our mines, the fertility of our soils, the restoration of our forest cover and the preservation of our water power, ought to be exerted to the fullest possible extent. The entire mineral product is a fixed quantity and all we can do is to see that nothing is wasted. The fertility of our soil can be maintained with perfectness even although we make the strongest drafts upon it. The depletion of our forests can be somewhat safeguarded, but better than this, under a proper State policy it is possible for us to use all the raw material which is legitimately required by the needs of our civilization and still maintain a sufficient supply to meet all reasonable demands for all time.

It must not be forgotten in the consideration of our category of resources that the maintenance of our fish and game interests, the utilization of our water power and in a great measure the holding within reach the elements which make our soils fertile, all depend on our rational forest management, which in a sense is a cherishing mother of all these resources.

It seems but a few years since first there was an occasional sound of alarm that the forests were being wasted; the timber slayers answered to a man "There is enough to last for a thousand years," and still to-day, after the passage of less than a generation, from the most carefully gathered testimony we are warranted in the statement that unless we begin the protection of forests and lessen their depletion we will soon be

in the clutches of a forest famine. This is no carelessly rung alarm bell; it is the deliberate conviction of intelligent men who have the broadest angle of vision with regard to our present forest resources.

The most graphic representation of this condition to the business man is a review of the prices of lumber during the past quarter of a century. There has been a steady advance in these prices, with many woods double and treble the prices of a few years ago, and in some species the price has reached a point which forbids all except the richest to indulge in articles made from them. This great advance has no parallel in any other product of the soil and is a practical recognition of the scarcity of the article.

In dealing with the question as to whether certain lands shall be used for forests or for other agricultural products, this factor is one of great import. We evidently at present have enough area in wheat to supply the wants of the people; there is no question but what in fruits and vegetables and cotton and flax and most other farm products there is a sufficient area under cultivation of these products to supply any immediate want of the consumers. This, however, is not the case with timber products. The demand is over-reaching the supply in every kind of timber known to the trade, and it is of vital importance to recognize the fact that to meet the demands we should have a larger area of land devoted to the growth of timber. In making our contention in Michigan for the utilization of the lands for timber purposes, upon which no one wishes to pay taxes, we are simply dealing with the poorest lands known in the State. We do well to consider whether, as an investment, it is not profitable to utilize even some of our better lands to grow products that are appreciating so rapidly upon the market.

A few years ago at any meeting of timber associations the leading question was how to increase the ability to convert trees into commercial products. To-day in almost every meeting of lumber dealers at some point in their discussions there is an indication that they see some startling handwriting upon the wall. They are lifting their eyes and peering in every direction for a glimpse of some resource which shall supply their yards with forest products. The industries in our own State which are dependent upon the forests for their raw material are beginning to languish; some of them have already left us and moved to regions which have not yet been depleted of timber.

Can we afford to allow this kind of emigration from our borders when it is within our power to stay it by the adoption of a rational policy which shall maintain productive forests? We can not depend upon individuals to fulfill this purpose, but the State goes on forever and it is perfectly within the realm of its legitimate functions to foster in every

possible way the industries which are a leading factor in its development. To this end it is your duty and mine to see that the men who make our laws are indoctrinated with regard to the simple principles of maintaining productive forests within our borders.

As we go out from this Institute to our homes scattered over all the counties in this State, we not only have a duty to perform individually in connection with husbanding our natural resources, but as far as our influence goes it should be exerted upon the men who make our laws to foster in every possible way statesmanlike methods of handling our lands unsuited to ordinary farming so that they shall have the largest measure of productivity in the development of a forest cover which shall contribute to our commercial needs. We must not be satisfied with simply arousing a sentiment for the protection of trees, but we must have on our minds and hearts the needs of generations to come, and perform such service as we can to leave this commonwealth with as great advantages in the maintenance of life and the production of happiness as we found when we were brought into this environment.

The feature of this Round-Up Institute which dominates this Session should make a lasting impression upon us so that we shall not go about our ways carelessly, expecting some other fellow to take care of our forest possibilities, but that we shall each one of us perform our duty to the State and posterity by exerting all our influence to secure the adoption of a permanent forest policy in our State as an intrinsic and most important factor of its greatest industry—agriculture.

How Pinkey Saved Job and Won Promotion.

Pinkey was the most accomplished inhaler of the four office boys, but they were going to fire him just the same. The firm respected his ability as a finished artist in the line of fancy cigarette smoking, appreciated the honor done it by having such a skillful fist fighter on its pay roll, loved to listen to him whistle, "O, Gee, Be Sweet to Me, Kid," through the hole where his front teeth ought to have been, but they were going to fire him just the same.

His accomplishments notwithstanding, he was going to get the hook. He had transgressed beyond all sense or reason the ironclad rule of the office which made it a crime punishable by decapitation to remain in a minor position for two years without having shown such ambition, industry, ability, or anything else that entitled him to one single advance. He was a stick—dead timber—a dead one in the eyes of the unsympathetic office manager, and he was slated to go.

It was going to happen on Saturday. Pinkey heard about it on Tuesday. The copying clerk in the manager's office, who hated Pinkey for his freshness, knew about it, and it gave him a pleasant minute when he drop-



1908

Our Fall *and Winter*
Ties are *now ready*
for your *Inspection*

CORDUROY

D
COATS
VESTS
PANTS

DUCK

E
COATS
OVERALLS

MACKINAW

A
COATS
PANTS

KERSEY

L
COATS
VESTS
PANTS

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

*Introductory remarks at the opening of the Forestry Session of the Round-Up Institute at the Agricultural College by Hon. Charles W. Garfield.

ped the little piece of ice down Pinkey's collar.

"Yes, they're going to try to get along without you, Pinkey," he said, "although, for my part, I don't see how they're going to do it."

"Never mind," said Pinkey, "never mind."

It really was something serious, this being dropped, for Pinkey. For all his wildness he turned in his envelope each week to a widowed mother without opening it, and what was in that envelope entered considerably into the maintenance of the Pinkey household. So he went off alone into a corner and—no, not wept; he swore. And after that he began to think.

It was on Thursday—the decapitation was to take place on Saturday, remember—that he heard the sales manager say to the head city salesman:

"Of course we'd be glad to take his order at that price, but you can't go back to him now and tell him that you'll accept his offer after having walked out and told him that he couldn't buy our goods at that figure. Mesmer & Co. are big people and we certainly do want their business, but our prestige must be maintained, no matter what the cost. Darn it, anyhow; I wish we could bring 'em in without having to crawfish. If he'd mailed his order in and put that figure on it I'd have been tickled to death to take it. But we can't crawfish, Stoube, we can't crawfish."

Fifteen minutes later Pinkey had got an hour's leave of absence and was on the way to Mesmer & Co.'s office as fast as he could go. The private secretary couldn't stop him.

"I got personal business with Mr. Mesmer," he said, and in he dodged, leaving one button in the secretary's hand as a souvenir.

"Say, Mr. Mesmer," he said, "I was sent to tell you that if you'd mail your order to us to-night it 'ud be filled at the price you offered Mr. Stoube."

"Where are you from?" demanded Mesmer.

"From Blank & Blank," said Pinkey. And he ducked out again, past the private secretary, before further questions might be asked.

"Hello, here's Mesmer's order!" cried the sales manager next morning. "What do you think of that? He did just what I was hoping he would do. Here—what's this?" On the order was a pencil notation:

"Bright kid, that one you sent over."

"Bright kid," gasped the sales manager. "What does that mean?"

"Me!" cried Pinkey, who was there to hear. Then he went on and told the story. He had everything to gain and nothing to lose.

They didn't fire Pinkey on Saturday. Instead on that day they sent him to a dentist, ordered him to quit smoking cigarettes, and told him to report on Monday for work in the sales department. And Pinkey, before all else, went in and told the copying desk clerk about it.

Allan Wilson.

Hardware Price Current

AMMUNITION.			
Caps.			
G. D., full count, per m.	40		
Hicks' Waterproof, per m.	50		
Musket, per m.	75		
Ely's Waterproof, per m.	60		
Cartridges.			
No. 22 short, per m.	2 50		
No. 22 long, per m.	3 00		
No. 32 short, per m.	5 00		
No. 32 long, per m.	5 50		
Primers.			
No. 2 U. M. C., boxes 250, per m.	1 60		
No. 2 Winchester, boxes 250, per m.	1 60		
Gun Wads.			
Black Edge, Nos. 11 & 12 U. M. C.	60		
Black Edge, Nos. 9 & 10, per m.	70		
Black Edge, No. 7, per m.	80		
Loaded Shells.			
Rival—For Shotguns.			
No.	Dr. of 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 1/4	1 1/2	5
154	4 1/2	1 1/2	4
200	3	1	10
208	3	1	8
236	3 1/4	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 1/2 c.	5 3/4 c.
BB.	8 1/2 c.	7 1/2 c.	7 c.
BBB.	9 c.	8 c.	7 1/2 c.
CROWBARS			
Cast Steel, per pound	5		
CHISELS			
Socket Firmer	70		
Socket Framing	70		
Socket Corner	70		
Socket Slicks	70		
ELBOWS			
Com. 4 piece, 6 in., per doz.	65		
Corrugated, per doz.	1 00		
Adjustable	40 & 10		
EXPANSIVE BITS			
Clark's small, \$18; large, \$26.	40		
Ives' 1, \$18; 2, \$24; 3, \$30	25		
FILES—NEW LIST			
New American	70 & 10		
Nicholson's	70		
Heller's Horse Raps	70		
GALVANIZED IRON			
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28			
List	12 13 14 15 15 17		
Discount, 70.			
GAUGES			
Stanley Rule and Level Co.'s	60 & 10		
GLASS			
Single Strength, by box	90		
Double Strength, by box	90		
By the light	90		
HAMMERS			
Maydole & Co.'s new list	33 1/2		
Yerkes & Plumb's	40 & 10		
Mason's Solid Cast Steel	30 c list 70		
HINGES			
Gate, Clark's 1, 2, 3	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		rate
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 & 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 1/2 advance	35	
RIVETS		
Iron and tinned	50	
Copper Rivets and Burs	50	
ROOFING PLATES		
14x20 IC, Charcoal, Dean	7 50	
14x20 IX, Charcoal, Dean	9 00	
20x28 IC, Charcoal, Dean	15 00	
14x20 IC, Charcoal, Allaway Grade	7 50	
14x20 IX, Charcoal, Allaway Grade	9 00	
20x28 IC, Charcoal, Allaway Grade	15 00	
20x28 IX, Charcoal, Allaway Grade	18 00	
ROPES		
Sisal, 1/2 inch and larger	09	
SAND PAPER		
List acct. 19, '86	dis. 50	
SASH WEIGHTS		
Solid Eyes, per ton	32 00	
SHEET IRON		
Nos. 10 to 14	3 60	
Nos. 15 to 17	3 70	
Nos. 18 to 21	3 90	
Nos. 22 to 24	3 00	
Nos. 25 to 26	4 00	
No. 27	4 10	
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.		
SHOVELS AND SPADES		
First Grade, per doz.	6 50	
Second Grade, per doz.	5 75	
SOLDER		
1/2 @ 1/2	26	
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.		
SQUARES		
Steel and Iron	70%	
TIN—MELYN GRADE		
10x14 IC, Charcoal	10 50	
14x20 IC, Charcoal	10 50	
10x14 IX, Charcoal	12 00	
Each additional X on this grade	1 25	
TIN—ALLAWAY GRADE		
10x14 IC, Charcoal	9 00	
14x20 IC, Charcoal	9 00	
10x14 IX, Charcoal	10 50	
14x20 IX, Charcoal	10 50	
Each additional X on this grade	1 50	
BOILER SIZE TIN PLATE		
14x56 IX, for Nos. 8 & 9 boilers, per lb.	13	
TRAPS		
Steel, Game	75	
Oneida Community, Newhouse's	40 & 10	
Oneida Com'y, Hawley & Norton's	65	
Mouse, choker, per doz. holes	12 1/2	
Mouse, delusion, per doz.	1 25	
WIRE		
Bright Market	60	
Annealed Market	60	
Coppered Market	50 & 10	
Tinned Market	50 & 10	
Coppered Spring Steel	40	
Barbed Fence, Galvanized	2 85	
Barbed Fence, Painted	2 55	
WIRE GOODS		
Bright	80-10	
Screw Eyes	80-10	
Hooks	80-10	
Gate Hooks and Eyes	80-10	
WRENCHES		
Baxter's Adjustable, Nickeled	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, ball, per doz.	86
1 gal. fireproof, ball, 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	
Pints	Per gross 4 40
Quarts	4 75
1/2 gallon	6 65
Caps	2 10
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
Anchor Carton Chimneys	
Each chimney in corrugated tube	
No. 0, Crimp top	1 70
No. 1, Crimp top	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 20
No. 1, Crimp top	4 00
No. 2, Crimp top	5 00
Pearl Top—1 doz. in Cor. Carton	
No. 1, wrapped and labeled	Per doz. 75
No. 2, wrapped and labeled	85
Rochester in Cartons	
No. 2 Fine Flint, 10 in. (85c doz.)	4 60
No. 2 Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2 Lead Flint, 10 in. (95c doz.)	5 50
No. 2 Lead Flint, 12 in. (\$1.65 doz.)	8 75
Electric in Cartons	
No. 2 Lime (75c doz.)	4 20
No. 2 Fine Flint, (85c doz.)	4 60
No. 2 Lead Flint, (95c doz.)	5 50
LaBastie, 1 doz. in Carton	
No. 1 Sun Plain Top, (\$1 doz.)	1 00
No. 2 Sun Plain Top, (\$1.25 doz.)	1 25
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	

DRY GOODS

Weekly Market Review of the Principal Staples.

Domestics—In cotton dress goods the disposition to look for something cheap is more than ever emphasized, and although possibilities exist here and there without a doubt, they are confined largely to the jobbing trade. Buyers have been taught to believe that they will be able to secure goods almost at their own prices; therefore, when they came to the market, whether it be the retailer to the jobber or the remote jobber to the primary market, they are not prepared for what confronts them. Interest in gingham is nominal, something being done all the time, but it is meagre and bears no resemblance to what it should. The balance of domestics are traded in by fits and starts. One day a fairly good volume of business, comparatively speaking, will be booked and for two succeeding days oftentimes nothing is done at all.

Bleached Goods—Are comparatively inactive. Indeed, for a few days they were absolutely flat. Interest in goods of this character is necessarily a matter of development, and comes slowly. The recent attitude of the jobbing trade was a manifest injury to these goods and for the time being but little improvement is looked for.

Gray Goods—There is little or no activity to speak of, although it is reported that fairly good sales are being made to the jobbing trade in western centers. Orders are being received, but they are small and are not calculated to be of a satisfactory nature to the seller. Prices remain about the same as were those in force last week, and buyers do not show an inclination to pay more than they did two weeks ago. It is a difficult market to sell goods in, for the reason that cotton is declining somewhat, giving the seller the impression that he is paying all that he ought to for his goods. Sheetings are quiet also, the thing most needed to stimulate interest in this market being an export business, which is almost, if not totally, absent.

Prints—The best news of interest in the market this week comes from prints. Although large sales have not been made by any means, indications point to a reasonably improved activity and there are unmistakable signs that buyers, in some sections, at least, want goods. It may be that the revision of prices is just beginning to bear fruit; however this may be, it is a fact that throughout this week sellers in this branch of the trade have been more optimistic, the closing days of last week having been the best experienced so far this year. When buyers telegraph for goods it is usually an indication that their need is immediate. This has been experienced during the week.

Underwear—There is comparatively little change in the outlook for underwear this week. The market as a

whole has held its own; however, the trading is of a very light character and is somewhat unsatisfactory. Business with the jobbers is also of a passing sort and indeed at the present time they are doing more business for fall than they are for the spring at a time usually marked by increasing activity for the latter season. The reason of this, it is explained by one of the foremost jobbers in knit goods, is that the out-of-town trade have been behind in their payments and are buying to cover their wants only, in order that they may catch up and put themselves in a healthy position before they contract very largely for the future.

Hosiery—The conditions which obtain in the underwear market as regards the experience of jobbers, with the consequent effect upon the primary market, are equally applicable to hosiery. Some small business is being done all the time, but in this matter, as heretofore, fortune is paying no favorites and the large factors in the market are experiencing the same unsatisfactory condition as the smaller ones. Although the jobber is experiencing an improvement in conditions locally, they are not as yet of sufficient importance to warrant him in ordering largely, although such an improvement is bound to force him into the market sooner or later.

Out of His Class.

There is a clerk in the employ of a Philadelphia business man who, while a fair worker, is yet an individual of pronounced eccentricity.

One day a wire basket fell off the top of the clerk's desk and scratched his cheek. Not having any court plaster at hand, he slapped on three two-cent postage stamps and continued his work.

A few minutes later he had occasion to take some papers to his employer's private office. When he entered, the "old man" observing the postage stamps on his cheek fixed him with an astonished stare. "Look here, Jenkins!" he exclaimed. "You are carrying too much postage for second-class matter!"

Wreck Etiquette.

When the old lady appeared at the big door of the life-saving station she regarded the rough waters of the bay with frightened eyes.

"Isn't something being done for that ship in distress?" she anxiously demanded, pointing seaward.

"Oh, that's all right, ma'am," replied a man in oilskins. "We've sent 'em a line to come ashore."

"Goodness me!" exclaimed the lady. "Were they waiting for a formal invitation?"

He Raised Them.

"How much are these chickens?" asked the lady in the market.

"I sell them at 25 cents a pound," said the German marketman.

"Do you raise them yourself?"

"Oh, yah! They was 22 cents yesterday."

One can judge some men by their deeds and some others by their misdeeds.

TRADE WAS SUSPENDED.

That Cold Winter When Hiram Burned Icicles.

Written for the Tradesman.

The air was white with snow, blowing through the one business street of Ballard's Corners at the rate of sixty miles an hour. Whenever the storm lifted for an instant six-foot drifts were revealed wherever obstructions had caught and held the snow. It was cold, too, and those who ventured out were tied up eyes and ears.

There were half a dozen chair-warmers in the corner grocery. The wood stove, which was eating half a cord of four-foot wood every twenty-four hours, was red hot in spots. The grocer, who had taken in only two dimes during the forenoon, sat grumbling savagely and keeping an eye on the cracker barrel at the end of the counter every time one of the sitters left his chair.

"When my bills fall due," he said, "I'll have to turn the stock over to the creditors. Couldn't sell gold dollars for seven cents this weather."

"You might offer a few at that rate," suggested the blacksmith, who rose bulkily from his seat and leaned against the counter. "I'd take a few on my way back from dinner, if I ever get home to dinner."

"I don't believe there's seven cents in the bunch," said the grocer. "And here it is noon," he added, "and no show of the storm letting up." He glanced at a little alarm clock on the shelf with the baking powder and filled his pipe and lighted it.

"Reminds me of the winter I was down to Maine," said Uncle Hiram, "only it ain't quite so wearin' on one. Folks come pretty near starvin' down there that time. Guess a good many would 'a' died only the rivers froze solid an' the men set 'em up on aidge an' chopped the fish out of the ice that had been at the bottom. I've hear'n tell that some of 'em et so many bass that season that scales come on their faces. That was a tough one!"

"Rather tough!" grunted the blacksmith. "Where did you get it?"

"I think I remember that winter," said the drayman, with a wink at the grocer. "It must 'a' been the time the smoke froze in the chimneys an' had to be picked out with hand-spikes."

"What say?" asked Uncle Hiram, bending forward with a concave hand at his ear. "I'm fraid, sometimes, I'm gettin' a leetle hard o' hearin'. What say?"

"He wants to know if that was the winter the postholes had to be laid by the fire to keep 'em from splitting with the frost!" yelled the carpenter.

"Yes, yes," continued Uncle Hiram, with a perfectly sober face, "we cut 'em off even with the yearth an' corded 'em up in the kitchen. That was a bad season, boys," he added, with a contemplative air. "Most of us come out spring poor, like a spotted calf. Wood give out after the first o' January, an' we had to burn icicles."

"Had to burn what?" asked the grocer, shoving the cheese cage farther away from the blacksmith, who had about given up all hope of getting home to dinner.

"Burned icicles," repeated Uncle Hiram, doing his best to conceal the gleam of fun in his eyes. "We had

HATS

At Wholesale

For Ladies, Misses and Children



Corl, Knott & Co., Ltd.

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

Grand Rapids, Mich.

Grand Rapids Notions & Crockery Co.

Importers and Jobbers of

DRY GOODS NOTIONS

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

Ladies' Wrappers

One piece Wrappers at \$9 00 and \$12.00

Two piece Wrappers at \$9.00 and \$10.50

In large line of patterns

P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

to keep such hot fires that the shingles het up, an' water run off the roof like all git out. The icicles got so tarnal big that we had to cut 'em up stove length with a cross-cut saw. A science man who come along to lecture on bumps at the school house said that it was the wood fiber they extracted from the smoke that made 'em burn. We used to smell hickory knots when they was burnin' in the stove. Yes, it was a terrible winter. Aunt Sara was buildin' a fire with kerosene and the dum can exploded."

"Did it burn the house down?" asked the carpenter, calling the words into the concave hand at the old man's ear.

"What say? Whose house burn down? Oh, yes. No, no, the house didn't burn down. The blame stuff froze stiff before it got to anythin' it could set afire an' we turn it out with a shovel. In the spring when the frost disappeared darned if it didn't explode and blow the linin' out of a goat that was a-usin' it as food."

"Great Je-ru-salem!" chuckled the drayman. "Uncle Hiram can go some, can't he?"

"Oh, yes, it was mighty cold," said the grocer. "That was the winter the clouds froze solid and Captain Scott filled his ice house with pale blue sky."

"What say?" asked Uncle Hiram, leaning forward with both hands at his ear. "I can't hear very well today. I'm gettin' just a leetle bit deaf, but my other faculties is better'n ever. I can remember just as well as I ever could. That winter John Beers was keepin' store down to the corners, an' when it got so bad the boys couldn't get home to dinner he always set out the crackers an' cheese. John Beers was a good deal of a man in some ways," he added, turning to take in the cracker barrel and the cheese cage with one comprehensive glance. "He kep' a barrel o' crackers at the end of the counter most of the time. I've known the boys to stay in his place until help come from the outside an' tunneled through the air, which was froze stiff, an' got 'em out."

The blacksmith, the drayman, the carpenter and the others looked hungrily toward the provisions.

The grocer arose and adjusted the cover to the cracker barrel and sat down on it.

"An' cheese!" continued Uncle Hiram. "His cheese was fine!"

Still the grocer did not take the hint, and the old man asked:

"I don't suppose you'd let the boys starve if they got froze in here?"

"Not if they had any money," was the reply.

"That was a bad winter for hens," continued Uncle Hiram. "Yes, about the worst winter for hens that I ever remember of. The cackles froze into the aigs, an' when we fried 'em they made a noise like a hencoop. We had an old biddy who stole her nest that winter, right in the severe weather, an' when she came off she brought a dozen snowballs up to the house for us to feed. We never took much notice of 'em until the snowballs begun to feather out, an' then we—"

"What did they do?" asked the blacksmith, begging a pipe of tobac-

co from the drayman and a match from the grocer. "What did you say they did? Made a feather bed of the snowballs the old hen hatched out of the eggs?"

Uncle Hiram filled his pipe meditatively. By this time most of his auditors were red in the face from suppressed laughter.

While the old man was catching his breath the street door opened with a bang, blown back against the wall by the wind, and a woman in a man's overcoat, with a heavy woollen shawl over her head, came in and set a tin pail down on the counter. Then she walked to the stove and held out her hands to the radiating heat.

"I want to get a pint of milk," she said, presently. "It was so bad this morning that the milkman didn't come."

"I wish I could accommodate you," replied the grocer, "but the milkman didn't come here, either. I think he might have got through in some way. Perhaps you can get some over to Galloway's."

The customer shook her head.

"It ain't no use," she said. "I've been over there. I'll have to trudge through the snow home without it. If some of these loafers by the stove would get out and shovel off the walks they'd be all the better for it."

"What say?" demanded Uncle Hiram.

"Shovel off the walks!" shouted the woman.

"Muvvle off the hawks? Yes, yes. Didn't you git your milk this mornin', Mis' Fay? This must be pretty hard on the cows. I reckon you remember the winter Jed Dodd's barn blew down? I was tendin' cattle that winter, an' had to do the milkin'. It was pretty cold, gettin' out in the mornin', I can tell you. Along in Januwarry the blamed cows begun givin' ice cream, it was so cold."

"I remember that," said the blacksmith, edging toward the cheese cage. "I've been tryin' to remember whether it was lemon or vaniller that she give."

"It was lemon," said Uncle Hiram. "I used to feed 'em lemons by the peck that winter. They used to come for miles around to get that ice cream. When they wanted pink ice cream, I fed the cows aniline dyes. I don't think the critters like the stuff. Anyway, it changed the sight o' their eyes, an' they wouldn't eat pasture in the spring until we put green goggles on 'em. Some o' that ice cream would go mighty good with a little crackers an' cheese right now."

The woman who had come for the milk snorted and made for the door.

"I'd like to see you all put in the chain-gang," she said. "Sittin' here an' listenin' to such lies. It's a shame for you."

"Why," said the grocer, "you don't for a minute think that Uncle Hiram would tell a lie, do you? You wait until he recalls the story about chasing the cows around the barnyard to make them give dutch cheese."

"We et that ice cream on our pie that winter," continued Uncle Hiram, as the woman passed out, leaving the door open and all the loose articles

in the store fluttering in the wind. "We called it pie ah la mod."

Then the grocer opened another door to clear the atmosphere "of the lie in it," he said, and the chair-warmers departed, after a regretful look at the cheese cage.

Alfred B. Tozer.

Willing To Go Higher.

"Yes," said the old man, addressing his visitor, "I am proud of my girls, and should like to see them all comfortably married; and as I've made a little money, they won't go to their husbands penniless. There's Margaret, 25 years old, and a real good girl. I shall give her five thousand dollars when she marries. Then comes Bet, who won't see 35 again, and she'll have ten thousand dollars; and the man who takes Dora, who is 40, will have fifteen thousand dollars with her."

The young man reflected a moment or so, and then nervously enquired, "You haven't one about 50, have you?"

Escaped the Worst.

The man with the gun (boastfully and cynically)—I have been engaged to at least a dozen girls.

Miss Sweet Girl (looking annoyed)—And always been unlucky in love, eh?

He—Oh, I don't know. I've never married any of them. What?

Cultivate the habit of directing the mind contentedly to whatever is presented to it. This is the foundation of a sound intellectual character.

Chattel Mortgage Sale.

Default having been made in the conditions of a certain trust chattel mortgage made and executed by Milton J. Quinn, of the City of Grand Rapids, County of Kent, State of Michigan, to Peter Doran, as trustee, dated the 20th day of January, A. D. 1908, and filed in the office of the City Clerk of the City of Grand Rapids, in said County of Kent, on the 20th day of January, A. D. 1908, notice is therefore hereby given that, by virtue of the power of sale contained in said mortgage and of the law in such case made and provided, there will be sold at public auction, or vendue, to the highest bidder, on Wednesday, the 4th of March, A. D. 1908, at 11 o'clock in the forenoon, at the front door of said Milton J. Quinn's store, known as No. 23 W. Fulton street, in the City of Grand Rapids, County of Kent, State of Michigan, the property covered by, and described in, said mortgage, to-wit: All of said Milton J. Quinn's stock of plumbers' supplies, gas fixtures, steam fittings, bath tubs, sinks, bowls and all merchandise of every name and nature kept in a plumbing establishment, together with fixtures, an inventory of which may be seen at my office, 307 Fourth National Bank building, Grand Rapids, Mich.

Peter Doran, Trustee.

Dated Grand Rapids, Mich., Feb 24, 1908.

Count your own faults before attempting to enumerate those of your neighbor.

Our Spring Lines

are now

Ready

for

Inspection



Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan



The Critical Thing Is To Close the Sale.

The ability to close is a specialty in salesmanship. There are perhaps nine men who can talk the merits of their goods, answer objections and interest a prospect but who lack the knack of closing to one who recognizes an opportunity to close when it comes to him and who is able to take instant advantage of it.

To succeed only in interesting a prospect will not make money for the salesman or the firm he represents. It is the prospect's business which the salesman must have. He must know how to turn the prospect's interest and convictions to good account—he must know how to coin them into orders—he must know how to close the sale.

There are a great many salesmen who talk pointedly and well as long as a prospect will listen. Their performance is like an endless game of tag; they are forever in pursuit, the prospect forever in flight, but when it comes to rounding him up, getting him into a corner and putting their brand on him as it were, they lack any special plan of procedure. They grope blindly for some point that will win him over, and usually stumble upon one which opens new controversy and thus again delays the closing point.

If it is not this which is at fault in their closing tactics, it may be that they are premature in trying to close or that they miss the closing point altogether through failure to recognize the opportunity when it comes, and go rambling on in their selling talk until what interest the prospect has had in their arguments is dissipated, and can not be easily regained.

These men need a special training in the art of closing and need to learn how to recognize the auspicious moment for putting their training into effect.

The salesman has to develop an intuitive faculty to inform him when the moment to close has arrived. He may be in mid-career in an effort to establish some specific point about his line, when a subtle change appears in his prospect's manner which should warn him that he has gone far enough in this direction, that the man is satisfied in a general way, and doesn't need further particulars but rather a summing up of all the points which have previously been brought to his attention.

At this stage, if the salesman persists in unnecessary details—if he goes on with a rambling dissertation to establish more fully some fact which the prospect is already willing to admit,—he has missed his opportunity to close, and runs the risk of boring his prospect irremediably.

If, on the other hand, the salesman is premature in attempting the close—and if he tries to sum up in the

prospect's mind all the facts about the proposition while there is still one unanswered objection, or before the prospect's confidence has been fully gained, he will have the effect of merely steering off into generalities. He is like the lawyer who made his final address to the jury before the evidence in his case had all been heard.

The careful salesman will not try to close prematurely. He will remove all obstacles before launching into the final summary. But he will be quick to seize the opportunity when it does come and at that moment there will be as distinct a change in his tactics as in those of an army which at a word of command reverses a flanking movement or direct attack to essay the enveloping of the enemy.

In closing a sale it is usually necessary to summarize all that the prospect has previously been given to understand about the merits of the proposition. Up to the point of the close the salesman has perhaps argued the subjects of economy, utility, convenience, profit and pleasure separately with different statements and illustrations for each of these topics. To the biased mind of the prospect the goods which are proved to be adapted to his convenience are not necessarily the most economical; or those which may be shown to serve his economy best may not have any bearing, in his mind, on the profit or pleasure to be derived from them.

The closing argument therefore should be calculated to remove this biased view and to give coherence to all the points which have been scored, so that they shall hang together as a consistent whole. Each conclusion which has been admitted by the prospect—each point that has been scored in the salesman's favor up to the moment of closing—may be compared to a strand in a cable which is in itself incapable of sustaining the weight which the cable is intended to sustain, but which, united with the other strands, plays an equal part with them in affording the required degree of strength.

The closing argument may be compared to a river fed by numerous streams which find their way through separate channels to a common bed. Not one of the streams perhaps would be capable of turning a ponderous mill wheel, but when their forces are united the result is a strong river current of sufficient power to set the machinery in motion.

At times it is possible for some men to close a sale by sheer force of a genial personality, but they can not rely in every instance upon such an aid, for some prospects may be favorably influenced by the salesman's personality, while others would be repelled by it. It is necessary therefore to have a systematic method to fall back upon for emergencies, and the formation of such a method requires careful study.

As he proceeds in his selling talk the salesman should keep tally on each favorable impression made upon the prospect, and he should be able

also to ascertain whether the prospect is repressing any private views on the subject under discussion, and if so, whether these views are favorable or otherwise. Then before reaching the closing point, he has catalogued in his mind, as it were, all that the prospect knows, or feels about the proposition; all his prejudices, doubts, objections, etc. He does not try to close until the obstacles have been vanquished and the prospect is in a receptive frame of mind.

In the majority of cases the prospect has some knowledge of the salesman's call upon him; when the interview begins he is prepared to admit with more or less cordiality that it has certain merits. No argument is needed therefore on the score of these. It is, however, important to include some allusion to them in the closing remarks, in order that the preconceived favorable opinions shall reinforce the more recent convictions which have been developed by the selling talk.

The salesman should refer in his closing argument to any favorable admissions which the prospect may have been constrained to make in the course of the interview, in such a manner as to suggest that these admissions were voluntarily expressed opinions.

For instance, Jones, after attempting for some time to convince his customer that the goods he is selling are not unreasonable in price, is meagerly rewarded at last by hearing the prospect say: "Oh, well, perhaps you are right. I am not prepared to dispute that your prices are reasonable." Jones then proceeds to reduce the doubts and objections in his prospect's mind, and to increase his convictions in favor of the deal. Arrived at the closing point he refers to the point reluctantly admitted, somewhat after this manner: "You have already agreed with me, Mr. Blank, that it is impossible to dispute the reasonableness of our price." This has a better and more persuasive ring to it than if the salesman were to say: "I have already disposed of your objection to our price, Mr. Blank, and you have admitted that you are unprepared to dispute its reasonableness."

A somewhat similar advantage in leading up to the close lies in the manner in which the prospect's acquiescence to certain statements in the selling talk can be assumed by the salesman, though it may not have been expressed at all by the prospect.

By way of illustration: Jones, who is engaged in an argument with his prospective customer, Mr. Blank, states that the cloth he is selling will wear well. This may be a point on which Mr. Blank would enter into a controversy if he were given the opportunity, it being supposed that he is less inclined to object on the score of price and other points. If a salesman were to say: "It really stands to reason, Mr. Blank, that goods of this class are bound to wear," or "You see plainly, do you not, that there can be no doubt of the durability of goods of this qual-

ity?" he would be tacitly challenging the prospect to disagree with him; whereas if he alludes to this point by saying: "These goods are especially worth the money in view of this consideration and that (making the arguments under a topic of price) and in view of the fact that they are so substantially woven that they will wear practically forever," he has conveyed to his prospect's mind the same impression in regard to the durability of the goods, under cover of some other point, concerning which there is less liability of contention. In his closing argument he refers to the point about the durability of the goods, mentioning it as confidently as if the fact had been established in the prospect's mind by a most exhaustive reasoning process and had received his full affirmation.

There are a great many men who have a propensity for disputing every point that a salesman tries to make with them for no other reason than innate stubbornness and a love of controversy. The salesman has to avoid indulging them in this pastime. That is not saying that he shall not spend whatever time is necessary and take the most laborious pains to satisfy a prospect on some point concerning which there may exist a reasonable doubt. It is important not to sell a man until his apprehensions are fully removed; otherwise he may always remain a dissatisfied customer. But it is equally essential to prevent a prospect from advancing objections which are not genuine, or engaging in unnecessary argument. To do this, the method described of taking his acquiescence for granted can often be used as effectively as the polite bow and gesture which usher an unwelcome visitor from the room, while seeming only to direct him along his chosen path.

These points are, of course, preliminary to the closing. When that crisis has arrived the salesman has to focus all the information that the prospect has previously gained in just the manner that a burning glass focuses the sun's rays and by thus concentrating their heat obtains the required intensity.

In closing a sale, enumerate all the strong points in regard to your proposition which you have established in your prospect's mind or which he previously accepted as true; in doing so avoid the danger of total recall, which is the habit of going into superfluous and discursive remarks. Make each point stand out clearly and luminously in the prospect's mind, and manage to focus all the favorable impressions he has so that each shall seem related to the rest, and the whole proposition shall have the strength that lies in unity and completeness. Systematically prepare his mind for the close, and at that point your summary of the proposition, if it is well rounded and forceful, will give him a vivid and irresistible conception of the advantages of the deal, and in the majority of cases you will find that you have won his unhesitating consent.—J. E. Eagan in Salesmanship.

Movements of Michigan Gideons.

Detroit, Feb. 25—John Parker, representing the Parker Plow Co., of Richmond, was up North of Bay City last week on the M. C. taking orders and plowing through the snow. He is a big fellow, built for the work, and where he goes there are tracts left. He has sand, too. The snow was very deep, but he got sand (molding sand).

O. P. Biles kept very close to Parker and his hair looked sandy. We know his disposition is, because he sold more than eighty chests of tea and then some last week and was hung up about half the time with snow and late trains. If the writer could get such action he would have a few biles himself.

A. W. Annis, of Eaton Rapids, and Samuel P. Todd were up in the snow between Bay City and Cheboygan looking for orders, and they must have found them as their faces were East and West.

Chaplain Todd was last seen in Wolverine after College prospects.

L. B. Langworthy, Flint, is again hustling for orders. He was at home Saturday and Sunday. "Be it ever so humble, there's no place like home" to him.

J. S. Tuke, Cheboygan, finished his trip last week in time to attend Rev. Killgore's revival service in the Cheboygan Baptist church.

Meetings of the Volunteers at this city are conducted by the Detroit Camp every Saturday evening and are well attended. Last Saturday C. M. Smith, Ennis, Webb, Barron and the writer conducted the service and four found the pearl of great price.

The Griswold House meeting Sunday was the largest and most interesting yet held. C. H. White, of Detroit, T. B. Jackson, of Paw Paw, and twenty other Gideons, with other gentlemen and ladies attended. Every person present was a Christian. Singing and testimonials were inspiring.

At the business session of Detroit Camp Saturday committees were appointed to look after the purchasing of signs to hang in hotels for the suppression of profanity, and it is hoped that before long these signs may be seen in many public places.

Aaron B. Gates.

Inaugural Greetings from the New President.

Detroit, Feb. 25—I take the opportunity to thank the traveling men of Michigan for electing me to the high office of President of the Michigan Knights of the Grip.

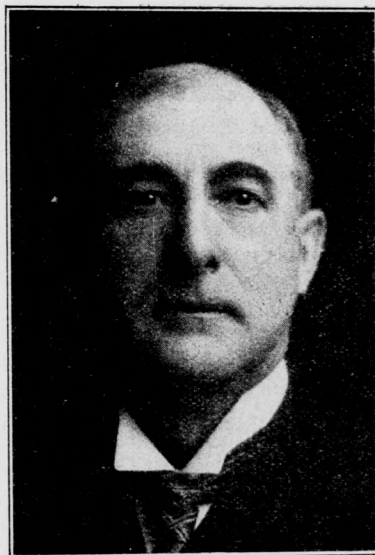
I consider it one of the greatest honors that can be conferred on a man to be President of an association that contains so many men of good clean character, and men with brains, perseverance, manhood and, best of all, good men and citizens.

I assure you, my brothers, that I will do all in my power to repay both you and the association for the high honor.

It has occurred to me in the past that by getting as much new blood on the State committees as possible it would make a few new workers

that in the past have done very little in the way of getting new members. I have spent considerable time and pains in trying to get hold of men who have never held office before, and men who I knew would work to the best interests of the association.

I am perfectly aware that no men or body of men could or would do more than the men that have been on these committees in the past, but it is possible to ride a willing horse to death, and these men need rest. I am also satisfied that these old workers will not lie down but will keep their shoulders to the wheel and help us out, and if the new committees will do as well as the



old ones I shall be more than pleased and the association will continue to prosper. Now, my dear brother, will you help to make this the banner year in the history of the Michigan Knights of the Grip?

At the annual convention held in Saginaw in August you in your kindness elected me as your President for the year 1908. I asked every man to stand up that would get one or more new members during the year and, like men good and true, ready to do their best, all stood up.

Now, all I ask is that every man do his duty and secure one or more new members and do it quick. If every member would get one new one what a power we would be with 3,500 members of the Knights of the Grip in Michigan.

There are 15,000 traveling men who live in Michigan or who sell goods in Michigan, and not one of them can give any kind of a plausible excuse why he is not a member.

This association has always been to the front in all matters which are for the benefit of the traveling men in general.

Their work with railroads, hotels, baggage men and others shows for itself, and the work of our committees in the past is certainly commendable. All traveling men, whether members of the Michigan Knights of the Grip or not, have received the benefit of our work, and why should they not be members?

The insurance feature of the association is the best and cheapest on

earth, but it is one of the smallest considerations to a man who is a member. Whom would you trust your widows and orphans to if not to this honorable body of men?

Again let me thank you for this great honor conferred on me and assure you I will do my best to do my duty.

J. W. Schram, Pres.

Gripsack Brigade.

M. L. Elgin, Manager of the local branch of the National Grocer Co., is expected home from Mexico the latter part of the week. He has been gone about a month and is accompanied by his wife.

A Bad Axe correspondent writes: Twenty-five commercial travelers of Detroit, snowbound here, paraded the streets Thursday morning. They were headed by a band, composed of traveling men, of which J. B. Corlett, of Detroit, was drum major. H. S. Cline, of Detroit, was color bearer. W. B. McGregor carried a sign, "We are here because we are here." The men have been here three days.

Augustus C. Sharp, who traveled many years for the old house of Ball-Barnhart-Putman Co. and its predecessors, but who has been engaged in the lumber business for the past fifteen years, is dying at his home at 696 Cherry street as the result of apoplexy. "Gus," as he was familiarly known to the trade, was held in high esteem by his customers, all of whom will join the Tradesman in deploring his present condition.

A Thompsonville correspondent writes: April 1 will see the opening of a new hardware store here. The people engaged in the deal are John W. Califf and his two sons, Frank A. and Emery J. Califf, of Grand Rapids, all practical, up-to-date business men. J. W. Califf is traveling salesman for the Grand Rapids Supply Co. and will make this place his home after July 1. F. A. and E. J. Califf, the two sons who will manage the business here, are both well known in Grand Rapids business circles, having held responsible positions with the Bissell Carpet Sweeper Co. and the Hart Minor Plate Works, respectively, until they resigned to go into business here. They expect to move to this place with their families about April 1.

Pontiac Adopts the Central Delivery System.

Pontiac, Feb. 25—The Pontiac Merchants' Delivery Co. is the name chosen by Pontiac's newest corporation, formed by the grocers and butchers of the city. Articles of association have been filed with the Secretary of State. The object of the company is to secure the delivery of goods on a co-operative plan and to avoid unnecessary driving as well as annoyance to customers. With the new system Pontiac people will receive the very best service possible from the grocers and meat markets.

Some time ago the grocers began an agitation for a central delivery system such as is now in use in a number of other cities in the State. The plan is working very successfully in Ypsilanti and Ann Arbor and there is no reason why it cannot be

worked with the same degree of success in Pontiac. The matter was thoroughly discussed by the grocers and meat dealers and a committee was sent to Ann Arbor to investigate the workings of the system. They reported favorably.

The city will now be divided into routes and by the plan under foot it will be possible to make four deliveries a day to all parts of the city and to each customer. All goods to be delivered will be taken to the central delivery station from the stores and will be distributed from there. The drivers of the wagons will make the Central delivery station their headquarters. The first delivery will be made at 7 a. m. and will be chiefly for the benefit of people who have ordered meats the night before. Twelve rigs will be used and the wagons now in use will be utilized.

There are sixteen grocers and all the meat dealers of the city interested in the new corporation. It is the intention of the company later to build a central station, but for the present the old Imperial Buggy Co. building will be used. The system will be ready for adoption by March 2.

The central delivery system was adopted in Ann Arbor last August and the grocers of that city are loud in their praise of it. It is said to be not only satisfactory to customers and dealers but enables the deliverymen to keep their horses in much better condition than they are now kept. Each horse covers a certain territory and no more. In Ann Arbor the horses used on the wagons are kept in fine condition. It is said the horses used on the local delivery wagons are overworked by the long pulls they are required to make. The central system is being adopted at Fremont, Ohio, and at Ypsilanti and Owosso. Customers in the various towns where the plan has been adopted are very appreciative of the advantages it offers for prompt service.

Some men who are considered better than they are become better, while others simply get the big head.

Ready made opinions are always misfits.

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.

Homelike

You will notice the difference in the cooking immediately. There are a dozen other things that suggest the word homelike at the

**Hotel
Livingston**
Grand Rapids



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.

Removing Bones from the Oesophagus.

Nothing can excel the anguish caused by the lodgment of a bit of bone, crust of bread, or similar hard substance in the oesophagus; and besides the temporary pain, such stoppage or lodgment is not infrequently fraught with danger. Special surgical appliances have been devised for the removal of these objects and too often these are of little help. In such emergencies the following plan will in the vast majority of cases give quick relief: Take a bit of strong sewing silk, say a yard long, and double it. Dip it into a glass of water, then roll or wad up into a little ball, the doubled end up to, say, within eight or ten inches of the free ends. Holding the latter in the hand, with the aid of a mouthful of water, swallow the ball. As soon as it gets down make traction on the ends held in the hand, and as it comes up whatever is in the canal will come with it. We have tried the plan scores of times and never knew it to fail. Of course, in the case of articles impacted in the canal, and those piercing the walls, it will not do to attempt to use the method, as there is danger of tearing the integument.

Camphor Trees.

All true camphor is supplied by Japan and China, 80 per cent. by the former and 20 per cent. by the latter. In obtaining camphor the trees are destroyed. Both countries have passed laws compelling the planting of young camphor trees. China being more radical than Japan in this particular, as for every camphor tree that is cut down five new ones must be planted. Japan has planted three million young trees since 1900, to which are to be added half a million planted this year and hereafter 750,000 annually.—Pharmaceutical Era.

The Treatment of "Styes."

As soon as a "stye" begins to appear one should bathe the eyelids every hour with the following solution:

Boric acid 1 drachm.
 Distilled water ... 4 ounces.

In the great majority of cases immediate relief is secured and the "stye" aborted. "Styes" are usually the expression of eye-strain, and, if the symptom is to be gotten rid of,

the cause must be discovered and corrected. This means that the patient should consult a reputable oculist (a physician) and not an optician or spectacle peddler.

Formula for a Paste for Cleaning the Hands.

We would suggest for the removal of stains which do not readily yield to washing with soap and water, a paste of soap and very finely powdered pumice stone. The soap should be shaved into ribbons and melted on the water bath with a small quantity of a mixture of glycerin and water, and the pumice thoroughly mixed with the paste so formed. The glycerin if present in sufficient quantity will prevent the paste from becoming hard by age.

P. W. Lendower.

Liquid Gloss Furniture Polish.

Balsam fir 1 lb.
 Sulphuric ether 1 pt.
 Turpentine ½ pt.
 Varnish ½ pt.
 Linseed oil (raw) 8 pts.

Put up in 6 oz. Philadelphia vials, label and sell for 25 cents.

Ink for Writing on Photographs.

This is made of iodide of potassium, 10 parts; water, 30 parts; iodide, 1 part, and gum arabic, 1 part. It produces white lines on the dark background.

To Make Labels Adhere To Tin.

Moisten the place to be labeled with tincture of iron and the label will stay until it wears out.

Serious Objection.

The Scotch are often accused of a disposition to do all things in the way to which they have been accustomed, regardless of changing circumstances. The story is told that a Scotchman, who had been employed nearly all his life in the building of railways in the Highlands of Scotland, came to the United States in his later years, and settled in a new section on the plains of the Far West.

Soon after his arrival a project came up in his new home for the construction of a railroad through the district, and the Scotchman was applied to, as a man of experience in such matters.

"Hoot, mon!" said he to the spokesman of the scheme; "ye canna build a railway across this kentry! It is as flat as a flure, and ye have naw place whatever to run your toonels through!"

A Hard Head.

Representative McCall, of Massachusetts, said to Representative Williams, of Mississippi, while chatting recently:

"John, is it true that one can never injure a Southern ducky by striking him on the head?"

"Absolutely true," responded Williams, with an air of great gravity. "An instance in point will convince you. A Mississippi ducky went to sleep in a barn with his feet against the side. In the night a mule kicked him in the head and the concussion broke his ankle."

Her Prayers Answered.

During, and for many years after the Civil War, there lived in Franklin county, Missouri, where the old State Road, built before the days of railroads, crossed Boeuf River, a Mrs. Samuel Hutton who met with the misfortune of having two of her prayers answered, and thereafter, her neighbors used to say, she never prayed again. And this happened during the Civil War.

"Sam being away in the Confederate Army," was the way she used to tell it, "I got so lonely among so many bragging, stay-at-home Northerners that one day I got down on my knees and prayed for the Southern boys to come and clean out the neighborhood. And it wasn't a week before along came General 'Pap' Price's army, and it being near dark the whole outfit camped along the river, confiscated all my stock feed, robbed my chicken roost and burned half the fence rails on the place without asking my permission. As I didn't know where Sam was, to tell him what the scamps had done, I prayed again, asking the Lord to send the Federals to chase 'Pap' Price to the jumping off place. It was about sundown that day when I looked up the road and saw my answer coming. And the Union boys stopped at the river for the night, ate what food the Rebels had left me and destroyed the balance of the fence rails."

Fire Loss Through Crime.

Fires started through crime or mischief have cost the people of the United States \$210,852,546 in twenty-one years, according to official fire insurance tables. Mischievous children, playing with matches or starting bonfires, in the period covered by the computation, probably did over \$1,000,000 worth of damage—rather a tidy sum to pay for this form of amusement.

The fire bill for crime and mischief, however, is far less than the bill for carelessness in handling heating and lighting apparatus, matches, cigarettes and firecrackers. For its carelessness in playing with fire in the twenty-one years people of the United States have paid a bill of \$266,340,058 or 12 per cent. of the total loss if the itemized percentages for the years given hold for the entire period. To forest fires and prairie fires, with their disastrous sweep, a fire loss of only \$92,000,000 is attributable, or less than the bill for defective flues, which a little forethought would have saved, for which carelessness was responsible.

A Bargain Sale.

History records many a sale and exchange of odds and ends of empire, but none more remarkable than our acquisition from Russia of magnificent Alaska for seven million two hundred thousand dollars. A land of gold and furs and fish inexhaustible; of timber and coal and iron—true sinews of war—of tin and copper, gypsum and oil! "Nature's scrap heap," they called it—a scrap heap

which has yielded one hundred and fifty million dollars' worth of gold already, and is laying bare to precious veins every day to eager seekers from the South.

Nearing the End.

Joe Lincoln, whose Cape Cod folks are well-known characters, recently attended a lecture. When asked how he liked it, he related this little story:

"A stranger entered a church in the middle of the sermon and seated himself in the back pew. After awhile he began to fidget. Leaning over to the white-haired man at his side, evidently an old member of the congregation, he whispered:

"How long has he been preaching?"

"Thirty or forty years, I think," the old man answered. "I don't know exactly."

"I'll stay then," decided the stranger. "He must be nearly done."

Leisure To Burn.

"My dear," asked the overworked business manager of his wife, as he tried to write a check for her, answer the telephone, receipt the expressman and give instructions to a floorwalker at one and the same time. "my dear, in that 'Great Beyond,' do you suppose any of the elegant leisure of which the preacher tells us will fall to my lot?"

"Sure, John," answered his wife sweetly, "you will doubtless have leisure to burn."

Why They Are Sad.

"Why do humorists and comedians always look so sad?" asked she.

"Well, if you had to stand all the abuse that their efforts stand I guess you'd be sad looking, too," replied he.



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Knife or Pain**

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Booklet free on application

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Grand Rapids Safe Co.
 Grand Rapids, Mich.

WHOLESALE DRUG PRICE CURRENT

Acidum		Copaiba	1 75@1 85	Scilla Co.	2 50
Aceticum.....	60@ 8	Cubebae.....	2 15@2 25	Tolutan.....	2 50
Benzoinum, Ger..	70@ 75	Erigeron.....	2 395@2 50	Prunus virg.....	2 50
Boracic.....	12@ 12	Evechthitos.....	1 00@1 10		
Carbolicum.....	26@ 29	Gaultheria.....	2 50@4 00	Tinctures	
Citricum.....	60@ 63	Gerranium.....	oz 75	Anconitum Nap'sR	60
Hydrochlor.....	30@ 5	Gossippi Sem gal	70@ 75	Antonium Nap'sF	50
Nitrosum.....	80@ 10	Hedeoma.....	3 00@3 30	Aloes.....	50
Oxalicum.....	14@ 15	Junipera.....	40@1 20	Arnica.....	50
Phosphorium, dil.	16@ 15	Lavendula.....	90@3 60	Aloes & Myrrh ..	50
Salicylicum.....	44@ 47	Limons.....	1 75@1 85	Asafoetida.....	60
Sulphuricum.....	13@ 5	Mentha Piper.....	1 80@2 00	Atropa Belladonna	60
Tannicum.....	75@ 85	Menta Verid.....	5 50@6 00	Aurapt Cortex.....	50
Tartaricum.....	38@ 40	Morrhuae gal.....	1 60@1 85	Benzoin.....	50
		Myrica.....	3 00@3 50	Benzoin Co.....	50
Ammonia		Olive.....	1 00@3 00	Barosma.....	50
Aqua, 18 deg.....	4@ 6	Picls Liquida.....	10@ 12	Cantharides.....	75
Aqua, 20 deg.....	8@ 8	Picls Liquida gal.	40@ 40	Capsicum.....	50
Carbonas.....	13@ 15	Ricina.....	1 06@1 10	Cardamon.....	75
Chloridum.....	12@ 14	Rosmarini.....	1 00@1 00	Cardamon Co.....	75
		Rosae oz.....	6 50@7 00	Castor.....	1 00
Aniline		Succini.....	40@ 45	Catechu.....	50
Black.....	2 00@2 25	Sabina.....	90@1 00	Cinchona.....	50
Brown.....	80@1 00	Santal.....	2@ 50	Cinchona Co.....	50
Red.....	45@ 50	Sassafras.....	90@ 95	Columbia.....	50
Yellow.....	2 50@3 00	Sinapis, ess, oz.....	6@ 65	Cubebae.....	50
		Tigil.....	1 10@1 20	Cassia Acutifol	50
Bacca		Thyme.....	40@ 50	Cassia Acutifol Co	50
Cubebae.....	24@ 28	Thyme, opt.....	21@ 60	Digitalis.....	50
Juniperus.....	8@ 10	Theobromas.....	15@ 20	Ergot.....	50
Xanthoxylum.....	30@ 35			Ferri Chloridum	35
		Potassium		Gentian.....	50
Balsamum		Bi-Carb.....	15@ 18	Gentian Co.....	60
Copaiba.....	70@ 80	Bichromate.....	13@ 15	Guaiaca.....	50
Peru.....	2 75@2 85	Bromide.....	18@ 20	Guaiaca ammon.....	60
Terabin, Canada.....	65@ 70	Carb.....	12@ 15	Hyoscyamus.....	50
Tolutan.....	40@ 45	Chlorate.....	12@ 14	Iodine.....	75
		Cyanide.....	30@ 40	Iodine, colorless.....	75
Cortex		Iodide.....	2 50@2 60	Kino.....	50
Abies, Canadian.....	18@ 18	Potassa, Bitart pr	30@ 32	Lobelia.....	50
Cassiae.....	20@ 20	Potassa Nitras opt	7@ 10	Myrrh.....	50
Cinchona Flava.....	18@ 18	Potassa Nitras.....	6@ 8	Nux Vomica.....	50
Buonymus atro.....	60@ 60	Prussiate.....	23@ 26	Opil.....	1 25
Myrica Cerifera.....	20@ 20	Sulphate po.....	15@18	Opil, camphorated	1 00
Prunus Virgin.....	15@ 15			Opil, deodorized.....	2 00
Quillaja, gr'd.....	12@ 12			Quassia.....	50
Sassafras.....	24@ 24	Radix		Rhatany.....	50
Ulmus.....	20@ 20	Aconitum.....	20@ 25	Rhel.....	50
		Aithae.....	30@ 35	Sanguinaria.....	50
Extractum		Anchusa.....	10@ 12	Serpentaria.....	50
Glycyrrhiza Gla.....	24@ 30	Arum po.....	6@ 25	Stromonium.....	50
Glycyrrhiza, po.....	28@ 30	Calamus.....	20@ 40	Tolutan.....	50
Haematox.....	11@ 12	Gentiana po 15.....	12@ 15	Valerian.....	50
Haematox, 1s.....	13@ 14	Glycyrrhiza pv 15	16@ 18	Veratrum Veride	50
Haematox, 1/2s.....	14@ 15	Hydrastis, Canaia.....	2 50	Zingiber.....	60
Haematox, 1/4s.....	16@ 17	Hydrastis, Can. po	2 60		
		Hellebore, Alba.....	12@ 15	Miscellaneous	
Ferru		Inula, po.....	18@ 22	Aether. Spts Nit 3f 30@ 35	
Carbonate Precip.....	15@ 15	Ipecac, po.....	2 00@2 10	Aether. Spts Nit 4f 34@ 38	
Citrate and Quina.....	2 00	Isis plox.....	35@ 40	Alumen, grd po 7.....	3 40
Citrate Soluble.....	55@ 55	Jalapra, pr.....	25@ 30	Annatto.....	40@50
Ferrocyanidum S.....	16@ 16	Maranta, 1/4s.....	35@ 35	Antimoni, po.....	4@ 5
Solut. Chloride.....	40@ 40	Podophyllum po.....	15@ 18	Antimony et po T.....	40@50
Sulphate, com'l.....	2@ 2	Rhel.....	75@1 00	Antifebrin.....	25@ 25
Sulphate, com'l, by	70@ 70	Rhel, cut.....	1 00@1 25	Argent Nitras oz.....	50
bbl. per cwt.....	7@ 7	Rhel, pv.....	75@1 00	Arsenicum.....	10@ 12

Liquor Arsen et Hydrarg Iod	@ 25	Rubia Tinctorum	12@ 14	Vanilla	9 00@
Liq Potass Arsinit	10@ 12	Saccharum La's.	22@ 25	Zinci Sulph ..	7@ 8
Magnesia, Sulph. .	3@ 5	Salacin	4 50@ 4 75	Oils	
Magnesia, Sulph. bbl	@ 1½	Sanguis Drac's	4@ 50	Whale, winter ..	bbl gal.
Mannia, S. F.	46@ 50	Sapo, W	13½@ 16	Lard, extra	85@ 90
Menthol	2 65@ 2 85	Sapo, M	10@ 12	Lard, No. 1	60@ 65
Morphia, SP&W 3	25@ 30	Sapo, G	@ 15	Linseed pure raw	42@ 45
Morphia, SNYQ 3	25@ 30	Seidlitz Mixture..	20@ 22	Linseed, boiled ..	43@ 46
Morphia, Mal... 3	25@ 30	Sinapis	@ 18	Neat's-foot, w str	65@ 70
Moschus Canton. .	@ 40	Sinapis, opt	@ 30	Spts. Turpentine ..	Market
Myristica, No. 1. .	25@ 30	Snuff, Maccaboy.	@ 51	Paints	
Nux Vomica po 15	@ 10	DeVos	@ 51	Red Venetian	bbl L.
Os Sepia	35@ 40	Snuff, S'h DeVos's	@ 51	Ochre, yel Mars 1½	2 @ 3
Pepsin Saac, H & P D Co	@ 1 00	Soda, Boras	6@ 10	Ocre, yel Ber 1½	2 @ 4
Picis Liq N N ¼ gal doz	@ 2 00	Soda, Boras, po... 6	@ 10	Putty, common'1 2½	2½ @ 3
Picis Liq qts	@ 1 00	Soda et Pot's Tart	25@ 28	Putty, strictly pr 2½	2½ @ 3
Picis Liq. plnts... 60	@ 60	Soda, Carb.	1¼@ 2	Vermillon, Prime	
Pil Hydrarg po 80	@ 50	Soda, Bi-Carb.	3@ 5	American	13@ 15
Piper Nigra po 22	@ 18	Soda, Ash	3½@ 4	Vermillon, Eng. ...	75@ 80
Piper Alba po 35	@ 30	Soda, Sulphas	@ 2	Green, Paris	29¼@ 33½
Pix Burgum	@ 8	50 Spts. Cologne ..	2 60	Green, Peninsular 13	@ 16
Plumbi Acet	12@ 15	Spts, Ether Co. ...	50@ 55	Lead, red	7½@ 8
Pulvis Ip'cet Opil 1	30@ 1 50	Spts, Myrcia Dom ..	2 00	Lead, White	7½@ 8
Pyrethrum, bxs H & P D Co. doz. .	@ 75	8 Spts, Vini Rect bbl		Whiting, white S'n	@ 90
Pyrethrum, pv. ...	20@ 25	8 Spts, Vii Rect ½ b	@	Whiting Gilders' ..	@ 95
Quassia	8@ 10	8 Spts, Vii R't 5 gal	@	White, Paris Am'r	@ 1 25
Quina, S P & W. ...	18@ 20	Spts, Vii R't 5 gal	@	Whit'g Paris Eng. .	
Quina, S Ger.	18@ 20	Strychnia, Cryst'l 1	10@ 1 30	cliff	@ 1 40
Quina, N. Y.	18@ 28	25 Sulphur Subl. ...	23¼@ 4	Shaker Prep'd ...	1 25@ 1 35
		1 Sulphur, Roll ...	2½@ 3½	Varnishes	
		Tamarinds	8@ 10	No. 1 Turp Coach 1	10 1 20
		Terebinth Venice 28	@ 30	Extra Turp	1 60@ 1 70
		Thebromae	55@ 60		

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OVALACTOL

The Ideal
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**We are Importers and Jobbers of Drugs,
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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.

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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

Winter Wheat.

DECLINED

Spring Wheat Flour.

Index to Markets
By Columns

Col	1	2
A	Ammonia	Ammonia
B	Baked Beans	Baked Beans
C	Canned Goods	Canned Goods
D	Dried Fruits	Dried Fruits
E	Farinaceous Goods	Farinaceous Goods
F	Fish and Oysters	Fish and Oysters
G	Gelatine	Gelatine
H	Herbs and Pelts	Herbs and Pelts
I	Jelly	Jelly
J	Licorice	Licorice
K	Meat Extracts	Meat Extracts
L	Mince Meat	Mince Meat
M	Molasses	Molasses
N	Mustard	Mustard
O	Nuts	Nuts
P	Olive Oil	Olive Oil
Q	Pipes	Pipes
R	Pickles	Pickles
S	Playing Cards	Playing Cards
T	Provisions	Provisions
U	Rice	Rice
V	Salad Dressing	Salad Dressing
W	Saleratus	Saleratus
X	Salt Soda	Salt Soda
Y	Salt Fish	Salt Fish
Z	Seeds	Seeds
AA	Shoe Blacking	Shoe Blacking
AB	Snuff	Snuff
AC	Soap	Soap
AD	Soda	Soda
AE	Soups	Soups
AF	Spices	Spices
AG	Starch	Starch
AH	Syrups	Syrups
AI	Tea	Tea
AJ	Tobacco	Tobacco
AK	Twine	Twine
AL	Vinegar	Vinegar
AM	Wick	Wick
AN	Woodenware	Woodenware
AO	Wrapping Paper	Wrapping Paper
AP	Yeast Cake	Yeast Cake

1	2
ARCTIC AMMONIA	Plums
12 oz. ovals 2 doz. box	Plums
AXLE GREASE	Peas
Frazer's	Marrowfat
1 lb. wood boxes, 4 dz.	Early June
1 lb. tin boxes, 3 doz.	Early June Sifted
3 1/2 lb. tin boxes, 2 dz.	Peaches
10 lb. pails, per doz.	Pie
15 lb. pails, per doz.	Yellow
25 lb. pails, per doz.	Pineapple
BAKED BEANS	Sliced
1 lb. can, per doz.	Pumpkin
2 lb. can, per doz.	Fair
3 lb. can, per doz.	Good
BATH BRICK	Fancy
American	Gallon
English	Raspberries
BLUING	Standard
Arctic	Russian Caviar
6 oz. ovals 3 doz. box	1/2 lb. cans
16 oz. round 2 doz. box	1/2 lb. cans
Sawyer's Pepper Box	Salmon
Per Gross	Col'a River, tails
No. 3, 3 doz. wood bxs	Col'a River, flats
No. 5, 3 doz. wood bxs	Red Alaska
BROOMS	Pink Alaska
No. 1 Carpet, 4 sew.	Sardines
No. 2 Carpet, 4 sew.	Domestic, 1/4 s
No. 3 Carpet, 3 sew.	Domestic, 1/2 s
No. 4 Carpet, 3 sew.	Domestic, Must'd
Parlor Gem	California, 1/4 s
Common Whisk	California, 1/2 s
Fancy Whisk	French, 1/4 s
Warehouse	French, 1/2 s
BRUSHES	Shrimps
Scrub	Standard
Solid Back 8 in.	Succotash
Solid Back, 11 in.	Fair
Pointed Ends	Good
Stove	Fancy
No. 3	Strawberries
No. 2	Standard
No. 1	Fancy
Shoe	Tomatoes
No. 8	Fair
No. 7	Good
No. 6	Fancy
No. 5	Gallons
BUTTER COLOR	CARBON OILS
W. R. & Co.'s 25c size	Barrels
W. R. & Co.'s 50c size	Perfection
CANDLES	Water White
Paraffine, 6s	D. S. Gasoline
Paraffine, 12s	Gas Machine
Wicking	Deodor'd Nap'a
CANNED GOODS	Cylinder
Apples	Engine
3 lb. Standards	Black, winter
Gallon	CEREALS
Blackberries	Breakfast Foods
1 lb. 25c	Bordeaux Flakes
Standards gallons	Cream of Wheat
Beans	Egg-O-See
Baked	Excella Flakes
Red Kidney	Excella, large pkgs.
String	Force, 36 2 lb.
Wax	Grape Nuts
Blueberries	Malta Ceres
Standard	Malta Vita
Gallon	Mapi-Flake
Brook Trout	Pillsbury's Vitos
2 lb. cans, spiced	Ralston
Clams	Sunlight Flakes
Little Neck, 1 lb.	Vigor, 36 pkgs.
Little Neck, 2 lb.	Voigt Cream Flakes
Clam Bouillon	Zest, 20 2 lb.
Burnham's 1/2 pt.	Zest, 36 small pkgs.
Burnham's pts.	Crescent Flakes
Burnham's qts.	One case
Cherries	Five cases
Red Standards	One case free with ten
White	5 1/2 cases.
Corn	One-fourth case free with
Fair	2 1/2 cases.
Good	Freight allowed.
Fancy	Rolled Oats
French Peas	Roll'd Avena
Sur Extra Fine	Steel Cut, 100 lb. sks.
Extra Fine	Monarch, bbl.
Fine	Monarch, 90 lb. sacks
Moyen	Quaker, 18-2
Gooseberries	Quaker, 20-5
Standard	Cracked Wheat
Hominy	Bulk
Standard	24 2 lb. packages
Lobster	CATSUP
1/2 lb.	Columbia, 25 pts.
1 lb.	Snider's pints
Picnic Tails	Snider's 1/2 pints
Mackerel	CHEESE
Mustard, 1 lb.	Acme
Mustard, 2 lb.	Elsie
Soused, 1 1/2 lb.	Emblem
Soused, 2 lb.	Gem
Tomato, 1 lb.	Jersey
Tomato, 2 lb.	Riverside
Mushrooms	Springdale
Hotels	Warner's
Buttons	Brick
Oysters	Leiden
Cove, 1 lb.	
Cove, 2 lb.	
Cove, 1 lb. Oval	

3

Limburger	@18
Pineapple	@40
Sap Sago	@22
Swiss, domestic	@16
Swiss, imported	@20
CHEWING GUM	
American Flag Spruce	55
Seeman's Pepsin	55
Adams Pepsin	55
Best Pepsin	45
Best Pepsin, 5 boxes	2 00
Black Jack	55
Largest Gum Made	55
Sen Sen	55
Sen Sen Breath Perf	1 00
Long Tom	55
Yucatan	55
CHICORY	
Bulk	
Red	
Eagle	5
Frank's	7
Schener's	7
CHOCOLATE	
Walter Baker & Co.'s	
German Sweet	26
Premium	38
Caracas	31
Walter M. Lowney Co.	
Premium, 1/4 s	36
Premium, 1/2 s	36
COCOA	
Baker's	35
Cleveland	41
Colonial, 1/4 s	35
Colonial, 1/2 s	33
Epps	42
Huyler	45
Lowney, 1/4 s	40
Lowney, 1/2 s	39
Lowney, 1/4 s	38
Lowney, 1/2 s	40
Van Houten, 1/4 s	40
Van Houten, 1/2 s	40
Van Houten, 1/4 s	40
Webb	35
Wilbur, 1/4 s	39
Wilbur, 1/2 s	40
COCOANUT	
Dunham's 1/4 s & 1/2 s	26 1/2
Dunham's 1/4 s	27
Dunham's 1/2 s	28
Bulk	28
COCOA SHELLS	
20 lb. bags	4
Less quantity	4
Pound packages	4
COFFEE	
Rio	
Common	13 1/2
Fair	14 1/2
Choice	16 1/2
Fancy	20
Santos	
Common	13 1/2
Fair	14 1/2
Choice	16 1/2
Fancy	19
Peaberry	19
Maracabo	
Fair	16
Choice	19
Fancy	19
Mexican	
Choice	16 1/2
Fancy	19
Guatemala	
Choice	15
Java	
African	12
Fancy African	17
O. G.	25
P. G.	31
Mocha	
Arabian	21
Package	
New York Basis	
Arbuckle	16 00
Dilworth	14 75
Jersey	15 00
Lion	14 50
McLaughlin's XXXX	
McLaughlin's XXXX sold	
to retailers only. Mail	
orders direct to W. F.	
McLaughlin & Co., Chic-	
ago.	
Extract	
Holland, 1/2 gro boxes	95
Felix, 1/2 gross	1 15
Hummel's foil, 1/2 gro.	85
Hummel's tin, 1/2 gro.	1 43
CRACKERS	
National Biscuit Company	
Brand	
Butter	
Seymour, Round	6
N. B. C., Square	6
Soda	
N. B. C. Soda	6
Select Soda	8
Saratoga Flakes	13
Zephyrette	13
Oyster	
N. B. C., Round	6
Gem	06
Faust, Shell	7 1/2
Sweet Goods	
Boxes and cans	
Animals	10
Atlantic, Assorted	10
Brittle	11
Cartwheels	8
Cassia cookie	9
Current Fruit Biscuit	10
Cracknels	16
Coffee Cake, pl. or lead	16
Cocoanut Taffy Bar	12
Cocoanut Bar	10
Cocoanut Drops	12
Cocoanut Honey Cake	12
Cocoanut Hon. Fingers	12
Cocoanut Macaroons	18
Dandelion	10
Dixie Sugar Cookie	9
Frosted Cream	8
Frosted Honey Cake	12

4

Fluted Coconut Bar	10
Fruit Tarts	12
Ginger Gems	8
Graham Crackers	8
Ginger Nuts	10
Ginger Snaps, N. B. C.	7
Hippodrome Bar	10
Honey Cake, N. B. C.	12
Honey Fingers, As. Ice	12
Honey Jumbles	12
Household Cookies	8
Household Cookies Iced	8
Iced Honey Crumpets	10
Imperial	8
Iced Honey Flake	12 1/2
Iced Honey Jumbles	12
Island Picnic	11
Jersey Lunch	8
Kream Klips	20
Lem Yem	11
Lemon Gems	10
Lemon Biscuit, Square	8
Lemon Wafer	16
Lemon Cookie	8
Mary Ann	8
Marshmallow Walnuts	16
Mariner	11
Molasses Cakes	8
Mohican	11
Mixed Picnic	11 1/2
Nabob Jumble	14
Newton	12
Nic Nacs	8
Oatmeal Crackers	8
Orange Gems	8
Oval Sugar Cakes	8
Penny Cakes, Assorted	8
Pretzels, Hand Md.	8
Pretzettes, Hand Md.	7 1/2
Pretzettes, Mac. Md.	7 1/2
Raisin Cookies	8
Revere, Assorted	14
Rube	8
Scalloped Gems	10
Scotch Cookies	10
Snow Creams	12
Spiced honey nuts	16
Sugar Fingers	12
Sugar Gems	08
Sultana Fruit Biscuit	16
Spiced Gingers	9
Spiced Gingers Iced	10
Sugar Cakes	8
Super Squares, large or	8
small	8
Superba	8
Sponge Lady Fingers	25
Sugar Crimp	8
Sylvan cookie	12
Vanilla Wafers	16
Waverly	8
Zanzibar	9
In-er Seal Goods	
Per doz.	
Albert Biscuit	1 00
Animals	1 00
Butter Thin Biscuit	1 00
Butter Wafers	1 00
Cheese Sandwich	1 00
Cocoanut Dainties	1 00
Faust Oyster	1 00
Fig Newton	1 00
Five O'clock Tea	1 00
Frotana	1 00
Ginger Snaps, N. B. C.	1 00
Graham Crackers	1 00
Lemon Snap	1 00
Oatmeal Crackers	1 00
Oysterettes	50
Old Time Sugar Cook.	1 00
Pretzettes, Hd Md.	1 00
Royal Toast	1 00
Saltine	1 00
Saratoga Flakes	1 50
Social Tea Biscuit	1 00
Soda, N. B. C.	1 00
Soda, Select	1 00
Sultana Fruit Biscuit	1 50
Uneda Biscuit	50
Uneda Jinjer Wayfer	1 00
Uneda Milk Biscuit	50
Vanilla Wafers	1 00
Water Thin	1 00
Zu Zu Ginger Snaps	50
Zwieback	1 00
Holland Rusk	
36 packages	2 90
40 packages	3 20
60 packages	4 75
CREAM TARTAR	
Barrels or drums	29
Boxes	30
Square cans	32
Fancy caddies	35
DRIED FRUITS	
Apples	
Sundried	
Evaporated	10@11
Apricots	
California	22@24
California Prunes	
90-100 25 lb. boxes	@ 6
80-90 25 lb. boxes	@ 6 1/2
70-80 25 lb. boxes	@ 7
60-70 25 lb. boxes	@ 7 1/2
50-60 25 lb. boxes	@ 8
40-50 25 lb. boxes	@ 8 1/2
30-40 25 lb. boxes	@ 10
1/4 c less in 50 lb. cases	
Citron	@21
Currents	
Imp'd 1 lb. pkg.	8 1/2 @ 9
Imported bulk	8 1/2 @ 8 3/4
Peel	
Lemon American	15
Orange American	14
Raisins	
London Layers, 3 or	
London Layers, 4 cr	
Cluster, 5 crown	3 25
Loose Muscatels, 2 cr	
Loose Muscatels, 3 cr	8 1/2
Loose Muscatels, 4 cr	9
L. M. Seeded 1 lb.	9 1/2 @ 10 1/2
Sultanas, bulk	
Sultanas, package	

5

FARINACEOUS GOODS	
Beans	
Dried Lima	7
Med. Hd. Pk'd	2 45
Brown Holland	
Farina	
24 1 lb. packages	1 50
Bulk, per 100 lbs.	3 50
Hominy	
Flake, 50 lb. sack	1 00
Pearl, 200 lb. sack	4 00
Pearl, 100 lb. sack	2 00
Maccaroni and Vermicelli	
Domestic, 10 lb. box	60
Imported, 25 lb. box	2 50
Pearl Barley	
Common	4 65
Chester	4 75
Empire	5 30
Peas	
Green, Wisconsin, bu.	2 50
Green, Scotch, bu.	2 65
Spl. lb.	04
Sago	
East India	5 1/2
German, sacks	7
German, broken pkg.	
Tapoca	
Flake, 110 lb. sacks	6 1/2
Pearl, 130 lb. sacks	5 1/2
Pearl, 24 lb. pkgs.	7 1/2
FLAVORING EXTRACTS	
Foot & Jenks	
Coleman Brand	
Lemon	
No. 2 Terpeneless	75
No. 3 Terpeneless	1 75
No. 8 Terpeneless	3 00
Vanilla	
No. 2 High Class	1 20
No. 4 High Class	2 00
No. 8 High Class	4 00
Jaxon Brand	
Vanilla	
2 oz. Full Measure	2 10
4 oz. Full Measure	4 00
8 oz. Full Measure	8 00
Lemon	
2 oz. Full Measure	1 25
4 oz. Full Measure	2 40
8 oz. Full Measure	4 50
Jennings D. C. Brand	
Terpeneless Ext. Lemon	
Doz.	
No. 2 Panel	75
No. 4 Panel	1 50
No. 6 Panel	2 00
Toper Panel	1 50
2 oz. Full Meas.	1 25
4 oz. Full Meas.	2 00
Jennings D. C. Brand	
Extract Vanilla	
Doz.	
No. 2 Panel	1 25
No. 4 Panel	2 00
No. 6 Panel	3 50
Taper Panel	2 00
1 oz. Full Meas.	90
2 oz. Full Meas.	1 80
4 oz. Full Meas.	3 50
No. 2 Assorted Flavors	1 00
GRAIN BAGS	
Amoskeag, 100 in bale	19
Amoskeag, less than bl	19 1/2
GRAIN AND FLOUR	
Wheat	
New No. 1 White	.96
New No. 2 Red	.96
Winter Wheat Flour	
Local Brands	
Patents	5 40
Second Patents	5 20
Straight	4 90
Second Straight	4 65
Clear	3 90
Subject to usual cash dis-	

6	7	8	9	10	11
Meal Bolted 3 40 Golden Granulated 3 50 St. Car Feed screened 24 00 No. 1 Corn and Oats 24 00 Corn, cracked 22 50 Corn Meal, coarse 22 50 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 25 00 Brewers Grains 28 00 Molasses Feed 24 00 Hammond Dairy Feed 25 00 Oats Michigan carlots 53 Less than carlots 55 Corn Charlots 61 Less than carlots 63 Hay No. 1 timothy carlots 14 00 No. 1 timothy ton lots 15 00 HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25 HORSE RADISH Per doz. 90 JELLY 5 lb. pails, per doz. 2 35 15 lb. pails, per pail 50 30 lb. pails, per pail 98 LICORICE Pure 30 Calabria 23 Sicily 14 Root 11 MATCHES C. D. Crittenden Co. Noiseless Tip 4 50 @ 4 75 MEAT EXTRACTS Armour's, 2 oz. 4 45 Armour's, 4 oz. 8 20 Liebig's Chicago, 2 oz. 2 25 Liebig's Chicago, 4 oz. 5 50 Liebig's Imported, 2 oz. 4 55 Liebig's Imported, 4 oz. 8 50 MOLASSES New Orleans fancy Open Kettle 40 Choice 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, 3 oz. 90 Stuffed, 5 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. 672, 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 4 00 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 7 1/2 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 tiers 8 1/2 80 lb. tubs advance 80 lb. tubs advance 50 lb. tins advance 20 lb. pails advance 10 lb. pails advance 5 lb. pails advance 5 lb. pails advance	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 1/4 bbls., 40 lbs. 1 90 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, 1/2 s 45 Potted ham, 1/4 s 85 Deviled ham, 1/2 s 45 Deviled ham, 1/4 s 35 Potted tongue, 1/2 s 45 Potted tongue, 1/4 s 35 RICE Fancy 7 @ 7 1/2 Japan 5 1/2 @ 6 1/2 Broken 4 @ 4 SALAD DRESSING Columbia, 1/4 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box. Arm and Hammer 3 15 Deland's 3 00 Dwight's Cow 3 15 Emblem 2 10 L. P. 3 00 Wyandotte, 100 1/4 s 3 00 SAL SODA Granulated, bbls. 85 Granulated, 100 lb. cs. 1 00 Lump, bbls. 80 Lump, 145 lb. 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 28 10 1/2 lb. sacks 1 90 28 10 1/2 lb. sacks 1 90 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, 100 lbs. 7 50 No. 1, 40 lbs. 3 25 No. 1, 10 lbs. 90 No. 1, 8 lbs. 75 Mackerel Mess, 100 lbs. 15 00 Mess, 40 lbs. 6 20 Mess, 10 lbs. 1 65 Mess, 8 lbs. 1 35 No. 1, 100 lbs. 14 00 No. 1, 40 lbs. 5 80 No. 1, 10 lbs. 1 65 No. 1, 8 lbs. 1 35 Whitefish No. 1, No. 2 Fam 100 lb. 9 75 4 50 50 lb. 5 25 2 40 10 lb. 1 12 60 8 lb. 92 50 SEEDS Anise 10 Canary, Smyrna 4 1/2 Caraway 10 Cardamom, Malabar 1 00 Celery 15 Hemp, Russian 4 1/2 Mixed Bird 4 Mustard, white 10 Poppy 9 Rape 6 SHOE BLACKING Handy Box, large, 3 dz 50 Handy Box, small 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85	SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rappie in jars. 43 SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond 50 8 oz 80 Dusky D'nd, 100 6 oz. 3 80 Jap Rose, 50 bars 3 75 Savon Imperial 3 50 White Russian 3 50 Dome, oval bars 3 50 Satinet, oval 2 15 Snowberry, 100 cakes 4 00 Proctor & Gamble Co. Lenox 3 50 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 50 LAUTZ BROS. & CO. Acme, 70 bars 3 60 Acme, 30 bars 4 00 Acme, 25 bars 4 00 Acme, 100 cakes 3 50 Big Master, 70 bars 2 90 Marseilles, 100 cakes 5 80 Marseilles, 100 cakes 5c 4 00 Marseilles, 100 ck toilet 4 00 Marseilles, 1/2 bx toilet 2 10 A. B. Wrisley Good Cheer 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large 4 50 Gold Dust, 100-5c 4 00 Kirkline, 24 4lb. 3 80 Pearline 3 75 Soapine 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gro lots 4 50 Sapolio, single boxes 2 25 Sapolio, hand 2 25 Scourine Manufacturing Co. Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 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, Amboyne 25 Cloves, Zanzibar 20 Mace 55 Nutmegs, 75-80 35 Nutmegs, 105-110 25 Nutmegs, 115-120 20 Pepper, Singapore, blk. 15 Pepper, Singp. white. 25 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 55 Cloves, Zanzibar 24 Ginger, African 15 Ginger, Cochin 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singp. white. 28 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 11b. packages 4 1/2 @ 5 31b. packages 5 1/2 @ 5 1/2 61b. packages 5 1/2 @ 5 1/2 40 and 50 lb. boxes 3 1/2 @ 3 1/2 Common Corn 20 lb. packages 5 40 lb. packages 4 1/2 @ 7 SYRUPS Corn Barrels 29 Half Barrels 31 20 lb. cans 1/2 dz. in cs. 2 00 10 lb. cans 1/2 dz. in cs. 1 95 5 lb. cans 2 dz. in cs. 2 00 2 1/2 lb. cans 2 dz. in cs. 2 10 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sndried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 43 Nibs 22 @ 24 Siftings 9 @ 11 Peanutings 11 @ 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, 5 lb. pails. 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kyo 35 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 38 Piper Heidsick 66 Boot Jack 80 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5 lb. 27 I X L, 16 oz. pails. 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 21 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1 lb. pails. 40 Cream 38 Corn Cake, 2 1/2 oz. 25 Corn Cake, 1 lb. 22 Plover Boy, 1 1/2 oz. 39 Plover Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 38 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXXX 30 Good Indian 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 26 Cotton, 4 ply 26 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium N 24 Wool, 1 lb. balls 10 VINEGAR Malt White, Wine, 40 gr 9 Malt White, Wine 80 gr 12 1/2 Pure Cider, B & B. 15 Pure Cider, Robinson 15 Pure Cider, Silver 15 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels 1 00 Bushels, wide band 1 25 Market 40 Splint, large 3 50 Splint, medium 3 00 Splint, small 2 75 Willow, Clothes, large 8 25 Willow, Clothes, m'e'm 7 25 Willow, Clothes, small 6 25 Bradley Butter Boxes 2 lb. size, 24 in case 72 3 lb. size, 16 in case 68 5 lb. size, 12 in case 63 10 lb. size, 6 in case 60 Butter Plates No. 1 Oval, 250 in crate 35 No. 2 Oval, 250 in crate 40 No. 3 Oval, 250 in crate 45 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 Barrel, 15 gal., each 2 70	Clothes Pins Round head, 5 gross bx 55 Round head, cartons. 70 Egg Crates and Fillers. Humpty Dumpty, 12 doz. 20 No. 1 complete 40 No. 2 complete 28 Case No. 2 fillers 15 sets 1 35 Case, mediums, 12 sets 1 15 Faucets Cork, lined, 8 in. 70 Cork lined, 9 in. 80 Cork lined, 10 in. 90 Mop Sticks Trojan spring 90 Eclipse patent spring. 85 No. 1 common 80 No. 2 pat. brush holder 85 12 lb. 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, au 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 50 Northern Queen 3 50 Double Duplex 3 75 Good Luck 2 75 Universal 3 65 Window Cleaners 12 in. 1 60 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 Gutcher's Manila 2 1/4 Wax Butter, short c't. 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Per lb. Whitefish, Jumbo 16 Whitefish, No. 1 13 Trout 12 Halibut 14 Ciscos or Herring 8 Bluefish 15 Live Lobster 40 Boiled Lobster 40 Cod 16 Haddock 8 Pickrel 12 1/2 Pike 9 Perch, dressed 9 Smoked, White 13 1/2 Red Snapper 11 1/2 Chinook Salmon 16 Mackerel 15 Finnan Haddie 12 1/2 Roe Shad, each 1 50 Shad Roe, each 75 HIDES AND PELTS Hides Green No. 1 5 Green No. 2 4 Cured No. 1 6 1/2 Cured No. 2 5 1/2 Calfskin, green, No. 1 10 Calfskin, green, No. 2 8 1/2 Calfskin, cured, No. 1 11 Calfskin, cured No. 2 9 1/2 Pelts Old Wood @ 20 Lambs 60 @ 1 00 Shearlings 50 @ 1 00 Tallow No. 1 @ 4 1/2 No. 2 @ 3 1/2 Wool Unwashed, med. @ 18 Unwashed, fine @ 14	CONFECTIONS Stick Candy Standard 8 1/2 Standard H H 8 1/2 Standard Twist 9 Cases Jumbo, 32 lb. 8 1/2 Extra H H 10 Boston Cream 12 Big stick, 30 lb. case. 8 1/2 Mixed Candy 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 10 Sugared Peanuts 12 Salted Peanuts 12 Starlight Kisses 11 San Blas Goodies 9 Lozenges, plain 13 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 5 lb. Boxes Old Fashioned Molasses Kisses, 10 lb. 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 Cr'ms 80 @ 9 1/2 Cream Wafers 65 String Rock 65 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Goodies 3 50 Up-to-date Asstmt. 3 75 Ten Strike No. 1 6 50 Ten Strike No. 2 6 00 Ten Strike, Summer assortment 6 75 Scientific Ass't. 18 00 Pop Corn Cracker Jack 3 25 Checkers, 5c pkg case 3 50 Pop Corn Balls, 200s 1 85 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 @ 13 Walnuts, soft shelled @ 18 Walnuts, Chilli @ 14 Table nuts, fancy 13 @ 16 Pecans, Med. @ 1 Pecans, ex. large @ 12 Pecans, Jumbos @ 13 Hickory Nuts per bu. Ohio new Cocoanuts @ 1 Chestnuts, New York State, per bu. 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 @ 6 1/2 Roasted 6 1/2 @ 7 1/2 Choice, H. P. Jumbo 7 @ 7 1/2 Choice, H. P. Jumbo Roasted

Special Price Current

AXLE GREASE



Mica, tin boxes...75 9 00
Paragon55 6 00

BAKING POWDER

Royal



10c size 90
1/4 lb. cans 1 35
6oz. cans 1 90
1/2 lb. cans 2 50
3/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BLUING



C. P. Bluing

Doz.
Small size, 1 doz. box..40
Large size, 1 doz. box..75

CIGARS

Johnson Cigar Co.'s Brand



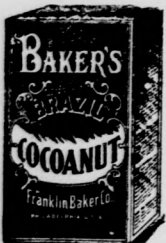
S. C. W., 1,000 lots31
El Portana33
Evening Press32
Exemplar32

Worden Grocer Co. brand
Ben Har

Perfection35
Perfection Extras35
Londres35
Londres Grand35
Standard35
Puritanaos35
Panatellas, Finas35
Panatellas, Bock35
Jockey Club35

COCOANUT

Baker's Brazil Shredded



70 1/2 lb. pkg. per case 2 60
35 1/2 lb. pkg. per case 2 60
35 1/2 lb. pkg. per case 2 60
18 1/2 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass5 @ 8 1/2
Hindquarters7 1/2 @ 10
Loins8 @ 14
Rounds6 1/2 @ 8
Chucks5 @ 6 1/2
Plates5 @ 5
Livers@ 6

Pork

Loins@ 8 1/2
Dressed5 @ 5 1/2
Boston Butts@ 7
Shoulders@ 7
Leaf Lard@ 8 1/2
Trimnings@ 6

Mutton

Carcass@ 9
Lambs@ 12 1/2
Spring Lambs@ 12 1/2
Veal

Carcass6 @ 8 1/2

CLOTHES LINES

Sisal

60ft. 3 thread, extra..1 00
72ft. 3 thread, extra..1 40
90ft. 3 thread, extra..1 70
60ft. 6 thread, extra..1 29
72ft. 6 thread, extra..

Jute

60ft.75
72ft.90
90ft.1 05
120ft.1 50

Cotton Victor

50ft.1 10
60ft.1 35
70ft.1 60

Cotton Windsor

50ft.1 30
60ft.1 44
70ft.1 80
80ft.2 00

Cotton Braided

40ft.95
50ft.1 35
60ft.1 65

Galvanized Wire

No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1 lb.
White House, 2 lb.
Excelsior, M & J, 1 lb.
Excelsior, M & J, 2 lb.
Tip Top, M & J, 1 lb.
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
Lee, Cady & Smart, De-
troit; Symons Bros. & Co.,
Saginaw; Brown, Davis &
Warner, Jackson; Gods-
mark, Durand & Co., Bat-
tle Creek; Fielbach Co.,
Toledo.

Peerless Evap'd Cream 4 00

FISHING TACKLE

1/2 to 1 in.6
1 1/4 to 2 in.7
1 1/2 to 2 in.9
1 3/4 to 2 in.11
2 in.15
3 in.20

Cotton Lines

No. 1, 10 feet5
No. 2, 15 feet7
No. 3, 15 feet9
No. 4, 15 feet10
No. 5, 15 feet11
No. 6, 15 feet12
No. 7, 15 feet15
No. 8, 15 feet18
No. 9, 15 feet20

Linen Lines

Small20
Medium26
Large34

Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 90

GELATINE

Cox's, 1 doz.1 80
Knox's Sparkling, doz. 1 20
Knox's Sparkling, gro. 14 00
Nelson's1 50
Knox's Acidu'd, doz.1 20
Oxford75
Plymouth Rock1 25

SAFES



Full line of fire and burg-
lar proof safes kept in
stock by the Tradesman
Company. Thirty-five sizes
and styles on hand at all
times—twice as many safes
as are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size..6 50
50 cakes, large size..3 25
100 cakes, small size..3 85
50 cakes, small size..1 95

Tradesman's Co.'s Brand



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large3 75
Halford, small2 25

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Tradesman

Coupon

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placing your business on a cash basis
by using our

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and poor accounts and does away with
the expense of book-keeping.

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full particulars on application.

Tradesman Company

Grand Rapids

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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.

Wanted—To buy a general merchandise stock, invoicing from \$10,000 to \$15,000. Address M. Donovan, 871 N. Lincoln St., Chicago, Ill. 536

Rolling Ladders For Sale—Three nearly new Meyers ladders and 150 ft. of track. Address No. 523, care Michigan Tradesman. 523

Are you looking for a home? If so, don't buy before seeing a copy of the Real Estate Journal. It has nearly 4,000 farms, city property and stock of goods advertised in it and reaches 50,000 readers each issue; advertising rates 2c per word. Send 10c for two months' trial subscription. Farm & Real Estate Journal, Traer, Iowa. 522

Good opening for furniture and undertaking store. Also for photographer and book store. Full information, address Box 36, Pierre, S. D. 521

For Sale—On account of ill health, a lumber, feed and coal business. A good opportunity for right party. Apply owner. H. F. Batterman & Co., Palatine, Ill. 520

New Mexico will soon have one million population, 23,000 homestead entries in seventeen months and the tide has just begun. Its vast coal deposits would alone make it a great commonwealth. The government is spending many millions in big irrigation works. The finest climate in the world. Albuquerque is the leading city and always will be. Situated in the great and fertile valley of the Rio Grande. It commands in every direction a trade area larger than many states. To-day a city of 20,000, to-morrow, 50,000; this is a certainty, for the fortunes of New Mexico, are the fortunes of its metropolis. I am not in the real estate business, but there has been placed in my hands an entire subdivision to the city, close in, 600 lots, 50x132 feet, that must be closed out at once. No favorites, prices already marked upon every lot, \$75 to \$400, about one-half their present value. A chance like this seldom occurs. Invest at the commencement of a city's growth. Write for full size city map and literature. M. P. Stamm, Sec'y, Albuquerque, N. M. 519

For Sale—A dry goods business consisting of dry goods, notions, millinery and groceries; building included, all conveniences, two store rooms and ten living rooms; hot water heat and gasoline lighting plant. Only two competitors in town. Address D. J. Sloan, North Baltimore, Ohio. 518

For Sale—White Rocks, White Leghorns, Partridge Wyandottes, Rhode Island Reds, Pekin Ducks, Collie Pups, eggs and stock. Price, quality, treatment, please all. Michaelis Poultry Farm, Marinette, Wis. 517

For Sale—150 used automobiles. Send for list. Prices low. Runabouts and touring cars of every description. Stanley A. Dwight, Grand Rapids, Mich. 532

For Sale—A clean stock of general merchandise in a thriving inland town in Eastern Iowa. Well established and paying business, light expenses. Moral community. For further particulars address Hall & Pierpoint, Whittier, Iowa. 524

For Sale—Oldest established grocery, crockery and wallpaper business in one of best villages in Southern Michigan; best location in town; large brick store and cheap rent; best reasons for selling and will give you bargain if sold before March 15. If you have \$2,000 to invest in a genuine bargain and mean business, address at once for full particulars, No. 525, care Tradesman. 525

Snap—General merchandise business, invoicing \$2,000. Easy terms. Excellent location. For particulars address Homeseekers' Realty Company, Green River, Utah. 529

Dealers—Merchants—Salesmen—Send for our new post card catalogue. Illustrated 500 profitable, quick-selling designs. Attractive, lowest prices. Perkins Novelty Co., 2nd Par. E. Buxton, Iowa. 528

Mr. Merchant—Did you ever figure on the immense profits of a 5 or 10 acre tract of peach and orchard land in the famous Green River Valley an unequalled climate? Let us tell you about it. Homeseekers' Realty Co., Green River, Utah. 530

For Rent—Double store building in the hustling town of Shepherd, Mich. For particulars apply to Mrs. H. O. Bigelow, Shepherd, Mich. 537

For Sale—New \$2,000 stock of dry goods and shoes. Doing cash business over \$1,000 month. Good town, Central Michigan. For cash. Address No. 526, care Michigan Tradesman. 526

For Sale—On account of other interests, general mercantile business. Money getter. Post Office in connection. Invoices about \$5,500. Easy terms. For particulars address Homeseekers' Realty Co., Green River, Utah. 531

Good Investment—General merchandise store with \$7,000 or \$8,000 stock, annual sales from \$18,000 to \$40,000. Large building, best corner location in thriving town. High-grade public school, splendid college, best society, no saloons, splendid church privileges, prosperous country. The proprietor will sell stock and rent building or sell both. The proprietor is growing old and wishes to retire from business, is the only reason for selling. This is a fine opening for some enterprising business man, and will stand a careful investigation. For further information write Caldwell & Co., Philomath, Oregon. 527

G. B. JOHNS & CO. Merchandise Auctioneers GRAND LEDGE, MICH.

If you want your stock closed out slick and clean, get Mr. Johns. Freeport Clothing Co. Geo. J. Nagier, Sec'y

For Sale—To close an estate in shortest time possible. I am offering a fine improved farm of 360 acres in Howard County, Iowa, at \$65 per acre and will take as part payment, a city residence property up to \$5,000. Will allow \$15,000 to remain on farm at 5½ per cent. interest, if desired. A good chance for some one with a family to get out of the city and on to a good farm. Address J. F. Dougherty, Waukon, Iowa. 533

Doctor—Location wanted in good country village. Write 534, care Tradesman. 534

For Rent—In one of the best towns in Northern Illinois, one story brick and basement, 40x66; east front corner, plate glass windows, Matthews gasoline lighting plant, furnace heat, equipped with counters and shelving; established reputation twenty-five years; successful general merchandising; close investigation given and desired. Address J. J. White, Stillman Valley, Ill. 508

For Sale—Clean stock of general merchandise, invoicing \$3,500. J. F. Donovan, Warren, Ill. 502

For Sale—Twenty-four Andrews fountain stools. No. 237 M, 26-inch new; Burrows cream cabinet, double. Either at a bargain. Address Union Drug Co., Saginaw, W. S., Mich. 507

For Sale—Only drug stock in town 500 inhabitants, sales \$6,000 yearly. Stock invoices \$2,500, rent \$12.50 month. Terms cash. Good reasons for selling. Address No. 505, care Tradesman. 505

Clothing stock for sale. Four hundred suits in first-class condition. Sizes from 35 to 44 and well assorted. Address No. 501, care Michigan Tradesman. Grand Rapids, Mich. 501

For Sale—Nice clean stock general dry goods. Invoicing \$2,700. Address Box 64, Warren, Ill. 503

We want two more responsible and reliable resident bean buyers at local stations tributary to Grand Rapids. Write us at once. H. J. Cheney & Co. Elevator & Office, Prescott St. & Grandville Ave. 512

For den I offer Prehistoric Indian relics, Modern Indian trophies, elk tusks, Pioneer crockery, Antique pistols, weapons from wild tribes. List free. N. Carter, Elkhorn, Wis. 513

Thoroughbred fox, wolf and coon hounds, puppies to trained dogs on hand at all times. Low prices and guaranteed. S. A. Smith, Keosauqua, Ia. 500

Drug Store—On account of death of proprietor, we have a bargain for someone. Clean stock of drugs and sundries in small town. Hazeltine & Perkins Drug Co. 499

For Sale—By owner, a good business property and clean stock of merchandise. Value about \$10,000. Address Lock Box 504, Meade, Kan. 494

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

Gasoline Launches—Our new \$200 Launch is a world beater. Has mahogany decks and ample power. A dashing beauty, every inch of which speaks of quality. Send for circular. M. P. Minn. Boat & Power Co., Stillwater, Minn. 516

For Sale—The greatest opportunity in the Northwest, the A. M. Becker stock located in one of the best farming sections in the state; will rent the building reasonable. Apply to The Adrian Mercantile Company, J. F. Thomas, Manager, Adrian, Minn. 510

For Sale—In Northeastern Texas, fruit and truck lands in the heart of the fruit and truck belt. Largest orchards in the state located here. Good markets for all products, price of land very reasonable. I also have several large tracts of hardwood and pine timber lands which will average 10,000 feet per acre. Write for particulars. No. 491, care Michigan Tradesman. 491

Cash carrier system for sale; six station cable cash carrier, practically new, motor and supplies complete; small fraction of cost. Address Garvey-Buchanan Company, Seattle, Wash. 490

For Sale—The New Walloon Hotel, 60 rooms, modern in every respect. Fine location and the most popular summer resort in Michigan. Also a 240 acre stock and fruit farm 5 miles southeast of Petoskey, 70 acres timber, 120 acres cleared, good buildings. Would take in exchange on either, a stock of general merchandise. Address A. E. Hass, Walloon Lake, Mich. 497

100c on the Dollar Guaranteed Leonard and Company Sales Managers and Auctioneers Bank and Commercial References 68 and 74 LaSalle St. Chicago, Ill.

For Sale—Stock of furnishings and bazaar goods, big discount for quick cash sale. Invoices \$1,000 to \$1,200. Address 308 Franklin Ave. E., Lansing, Mich. 498

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

Notice—Will pay highest price for shoe stock. 81 Clairmont Ave., Detroit, Mich. 467

For Exchange—One saw mill complete, for good property of any kind. Address Lock Box 31, Onaway, Mich. 461

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

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

Great opportunities to go into hardware and implement business. I have listed for sale, large number hardware stocks in Iowa, Illinois, Nebraska, Kansas, Missouri and Oklahoma, also some general stocks. These are not trading stocks, but good clean up-to-date stocks, doing a good business. If you wish to go into business write me. If you desire I will put you in direct communication with owners. I do not wish to correspond with agents. I have a lumber yard and elevator for sale, about \$10,000, doing business of \$100,000 for six months. H. Clay Bowsher, 4116 McGee St., Kansas City, Mo. 495

For Sale—Two Toledo scales, good as new at \$25 each. Address J. H., care Tradesman. 425

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—\$1,400 stock of groceries. Address 2043, Nashville, Mich. 424

For Sale or Rent—Store building at Croton, suitable for general stock. No other store within nine miles. L. E. Phillips, Newaygo, Mich. 410

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

\$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

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

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.

Pharmacist—Situation wanted in good country town, Southern Michigan preferred. Write 535, care Tradesman. 535

HELP WANTED.

Wanted—Experienced dry goods salesman who can trim windows in first-class store. Michigan city of 1,800. Permanent position. State full particulars in first letter. Age, reference, salary wanted. Address No. 506, care Tradesman. 506

Wanted—Young dry goods man desiring permanent position, some experience in trimming, card writing. Preferable of speaking Norwegian or German. Well-recommended by former employer. State as to education, morals, nationality, age, if married, experience, when, where, salary wanted for first year, if can take position at once. Address Box 356, Wahpeton, N. D. 489

Wanted—A registered pharmacist. Young man preferred. Address Nelson Abbott, Moorestown, Mich. 477

Want Ads. continued on next page.

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CIRCULARS ON INQUIRY

TRADESMAN COMPANY.

GRAND RAPIDS, MICH.

GEORGE WASHINGTON.

Hamilton once remarked that no one could be familiar with Washington. Gouverneur Morris replied that he could be as familiar with Washington as with any other friend. "Very well," said Hamilton, "there will be a wine supper for yourself and for a dozen friends if, during the next reception evening, you will gently slap the General on the back and say: 'My dear General, how happy I am to see you look so well.'" Morris' courage was equal to the trial. But as soon as his hand had stroked Washington's shoulders, and as soon as his lips had pronounced the words of assumed camaraderie, he began to slink back abashed into the crowd. Washington had withdrawn himself from his friend's caress and had directed toward him a stare so haughty that no one except his equal—and he never had, and never has had, an equal—could endure it.

The spirit that was behind that stare affected millions who had never been in his presence. "You," said Erskine, the great English jurist, in whose mental composition audacity was an extremely bulky ingredient, "you are the only human being for whom I ever felt an awful reverence."

The stupor of personal respect with which the world regarded Washington was enhanced rather than attenuated by the normality—sometimes called the commonplaceness—of his character. When, as a youth, he made a visit to the West Indies and was taken to see a play, he wrote: "The part of Barnwell was said to be well performed." That "was said" is a condensation into two words of all that Washington ever thought or did in the region of personal tastes.

He hunted, he drank, he gambled to the point of fashionable decency. His wild oats were of a quantity exactly commensurate to the requirements of a normal adolescence and an impending respectability. When he went on the first of his juvenile surveying trips, the hardships of which he feelingly recounts, he took with him, as befitted his station, four neckcloths, seven caps, and seven waistcoats. When he visited Boston during the French and Indian war he expended £94 on silver lace and £95 on other sartorial goods. In his choice of the things with which he surrounded himself he was governed entirely by the "was said." His orders to London might occasionally contain a hint at his personal preferences—his chariot, for instance, he would like to have painted green—but even in these few cases he explicitly subordinated his taste to what his agent should find to be regarded in London as "fashionable."

In religion, as in chariots, he took his color from the current mode. He followed without murmur—and practically without comment—the religious observances that happened to be in vogue in his part of the world during his period of existence. In short, his personal life, except for an increasing elevation in dignity, was exactly like that of his respectable

neighbors in all points of intellect, of taste, and of petty conduct, and would have been exactly like that of his respectable neighbors if he had been born in Persia.

It is this normality of Washington's that has been the joy of every mediocre person since. Mediocrity's favorite method of aggrandizing itself is by eulogizing its apparent apotheosis in Washington. A constant hammering on this nail has driven it home into the minds of people and has produced the impression which finds voice in the common dictum, "Washington was no genius."

Certainly he was not a genius if that word is debased to the exclusion of all qualities except those connected with intellectual vivacity. Washington could not spin phrases. He left no epigrams. He had no power of abstract speculation. He left no system of philosophy. If this debar him from a share in the title which is ungrudgingly bestowed upon every man who on a drink of absinthe writes "such bright" translations of French trios for the 5 cent magazines, let the debarment stand. Let the word "genius" be abandoned to its usurpers. And let some greater and some uncontaminated word be found for the expression of the qualities of a man who could manage the destinies of a nation as coolly and as wisely as he managed his tobacco crop.

There were two ways in which Washington so managed the destinies of this Nation as to entitle him to be regarded not only with the reverence due to transcendent character but with the admiration due to transcendent ability. In the first place, he fought the revolutionary war and established the independence of the United States with a display of military intelligence which, despite some adverse criticisms, has given him among most students of military affairs the reputation of being one of the greatest generals of all time. It is the most maddening but the most incorrigible kind of intellectual perversity to say that a stupid man, a commonplace man, a mediocre man could accomplish the full art of war. In the second place, Washington had the civic intelligence after the war to throw his dominating influence toward the party which believed in a more perfect union and which secured the construction and the adoption of the constitution of 1798. If Washington had not had the intelligence to take this attitude, if he had not had the intelligence to adopt methods which would make this attitude effective, if he had not had the intelligence, after the attitude had become effective, to guide the new nation through eight years of critical experiment with its new system of government, who can be sure that the United States would not have remained a ridiculous medley of petty principalities exposed to internecine warfare and united only in a common distress?

But Washington had a mind—not only a character but a mind—so large and so powerful that he could comprehend the details of the policy of a

whole people as successfully as the details of the policy of his own plantation. If this astonishing magnitude of mind does not constitute genius, the English language is in a bad way for the adequate description of the highest intellectual endowment.

It is said that Washington was an Englishman rather than an American. The charge is well founded. Matthew Arnold was right in saying that Washington was a magnificent specimen of the English country gentleman. In his resistance to the encroachments of the royal prerogative, in his maintenance of his immemorial privileges, both against those above him and those below him, in his insistence on "gentlemen" as officers, and in his devotion to the ceremonies of rank, Washington would have felt more at home with the Englishmen who rallied around Pym and Eliot and Hampden against Charles I. than with the genuine Americans who rallied around Lincoln against the aristocratic slaveholding confederacy.

But if he was English it was because his times were English. The revolt against George III. in America was based on the whig principles, which came near causing a similar simultaneous revolt in England. It was not as a democrat, it was as an English squire resisting the royal invasion of his rights, that Washington grasped his sword.

THE BALANCE OF POWER.

In the coming national campaign it is a foregone conclusion that the successful presidential candidate will be the nominee either of the Republican party or the Democratic party. There are other parties who will present candidates, but their adherents are comparatively so few that they stand no chance of being chosen. The Prohibitionists, the Socialists, the Populists and the Independence Leaguers may be more or less factors in the result, and occasionally it is asserted that one or all of them in combination will hold the balance of power. It is undoubtedly true that their alignment of forces will have some bearing upon the election, but the real balance of power will be exercised by the independent voters, the men who acknowledge unswerving allegiance to no party, who will support such candidates as please them, and who will be unmoved by any party's pleas.

This fact is thoroughly understood by the political managers, who realize that not only have they to present candidates this year who will appeal to party men, but who can draw support from the independent voters. These voters form the great third party of the country, whose ranks are constantly swelling. In discussing the existence of this powerful body of citizens, Carroll D. Wright makes these interesting declarations: "If parties do carry nations on in the great march of civilization, as I believe they do; if, as history shows, no free government can exist without them, then it should be part of our religion to act with them, to take a stand according to our honest convictions, and rest assured we shall form part of

that ever-existing third party, little heard of, without organization, which seeks no office, holds no meetings, owns no banner, but which holds the balance of power and silently decides the elections. This third party, without a name, is comprised of the men who think for themselves, who are not moved by passionate appeals, but who vote for the policy which on the whole seems likely to best further the good of the state. This party is the terror of professional politicians and often their confusion. It is this party which puts up no candidates; which punishes inefficiency, corruption or maladministration of any kind. It is to this party the Nation owes its safety and will in the future look for protection."

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, Feb. 26—Creamery, fresh, 26@32c; dairy, fresh, 20@25c; poor to common, 17@20c; rolls, 20@25c.

Eggs—Strictly fresh, candled, 22c; fancy white, 23@24c; cold storage, candled, 18@19c.

Live Poultry—Springs, 14@14½c; fowls, 14c; ducks, 13½@15c; geese, 10@12c; old cox, 9@10c.

Dressed Poultry—Springs, 14@16c; fowls, 13@14½c; old cox, 10c; ducks, 13@16c; geese, 9@11c; turkeys, 16@20c.

Beans—Marrow, hand-picked, \$2.25@2.35; medium, hand-picked, \$2.25@2.30; peas, hand-picked, \$2.40; red kidney, hand-picked, \$2.00; white kidney, hand-picked, \$2.40@2.50.

Potatoes—White, 80c per bu.; mixed, 75c. Rea & Witzig.

A Misunderstanding.

A mother-in-law had stayed so often with her daughter as to cause a quarrel with the husband, and one day, when she again came to stay, she found her daughter in tears on the door-step.

"I suppose George has left you," she sniffed.

"Yes"—sob.

"Then there's a woman in the case?" she asked, her eyes lighting up expectantly.

"Yes"—sob.

"Who is it?" she demanded.

"You"—sob.

"Gracious!" exclaimed the mother-in-law. "I am sure I never gave him any encouragement."

"The hour glass of time runs gold."

BUSINESS CHANCES.

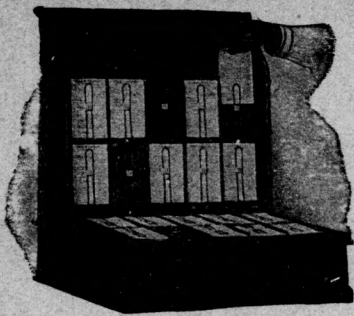
Wanted—Position by a reliable registered pharmacist of good habits, and No. 1 reference. Perfectly competent to handle any line of business. Address No. 542, care Michigan Tradesman.

542
For Sale—Well-established dry goods store, located in one of the best farming and manufacturing towns in Central Michigan, noted for its famous mineral springs. Established 18 years. Good reasons for selling. For full particulars address Seitzer Dry Goods Co., St. Louis, Mich.

541
For Sale—Eighty cents on the dollar, fair stock and jewelry store, good location. Invoices \$4,800. Reason, sickness. 214 State St., St. Joseph, Mich.

539
For Sale—Stock farm implements, all up-to-date, in thriving village. Good farming country around. Address 538, care Tradesman.

538
For Sale—\$3,000 dry goods, shoes and furnishing goods. Paying business. Best location in city of 5,000 population, Southern Michigan. Small expenses. Reason, have other business interests. Address No. 540, care Tradesman.



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The McCASKEY ACCOUNT REGISTER is the LEADER of all simplified Accounting Systems.

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GRAVITY HINGED LEAVES,
where all leaves are HINGED TO A COMMON AXIS;
GRAVITY HINGED LEAVES,
one leaf HINGED TO ANOTHER;
COMBINATION GRAVITY HINGED LEAVES.

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The Financial Situation

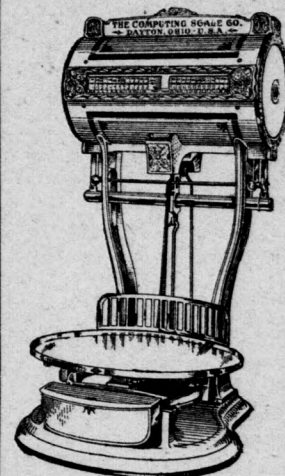
is a condition which is beyond the power of the individual to control. The large crops, the scarcity of currency and a hundred other conditions directly affect the commercial and industrial world.

Your financial condition may be affected by it to a slight degree, but you have a more **dangerous** condition in your own store if you use **old style** scales for weighing your merchandise.

In these days of **close competition** you need **every penny** that is justly yours. Do you get it? If you use old-style scales you lose on every weighing.

MONEYWEIGHT SCALES turn loss into gain. If you mark your goods to get 15 or 20 per cent. you get it.

The reason for this is easily explained, and if you are at all interested send us your name and address for detailed information.



The new low platform No.
140 Dayton Scale



Moneyweight Scale Co.

37 State St., Chicago



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LOWNEY'S PREMIUM CHOCOLATE for cooking is of the same superfine quality.

The **WALTER M. LOWNEY COMPANY**, 447 Commercial St., Boston, Mass.

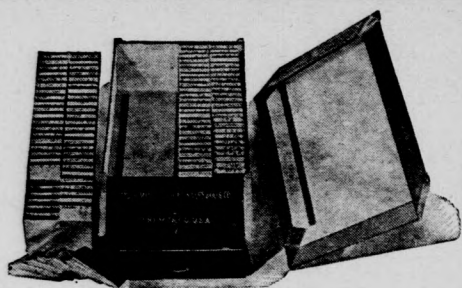
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Of good printing? You can probably answer that in a minute when you compare good printing with poor. You know the satisfaction of sending out printed matter that is neat, ship-shape and up-to-date in appearance. You know how it impresses you when you 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

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We claim the new way is preferable because, in the first place, you do not need to go to the expense of buying a safe; in the second place, even though you have a safe, you are saved the trouble of storing your accounts away in it after your day's work.

We claim further that with the Keith System you are protected against **Clerical Errors, Omissions and Manipulations.**

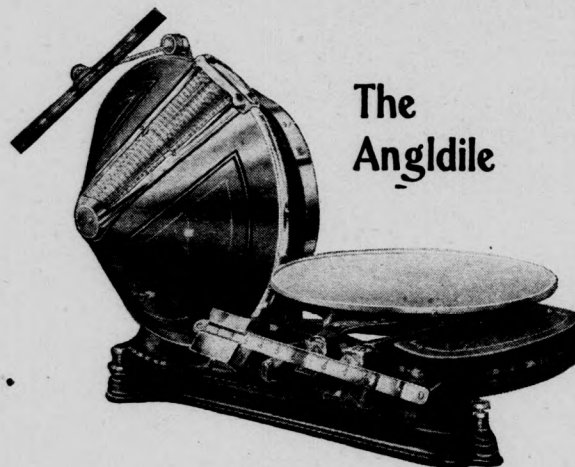
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Many people blame the cook for bad coffee when it isn't the poor woman's fault at all, but because the coffee itself isn't up to the mark.

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