



## The Largest Shipment of Breakfast Food Ever Sent to One Person (Name on Request)

21 carloads—an entire train—of Kellogg's Toasted Corn Flakes, shipped to one individual. Enough for 5,292,000 breakfasts. This is the record shipment for breakfast foods. Nothing in this line has ever nearly approached it.

What does this mean? Simply this: First—that there is a constantly increasing demand for this most popular of all breakfast foods; that the people insist on

### The Original—Genuine—Kellogg's TOASTED CORN FLAKES

And Second—that the trade is appreciating the Square Deal Policy on which these goods are marketed. There is satisfaction to the retail merchant in handling the only Flaked Food on which he is on equal footing with every other retailer, great and small, and which is sold on its merits—without premiums, schemes or deals. It is not sold direct to chain stores, department stores or price cutters. All the others are.

Are YOU with us on this Square Deal Policy?

*W. K. Kellogg*



P. S.—We don't compete with the imitators in price or free deals any more than they pretend to compete with us in quality.

Toasted Corn Flake Co., Battle Creek, Mich.

## WORDEN GROCER COMPANY

Grand Rapids, Mich.

The Prompt Shippers

### Policyholders Service & Adjustment Co., Detroit, Michigan

A Michigan Corporation organized and conducted by merchants and manufacturers located throughout the State for the purpose of giving expert aid to holders of Fire Insurance policies.

We audit your Policies.

Correct forms.

Report upon financial condition of your Companies.

Reduce your rate if possible.

Look after your interests if you have a loss.

We issue a contract, charges based upon amount of insurance carried, to do all of this expert work.

We adjust losses for property owners whether holders of contracts or not, for reasonable fee.

Our business is to save you Time, Worry and Money.

For information, write, wire or phone

#### Policyholders Service & Adjustment Co.

1229-31-32 Majestic Building, Detroit, Michigan

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GUSTAV A. MOEBS, Maker, Detroit

WORDEN GROCER CO., Distributors  
Grand Rapids

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 color-  
ing. Our vinegar meets the re-  
quirements of the Pure Food Laws  
of every State in the Union. ❀ ❀

### The Williams Bros. Co.

Manufacturers

Picklers and Preservers

Detroit, Mich.

## 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.

Makes Clothes Whiter-Work Easier-Kitchen Cleaner.

# SNOW BOY WASHING POWDER.

GOOD GOODS — GOOD PROFITS.



# MICHIGAN TRADESMAN

Twenty-Sixth Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 28, 1908

Number 1310

## Commercial Credit Co., Ltd.

Credit Advices and Collections

MICHIGAN OFFICES

Murray Building, Grand Rapids  
Majestic Building, Detroit

## ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2321 Majestic Building, Detroit, Mich.

## TRACE YOUR DELAYED FREIGHT Easily

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

## Kent State Bank

Grand Rapids

Has the largest **Capital and Deposits** of any State or Savings Bank in Western Michigan.

Pays **3½ per cent.** on Savings Certificates of Deposit.

Checking accounts of City and Country Merchants solicited.

You can make deposits with us easily by mail.

## GRAND RAPIDS FIRE INSURANCE AGENCY

THE MCBAIN AGENCY

Grand Rapids, Mich. The Leading Agency

**FIRE AND  
BURGLAR  
PROOF**

# SAFES

**Grand Rapids  
Safe Co.**

Tradesman Building

### SPECIAL FEATURES.

2. Men of Mark.
3. Common Sense.
4. News of the Business World.
5. Grocery and Produce Markets.
6. Telling the Truth.
8. Editorial.
10. His Forty Jobs.
12. Butter, Eggs and Provisions.
14. New York Market.
15. Too Long Time.
16. Modern Inhumanity.
18. Why Dick Didn't Lead.
20. Woman's World.
22. The Wrong Material.
24. Fifty Dollar Bill.
26. Thanksgiving Day.
28. A Grocery Ghost.
30. Forest-Fire Frauds.
32. Review of the Shoe Market.
36. Dealer's Small Gifts.
38. Window Trimming.
40. The Commercial Traveler.
42. Drugs.
43. Drug Price Current.
44. Grocery Price Current.
46. Special Price Current.

### FEW AND FAR BETWEEN.

The prompt and generous response which the good people of Michigan have made to Governor Warner's recent appeal for assistance for the fire sufferers is something in which every citizen of the State can justly take pride.

A group of middle-aged persons, intelligent and well-informed, were speaking of this when one among them asked the question, "How long has it been since a disaster of any kind has occurred in Michigan entailing loss enough that it was necessary to issue a general appeal for help for the sufferers?"

At first, among those present, no one could recall anything of the kind since the dry fall of 1871, when Chicago, Oshkosh and Holland burned and when there were also widespread forest fires in Michigan, causing great loss and suffering, which were relieved, so far as possible, by liberal contribution from the older sections of the State. Later on in the conversation, some one recollected that in 1882 the Thumb country had a series of fires covering several counties and that the remainder of the State came to the rescue with several hundred thousand dollars in money and liberal contributions of supplies.

Taking both of these occasions into full account, and with the sorrowful picture of the loss of life and the destruction of property caused by the fires of this autumn vividly before us, still it must be said that, taking the years together, Michigan has been exceptionally fortunate. She has had, of course, her share of what may be termed small calamities, such as railway accidents and mine disasters, involving the loss of a number of lives and laying a heavy pall of grief upon individual hearts and homes, but the State has never been the scene of a great horror, such as the San Francisco earthquake, the Johnstown flood or the Iroquois Theater fire. We have cause for great gratitude that loss of life and

property so great as that occasioned by the fires this fall has been rare, and that at this time the people of the State generally are so well able to aid the sufferers.

Michigan has frequently sent large sums to the afflicted of other states and countries. Seldom has it been necessary for any of her people to accept help from outside.

The climatic conditions here and the diversified system of agriculture which is pursued make an entire failure of crops almost unknown. The farmer in Michigan may sometimes be short up for money, but he always has enough to eat.

Some may feel it a humiliation that our State contains no city that can be ranked as a great metropolis, but the thoughtful mind rather feels inclined to see subject for congratulation in the fact that we are, in a measure, free from the contaminating streams of vice and crime which inevitably issue from the very largest centers of population.

Michigan can take a proper pride in the quality of its citizenship, in its thousands and thousands of honest, upright, intelligent, law-abiding men and women, and one does not need to journey far to learn that Michigan people have a character and individuality as fine and distinct as is the flavor of a good Michigan apple.

### SOUTH AFRICAN UNION.

The interest attaching to the rather exciting progress of events in South-eastern Europe has served to divert attention from the gathering at Durban, South Africa, where an attempt is being made to bring together all the British colonies in that part of the world under a single government. While the movement is largely designed in the interest of the Boer element which dominates South Africa at the present time, it also has economic considerations to recommend it. The Boers having definitely abandoned all idea of another armed effort to achieve independence, have hit upon a new scheme of obtaining a united Boer commonwealth peaceably under the British flag.

Although there is a white population of only 1,140,000 people in all of the British colonies of South Africa there are eight separate governments, four separate cabinets and four separate bicameral parliaments. All this multiplication of officials and lawmakers is extremely costly and cumbersome. For that reason, quite as much as because of the desire of the Boers to dominate the entire expanse of South Africa, there is a large majority of the delegates at the Durban gathering in favor of complete unification as opposed to federation. A federated system such as prevails in Canada and Australia there would

still maintain provincial parliaments and administrations, making the governmental system even more costly than it now is with separate colonial governments. The main advocate of the federation system is the small colony of Natal, in which there is a large British majority. The people of Natal fear that under the proposed unification of the government the British interests in Natal would be damaged by the overwhelming Boer majority in the other colonies. A plebiscite in Natal showed the people overwhelmingly opposed to unification, but favorable to federation.

It is doubtful, however, if Natal would desire to remain separate altogether should the other colonies form a joint government, as they would be able to divert trade away from the Natal ports to the Cape Colony ports and to Delagoa Bay. For commercial reasons, therefore, it is expected that Natal will finally yield and agree to unification. In a joint Parliament under the unification plan representation based upon white population solely would be divided as follows: 44 from the Cape, 86 from the Transvaal, 12 from Orange River and only 8 from Natal. It is not difficult to understand why Natal should be opposed to unification.

The Imperial government is not represented in the conference at Durban, because the London Administration prefers that the colonies should prepare their plan untrammelled by advice, and later submit it for approval, when any change that the home government might think proper could be then debated.

There are, of course, people both in South Africa and in England who profess to see in the unification scheme a movement to bring about ultimate independence of South Africa from the British Empire and the creation of a Boer Republic. There seems to be actually no danger of such an outcome. After the experience of the last war the Boers are not disposed to risk another such conflict, particularly when they can enjoy quite as much liberty and very much greater protection and prosperity under the British flag than they could possibly enjoy under a separate national existence, supported by only 1,140,000 white people, surrounded by many times that number of native blacks of questionable loyalty.

It has been discovered that opals which contain 5 to 70 per cent. of water will dry, crack and lose their color. Those with less than 5 per cent. of water do not fade. Analysis of a fine opal showed it to consist of 92 per cent. silica, 0.25 per cent. iron oxide and 7.75 per cent. water.



## MEN OF MARK.

**A. C. Bartlett, the Millionaire Hardware Jobber.**

There is a curious similarity to be observed in the lives of the men who have built up the great businesses and industries of Chicago and who to-day, their work well done, are the merchant princes of the city. In the great majority of cases these men are what is known as self-made; that is, their fortunes have been made and their enterprises accomplished by dint of their inherent qualities and without any assistance from either parental wealth or influence.

It is an interesting reflection and one which does not enhance the value of university education that it has been an invariable rule among these men that their scholastic careers were short and confined to the preparatory schools. However, this statement might be modified so as to confine it to commercial careers.

Adolphus Clay Bartlett, President of Hibbard, Spencer, Bartlett & Co., is an eminent example of this type of self-made merchant. Mr. Bartlett was endowed with all the requisites. His parents were far from wealthy and he early was thrown on his own resources with his assets consisting of a very meager schooling and such qualities of character as he might possess.

To-day the name of Adolphus Bartlett stands as a synonym for everything that commercial success means and he ranks with Marshall Field and others who have established the business supremacy of Chicago. There is one quality which all of these men possess in common and which has played undoubtedly a very important part in their success. They have all been optimists. There seems to have been something in this great partially developed Western country which has inspired the men who have wrought out their destinies here to ignore such contingencies as failure or impossibility. A fervent faith has led them forward and it is doubtful if in the history of the world there has ever been a city where so much has been accomplished by men who fought the world unaided.

Mr. Bartlett is a powerfully built man, who carries well the burden of his increasing years. He has a strong, rather rugged face, with a shrewd, kindly expression and the calm, self-possessed air of one who has tried his strength and found it good. His manners are simple and unaffected, marked with something which almost approaches diffidence. He is a good judge of men, slow to form an opinion, but inflexible in holding to it.

Like many of the dominant figures in American public life to-day, Mr. Bartlett traces his descent from sturdy New England stock. More than that, he has preserved much of the simple character of the early pioneers and in spite of his position and achievements he has little of the modern about him. He is not a latitudinarian in his views on life and is rarely perplexed by doubts as to his course of action.

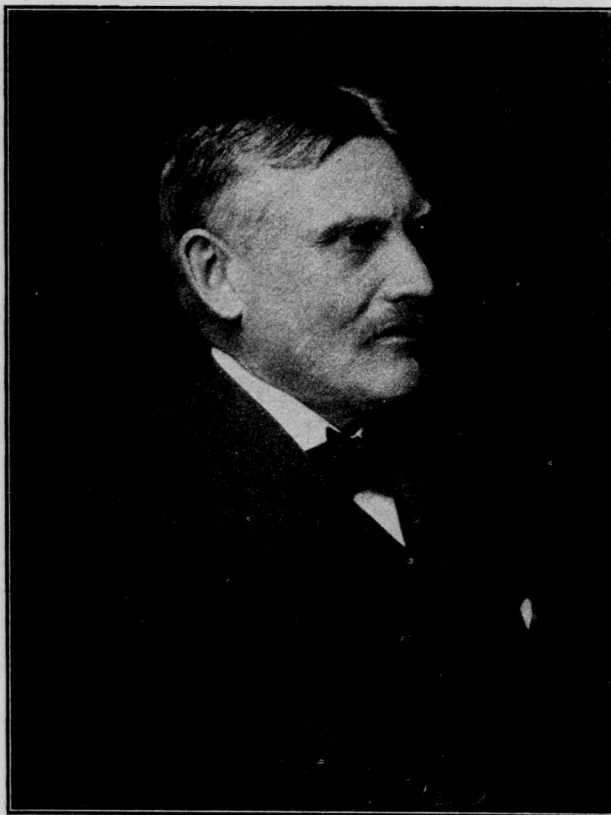
Almost severe in the conduct of his

personal life, he is abstemious in his habits, and although he has earned many times over the right to leisure and such indulgence as a temperate man may allow himself, he never permits such a thought. Early in the morning he is found at his desk, and when he leaves his office at night it is something more than an eight hour day that he has spent.

It is an undoubted fact that of the number of successful business men of to-day in Chicago few have had a university career. Most of them are inclined, moreover, to deprecate the advantages to be obtained from the so-called higher education. Mr. Bartlett is of this class. Not that he is in any sense opposed to scholastic education but that he believes with many of his contemporaries that it is something which may easily be carried too

His first situation was as office boy in the wholesale hardware house of Tuttle, Hibbard & Co., and at 19 he was doing a man's work for a boy's pay, and hard, drudging work at that. But the lanky boy had in him the one quality which above all others makes for success: He had an indomitable courage and a tenacity which knew no weakening. Three years after he enlisted in the army of workers he was occupying a confidential position with his employers, and in seven years he was a partner, at the age of 33.

Hibbard, Spencer & Co., the firm in which he was a partner, was swept out of existence at the time of the Chicago fire, but the men who composed it were not the kind to be conquered so easily. With the reconstructed city the concern of Hib-



Adolphus C. Bartlett

far. Mr. Bartlett is of the opinion that the boy who wishes to succeed in business will do well to start his practical training as early as possible. Aaron Bartlett, father of Adolphus, was a school teacher in the backwoods of New York State; he operated a sawmill and tannery and ran a country store as incidental occupations. His son and only child was born at Stratford, N. Y., in 1844. Ten years later the father died and the widow moved with the boy to Salisbury Center, in Herkimer county, where Adolphus remained at school until he was 16. He spent two years in Clinton Liberal Institute, Clinton, N. Y., and then with a couple of hundred dollars as capital he started out to carve his way in the world. He taught school one winter, served as a clerk in a country store, and then made his way to Chicago.

bard, Spencer & Bartlett sprang into existence, and in a few brief years had advanced to the position it now holds of one of the foremost hardware firms in America.

Great as have been the business interests of Mr. Bartlett, he has found time for many other activities. He has served on the Board of Education and is a Director of the Art Institute and a Trustee of the University of Chicago. In addition he has always taken a wide interest in charitable work, and for years has been one of the most powerful friends and patrons of the Home for the Friendless, of which institution he has served as President.

In the direction of business his interests have been far from being confined to the firm of which he is President. For many years before the sale and reorganization of the Chica-

go and Alton Railroad he was a Director of that road and he is at present on the boards of several banks and other large financial institutions.

It frequently occurs when the whole energies of a young man have been engaged in the pursuit of business that later in life when he has accomplished success he will show unsuspected tastes for literature and art. Such has been the case with Mr. Bartlett. There was little opportunity or leisure for him in his early manhood to indulge what might be termed sumptuary tastes. Whatever his inclinations may have been in that direction, it was necessary to suppress them to reach the goal which he had set before him. Now that the goal has been won those tastes have sprung to life.

Mr. Bartlett is a great lover of pictures and has a very fine collection. He exercises this love for art in the active share which he takes in the work of the Art Institute, although he is too modest to put forward any claims as an art connoisseur. He has also a fondness for books, and his choice in this direction is characteristic. Modern novels do not attract him, but he loves the books of an earlier generation.

It may be that it is this last taste which leads him to avoid the theater, to which he rarely goes. To a man of his simple, almost puritanic habit of mind there is little to attract in the crude, if glittering, farce of the modern musical comedy or the suggestiveness of the modern comedy.

The simplicity of the man crops out again in his dislike of automobiles. A man of his robust physical type naturally has a fondness for outdoor exercise, but he gives all his affections to horses and dogs. Golf also numbers him among its devotees.

Mr. Bartlett was married August, 1867, to Miss Mary H. P. Pitkin, who was the mother of his four children. Mrs. Bartlett died in 1890 and some years later Mr. Bartlett married Miss Abbey L. Hitchcock, of Toledo.

**Arming Safes With Deadly Gases.**

A chemical company has devised a grenade or glass receptacle, filled with a chemical compound, as a means of making it impossible for safe-blowers to rob a safe after breaking it open.

It is an inoffensive looking article, about 2 inches in diameter and 5 inches long. Inside of the exterior tube are seven smaller ones, each filled with a different chemical. When the door of the safe is blown, or the safe is blown, or the safe is jarred heavily, the grenade explodes, and the air is filled with the deadly fumes. It is claimed that these fumes, which, so far as effect is concerned, are not unlike the gases from the deadly Chinese "stink pots," are powerful enough to make breathing impossible and to force all persons near the safe to retreat or be almost instantly suffocated.

The grenades are made with a lasting effect of from six to ten hours, depending upon the size, and are placed just back of the locking mechanism of the safe doors.



## COMMON SENSE.

## There Is No Substitute For This Quality.

Use your brains—if you have any! Failing in this a few times, recognize the fact that it wasn't intended for you to take the initiative in the world's work. Then it will be time enough for you to line up with the army of the unemployed, working absolutely under direction.

At a time when more advice to the young man is printed than ever before in history, it strikes me that this modern young man needs more than ever before to get his own bearings upon himself in relation to his particular work. The whole equation is personal and specific. Generalities covering rules of conduct according to conventional catechisms may be worthless. They may be even confusing and misleading. The situation is that the young man has work before him; with certain modifications, perhaps, he is the man to do it; the employer asks only that the work be done satisfactorily.

Taking inventory of himself with reference to this work which he is to accomplish, the manner in which Dick Whittington became three times lord mayor of London, or the strange way in which the unknown youth climbed the peaks with the banner of "Excelsior," have mighty little bearing.

I read the other day a catechismic dissertation upon how every young man may succeed in life. It was in

effect that, having true courage, this young man would recognize no obstacle in his way as unsurmountable; that, having no fear of failure, he would press on always to the accomplishment of anything he might attempt to do.

Fundamentally, I don't know of anything sillier than the promulgating of any such philosophy as this. That young man who gets such a distorted idea into his head, believing it to be of practical, everyday value to him, must find disappointment and failure inevitable. There are a million commonplace things in business life that are impossible. Things that were possible yesterday are impossible today and thing possible to-day will be impracticable to-morrow.

"Learn to obey orders," is one of the old reiterations of the conventional teacher who fancies that an idealized philosophy should apply to every relation in the life of the employee. Yet there are men every day losing positions because of a fool's obedience to the letter of a rule.

"But I thought you had sense enough to know that such a regulation did not apply in a case like that!" is the explosion of the employer in such an emergency.

The point is that no one man or set of men is wise enough to frame an inviolate system of regulations applying to all men and all things in business relations. Somewhere along the line some one standing between the business and the public will need

to exercise judgment. On the exercise of that judgment will depend the availability of the man. To make a foolish move against the letter of an order is worse than foolish obeying the order itself, but always a wise move against the letter of an impossible order must be a reassuring qualification in any man. His judgment is proved in the emergency and his true courage at the same time passes its severest test.

To the employer at large it is no mark of qualification in an employee that he follows blindly the letter of an order. While it has been classed as a virtue that a man, starting to do a thing, allows neither time nor circumstance to interfere, it may be only a mark of his cowardice that he wastes effort at its unreasoning accomplishment.

There are places in the world for the blind observer of mere orders. There is work in the world for the man who, starting toward an accomplishment, allows nothing to interfere with his ends. It is conceded that militarism must exact this blind obedience to orders of a superior, for the reason that the military is a mere fighting machine which must move by force of might. But in civil life, before any man starts upon any move which under no circumstance must stop short of accomplishment, that move must have been decided upon with regard to a hundred contingencies.

Time was when an office boy would have been discharged if he

had not untied carefully the twine binding a package and carefully preserved both string and paper. To-day the boy who can cut the wrappings from such a package and drop them deepest in a waste basket in shortest time proves his efficiency. And yet there are individual office emergencies when the same boy, spending five minutes over preserving such wrappings, might earn a hearty commendation of his employer.

There is no substitute in the working world for a sterling common sense. There is no courage to compare with that which may be displayed by the young man who says to himself, "I'll give this up right here," and who afterward can justify his move.

Butting headfirst into a stone wall is only folly. John A. Howland.

## Carnegie and the Dandelion.

Andrew Carnegie, who is much in favor of peace, provided the great nations continue to purchase steel for battleships and cannon, is a great advocate of a close union between Great Britain and America. At a recent discussion on the subject between the steel king and some of his friends it was suggested that there was no good reason why the two nations should not become formally united, and "Andy" was asked to suggest an emblem for such a union.

"The dandelion," he replied promptly. "Dandy for the 'cute' Yankee business man and the lion for Britain."

# To Get and Hold Trade

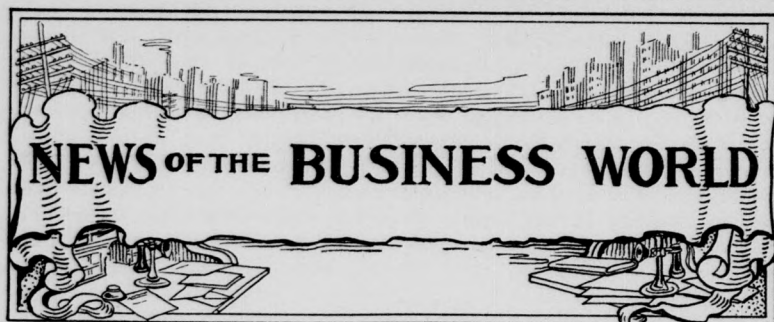
Sell your customers absolutely reliable goods. Don't run the risk of losing their good will by offering an article of doubtful quality or one which may injure health.

When you sell Royal Baking Powder you are sure of always pleasing your customers. Every housewife knows that Royal is absolutely pure and dependable. It is the only baking powder made from Royal Grape cream of tartar. You are warranted in guaranteeing it in every respect the most reliable, effective and wholesome of all the baking powders. On the other hand, you take chances when you sell cheap baking powders made from alum or phosphate of lime. They are unhealthful and fail to give satisfaction.

Royal never fails to give satisfaction and pays the grocer a greater profit, pound for pound, than any other baking powder he sells.

To insure a steady sale and a satisfied trade, be sure to carry a full stock of Royal Baking Powder.





### Movements of Merchants.

Hastings—Albert Myers has opened a meat market.

Alma—The new shoe store of J. L. Miller has been opened.

Standish—Allward & Phelps have opened a new meat market.

Peck—John P. Alexander has opened a meat market and grocery.

Manistee—Louis Staffeld is about to engage in the clothing business.

Clifford—E. J. VanSickland has sold his drug stock to F. W. Keillor.

Paw Paw—E. G. Butler & Co. have sold their grocery stock to Ed. Lindsley.

Entrican—C. L. Van Nortwick succeeds Wm. Town in the meat business.

Chelsea—A feed and agricultural store has been opened by Hummel Bros.

Jackson—Pierce & Son have sold their grocery stock to Walter Kigallin.

Jackson—H. W. Sussex is succeeded in the meat business by J. A. Phillips.

Mulliken—Elmer Catlin, meat dealer and grocer, has sold his stock to Ed. Guilford.

Ironwood—L. Rinne is making preparations to open a jewelry store here about Nov. 1.

Dodgeville—Phillip Chopp, of South Range, is building a store in which to open a grocery.

Moseley—Fred Perkins has sold his stock of groceries to Guy H. Troub, formerly of Sunfield.

Charlotte—Chas. R. Quick has purchased the grocery stock of his brother, W. A. Quick.

Kalamazoo—B. C. Farrand, formerly of Port Huron, will engage in the shoe business here.

Chesaning—A. A. Christian has sold his stock of groceries and fixtures to Myron E. Coryell.

Jackson—The People's Credit Clothing Co. is closing out its stock and will retire from business.

Traverse City—A new meat market has been opened by D. S. Martin & Co. at 410 South Union street.

Wetzell—J. W. Lanterman has opened a grocery store which he will conduct in connection with the post-office.

Lyons—Arthur Buchanan has sold his grocery and shoe stock to S. W. Webber, who is now conducting the business.

Alma—A meat market has been opened by Brewer & Co., of St. Louis. This store will be in charge of C. R. Brewer.

Kent City—The stock of hardware and groceries of C. F. Martin & Son has been sold to Walter F. Broman

& Co. Fred Martin will return to Casnovia, where he will assist in the store of his father.

Perrinton—The local grain elevator has been purchased by the Alma Elevator Co. and will be conducted as a branch thereof.

Gladwin—A. H. Bradley, formerly of Midland, has become a partner of W. J. Hanna in the furniture and undertaking business.

Eaton Rapids—A. L. Bradford has sold his stock of general merchandise to W. W. Coombs, Mr. Bradford going to Goshen, Ind.

Owosso—Harry Putterille has purchased the grocery stock of E. H. Cherry, which he will consolidate with his notion stock.

Cadillac—M. K. Baker, formerly engaged in the grocery business, has taken charge of the grocery department of A. C. Hayes.

Elsie—E. H. Cherry, formerly engaged in the grocery business at Owosso, will manage the factory of the Michigan Desiccating Co.

Buchanan—Charles Landis, formerly with the Kent City Banking Co., of Kent City, has accepted a position with Lee Bros. & Co., bankers.

River Rouge—Wm. Green has sold his stock of groceries to Geo. W. Francisco, of Newport, who has employed Eugene Green as manager.

Hodunk—Chas. King is succeeded in the general merchandise business by W. E. Hunt, who will put his son, Ben Hunt, in charge of the store.

Nashville—Edward C. Kraft is now a member of the grocery firm of Kraft & Son, with which business he has been identified for some time past.

Charlotte—A store has been opened by George and Claude Coryell and F. R. Bromley, of Grand Ledge, under the style of the Economy Clothing Co.

Houghton—Harry Dunning has resigned his position as manager of the stove department of the Portage Lake Hardware Co. Ltd., and will go on the road.

Marshall—J. C. Beckwith will continue the hay and grain business formerly conducted by Hubbard & Beckwith, Owen Hubbard retiring therefrom.

Coopersville—The hardware firm of Durham & Taylor has been dissolved, H. A. Taylor having sold his interest to M. Durham, who will continue the business.

Hancock—A corporation has been formed under the style of the Hancock Furniture Co., which has an authorized capital stock of \$10,000, of which \$5,000 has been subscribed and paid in in cash.

Bad Axe—A corporation has been formed under the style of the Clark & McCaren Co. to deal in general merchandise and produce, with an authorized capital stock of \$30,000 common and \$30,000 preferred, of which \$45,000 has been subscribed and paid in in cash.

Hillsdale—The Hillsdale Lumber & Coal Co. will continue the business formerly conducted by the Campbell Lumber Co., which was formerly owned by the Kelley Lumber & Shingle Co., of Traverse City, but went into the hands of J. Sullivan, of Traverse City, as trustee last December.

Sault Ste. Marie—J. L. Lipsett, implement dealer, has merged his business into a stock company under the style of the Lipsett Bros. Co., which will conduct a general merchandise business, with an authorized capital stock of \$25,000, of which \$20,000 has been subscribed and paid in in property.

Sandusky—Rufus Bullock has sold his interest in the meat market of Bullock & Bullock to Roy Stone, for some time past with the firm. The business will be conducted under the style of Bullock & Stone. Mr. Rufus Bullock will resume the business in Deckerville which he left to come to Sandusky.

Traverse City—J. W. Slater, who recently purchased the stock of the Grand Rapids Furniture Co., will continue that business at the same location under the management of his son, J. O. Slater, while C. V. Slater, another son, will have charge of the original store on Front street. Mr. Slater also conducts a branch store at Elk Rapids.

Kingsley—A. B. Stinson, who conducts a general store here, has purchased the grocery stock of Chas. E. Box, who has also sold his furniture stock to E. L. Hughes, of Traverse City. Mr. Hughes will merge the furniture business with the undertaking business in which he recently succeeded J. S. Brown, the store here being in charge of Geo. Smith.

### Manufacturing Matters.

Morley—C. L. Munson has engaged in the manufacture of cloth gloves.

Falmouth—The creamery is now ready to begin operations, the machinery being installed.

Detroit—The capital stock of the Detroit Handle Co. has been increased from \$5,000 to \$10,000.

Hudson—The Hardie Manufacturing Co. has increased its capital stock from \$35,000 to \$55,000.

Kalamazoo—A company has been organized under the style of the American Sign Co. to manufacture electric signs.

Saginaw—The name of the Lee Lumber & Manufacturing Co. has been changed to the Valley Lumber & Manufacturing Co.

Honor—William Prentice, of Traverse City, has begun the construction of a shingle mill for William Chase, at this place. In the spring Mr. Prentice will build a lumber mill at the same location.

Hastings—The Barber Bros. Chair Co. is building an addition, 60x100

feet, to its plant at this place. The Hastings Table Co. has also just completed an addition, 60x120 feet, three stories and basement, to its plant here.

Lyons—The Herrick Casket Co., which some time ago negotiated with the Lansing Business Men's Association with a view to moving its plant to that city, has decided to remain in this place if the citizens of the village raise \$1,800 to purchase stock.

Garnet—The Hudson Lumber Co. has operated its sawmill continuously nine months, having shut down only two days to repair a break. The sawmill has just shut down but the planing mill is still running. The company is building a large warehouse for storage of dressed lumber.

Detroit—The Trio Manufacturing Co. has merged its business into a stock company under the same style with an authorized capital stock of \$10,000, of which \$9,000 has been subscribed and paid in in cash.

Sault Ste. Marie—A corporation has been formed under the style of the Northern Timber Co., which has an authorized capital stock of \$50,000, all of which has been subscribed and paid in in property.

Kalkaska—Belcher & Sinclair have taken a large contract for the coming winter near Leetsville, where they will cut 7,000,000 feet of lumber for Murphy & Diggins, of Cadillac. It is the largest job undertaken in this county in a number of years.

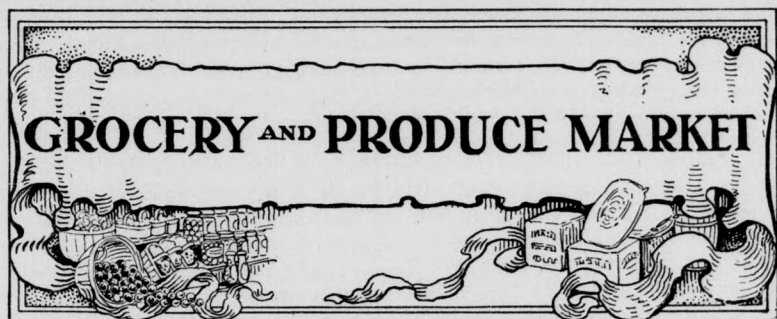
Detroit—A corporation has been formed under the style of the Detroit Brick & Tile Co. to conduct a manufacturing business, with an authorized capital stock of \$50,000, all of which has been subscribed, \$100 being paid in in cash and \$49,900 in property.

Milford—The Detroit-Milford Sanitary Manufacturing Co. has been incorporated to make school and church furniture and bath-room and plumbers' supplies, with an authorized capital stock of \$75,000, all of which has been subscribed, \$5,000 being paid in in cash and \$70,000 in property.

Menominee—The expected activity in telephone and telegraph construction work has not materialized to the extent anticipated earlier in the summer. Although there is considerable shipping, it is not up to what the large stock in the various yards would warrant. As a consequence there will be little cedar cut in this section during the coming winter and with this retrenchment the wholesalers expect to restore a firmer tone in the cedar market next summer.

Marquette—Negotiations are under way by Eastern parties for the purchase of the extensive Northern Michigan holdings of the Michigan Land & Iron Co. This property includes nearly 450,000 acres of land lying west of Marquette located on both the Marquette and Menominee iron ranges. Aside from its mineral wealth it contains many million feet of merchantable timber. The new company, if it succeeds in concluding a deal to secure the property, will begin active operations for developing it.





### The Produce Market.

Apples—Fancy New York fruit commands \$3 for Greenings, \$3.75 for Baldwins and \$4 for Kings. Assorted Michigan fruit, \$3@3.25.

Bananas—\$1.50 for small bunches; \$2 for Jumbos and \$2.25 for Extra Jumbos.

Beets—\$1.50 per bbl.

Eggs—The market is firm at an advance of 2@3c per dozen. The receipts of strictly fresh eggs are very light and meet with ready sale at top prices. Storage eggs are also 1c per dozen higher in sympathy with fresh, and meet with a satisfactory sale. The egg market is in a very healthy condition throughout and is hardly likely to change radically within the next few days. Local dealers pay 25c on track, holding candled fresh at 27c and candled cold storage at 23c.

Cabbage—Home grown commands 75c per doz.

Carrots—\$1.50 per bbl.

Cauliflower—\$1.25 per doz.

Celery—18c per bunch for home grown.

Chestnuts—14c per lb. for New York.

Citron—60c per doz.

Cocoanuts—\$5 per bag of 90.

Crabapples—\$1 per bu. for Hyslips.

Cranberries—\$10 per bbl. for Late Blacks from Cape Cod.

Butter—The market is very firm at present quotations. There has been some falling off in the receipts of all grades, and the market shows a very healthy condition and the quality of the receipts is running fine for the season. The market will probably run along for a while on the present basis. Fancy creamery is held at 28c for tubs and 29c for prints; dairy grades command 22c for No. 1 and 18c for packing stock.

Grape Fruit—Florida is now in market, commanding \$4.25 for 70s and 80s and \$4.50 for 54s and 64s.

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

Honey—16c per lb. for white clover and 15c for dark.

Lemons—The market is without material change. Messinas are in fair demand at \$4.25 and Californias are slow sale at \$4.50.

Lettuce—Home grown hot house fetches 10c per lb.

Onions—Yellow Danvers and Red and Yellow Globes are in ample supply at 65c per bu.

Oranges—Floridas, \$3.25 per box; Late Valencias, \$5@5.25.

Parsley—25c per doz. bunches.

Pears—Kieffers are the only variety now in market. They range around 65c per bu.

Peppers—\$1 per bu. for green and \$2 for red.

Pickling Stock — White onions, \$2.25 per bu.

Potatoes—The local market ranges around 55@60c per bu. Outside buying points are paying 45@50c.

Poultry—Local dealers pay 8½c for fowls, 9½c for broilers and 8c for spring ducks.

Quinces—\$2 per bu.

Squash—1c per lb. for Hubbard.

Sweet Potatoes—\$3.50 per bbl. for Jerseys and \$2.25 for Virginias.

Spinach—60c per bu.

Veal—Dealers pay 4@5c for poor and thin; 5@6c for fair to good; 6@8c for good white kidney.

### Watery Oysters To Be Prohibited.

The adoption of certain standards relative to food products in the states supporting pure food laws by the Association of Agricultural Chemists and national and state food and dairy commissioners at Madison, Wis., Sept. 29, last, is especially interesting in Michigan in view of the recent decision of Judge Wiest in the suit of Armour & Company.

The resolutions, as adopted, prescribed that sausage, if up to the standard, must be built up of meat products and that if it contains cereals and added water it must be labeled to show the percentage of all these ingredients.

The practice was prohibited of adding ice or water to shucked oysters, intending to lower the quality and bringing them under the terms of the adulterated food law.

Ice cream, it was held, must contain at least 14 per cent. of milk fat and be made of cream and sugar with or without natural flavoring. If nuts, they must be clean and mature. If gelatine is added or any vegetable gum, the package must be labeled to show the contents.

The sale of soft drinks and other food products containing soap bark or cocaine is prohibited. Caffein as an ingredient for soft drink is prohibited as dangerous to the health of children.

It was also declared that the practice of treating fish, sardines, bacon and sausage with "liquid smoke" must be abolished. This is a substance used for the same purpose of smoking the meats.

A corporation has been formed under the style of the Central West-rumite Co., which will manufacture paving and dust laying material, with an authorized capital stock of \$50,000, of which \$26,000 has been subscribed and \$5,300 paid in in cash.

### The Grocery Market.

Sugar—Refined is being sold at all kinds of prices. While the refiners' lists are, nominally, 5.10@5.20, all the refiners are accepting orders on a 5c basis except Arbuckle, who is offering to accept orders on a 4.90 basis. The European crop situation, at the mercy of which the American refiners are to a certain extent, is uncertain at the present writing. It is reasonably well established, however, that Cuba will have a very large crop.

Tea—Shipments for completion of import orders of Japan and China teas have been rushed to this country during the present month on account of the advance of freight rates from the Orient of 10c per 100 pounds on all shipments, reaching the Pacific coast after October 31. Stocks in retailers' hands throughout the country are light and no heavy sales are reported, but a more active market is looked for after election. Congous and Gunpowders are dull and moving slowly. Good grades of Formosa Oolongs are scarce and the quality is not up to the average, consequently prices are firm, while low grades are correspondingly cheap.

Coffee—Rio and Santos grades are weak and the demand is only moderate. Mild coffees are unchanged and fairly active. Java and Mocha ditto.

Canned Goods—The tomato market is in a very unsettled condition and, while it is statistically strong, packers are inclined to make slight concessions now and then in order to create demand and realize some much-needed money. Corn is firm, but in the absence of demand, together with the reluctance of packers to sell, the market presents an uninteresting appearance. Peas show a little more activity, the market remaining steady. There is not much activity in the California canned goods market. While prices are low and tend to weakness, every one is holding back and only ordering as immediate requirements demand. Stocks of peaches and apricots are quite liberal and, in spite of the low prices, demand is none too good. Canned pears are also dull and easy. Gallon apples show some firmness this week. There is a good demand for red Alaska salmon, and the market continues firm. The 1908 pack is practically out of first hands, but jobbers' stocks are said to be large enough to carry them through the season. Medium red and Cohoes are reported to be scarce and firmer. Pinks remain dull and easy. Sardines are unchanged and under continued scarcity the market for imported kinds is firm. Domestic are not in liberal supply and also show firmness.

Dried Fruit—Apricots are firm and wanted, there being no prospect of any advance in price. Raisins are still weak and the Armsby corner has evidently met final collapse. Fancy seeded are offered at 6c coast, which is ½c below the opening. The tone of the entire raisin market is weak; demand is light. Currants are in fair demand at ruling prices. Other dried fruits are dull and unchanged. Prunes are still dull, with the tendency downward. Santa Claras can probably be

bought on a 3½c basis, but even at that there is very little demand. Oregon prunes are selling better. Peaches are in very fair demand at unchanged prices.

Farinaceous Goods—The chances are that high prices will be maintained on rolled oats and until another crop comes. Sago, tapioca and pearl barley remain steady.

Rice—Receipts of new crop continue to show larger proportions and prices are gradually reaching a lower level.

Syrup and Molasses—Sugar syrup continues scarce and steady, with fair demand. Molasses is in light supply and the market is steady to firm.

Cheese—June and September made cheese are in very light stocks and cheese being made now show the usual October defects and will not bring within ½c per pound of the price of fancy September cheese. There will likely be a firm market for some time at unchanged prices. The consumptive demand is normal.

Provisions—Pure lard is firm at unchanged prices. Compound is steady at ½c decline. The demand in all of these lines is normal. Barrel pork, dried beef and canned meats remain unchanged, and trade is reported dull. Smoked hams and bacon are ¼c lower than a week ago.

Fish—Cod, hake and haddock show no change in price and the demand is light. Most buyers filled up through contracts and are not now in the market. Salmon is fairly active and rules at unchanged prices. Sardines of all varieties, domestic, French and Norwegian, are unchanged in price, French being firm and high. Some offers of Norways are made below the market. The demand is fair. Norway mackerel show no further change of any character for the week. Some large buyers are holding off in the belief that prices will go still lower, while others are buying in confidence that the market has reached bottom. The future of Norway mackerel is quite uncertain, inasmuch as it depends largely upon the demand. Irish mackerel are unchanged and in fair demand.

At the request of the Grand Rapids Retail Grocers' Association Prosecuting Attorney Powers has sent out letters to forty-seven retail grocers in this city who are in the habit of keeping their stores open Sunday, calling their attention to the State law and intimating that unless they fall in line he will be compelled to invoke the aid of the law. Several of the grocers have called at the office of Prosecutor Powers and assured him that they will need no further reminder. The greatest trouble is expected to be met in connection with the Assyrian grocers, who apparently observe no law, human or divine, and who do business regardless of the sanitary, moral or legal rights of their customers or the public.

John Adams, of Twin Lake, has put in a new stock of hardware, the Clark-Rutka-Weaver Co. furnishing the stock.



## TELLING THE TRUTH.

## It Is the Foundation Stone of Character.

Truthfulness is the foundation stone of character, the corner stone upon which must be erected the strong edifice of a virile and forcible career. If we attempt to build without first laying deep and well this most important support the whole structure will be flimsy and tottering, a hole here, a crack there, a fissure in another place and no matter how we patch it in the aftertime it will eventually fall and bury us in its ruins.

No man has ever succeeded in constructing a noble and useful life on falsehoods, trickery, doubledealing or simulation. The fictitious can never usurp the real, although sometimes—indeed, often—baseness parades in the stolen dress of worth. However, the disguise is soon found out and the mimic discovered in his true nature.

A liar may simulate truth for a time, but he is found out before long and becomes the victim of his untruthfulness in the loss of the confidence and respect of his fellows. We can not believe a liar even when he speaks the truth.

One sin can wipe out a thousand moral virtues, just as a spot of ink can destroy the virgin white of the fairest fabric. A lie blackens its surroundings to such a degree that nothing will restore the surface to its original color. A single leak will sink the stoutest ship that ever sailed. So a lie will blast the fairest reputation, withering with its scorching breath the lovely flowers of character and turning them into the ashes of Dead Sea fruit. As Immanuel Kant says: "It is the abandonment, or rather, the annihilation of the dignity of man." It sweeps away the noblest instincts and causes the citadel of character to collapse in ruins. A lie is the handmaid of shame and dishonor on whom it waits with complacent breath at every opportunity.

Great men of all time and in all lands owe their rise and usefulness to an unconquerable determination to do the right under all circumstances, although the heavens should fall. It is truthfulness that makes their characters shine clear and brilliantly through the night of time as guides for those who follow after.

When Cyrus was once asked what should be the first thing learned, he immediately replied: "Tell the truth." The great commander well knew that honor alone in word and action laureled the brow with the wreaths of dignity and manhood. Petrarch, when brought before an ecclesiastical tribunal to testify, was exempt from taking an oath although others were compelled to do so. So lofty was his reputation for truth and honor that Xenocrates addressed him with this eulogy: "As for you, Petrarch, your word is sufficient." What a noble tribute to worth!

If in the early ages truth was deemed such a sovereign virtue, the lapse of time should place a greater premium on its importance and inculcate it with greater force, inas-

much as the passing years have exemplified both the good and evil resulting from its observance and its disregard.

Nations as well as men have gone down to the dust in disgrace when they fell away from the rectitude of morality and the code of truth. Subterfuge and dishonesty have paved the way to extinction and oblivion, while integrity and manhood have upraised the standard of commonwealths and placed it on the sun crowned heights of victory.

The ramparts of our country were built strong and indestructible by men of character, men of honor, men of truth, who sank every consideration and made every object subserve their purpose to robe their virgin land in the immaculate garment of a spotless reputation. It is a sacred duty for us to keep that robe as pure and stainless as our forefathers. But the pity of it is that there are many among us who forget their heritage for the sake of gold, sink their manhood for lucre, and soil the garment of our country in their mad race of fury for place and power. They laugh at the past, trample on the present, and only aim to grasp the future to twist and turn it to their own advancement and gains.

Experience of the world has shown that he who conceives, utters and circulates a lie is always hoist with his own petard. Lies like chickens come home to roost. The merchant will represent a deficient article as genuine and advertise it as a bargain—that is a white lie of business; the office man, not wishing to be disturbed or desiring to avoid importunate creditors, will request his clerk to politely inform the caller he is not in—that is the white lie of courtesy; both, however, will exert themselves in time to such advantage that the merchant will become a cheat and a bankrupt and the office man's word will be so worthless that no one will accept it and he will lose all prestige and standing in the community. White lies lead to trickery, deception, chicanery, perjury, forgery and murder.

A lie can never be excusable, even if told for the best motive and to serve the best purpose, and no man of principle will ever resort to it to accomplish an end, be it what it may. Once during Grant's incumbency of the White House, when an important conference was being held, a caller sent in his card to the President. As the time was so inopportune one of the members, turning to the messenger, ordered him to say that the President was not in. "No!" thundered Grant. "I don't lie myself and I don't want my servants to lie for me." Much of Grant's success was attributable to his regard for the truth.

In business life the magnet that draws confidence is truthfulness. The city man must buckle on his armor if he is to fight his way to the front ranks. And it is no less of a necessity to the countrymen, although it might be imagined that truth was indigenous to the country and that the weeds and tares of falsehood would not grow there, since everything is pure and true to the nature of its being. The trees never put forth false leaves, nor the flowers

false blossoms; the oats never move out in the night not paying for the place they occupied, the corn shocks never make false assignments; the gold of the wheat field is never counterfeit, and the mountain brooks are ever current.

It is a mistake to think that vast fortunes can not be built up by honest methods. They can and often are. There are thousands of men among whose riches there does not mingle one particle of the sweat of unrequited toil, on whose crimson plush there is not one drop of the heart's blood of the needlewoman, whose lofty halls are the marble of industry, not the sinews and bone of the toiling masses.

Of course too often wealth rears its gorgeous pagodas and temples of grandeur on falsehood and tyranny. The soft fleeced carpets on the tessellated floors reek with the sweat and grime of thousands done to death in the sweatshop hell, the upholstered chairs and lounges and divans have worn to the bone the hands of toil, every flower on the gorgeous wallpaper is redolent with the gasping breath of the unfortunates of the workshop and the mill, the robes and lingerie of miladi in her scented boudoir have been fashioned at the expense of aching heads, weary fingers and tear filled eyes.

This is the sort of wealth that cries to Heaven for revenge for the suffering poor, the wealth that has been coined out of both body and soul, that has not enriched the world, but made poorer, sadder, more hopeless. Better a spotless reputation than the glare of gold. The grandest epitaph that can be written over the grave of the departed is:

Here lies a man.

Consider what this conveys—a man in the highest, holiest, noblest acceptance of the word who has been true to himself, loyal to his friends, faithful to his God, and who left the world better and happier than he found it.

Madison C. Peters.

## The Man on the Fence.

Written for the Tradesman.

It is customary in political circles to regard with contempt the man "on the fence." The inference is that he is controlled entirely by selfish motives and is waiting to determine on which side he can better further his individual interests before he allies himself with any party or candidate.

That many men in every party are controlled by no higher motives is an undisputed fact. Why the "man on the fence" should be looked upon as more to be condemned does not appear to the ordinary observer. The man on the fence may be given the benefit of the doubt. He may be conscientiously trying to decide on which side he can better do his duty to the public.

There are a great many people in the world who ought to get up "on the fence" and look over. It would be beneficial to them, and it might make it much easier for other people to deal with them if they only could or would look at both sides of certain questions.

The person who never has had experience in selling goods in any ca-

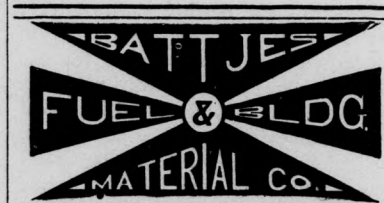
capacity may see only one side of the matter in business transactions. His first thought is to look out for himself and let the other fellow do the same. He may never have thought that he is under any obligation to put himself in the other's place—that is, to look at the deal from the other's standpoint. And however earnestly one might try to do so, it can only be in an abstract manner. One must have experience. He must be in a position where he can see the other side as well as his own. He must at least get "on the fence" if he does not get over.

Every one—whether buyer or seller—whether before the counter or behind it—would be benefited could he look at business transactions in an unprejudiced manner. We should forget entirely that we are on either side and look at matters as something apart from ourselves and our interest; get a higher position where we can judge impartially—get "on the fence." E. E. Whitney.

## Odd Uses for Gramophones.

A dumb tramp, 65 years old, has been arrested in Berlin for begging by means of a gramophone. He visited private houses, and the machine poured out a heartrending tale of its owner's misfortunes.

The gramophone clock is a neat device. It will reproduce to-morrow, and at precisely the same hour, any words that may be spoken into it to-day. Suppose, for example, you have an important appointment for to-morrow at 5 o'clock in the evening, and do not wish to forget it; all that is necessary for you to do is to take the gramophone attached to the clock and say into it, "I have an appointment to-day with — at 5 o'clock." If you utter these words at 3 o'clock to-day, they will be reproduced at 3 o'clock to-morrow and thus you will have ample time to keep your appointment.



## 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





### Woman Who Wins Stands on Own Feet.

When young women are brought up in comfortable circumstances, surrounded by the love and care of good family connections, their wants are generally anticipated before expressed, with the result that many grow up into a state of utter dependence on their friends and a complete lack of that self-reliance which is an indispensable necessity for making one's way in the world with any degree of success.

There can be too much of a good thing and kindness can be overdone. Often misplaced kindness is worse than positive cruelty. In no way is this better exemplified than in the home circle, where girls are accustomed to have their every wish gratified, their every desire fulfilled, where they are petted and self-indulged to repletion, thus engendering habits of carelessness, thriftlessness, and downright laziness, which totally unfit them to take their part in the struggles of life. Such girls are of no use to themselves, become a burden to their friends and pass through the world without having any useful mission.

So dependent do they become that all self-energy is lost, the vital power to look out for themselves leaves them, any force of character they may have had departs and they merely drift along looking for assistance from others to pull them along. They transfer their dependence from one to another as occasion suits or necessity demands.

A girl who grows up thus and who lacks independence and is accustomed to rely on her parents for everything can never succeed in business or become a good wife, for as soon as she leaves the parental roof she transfers her claims to the husband, and so, instead of becoming a helpmate, becomes a drawback and a clog around his neck, fettering him down to the cares and worries of life.

Thousands of men are handicapped in the race of life by just such wives, who as girls never were taught to rely upon themselves or in any way take their own initiative. Instead of helps, they are hindrances, and keep men down from reaching the heights they would attain with partners who would stimulate ambitions and do all in their power to have those ambitions realized. If it should happen, and it often does, that the self-indulgent girl who has been spoiled by looking to parents and brothers for support is unable to secure a husband after the home props have been taken away, her lot is pitiable indeed.

She may be compared to a clinging vine or an ivy tendril that has entwined itself around some hoary rock or lofty crag or majestic oak—as long as the rock or crag or oak stands it is safe. But if the lightning smites and rends the poor little tendril is left upon the ground, to be trampled by every passing foot, until it is crushed in the dust never to rise again.

It is the duty of every girl to think of the future. The winds of life are

variable, to-day they may be favorable, to-morrow adverse. Fortunes have been swept away in an hour, and the wealthy to-night may be poor in the morning. Therefore it is the duty of all, irrespective of whatever station in life they may occupy, to try to safeguard against the caprices of fortune.

A soldier can not fight without arms, a carpenter can not make a chair without tools. You must seek such attainments as will enable you to confide in yourself and to rise equal to your exigencies. You must acquire an inward principle of support, then if the rock be smitten, the crag topple or the oak be blasted, you can stand erect in triumphant superiority amid helpless wreck.

In your young womanhood you may not be able to believe that your life is anything worse than a sea "calm as a cradled child in dreamless slumber bound," but remember that disappointment is the only certainty of life. Descent from the pinnacle of human splendor to the profoundest depths of nothingness is not infrequent, for at best existence is an uncertainty.

We have seen colossal fortunes wrecked by one business venture; we have seen gray heads going down in shame and sorrow to the grave; we have seen a one time millionaire begging a crust of bread from the poorest of his former employees; the proud daughters of once wealthy homes have sometimes to go out as drudges and menials; the grand dames of fashion betake themselves to the garrets of poverty and privation.

You may be surrounded by loving hearts and liberal hands and it may seem impossible that you should ever fail of either friends or external resources, but the winds of adversity may blow, they may dissolve the fabric of your fortunes and the roseate dreams of your future, and you may find yourself friendless, moneyless, helpless, and alone, surrounded by cold hearts and unsympathizing spirits.

Under such circumstances the question would be not what should you do, but what could you do? If you have learned to be self-reliant, self-dependent, you need not fear all the winds of adversity that can blow from north, south, east or west, you can defy them, or, what's better, turn them to your advantage.

How exalted the position of that woman who, by a careful process of self-reliance, has acquired a noble consciousness of power to sustain herself in womanly independence, should death or any circumstances deprive her of her natural protector and supporter. She may shrink from the conflict as the bravest soldiers may tremble in the terrible silence that precedes the clash of the battle, but she makes no sacrifice to her fears.

A sense of power to cope with circumstances inspires her with confidence and courage, and thus prepared for life she can approach her marriage on a higher plane not as a necessity for bread but a union on

equal terms, a free and glad surrender of the heart.

By learning to act for yourself and do for yourself you will gain that force and power of self-consciousness which will enable you to hew your own paths and make successes, as you should, of your lives.

According as you train yourself so will you be. You will either be a weakness to your husband's pinions or vigor to the wings by which he ascends to fortune and honor. Your character may determine the question of his success or failure in life's battle, for many a man of high gifts and golden promise has been dragged into despair by an insufficient wife or an incompetent daughter, while the secret springs of another's great achievements have been set in motion by woman's power. By all your hopes of a prosperous life you are bound to rely upon yourself.

D. Madison C. Peters.

### Woman and Small-Price Counters.

Written for the Tradesman.

There are a class of woman customers who are regular patrons of the 5c counter, others who are attracted to the 10 or 15 or 20c counters and still others who may always be relied on to see something they would desire on the 25c counter. Of course, all of these different classes buy goods at each of these various priced counters, but what I mean is that they have a particular liking for a certain sort of stuff.

It seems funny, when you come to think of it, how a person who would look upon the 25c counter as prohibitive will not hesitate a moment to spend a quarter of a dollar on the 5c goods, often going as high as 50 and 75c and even sometimes leaving a cartwheel for them. The same is true of the 10, 15 and 20c merchandise. Somehow the purchase of a quantity of the cheapest of the knick-knacks does not appear half so extravagant to such a person as one article from the 25c section, although if the latter counter holds goods on it that have been "marked down" from 50 or 35c they may buy three or four or even half a dozen or so of the latter, excusing themselves, perhaps, on the ground that they are justified in the outlay because of the greater value of the "bargains" over the customary quarter goods.

When it comes to the 50c counter there are not so many purchasers. Here, also, the rule holds good: people will not wish to go the limit of 50c who will willingly buy two 25c items or, peradventure, more than that from the latter counter. But then a woman can argue any plausible old way to make it nice "mit her gonzhenz," don't you know, and I suppose as long as time lasts we shall be treated to the spectacle of her trading idiosyncrasies.

Ph. Warburton.

### Unprofitable.

Kind Old Lady—Why, my dear little boy, what is the use of crying like that?

Little Boy—"Tain't no use. I've been cryin' like this all mornin' an' nobody ain't give me a penny yit."

### Tiny Magnet Eases Pain.

One of the most delicate of all manufactured steel instruments is a barbed steel point used by the dentist in extracting the nerve of a tooth. It is reduced to the thousandth part of an inch in diameter, while the fishhook barb near the point is visible only through a glass. In the work of crowning a tooth it is one of the necessities of the operation that the nerve of the tooth be killed. After killing the nerve it is even more necessary that the dead nerve be harpooned by this delicate steel point and drawn out of its cavity. And in this operation a great deal of trouble results through this needle point's breaking off and becoming lost in the shell of the tooth.

Recently a West Side dentist of Chicago has had a suffering patient because of such an accident. The man's jaw has been swollen out of shape and the tooth has been racking without mercy. Naturally, he has not known the cause of the trouble, but the dentist has known, and has been racking his brains for a solution of the problem. It came to him the other day, with the aid of an electrical engineer whom he consulted.

The engineer suggested an electrical magnet whose point could be inserted in the tooth and through magnetic attraction pick up the broken steel point and remove it. He wound a miniature armature which could be connected with an ordinary incandescent current.

Charged, the steel point of the magnet was inserted in the tooth with the result that the infinitesimal nerve spear sprang to meet it, clung, and was lifted out. It was a typical example of "necessity becoming the mother of invention."

One of the embarrassing features of the instrument is that after forty or fifty seconds of contact with the current the magnet becomes heated to a point bordering on human endurance. With a patient of enquiring mind in the chair, ignorant of the purpose of the magnet, the necessity of an explanation may cause other "inventions" on the part of the dentist.

Jonas Howard.

Honey on the lips does not cure hatred in the heart.

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Co.**

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**Grand Rapids,  
Michigan**





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### OUR CIVIC PLAN EXPERTS.

Messrs. Carrere and Brunner, who with Mr. Burnham, of Chicago, constitute the Cleveland Civic Plan Commission, were in the city Monday, Tuesday and Wednesday as the expert advisers employed by the Grand Rapids Comprehensive Civic Plan Commission. They were taken all over the city in automobiles and were entertained socially. On Monday evening they addressed the Mayor and Common Council as to the general policy and practice they would advise in evolving a civic plan. Tuesday evening they addressed a meeting of the Board of Directors of the Board of Trade on the same subject.

Mr. Brunner confessed that Mr. Carrere and himself had hoped to receive some expression, some impression from the citizens of Grand Rapids as to what their ideas are on the subject; to find out what the people of Grand Rapids themselves think of their city and its possibilities. "However," he continued, "I am free to confess that we think very well of your city and her splendid hills, which are quite as beautiful as are your fine oaks. We do not come here to talk of 'The City Beautiful' or about 'Art for Art's Sake.' The making of a beautiful city is not so much the beautification as it is the common sensification of a city. It is work which is based essentially upon common necessity, because it is work which pays, an effort inspired by the dollars and cents motive. The beauty of a city is its greatest asset."

And then the gentlemen referred generally to the city of Paris, to Berlin and scores of other European cities, showing conclusively how the picturesque or the formal beauties of those cities are the result of great age; the history of those cities is written in bricks and mortar. In Germany to-day there are 2,000 towns planning things, not for to-day especially, but for a half century ahead. These things take time and patience and must adjust themselves to the

practical needs and conditions of the community undertaking them. Such planning should be thoroughly practical not only as to the natural and utilitarian advantages possessed but as to the individual rights when taken in conjunction with public rights, but with justice to all. It is a delicate task, but patience, fair mindedness and co-operation can solve the problem."

Mr. Carrere spoke along the same lines, giving a clear and very interesting view as to the history of the development and adoption of the Cleveland Civic Center Plan. He showed how, in European countries, public interests are held superior to private rights so that even the essentials of light and air, in relation to architectural effects, are controlled by the government; how the Civic Plan Commission, Messrs. Burnham, Brunner and Carrere, are endowed by law—the constitutionality of which has been tested and declared—with absolute veto power. "But that power is so great," continued the speaker, "that we are exceedingly careful in our use of it. And the result is that, as yet, neither in the columns of the press nor through any other medium that we know of has any word of protest against our efforts been declared."

### A POLICY, NOT A PROJECT.

President H. D. W. English, of the Chamber of Commerce of Pittsburg, recently made this statement:

"Within six years at the furthest it will be possible to load vessels of 2,500 tons capacity at the wharves of Pittsburg, and to send them, so laden, by way of the Lake Erie and Ohio Ship Canal and Lake Erie, the Erie Canal and Hudson River, to the Atlantic seaboard and so to all ocean ports of the world." And he might have added "to all ports on the Great Lakes."

The Lake Erie and Ohio Ship Canal extends about 160 miles from Marietta to Cleveland, and Marietta is about 175 miles from Pittsburg—a total of about 335 miles of canalized waterway to reach Lake Erie. This canal, longitudinally across the State of Ohio, built many years ago for shallow draft boats and for a long time practically out of business, is a valuable asset to the State, as is the Maumee Canal from Toledo to Cincinnati, also long out of business, because they demonstrated beyond question, the feasibility of creating much deeper and wider ship canals along those routes. The old surveys still exist and, with various later surveys that have been made, the people of Ohio know to a certainty that 21 foot waterways over these routes are practicable.

Moreover, all through the years since the construction of those pioneer shallow canals, the freeholders of Ohio have repeatedly voted down attractive propositions to dispose of them to private interests. Not only have they done this, but they have several times voted for bonds to keep these enterprises in fair repair, and now, with the National Deep Waterways plan in full swing, the people of

Ohio are going to vote appropriations to make deep waterways of these flowing highways.

And where, it may be very wisely and profitably asked, is the State of Michigan to stand in this development?

Not only are the Ohio canals certain to be built, but the old shallow draft canal from Toledo by way of Fort Wayne to the Wabash River and so on to the Ohio River is an assured deep water route not far off; another deep waterway from the head of Green Bay across Wisconsin to the Upper Mississippi River is bound to come with the rest, and another one from Escanaba across Michigan's Upper Peninsula to Lake Superior is being most seriously considered.

Where, in the light of such possibilities in the near future, are the people of the interior of the Lower Peninsula going to place their territory as to the commerce of the world?

In considering this matter it will be well for the people of the counties lying within the boundaries of the watersheds of the Grand, the Maple, the Shiawassee and the Saginaw Rivers—twenty counties having an aggregate population of 802,364, according to the State census of 1904, practically one-third of the population of the entire State—to realize that our Lower Peninsula has a natural waterway between Lake Michigan and the Saginaw Bay; a waterway which in reality was the genesis of the "Chicago Outlet," so-called, through which the waters of the Great Lakes found their way to the Gulf of Mexico; when there was no such wonder as the Niagara Falls and when Lake Michigan was a tremendous glacier, while the waters of Lake Superior were more than 100 feet above their present level.

The route of the proposed waterway, 21 feet deep, from Lake Michigan to Saginaw Bay follows the valleys of the Grand, the Maple, the Shiawassee and the Saginaw Rivers, with the summit of that route lying between the Maple and the Shiawassee Rivers. And that summit is less than 94 feet above lake levels at Grand Rapids and at Bay City.

This much we know beyond peradventure. We know also that there is abundant water to supply locks at the summit of the route. The remainder is easy and absolutely without a single engineering problem. What we have not yet obtained and what we must have ultimately are a topographical survey of the route from Grand Rapids to a point just south of the city of Saginaw and supplementary surveys as to the upper reaches of Grand River, the Looking Glass River, the Rogue and Flat Rivers, the Maple and the Shiawassee Rivers. The former service should come in all fairness from the Federal Government and the other surveys are justly along the State's line of duty.

Neither the Federal Government nor the State government will perform these duties until they are provided, respectively, by the people of Michigan with unimpeachable facts

as to the benefits to be derived by the people of Michigan through the construction of the proposed waterway. It is for this purpose that the Grand-Saginaw Valley Deep Waterways Association has been organized and is prosecuting its work. This Association is formed to advocate a policy, not a project; to show the people of all Michigan that the resources of the State and the possible development of those resources are sufficient warrant for the construction of the waterway.

To carry out the policy of education above outlined maps must be prepared; township, village, city and county statistics must be secured and tabulated; natural resources along and adjacent to the proposed route must be surveyed and estimated; much printed matter must be issued and circulated and meetings must be held; all of which will cost money, which must be provided by public spirited citizens who are willing to contribute the nominal fee of two dollars per annum and of their genuine interest and influence. Blank cards of application for membership may be had by application to Chas. S. Hathaway, Secretary, Grand Rapids, or to B. G. Coryell, President, Chesaning.

### ANIMAL INSTINCT.

One of the remarkable features in relation to the terrible forest fires in Presque Isle, Montmorency and Alpena counties is the fact that a large proportion of the cattle, horses, hogs and sheep which were running at large in pastures or "the bush" were not destroyed. An old stock raiser in discussing the fact says it is no more than should have been expected, because animals, whether wild or domestic, are instinctive in their actions under conditions of disaster and danger. "To begin with," he continued, "the first alarm comes from the birds and the smaller animals and instances are innumerable where the approach of fire or floods has been realized by them, and their fears and flight, noticed by men and women and acted upon promptly, have resulted in saving human lives and property. In cases of fires squirrels have been known to hurry to rivers or smaller streams and by burrowing in the wet muddy ground along the banks have succeeded in saving their lives; so, too, with cattle and horses, which have found their way to rivers, ponds or lakes and stood in the water with only their nostrils open to the air until the danger was passed. During the great forest fires along the west shore of Lake Huron twenty-six years ago thousands of horses and cattle waded into shallow portions of that great lake and remained there for two or three days, now and then immersing themselves in the water to counteract the effects of the awful heat. The most singular fact about these exhibitions of instinct is that no matter where domestic animals may be in such emergencies they seem to possess the quality usually accorded exclusively to the turtle, of at once making for the nearest water and in a direct line."



**A MODERN MIRACLE.**

An organization calling itself "The National Model License League" convened at Louisville early in the month and proceeded to business. This organization is made up of distillers, brewers, wine makers, wholesale dealers and retailers and its proceedings were made notable by an address which decency was more than pleased to hear. Among other things it says that "The edict has gone forth that saloons must obey all laws; that they must not sell to intoxicated men, nor habitual drunkards, nor to minors; that they must not exhibit improper pictures nor connect themselves with gambling resorts; in a word, that the saloon must not be a nuisance."

With this condensed statement of what the saloon is and what it has been from its foundation up, it is refreshing to learn that "Our trade needs a housecleaning and we should aid the good work along. The saloon that is run in violation of the law or of decency should be put out of business and the better element in the trade should continue to lead in the reform." When on top of this we are told that "A saloon should be a decent resort; it should be a workingmen's club; it should inculcate real temperance; it should give thought, first of all, to the welfare of its patrons; it should consider the home, the wife and the children; it should seek to elevate and not degrade those who visit it, and if it is run in violation of law, its license should be cancelled," we wonder that a single saloon is in existence.

Here is another refreshing paragraph: "Could such conditions do harm to the business? Is it unprofitable to be decent, to be lawabiding, to be kind, to do unto others as you would have them do unto you? We think all this would pay—and it would relieve the business of odium and it would permit prohibition to die a happy and peaceful death."

At this point the distillers and brewers and wine makers and wholesalers and retailers and the saloon-keepers and, let us add, the promoters of "the lawless saloon, the dive and the gambling resort" in all probability sang a hymn and closed the session with a benediction; while the big reading world outside, recalling the old classic of Hercules and the Augean stables, wonders if even a miracle could clean the stables of Intemperance that have been accumulating vileness and shame and destruction not for the thirty years which disgraced the King of Elis, but for the centuries that have passed since alcohol began its deadly work upon the lives of men.

With no intention of resorting to the muck-rake for the disclosures which center in the saloon society has come to the conclusion that pest and saloon are synonymous terms with different forms of development, both calling vigorously for extermination as the only remedy. We are hearing much these days of the Great White Plague and of the methods for staying its ravages. Request and warning and fines are posted

everywhere to guard against its contagion. It is needless to ask here for a consideration of the number of victims belonging to each; and yet the saloon, with its appalling death rate, outnumbering that of the Great White Plague, locates at the most populous street corner, opens its doors and its windows and in company with the "dive" and the gaming table carries on its work of destruction "in violation of the law and of all decency." Pest for pest the White Plague is the lesser of the two evils considered and yet, while the trained intelligence of the earth is bending every energy to secure the extinction of the one, the promoters of the other from manufacturer to peddler are trying to make this method of death and destruction respectable!

The animus of the address is the reformation of the saloon. As well talk of reforming the devil—an ideal that will never be realized. Bishop Potter did his best to make the saloon a decent resort; he, too, thought that it could be the workingmen's club; that it should inculcate real temperance. The saloon had its chance to be decent and it failed. It was not "up to the job" for the one reason that the saloon in itself is of the devil devilish and whatever pertains to it is evil and the center of evil.

With these statements as so many acknowledge, facts the conclusion to be reached is readily forthcoming. The address itself declares it: "Society is moving forward; and the saloon must move forward or be outlawed. The edict has gone forth that men must be sober if they would be free, and few men will now contend that a man possesses an inherent right to overthrow his reason," a statement which can be improved upon by adding that once the saloon moves forward it should keep going forward until, following "the herd of swine down a steep place into the sea," it perishes.

**THE SMOKE NUISANCE.**

The soft coal smoke nuisance is with us more or less from the Atlantic to the Pacific and, as a rule, more. In every city there is complaint about it and in many cities there are ordinances and smoke inspectors and some serious attempts to regulate and lessen this nuisance. Under the direction of the United States Geological Survey extended tests on burning coal without objectionable smoke have been made at fuel testing plants at St. Louis, Mo., and Norfolk, Va., and the results are summarized by the chief engineer. At the outset he says that at present no city in which a considerable quantity of bituminous coal is burned is free from smoke. Eastern cities have used the smaller sizes of anthracite more extensively and have been benefited accordingly. The expert says that gas producer plants and by-product coke plants readily produce heat or power without smoke and some predict that they will in time be used to the exclusion of boiler furnaces and similar coal consumers. It has been demon-

strated at the Government testing plant that bituminous coal of all grades can be burned in a gas producer without smoke, generating a gas which when used in a gas engine furnishes power with greater economy than is usual in steam plants.

Awaiting the time when this new form of apparatus shall be accepted and generally installed, something must be done to lessen the nuisance of the thousands upon thousands of old style furnaces in use all over the country. It is pretty generally admitted that when fires are built, when they are raked and when more coal is added there is a tendency to throw off smoke which can with difficulty be overcome. Various devices have been used to lessen the smoke, but when it is all said and done more depends upon the fireman and stoker than on any contrivance that has yet been put on the market. The application of systematic methods and the study of the requirements of the local conditions are as helpful as anything. Smoke is principally the result of an imperfect air supply, so in a large measure it is up to the fireman. Baltimore, Buffalo, Chicago, Cincinnati, Cleveland, Detroit, Indianapolis, Milwaukee, New York, Philadelphia, Pittsburg, St. Louis, Toledo and Washington all have smoke ordinances more or less effective. The value of the results depends a good deal on whether the smoke inspector holds his job because he knows his business and wants to serve the public, or because he is helpful at caucus and convention time and is politically useful. In some cities there is a league of citizens who pay a man for smoke inspection and who institute and push prosecutions. A great deal more attention is being paid to this subject all along the line than formerly and, as the result of continued agitation, substantial improvement is sure to be made and in every city of any considerable size it is certainly well worth while.

Brus Brothers, who own a truck farm near Kansas City, are making an experiment this season to determine what can be done on an acre of land. The drouth has interfered with their work to a large extent, but they will be able to make a very good showing for the year. They report for the month of September sales of radishes and spinach, grown on one-third of an acre, to the amount of \$73.35. On the same ground there will be spinach and onions that will bring in money until winter weather comes. This is regarded a good record for a dry season. "Beginning with early spring, when we set out new plants," Emile Brus said last week, "we shall show that the acre farm is a mighty good home proposition for anyone. We have done no farming that could not be done by any intelligent person not afraid of a little work. The thing is to keep the ground busy all the time."

Some people have a way of praying for peace that only prods their neighbors into open hostility.

**The Wholesomeness of the Fig.**

It is needless to mention the wholesomeness of the fig or the high place it holds in the favor of modern palates. Let us go back and see how it was regarded by the ancients: Athenaeus, a writer of the third century, and himself an epicure, enlightens us on this point. He says: "I will not allow any one to take out of my mouth what I have to say about figs, not if I were hanged for it, for I am most devilishly fond of figs, and I will say what occurs to me."

From this writer we learn that the chief countries of the fig in those days were Attica, Phrygia, Megaria, Lacedaemonia, Rhodes, Caria, Paros and Lydia. The figs of Attica were celebrated for their excellence and in order that the inhabitants might have the exclusive enjoyment of them a law was enacted forbidding their export. This, however, did not prevent many people sending them away surreptitiously, and hence arose, for the first time, the word "sycophant" (from the Greek *sukon*, a fig, and *phanein*, to show), which was applied to those who informed against the breakers of the law.

In enterprise and ingenuity the fig sellers of the ancients were quite "up to date." The eager buyer of a box of beautiful looking strawberries today is apt to find that all the beauty has in some mysterious manner crawled to the top of the box, shutting from view the mass of unripe, half rotten scrubs that lie below. The buyer has been swindled, of course, but he must not imagine that this is a new fangled trick originating in the fertile brain of the modern huckster. The fig buyer of centuries ago was liable to be caught in the same sort of trap, according to the writer we have quoted, who says:

"Anyway, why now need I speak of people who sell every day their figs in close packed baskets; and take good care to place those figs below which are hard and bad; but on the top they range the ripe and beautiful fruit?"

Another old writer, even further back than Athenaeus, speaking of the virtues of figs, says: "They are very quickly dissolved by the digestion because, although many heavy things may be taken into the stomach, we still feel, after a short time, as if we had become empty. Now this could not have happened if the figs were not immediately dissolved, and figs are dissolved more easily than any other fruit, as is proved by the fact that although we eat more figs than all other fruits put together, we are not inconvenienced by them; and even if we eat a quantity of figs before dinner and then eat our usual quantity of other things, we still feel no discomfort. It is quite plain, therefore, that if we can manage both them and the rest of our food they must be easily digested."

All this is pleasing information for the fig lover, if he didn't know it before, and although the information may be centuries old, he may rest assured that its age has not affected its truth.—Confectioners' Journal.



## HIS FORTY JOBS.

## Reasons Howard Separated Himself From Them.

Written for the Tradesman.

"I've got a record as a clerk which is a corker," said Julius J. Howard, settling back in his chair. "If I wanted a reference from any of the forty men I have worked for I couldn't get it. I have done pretty well for myself," he continued, "have acquired a couple of sky-scrapers and a row of tenements on a good street, but I couldn't coax any one of my old bosses to admit that I was any good while in his employ."

The young man who was hesitating about going into business for himself turned to the department store owner in amazement.

"Why," he said, "I've always been told that a man must be a good servant in order to become a good master."

"All the same," replied Howard. "I held forty jobs without giving satisfaction in a single case. Some I quit in disgust. Some I was fired out of. Usually I saw discharge coming my way and resigned."

"Some of the men I worked for are out of business, drawing small pay. Others are grubbing along in fifteen by fifty stores, while others are still on deck. All this talk about an employer knowing the whole thing, about his ways being correct in every particular, is rot. There are just as many thick-heads in business as there are in service."

"That statement ought to be printed for the edification of clerks," laughed the young man.

"Of course, when a man is in business, and responsible for the whole plant, he ought to have his way about things, but that is no reason why he should choke all the initiative out of his clerks. Wise employers are glad to get ideas from their employees. I don't say what I think of the wisdom of employees in giving way their ideas, but I do insist that the employer should get them if he can. And, another thing, when a clerk or employee has a certain thing to do he ought to be permitted to do it in his own way. That is, as long as he brings results."

"No two men, as a rule, will do a thing in the same way. Each man sees a different phase of the matter. Have you ever heard two eye witnesses tell about a dog fight? Well, did they tell it alike? You would think there were two fights, to hear them describe what took place. But this is not to the point. Let me tell you about the first job I got:

"I was an obstinate boy. Remember that, to start with. I wouldn't go at anything but clerking. Father wanted to send me to school: I wouldn't go. At last he got me a job in a grocery, the place where we bought our goods. Wyckoff was a good sort of a fellow. He was honest and courageous in business, but he didn't know much. I made my mind up to that effect the first day, and I have never changed my mind. By the way, he runs a small department in one of my stores now. In those days Wyckoff was a nag-

ger. If he set me to piling boxes he would watch me, and tell me how he would do it. If he sent me out on an errand, he told me which streets to take. If I was putting up shelf goods he would stand by and tell me to do it differently. I presume he thought I needed instruction. I reckon I did, but I couldn't work under such nagging. One day he told me how to get boxes to count eggs, and how to place my feet on the floor, and I dumped the eggs and jumped the job.

"My father was furious. He had pulled a good many wires to get me in there, and I had made a mess of it, literally. My next boss was a hot-headed fellow who sold fish in a basement. He was a rusher. Every minute when I was in the store he was hurrying me. If I went out to do an errand he held the watch on me. He spent half his time keeping me up to the mark. He used to get to the shop ten minutes before time in order to make sure that I wasn't late. I was getting four dollars a week! I don't know where he is now. I swiped him with a mackerel one day and lit out. Father took me back to the barn for that."

"I had to get the next job myself. Father wouldn't vouch for me any longer. I landed in a clothing store at five a week. Say, but that clothier was the goods! He told me what to do and then went off and left me. I liked this at first. But I found that I was expected to call him when the job was done and stand in his august presence while he found fault with it. All the time I was there I never did a thing right. If I piled up coats on the benches I got the wrong ones on top. If I sorted the ties in the showcases I got the worst colors in the best places. He sent me out to get a bill changed one day and I sent the change back by a messenger. I got it all in quarters, and he told me after I bought him out that it was dimes he wanted. It is bad to watch and nag a clerk while he is going a job, but it is worse to permit him to do the job without instruction or supervision and then find fault with it. I know now that I was right in most of the things I did for him, and that he was wrong, but that didn't help matters then."

"After that I lost half a dozen jobs in a month. Then I struck a lulu. It was in a dry goods store. Dodgson was all right, but he was a crank on deportment. The way he used to talk to his clerks about what to say to customers, and how to say it, was a caution. When there were no customers in sight he used to drill us in trade talk. He made us all talk alike, so far as customers were concerned. There was a monotony about the thing that wore on our nerves, so we got up an amateur minstrel show for the benefit of something or other and put on a scene from the store, with all the clerks making the same bow and addressing buyers in exactly the same language. The clerks who were in the show got fired next day."

"In all I had forty jobs. I've got a book somewhere which tells about them all. I never struck an employer

who thought I knew anything—was worth trusting in the smallest particular. I must admit that I don't do things just as others do; but any business career has satisfied me that I do some things right. To be frank about it, I have built up my business by using the brains of my employees. I see heads of departments doing things which set my teeth on edge, but I hold my hand. I let them go ahead and demonstrate the success or failure of their plans. I keep the ones whose ideas pan out all right. I never keep a man who is running to me every day to ask how I want certain things done. I lose some money by letting men go ahead in their own way, but I make more by this policy."

"Well, I got where I couldn't get a job in town. I was in the foolish row. All the men I ever worked for were knocking me. It looked like the brickyard for a dollar a day, when mother called me into her room one night and handed me a thousand dollars."

"There," she said, "I don't want to see you hanging around here with your hands in your pockets. If you can't get into something here, get out of town. I should dislike to see you go, but this thing can't go on forever." Blessed old mother! She knew that I would make good. She knew that the reason I couldn't keep



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a job was because I had well-defined ideas of my own, and that they didn't match those of the men who had put me on their payrolls.

"You know how the Howard department stores originated? I couldn't get a place to do business in. I couldn't get credit. I was simply all in that town when I went into a barber shop one night to get a shave. It was a big room on a good street, and the front was occupied as a shoe shining parlor. Think of that! I offered to rent the front, but the barber laughed at me. I was in the no good row there, to. I asked him how much he would take for his old shop, and he said he'd get out for \$500. He might have had \$1,000, all the money I had!

"I retained the barbers, moved the chairs back a little, and put in a line of shirt, socks, tie, furnishing goods generally, on one side and a cigar case and magazine counter on the other. People laughed at me, but the barbers paid my rent and I made money from the start. I did things my own way. I handled novelties in the lines I traded in. I advertised a shave with a \$1 shirt! What! The other merchants turned up their noses at me. They wouldn't let me in to their high-tone Business Men's Association. I was a lost man! But I made the money.

"You have heard about the bath ticket I gave away with a suit of underwear. That was funny! I do not think I would do such a thing now, but I was mad, and I did not care what people said about me so long as they said something. For a long time they called me Barber Howard. I succeeded, still if you decide to engage in business, I wouldn't advise you to go into the outlandish freaks I entered upon. Times are different now.

"But if you do go into business let your employes have their own way as much as you can. It give them something to work for. Besides, their ideas may be better than your own. Remember that it is the best men, the brainiest, who won't stand being found fault with. When a man will stand insult from his employer he is no good. He is too poor a man to get a good job elsewhere. Anyway, you don't want any curs about your store. Get clerks who have ideas of their own and let them carry them out. Then they will take pride in their work. Don't think you are big enough to attend to every little detail.

"Perhaps you think I'm hard on employers. I'm not. I'm one myself. I've got clerks who would now be in business for themselves if I didn't let them run their own departments and give them more money than they could make on a small capital. Ideas are the thing! Don't think you own 'em all! My forty jobs taught me that!"

Alfred B. Tozer.

#### Can Speak For Himself.

Preacher—Sonny, don't you know it's wrong to fish on Sunday? What do you suppose your father would say about it?

Boy—You'd better ask him, sir. He is farther up the bank.

#### 'Tis a Wise Card That Can Get Itself Read.

Written for the Tradesman.

Can you tell me why it is that people are more interested in one windowman's placards than in those of another; why it is that a particular trimmer's cards are read by men and women alike—sometimes appearing in the front of a men's clothing store at that?

I will tell you:

'Tis personality—the breathing in to them of the intelligence of the one whose fingers carried out the design in his mind's eye.

Some fellows who dress windows have but a poor appreciation of what is required to rivet the attention of a busy man on a piece of pasteboard in a store window.

As a general proposition, when a man is bustling by about the first thing that he notices concerning a sign is the constituent of color.

At the same time the embellishment enters largely into the reason why a man head over heels in business occasionally will pause in his mad rush for the spot that spells MONEY for him.

If the shape of a card is unusual that takes with some.

The style of lettering is not of sufficient importance to "cut much ice" as a drawing factor.

But, after one of these items has induced a man to give heed to a card long enough to allow its thoughtful perusal, the card has not accomplished its intended mission unless it shall draw the reader's footsteps threshold-

wards; or, if not that, unless its import shall be treasured in a notebook long enough to reach to the time when he is ready to purchase intended goods suggested on its face. It is the get-'em-inside power that is what is required of a card if it fulfills the purpose for which it was created.

In the insane scramble for MONEY, for pleasure, 'tis a wise little card that can get itself even read these days. W. W. W.

#### Geography Didn't Count.

In one of the Kalamazoo public schools is a little girl pupil whose ancestors and coreligionists have ever held that the principal end and aim of the life of a woman is marriage. This little girl is well up in most of her studies, but she has an inveterate dislike of geography, and it seems impossible to teach the study to her. The other day her old maid teacher, impatient by her seeming unwillingness to learn her geography lesson, sent to Rosie's mother a note requesting her to see that the girl studied her lesson. The next day showed no improvement, however, and the teacher asked Rosie whether she had delivered the note.

"Yes, ma'am," was the reply.

"And did your mother read the note, Rosie?" asked the teacher.

"Yes, ma'am."

"What did she say?"

"My mother said that she didn't know geography, an' she got married, an' my aunt didn't know geography, an' she got married, an' you know geography and you didn't get married."

## PROFITS

### You are after them—are you Getting Them?

Honest now, are you getting anywhere near the returns you should from your investment?

Some merchants measure their degree of success by their volume of business. Unless YOU are more interested in the **Profits** of your business than any other one thing, you fail to grasp the meaning of the word success. Our **Profit System** shows you monthly (or daily) just how much or how little profit you are making and who of your salesforce are money makers, a **system** that will enable you to avoid the **rocks** that often mean **failure**. We want to explain our methods to YOU. A request from your firm will bring you detailed information **free of charge** that will be of value to you. Michigan references including this paper.

Yours for profit.

C. F. LOUTHAIN, Author

Louthain's Profit System

601 Baltimore Bldg. Chicago, Ill.

#### My Specials For This Week in

## USED Autos

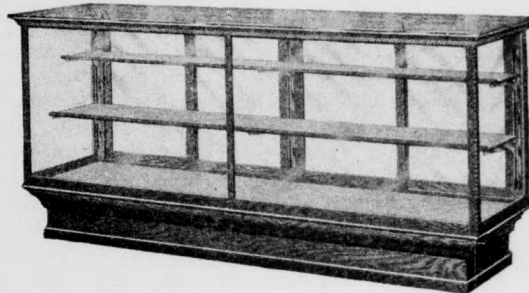
REO 5 passenger, 18 H. P., 2 cylinder touring car with top and folding glass front, refinished, looks fine. Takes Crescent on high, loaded. Worth \$650; my price \$490.

Cadillac '07 Runabout, looks fine, guaranteed in A1 condition. Worth \$450; my price \$350. Dozens of other bargains in all makes and models.

Be sure and see me before buying.

S. A. Dwight, 160 N Ionia St.  
Grand Rapids, Mich.

## Show Your Christmas Goods In a "Case With A Conscience"



If you want to experience a rattling good Christmas trade this year, the best you ever had, just line up for it and you'll have it.

That means simply this: A brand new case of modern design, selected from our big stock of 1,200 well built, business bringing cases. Then the right goods, attractively arranged in the new case, the right price conspicuously displayed, and a pound or two of snap and ginger in your sales talk. Then the day after Xmas read your cash register. When you've done that you'll sit down and write us a letter something like this:

"Gentlemen:—Your suggestion in the Tradesman was just right. Please send us another case."

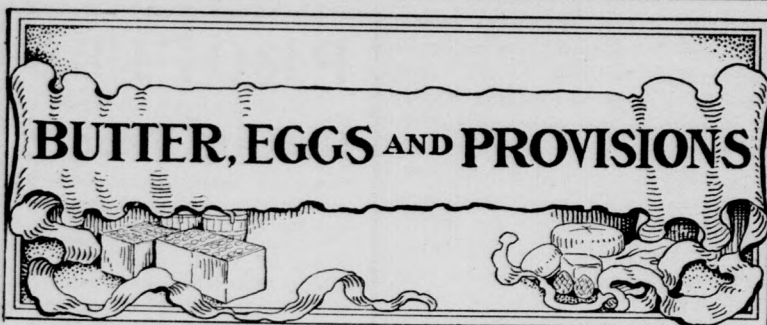
By the way, if you haven't our catalog drop a card, and the best time is NOW.

## Grand Rapids Fixtures Co.

Jefferson and Cottage Grove Aves.

Grand Rapids, Mich.





### Observations of a Gotham Egg Man.

On several occasions I have called attention to the fact that stale, shrunken eggs, received as fresh gathered, are worth less than good storage eggs. I have also tried to explain that these stale eggs, which form so large a part of the fall receipts in distributing markets, would have been worth a good deal more money had they been marketed while fresh. I have also tried to show that if eggs were paid for at country points strictly according to their actual intrinsic value, there would be an incentive to market the eggs while fresh and full instead of holding so many of them until they become stale and shrunken.

It is quite apparent to anyone who watches intelligently the distributing markets during the fall that there is no economic reason for the presence of any eggs other than strictly fresh and storage eggs. The latter are better than eggs that have been held for any length of time outside of cold storage. Yet our receipts of fresh gathered eggs are always, at this season, mixed with a lot of stale eggs, and buyers have to take these in order to get a supply of the fresher and finer eggs with which they are mixed. Consequently the prices paid are always an average value between the value of the really new eggs and that of the older goods and shippers do not often realize the wide range of values of stock contained in the same shipments. Let me explain more definitely. At the present time the eggs coming here as fresh gathered are of all sorts of quality, ranging from badly shrunken, weak bodied, heated eggs, worth perhaps 16@18c a dozen, if sold by themselves, up to 30@32c for the full strong bodied eggs if sold by themselves. For lots as they arrive, according to the proportion of the different grades, prices range perhaps from 20c up to 28c. The eggs salable at 27@28c—or at any other definite price—get their selling value from a consideration of the quantity worth more and the quantity worth less. I am very certain, from my observation of values, that the stale, shrunken eggs are worth less than they would have been if marketed while fresh.

Now why are these old stale eggs held back until they become so? It is commonly believed here that many of them are held willfully by farmers and country storekeepers in order to get advantage of the rise in egg prices that usually occurs in the early fall. This is doubtless true to some extent, but I am inclined to believe that the

principal reason is to be found in the slower marketing of eggs incident to the season of light production. When production is at its height in the spring farmers get enough eggs to make very frequent deliveries to the country stores; and country storekeepers get enough to make very frequent shipments to those merchants who buy and ship to the large markets. Thus in April I suppose eggs reach the large markets a couple of weeks after they are laid and the weather is then such that this much age does not deteriorate the quality. But when we come to the season of moulting and small production farmers get so few eggs that they only take them to store at rarer intervals; storekeepers also get so few that they wait longer for shipments, and the time between production and arrival at the large markets is much increased. Shippers to New York and other large markets consequently get eggs of all ages and at a season when holding has a serious effect upon quality, and the result is that the eggs coming in at distributing markets are of all ages and conditions mixed together unless they are carefully assorted by the shipper.

Now what I want to impress upon the country egg trade is that, whatever the cause of this mixture of qualities, and however narrow may be the range of values of mixed qualities, the actual range in values between stale, shrunken eggs and new laid eggs is so wide that it would pay to make an entire revolution in the method of collections. If eggs could be brought quickly from producer to consumer, even when their quantity is small, the higher price obtainable would more than pay the farmer to go to store with only a few dozen at a time, and more than pay the storekeeper to forward only a few cases at a time instead of waiting for his usual complement. It should be remembered that when Western eggs are selling here at this season, in straight lots, at a range of 20@28c, the same eggs, if graded out and sold each grade by itself, would be worth from perhaps 15c up to 32c. And the lower priced eggs in them would have brought more than their present value had they been marketed while fresh. How can this evil be remedied? We should be glad to print intelligent suggestions. My own opinion is that the first step should be made by shippers to the large markets, in candling all shipments, packing the grades separately and paying their suppliers strictly according to actual value. If this wide difference in value could be carried

back to the country storekeeper and to the farmer, so that the producers would get say 10c a dozen less for stale, shrunken and watery eggs than for full, strong bodied fresh—a difference often fully justified by the actual difference in value at consuming points—we should see a vast improvement in the method of caring for eggs in the country and in marketing the goods promptly after production.—N. Y. Produce Review.

### Family Ties.

Bang—Did you hear that about Mrs. Wrinks?

Wang—No; what of her?

Bang—Why, she married her former husband's brother last week.

Wang—You don't say!

Bang—Yes; and she now refers to the late lamented as her deceased brother-in-law.

W. C. Rea

## 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

A. J. Witzig

## 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

## FRESH EGGS WANTED

Headquarters for Fancy Jersey and Virginia Sweet Potatoes

F. E. Stroup, 7 N. Ionia St., Grand Rapids, Mich.

## BUTTER

is our specialty. We want all the No. 1 Dairy in jars and Fresh Packing Stock we can get. Highest prices paid for eggs. Will give you a square deal. Try us. Both phones 2052.

T. H. CONDRA & CO.

Manufacturers of Renovated Butter

Grand Rapids, Mich.

## BEANS AND CLOVER SEED

We are in the market for both. If any to offer, mail samples and we will do our best to trade.

ALFRED J. BROWN SEED CO., GRAND RAPIDS, MICH  
OTTAWA AND LOUIS STREETS

### We Want Your Buckwheat

We are manufacturers of buckwheat flour and pay at all times the highest price for the grain.

Don't sell either ear lots or bag lots without getting our prices—we can make you money.

WATSON & FROST CO., Grand Rapids, Mich.

Ground  
**YX**  
BRAND  
Feeds  
None Better  
**WYKES & CO.**  
GRAND RAPIDS

Want fall and winter Apples. Write us what you have.

M. O. BAKER & CO.

Toledo, Ohio

## Veneer Box Co.

Manufacturers of  
all kinds of

Shipping Boxes and Egg Cases

Grand Rapids, Mich.



**America a Great Barrel User.**

Upwards of 150,000,000 barrels and circular packages are manufactured in the United States annually. Few people, except those whose business it is to know, realize the extensiveness of the cooperage industry in this country.

The heaviest demand comes from the cement business. The flour business ranks next, closely followed by sugar. Containers for fence staples, bolts, nuts, nails and packages for roasted coffee, spices, crockery, fruits and vegetables follow in the order named, while glass manufacturers, baking powder companies, liquor distillers and candy, tobacco and cheese packers are big users of barrels. The demand for barrels for molasses, oil, lard and pork is also enormous, while dry paint, glue, snuff, oatmeal, screws, castings and general hardware articles annually increase the demand on the cooperage supply.

While the amount of expenditure for barrels can be quite closely estimated for a given year, it is not possible to say how many barrels are in actual use. The life of a barrel is put down at one year by the trade, but this is far from true. A majority of barrels are used many times. They begin as sugar or flour barrels and are then sold to the farmer for shipping his produce to the market. It may be that they are returned to him several times, carrying potatoes to the market on the first trip, and tobacco or lettuce on the next, each cargo being lighter in weight than the previous one, owing to the weakened condition of the barrel. Finally the barrel may serve out its life work as a refuse receptacle, and in the end may be used for fuel. Thus, it may be said, that a barrel fills as useful a career as almost any other manufactured article, and its life is much longer than a season.

The demand for barrels is steadily growing because modern machinery has made it possible to make them for the trade cheaper than almost any other form of durable package. That it is the most convenient form of package has long been acknowledged. The timber used in tight barrels has to be selected with care, as it must not only be water tight, but barrels for the oil, whiskey and paint trades in addition must be capable of resisting high internal pressure. The lumber used for this work must be carefully selected, that cured by slow air drying under shelter being the most satisfactory.

**Power on the Farm.**

There is a rapidly growing demand for a satisfactory power for use on the farm. In many places windmills have been so arranged that they not only pump water, but do other valuable service; but oftentimes when they are most wanted, there is no wind, and many farmers have put in small gasoline engines to pump their water, the original expense not being much larger than a windmill and they are always ready for service and can be used for other work as well.

It has been discovered, however,

that when a farmer puts in a machine, he immediately begins to see other ways in which he can use it and that most of such ways require a great deal more power than the engine which he thought was large enough for his needs will furnish. He finds that he can make a decided saving both in money and in time by grinding feed for his stock; that he can use the power for shelling corn or for sawing wood; and that for these purposes a power of from five to eight horse-power is needed, and with the larger size mentioned he can cut and fill his silo by using a small ensilage cutter and a feed carrier. But if he wants to fill his silo to the best possible advantage in saving of time and labor, with a blower attachment, for which he will want from twelve to fifteen horse-power, he will then require a larger machine.

We would advise every farmer keeping any quantity of stock, and seeing the necessity for a power plant, to purchase not less than a five horse-power gasoline engine of some good make, backed by a concern in which the purchaser can have confidence. There is no more annoying machine that can be purchased than a gasoline engine on a farm. It is worse than a balky horse, for you usually have another horse at hand or can borrow one that can do the work. On the other hand, thousands of farmers without any mechanical training are running a gasoline engine successfully and would not think of running the farm again without it. Get a good engine that is large enough for your needs.—Dakota Farmer.

**Toad as a Friend to Mankind.**

Patron saint of the garden is the toad, which is quiet and unobtrusive in his habits and does his work so silently that it is only after a post-mortem examination that he gets full credit for his worthy labor. His value as an insecticide is demonstrated by the following typical result of 149 postmortems among toads. Six cutworms, five thousand legged worms, six sow bugs, nine ants, one weevil, one ground beetle. Aside from the fact that so large a part of the toad's diet consists of noxious insects, he is valuable for his enormous capacity. Dr. A. H. Kirkland fed more than twenty-four medium sized gypsy moth caterpillars to a toad before satisfying its appetite. Dr. C. F. Hodge has seen a toad snap up thirty-six house flies in less than ten minutes. Miss Ellen M. Foskell fed ninety rose bugs to a toad, which was still hungry when she stopped. It is argued that the toad's personal work among tent caterpillars never has been properly appreciated. The tent caterpillar, a well known pest on apple trees, occasionally working destruction in plum and peach and cherry, is destroyed to a great extent by the oriole and cuckoo. A black billed cuckoo has been known to eat thirty-five caterpillars at a meal. Yet when the caterpillars descend from the trees to find suitable places for making their cocoons the toad, ever on

the watch for an opportunity of doing good, adds them to his larder. From thirteen to twenty have been found in his stomach. Among the miscellaneous caterpillars consumed by the toad are gypsy moths, sixty-five gypsy caterpillars found in one toad, and the vanessa caterpillars whose protective armor ought to cause discomfort to the stoutest stomach. But the disinterested zeal of the toad is proof against petty inconveniences. For all this worthy work little compensation is asked. A shallow hole dug in the garden, covered partly by a board or flat stone, suffices for shelter. During the busy summer time the toads live in solitude for the most part, although sometimes sharing a feast. But in winter a dozen or so hibernate cozily together for the winter sleep.

**A Wrong Deduction.**

There is a certain member of Congress who likes in his leisure moments to amuse himself with deductions, after the manner of Sherlock Holmes, as to the occupations of strangers.

"That man is, or was, a soldier," said the member, suddenly, indulging his favorite diversion one day when with some friends.

"How do you know?" asked some one.

"Observe the manner in which he puts his hand into his trousers pocket," triumphantly went on the speaker. "He lifts up the side of his coat—look, he's doing it now—instead of pushing the coat back as we do. He acquired that habit from wearing a fatigue coat in the army. A fatigue coat, you know, is cut square about the body. To put the hand into the trousers' pocket one must lift up the side."

The man was questioned and good naturedly said he had never been a soldier. "I got that habit from raising my butcher's apron to make change. I'm a butcher."

Suspicion is the substitute of the slothful for vigilance.

**Dry Sound**

Our feeds are made from **Dry Corn**. We give you grain that will draw trade. Let the other fellow worry with cheap, damp, sour goods. Send us your orders for

**Molasses Feed  
Cotton Seed Meal  
Gluten Feed  
Old Process Oil Meal**

**Grand Rapids Grain & Milling Co.**

L. Fred Peabody, Mgr.  
Grand Rapids, Michigan

**Grand Rapids Floral Co.**

Wholesale and Retail

**FLOWERS**

149 Monroe Street, Grand Rapids, Mich.

**The Perfection Cheese Cutter**

Cuts out your exact profit from every cheese  
Adds to appearance  
of store and increases cheese trade

Manufactured only by

**The American Computing Co.**

701-705 Indiana Ave. Indianapolis, Ind.

We Want

**Hides, Tallow, Pelts  
Furs and Wool**

at Full Market Value

**Crohon & Roden Co., Tanners**  
37-39 S. Market St., Grand Rapids

**Custom Tanning**

Deer skins and all kinds of hides and skins  
tanned with hair and fur on or off.

**H. DAHM & CO.**

Care E. S. Kiefer's Tannery,  
Grand Rapids, Mich.  
Phone Ctt. 5746

**A Good Investment****PEANUT ROASTERS  
and CORN POPPERS.**

Great Variety, \$8.50 to \$350.00

**EASY TERMS.**  
Catalog Free.

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

**Wanted Beans and Clover Seed**

Apples, Potatoes, Onions

**Moseley Bros. Wholesale Dealers and Shippers  
Beans, Seed and Potatoes**

Office and Warehouse Second Ave. and Railroad.

Both Phones 1217

Grand Rapids, Mich.

**The Vinkemulder Company**

Wholesale Commission

We Buy and Sell

**FRUITS, POTATOES, ONIONS, BEANS AND Other PRODUCE**

Write or Call on Us for Prices Before Selling

**Baskets and Fruit Packages of All Kinds**

14-16 Ottawa St.,

Grand Rapids, Mich.

**BAGS**

Of every description for every purpose. New and second hand.

**ROY BAKER**

Wm. Aiden Smith Building

Grand Rapids, Michigan



## NEW YORK MARKET.

## Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Oct. 24.—Ten more days of agony and all will be over. Next Saturday the parade here will put something of a paralysis on local business, and everybody will be glad when all is over and the presidential question settled once more.

A rush of orders at this time is not anticipated, nor is a great amount of activity looked for next week. In the speculative coffee market the situation is fairly steady and the spot market is practically without any change. Would-be buyers take small supplies, as they have done for months, and the trade generally is awaiting future developments. At the close Rio No. 7 is quoted at 6 $\frac{1}{8}$ @63 $\frac{1}{2}$ c. In store and afloat there are 3,512,339 bags, against 4,034,060 bags at the same time last year. Mild coffees with some jobbers have been in pretty good demand and prices, as a rule, are steady and well sustained. Stocks are not especially large, but there seem enough to meet requirements. Good Cucuta is quoted at 9 $\frac{1}{2}$ c.

With growing firmness in the raw sugar market, refined has gained in strength and quotations show an upward curve. At this writing 5c seems to be the generally accepted rate, less 1 per cent. cash. The demand is all that could be expected, if not all that could be wished for.

Most of the demand for tea is for low grades. Congous are especially weak and the bottom seems to have dropped out, so far as quotations are concerned, on future arrivals. Buyers take only small lots and simply drift.

The supplies of rice here are larger and assortments show more variety than for some time. When buyers are again in market they will find a good lot to choose from. For the moment sales are light and buyers seem to be waiting until after election—or some other time.

Spices are unchanged. Grinders take only enough to meet current requirements and neither sellers nor buyers seem to be interested in anything except election. The weather has been too warm for much activity in the spice trade, and until we have some "nipping, eager air" there will be quietude.

New crop molasses is looked for within a week or ten days and in the meantime buyers are doing little or nothing in the way of new business. Good to prime centrifugal, 22 @30c. Syrups are steady and quotations are well held.

There ought to be considerable activity in canned goods, but there is not, and the demand is only for small lots, as is the case with almost every staple. Election results almost certainly account for a large part of this "hesitancy," and until it is known whether we are to have a change or not there will be only hand-to-mouth buying. It seems quite evident that sellers of tomatoes are willing to make some concession, if by so doing they can effect sales, and 67 $\frac{1}{2}$ c has been accepted for some stock said to be as good as the standards for which 70c is asked or even 75c. Corn is so evidently a very short pack that buyers are giving it a little more attention and some quite good sized lots have been sold. Prices are not well settled, however, and while corn is apparently a good purchase at present rates there is a good deal of haggling. Other goods are unchanged in any respect.

Top grades of butter are doing fairly well and quoted at 27c. Extras, 26 @26 $\frac{1}{2}$ c; firsts, 23@25c; held stock is working out at 25@26 $\frac{1}{2}$ c; Western imitation creamery, 20c; Western factory, firsts, 19 $\frac{1}{2}$ c; seconds, 18@19c; process, 22@23 $\frac{1}{2}$ c.

Cheese is in slow demand at 13 $\frac{1}{4}$ c for full cream specials.

Eggs are firm for nearby stock and 39@40c seems the level for such. Extra Western firsts, 26@27c; fresh-gathered firsts, 23 $\frac{1}{2}$ @25c; seconds, 22 @23c; April packed, 21@23c.

## Breaking Off Gradually.

Stern Parent—See here, Eleanor, I thought I told you to give young Snippem his walking papers?

Pretty Daughter—And I did, papa.

Stern Parent—But he still comes to the house.

Pretty Daughter—Oh, he's only been here seven times this week, papa.

Stern Parent—Only seven times! Great guns! Why—

Pretty Daughter—Now don't be harsh, papa. He is trying to break off gradually.

## Made a Loan To an Imaginary Individual.

A few days ago when Schrieber, then 26, needed \$3,000 to secure a partnership in the hardware firm in which he had been a trusted employe for years, he didn't need a friend's indorsement to raise the amount. Instead, he just drew his personal check for it.

"And I drew that check on my imagination," he afterward remarked.

Thereby hangs a tale.

Schrieber had been in a hardware store ever since he was a boy of 15. Imagination, one would naturally think, counts for little in business, least of all in prosaic hardware. Yet Schrieber, gifted with imagination, put his gift to good use.

As a youth he looked with envious admiration upon magnates whose capital was drawing steady interest of 6 and 8 per cent. An unimaginative fellow would have been content to take it out in envy; Schrieber, having imagination, did more than envy—he imitated.

He straightway proceeded to play at borrowing and lending. The lender was Robert Schrieber; the borrower was Adam Carswell.

When Schrieber, at the early age of 16, was drawing \$5 a week as a hardware clerk, Carswell, a purely imaginary character, came to him in deep distress and asked a loan of \$1,000. Only an imaginary character would have gone to such a source for money, but Schrieber, obligingly ready to accommodate, gladly loaned the imaginary Carswell an imaginary \$1,000, taking as security the imaginary Carswell's note at 8 per cent.

So much for the play. When interest time came play ceased. Every month Schrieber set aside out of his wages the sum of \$6.67 under the fiction that it was interest on the Carswell note. The money went into the bank and stayed there.

At the end of a few months Schrieber's wages took a jump. Simultaneously, the imaginary Carswell's imaginary distress deepened. He wished to borrow an additional \$1,000, and Schrieber, on the same terms as before, was perfectly willing to lend.

From time to time the loan increased, and with it the monthly payments on interest. Carswell, it seemed, never could free himself from the clutches of the relentless

usurer. In a few years Schrieber had actual money out at interest on good security. At 25 he saw that something was about to happen in his hardware firm, and proceeded in anticipation to shorten sail. All his actual loans were as far as possible foreclosed. When the chance of the partnership came Schrieber was ready for it.

One loan was not collected, and never will be. When Schrieber entered the hardware firm as partner the imaginary Adam Carswell was paying interest on an imaginary loan of \$6,000. Since then the loan has increased to \$7,500, and there are prospects that it will go still higher. For Schrieber has a friendly feeling for that same imaginary Adam Carswell; for Adam Carswell, persistent debtor although he be, gave him his start in life. Victor Lauriston.

## African Forest Botanists' Paradise.

A forest that would cover all California, solidly built up, is in the heart of equatorial Africa. This immense primeval woods offers to the naturalist a world of research. S. P. Verner has spent the greater part of the last fifteen years in travel over Africa and declares it to be an unrivaled spot for botanists. There are the trees, acacias, mahogany, teak, scores of varieties of palms, mimosas, cottonwood, bays, ferns of all sorts and sizes culminating in the giant tree fern, climbers, rubber vines, convolvuli of mighty size choking to death the forest monarchs about which they twine "themselves in deadly embrace," rattans, canes, mosses, swampy glades full of lilies and orchids. Then there is fertile animal life, insects, ants, mosquitoes, flies, butterflies in armies, humming birds, beetles, hibernating fish, birds, a natural history full; chimpanzees, gorillas, the highest types of animal life, and pygmies, the lowest grades of men, the African elephant, the giraffe, the sweetest of song birds, nightingale, which spends the winters there; the most loquacious of the birds, the red tailed gray parrot; one of the most venomous of serpents, the two horned viper; the largest of land snakes, the python.

The man who has much starch in his neck is likely to have none in his backbone.

# To Please Customers Give Them Brazil Shred Cocoanut



because no competitor can offer as good and you *strengthen your business* when you push a *superior article*.

We guarantee it to keep sweet and white because we have the machinery and sanitary conditions that solve that problem.

Costs \$2.50 per case; 70 5-cent packages sells for \$3.50.

Twenty-five Universal Coupons with each case, increases your profit.

**THE FRANKLIN BAKER CO.**

**Philadelphia, Pa.**



## TOO LONG TIME.

## How Grand Rapids Shippers Are Discriminated Against.\*

The recent trip by special train through Central Michigan, inaugurated and carried out under the auspices of the Wholesale Dealers' Committee of the Board of Trade, disclosed the fact that Grand Rapids is very seriously discriminated against in the matter of freight shipments. We found, for instance, that it frequently takes from three days to three weeks to reach any point on the Big Rapids or Saginaw divisions of the Pere Marquette road; that it is not unusual for freight to be two weeks in transit going less than 100 miles; that along the line of the Detroit & Milwaukee division of the Grand Trunk freight is received from six to twenty-four hours later from Grand Rapids than from Detroit, where shipments are simultaneous, this applying to such towns as St. Johns and Owosso, which are about equally distant from these markets; that at Portland goods shipped from Detroit Wednesday reach their destination Thursday morning, while goods shipped at the same time from Grand Rapids do not reach their destination until Saturday morning. We were so fortunate as to be accompanied on that portion of our trip which was taken on the Grand Trunk by Division Freight Agent Charles Clarke, who assured us that he would remedy the inequality on his line, but no such assurance has reached us yet from the Pere Marquette system and I, therefore, suggest that the matter be taken up at an early date at a joint meeting of the Wholesale Dealers' Committee and the Transportation Committee, with a view to ascertaining if some steps can not be taken to overcome this serious handicap on Grand Rapids shippers.

I have also had my attention called to a shipment which a local manufacturer recently made to Grant, only thirty miles distant from Grand Rapids, and which was six days on the road. A wholesale grocer reports that he had a shipment to Sparta, only fifteen miles away, on the road thirteen days.

The boards of trade in many cities find it necessary to employ a man to devote his entire time to unearthing inequalities of rates and discriminations and delays in shipments. Perhaps such an expedient will have to be resorted to here in order to secure the necessary relief.

While the use of soft coal in the factories is receiving due attention on the part of the city officials having that matter in charge, no movement has been made to lessen the nuisance caused by the use of soft coal in locomotives in entering and leaving the city. This is not so serious, perhaps, as the constant moving back and forth of the switching engines belching forth black smoke which is a great detriment to the health and happiness of the people living within several blocks of the railroad tracks. In the present state

\*Monthly report of President E. A. Stowe to Grand Rapids Board of Trade.

of the art it would pay the local railroads to do their switching by electric engines, and I suggest that the matter be referred to the Municipal Committee, with instructions to probe the matter thoroughly and see if this annoyance can not be overcome.

The Grand Rapids Herald of Sept. 30 published an alleged report of the proceedings of a meeting of the Grand Rapids Lumbermen's Association, prefaced with sensational headlines, in which the officers of the Board were referred to in a very uncomplimentary manner. The same statements appeared in the afternoon papers of the same day, having apparently been reproduced without investigation on their part. The officers of the Lumbermen's Association strenuously protested against the publication as it appeared and furnished your President with a copy of the action taken, which was embodied in the report of the Municipal Affairs Committee, as follows:

It (the Committee) has also discussed the advisability of this organization taking so active an interest in the affairs of the Board of Trade of this city as to be able to influence the next election of officers and directors of that body, and in this way to make its influence felt for the improvement of that organization, and for the increasing of its benefits to the city. If it is the desire of this Lumbermen's Association to go farther into this Board of Trade matter, it will be the pleasure of this Committee to outline a plan of action. This matter, however, must be gone into with a vim, and with the active co-operation of all, or this Association will make a failure, which will cast a reflection upon it.

It will be noted that this resolution, instead of being absolutely condemnatory, is helpful instead, expressing a desire that the lumbermen work with the Board and for the best interests of the Board and the city. Such support is highly commendable and it is to be hoped that other organizations will not only take similar action, but actually carry their recommendations into execution.

In this connection I wish to repeat what I have said before—that the officers of the Board invite suggestions and advice because they can not fail to profit by criticism of a helpful character. We wish to make this Board as strong and efficient as possible and to that end we welcome the criticism and invite the suggestions of every one interested. Sensational newspaper articles, however, which misstate the position and misrepresent the official action of other organizations and are published for the purpose of hampering and annoying the officers in their work or to further personal differences and ill feeling ought not to be tolerated.

## In Mourning.

Edith—Mama, mayn't I play the piano a little to-day?

Mother—But, my dear, your grandma has only been dead a week and—

Edith—But I'll play very softly, mama.

Mother—Oh! very well; but be careful also to use only the black keys.

## G. J. Johnson Cigar Co.

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

## H. J. Hartman Foundry Co.

Manufacturers of Light Gray Iron and General Machinery Castings, Cistern Tops, Sidewalk Manhole Covers, Grate Bars, Hitching Posts, Street and Sewer Castings, Etc. 270 S. Front St., Grand Rapids Mich. Citizens' Phone 5329.

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Best Equipped  
Firm in the State

Steam and Water Heating  
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Fittings and Brass Goods  
Electrical and Gas Fixtures  
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The Weatherly Co.

18 Pearl St. Grand Rapids, Mich.

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**OLIENE** The highest grade PENNSYLVANIA oil of unequalled excellence. It will not blacken the chimneys, and saves thereby an endless amount of labor. It never crusts the wicks, nor emits unpleasant odors, but on the contrary is comparatively

Smokeless and Odorless

Grand Rapids Oil Company

Michigan Branch of the Independent Refining Co., Ltd., Oil City, Pa.

## FOOTE &amp; JENKS' PURE FLAVORING EXTRACTS



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Pure Vanilla  
and the genuine



## ORIGINAL TERPENELESS EXTRACT OF LEMON

Not Like Any Other Extract. Send for Recipe Book and Special Offer.

Order of National Grocer Co. Branches or Foote &amp; Jenks, Jackson, Michigan

## GOOD AND BAD PIANOS

How are you to know which is which? Don't have to—come where you can't buy anything but good pianos. Save money, too—\$25 to \$100. Terms surprisingly easy. \* \* \* \* \*

Friedrich's Music House, 30-32 Canal St., Grand Rapids, Mich.

## Something For You

Place your orders now to prepare for  
the biggest demand in the history of

## RALSTON HEALTH FOOD

### Purina Whole Wheat Flour

### "The Guaranteed Foods"

Jobbers' salesmen have something nice to offer grocers with our compliments, to show our appreciation of their interest.

GREAT FALL ADVERTISING CAMPAIGN to your customers on these goods. Full-page advertisements in

Ladies' Home Journal  
Saturday Evening Post  
Youths' Companion  
Woman's Home Companion  
Collier's Weekly  
Associated Sunday Magazines  
Ladies' Home Journal Quarterly Style Book  
Pearson's Magazine

"We are going to show the splendid qualities of these goods in such a way that we expect the increase in the families we will reach will run into the millions."

## Ralston Purina Mills, St. Louis, Mo.

Sumner M. Wells & Co., 19 Hawkins Block, Grand Rapids  
Representatives



## MODERN INHUMANITY.

## Man's Inhumanity To Man Makes Countless Thousands Weep.

We look back on the inhuman cruelties of medieval and ancient times with a shuddering horror—the times when men were broken on the wheel, tortured in inquisitions, imprisoned and forgotten in loathsome dungeons, or killed by wild beasts to make a passing show for the multitude.

We do not realize that public indifference and lack of sympathy for the sufferings of humanity in the mass are to-day causing physical and racial decay for millions of our people living under conditions that cause human misery, disease, suffering and degeneracy so revolting that to future generations they will seem as shocking as the individual sufferings caused by human cruelty in past generations now seem to us.

Those conditions of to-day are going to be changed, but before change can come there must come a realization of their existence, and an awakening of responsibility for them resting upon every member of the community.

Social consciousness and a social conscience must precede social reform.

The most serious obstacle to be overcome in this movement for human betterment is the self complacent contentment that is created in the minds of most well to do people by giving a small check to charity. The medieval monsters of cruelty salved their consciences by building churches and monasteries. Nowadays those who could if they chose remove the cause for all the needless misery bred in the slums, content themselves by giving a few dollars to pay for a "Fresh Air Trip" for a few of the miserables, or to sustain a "Floating Hospital" for a few weeks in summer. Such charities serve a good purpose, however. They demonstrate the existence of inhuman and degenerating conditions of life right in our midst, and sound a note of warning that the social fester sores in our cities are rotting our citizenship.

Illustrations of these hopelessly superficial attempts to palliate a huge national disgrace may be found in almost any copy you may pick up of the daily papers in the great cities, more especially during the summer.

Here is a quotation from the Boston Transcript of July 3, 1908, taken from an article descriptive of the "Boston Floating Hospital:"

"There are about forty patients in the permanent wards and a few more than that number on the upper deck ward. Some of the babies are critically ill and are receiving constant watchful care on the part of physicians and nurses. Yesterday five infants died, but they were all in such feeble condition when received in the hospital that they had little chance of recovery anyway, and would have had absolutely none had they been kept in their own homes. The hospital offered one last hope, although not a very encouraging one. It gave a like chance to many other very sick

children who are beginning to benefit already from the care and treatment given them."

Forty very sick children are to be temporarily cared for and then sent back into a human hive swarming with a myriad of forty thousand suffering children who are "kept in their own homes"—homes that are reeking furnaces during the hot summer days.

The average well to do Bostonian who escapes to the seashore or the mountains when the hot weather approaches would stand aghast at a proposition to spend a summer in the slums of his own city. When brought home to him in that way he would regard the slums as worse than the Black Hole of Calcutta. But "the poor are used to it. Give a check to charity, shut up the churches, and let's hie to the sea breeze or the fresh mountain air. If a few sick babies have a floating hospital, the rest of the slum dwellers can stand it."

Anyway they will have to stand it, so far as anything that modern charity and philanthropy can do for them is concerned.

In New York conditions are worse, and they are to-day hopeless. They will continue so until the nation itself wakes up and determines to eradicate a loathsome social cancer by condemning all the tenement districts of New York and turning them into a National Park, like that at Gettysburg, as a memorial to the millions of children who have rotted and died in the tenements as the result of the indifference of the people at large to their sufferings.

In New York they have reached the final stage of a city's shame, where there are so many children suffering from insufficient or improper food and malnutrition that people who have enough to eat are subscribing a fund to feed the wretched children

who go hungry to school. It may be better to feed them than to have them starving, but let it not be forgotten that the tenements of New York are breeding a race of parents who want nothing better than for the public to feed their children; and whenever it does they will stop trying to earn the wherewithal to feed their own children themselves.

A recent number of the New York Times contains the following:

"There is a very serious side to the heat that New York has already known in the last three days. The poor on the East Side and other sections with the same problems are suffering excessively already. Charity workers are frightened by the prospect before them this summer."

"Since the money stringency of last winter a great many poor people have suffered more than they usually do for lack of food. Some people are hungry in a large city in good years as well as in bad, but 1908 has seen, and will see, more than the usual number of hungry people, charity people say.

"The physical constitutions of the sufferers have been gradually undermined by lack of proper food, and now any extremity of weather, cold or hot, presses down on them hard."

From another issue of the same paper the following is quoted:

"The exodus of 'fresh air children' began yesterday morning, when a party of 250, with their mothers, were sent to Sea Breeze, the summer vacation home, by the New York Association for Improving the Condition of the Poor. The Association has felt the need of starting in the hot weather relief work as soon as possible, because the suffering from the hard times last winter sapped the strength of the children."

Oh ye dwellers by the sea in the summer.

Oh ye who revel in the cool mountain breezes when the sun simmers on the asphalt of the tenement districts of the cities.

Can you not be jarred out of your pitiful self complacency and made to realize that where 250 go to Sea Breeze 250,000 stay at home and suffer, and read in the daily papers about the comfort and luxuries of the rich in their beautiful country villas?

And can you not realize that you are living above a pent up volcano from which the forces of social destruction bred of human agony will some day break loose in a social cataclysm that will destroy your city as utterly as Galveston was destroyed by a tornado or San Francisco by earthquake and fire?

And can you not realize that there is only one safeguard—only one remedy—and that is to change the economic currents, that have concentrated the people in the cities and decentralized population by decentralizing trade and industry?

The man will follow the job, and if the job is in the big city there the man will go, and drag his family after him into the tenements.

If the job is in the country town or the suburban manufacturing village there the man will go.

Better wake up in time! It isn't too late yet, but before many years it will be too late to build the industrial and social foundations upon which the nation may rest secure through all the future years.

And remember that the country town is the hope of the nation.—Maxwell's Talisman.

## Breakfast Food.

In Japan a variety of chrysanthemum flower is used as a food. The flowers are yellow and contain considerable sugar.

# You have had calls for HAND SAPOLIO

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

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

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



### Why the Business Climber Must Wear Chains.

To-day there are more slaves in America than in the ante-bellum time before Lincoln issued his emancipation proclamation to shatter the shackles from the limbs of the black men and set the toiling captives free.

Now, however, the slaves are for the most part white men, and, instead of being held in bondage by the iron tyranny of the planter and the whips and scourges of taskmasters, they are bound down to earth with the rivets of their own passions, their follies, idleness, carelessness and pleasure, and goaded on by the spurs of avarice, ambition and worldly considerations to a sharper degree than were ever Africans in the cotton fields of Dixieland.

The high pressure of modern life exacts a continual grind, with no let-up this side of the grave. Men are ever impelled by a force which they are seemingly powerless to resist, until it drives them into the early grave of disappointed hopes and blighted aspirations, or to the gates of despair and the suicide's last resort from the relentless furies of life.

Contentment crosses the threshold of the few, dissatisfaction ever dwells with the many. Enough is constantly crying for more, and more is never satisfied with what it possesses. There are a longing and a hunger which can not be appeased by the banquets of wealth.

In this great country, with its almost inexhaustible resources and boundless riches, there is such an incentive to high living that many fall by the wayside in their attempts to climb the dizzy heights to which their desires point, and what would be considered luxuries in less favored lands are merely looked upon as necessities here.

Even the poor within our gates become so inordinate in their ideas of living that their wants demand what would suffice for princes on the other side of the water. Such lavish desires are plainly exemplified in the immigrants who come to our shores, little better off than paupers. In a short time they aspire to a plane of living that would astonish their nobility at home.

The Irish peasant who had to content himself with potatoes and salt on "the ould sod" is not satisfied unless he has beefsteak three times a day; the German living high in the fatherland on frankfurters and sauerkraut demands mutton chops and cauliflower in this his adopted country. Terrapin and canvasback are none too good for the refugees who had to tickle their palates with corned beef hash and stew in "the stately homes of dear old England" or venison and goat broth among "the waving vineyards of La Belle France."

There is an abject slavery among all classes to the tyrant of selfishness. 'Tis only the small minority who stand upon the broad platform of mutual help and assist one another to self-esteem and independence of character, the large majority love to thrust their fellows down and look only to their own aggrandizement. Greed becomes their watchword and they sacrifice honor and all

that manhood should hold dear to raise themselves to power and opulence. But many in the attempt go down to defeat and sink into the mire of shame and obloquy.

The rich man who lives beyond his income is as hopelessly involved as the poor man who is scarcely ever out of debt to satisfy the cravings of nature. Neither can know the meaning of freedom in its highest and best sense, although they might have all the advantages of a land of freedom did they but know how to avail themselves of the privileges that are theirs for advancement.

The rich in this respect are more blameworthy than the poor, inasmuch as society expects of them a higher standard of living and a better code of morality. It often occurs that the wealthy are more prone to shirk their just responsibilities than those less endowed with the gifts of fortune.

Debts, as a general rule, are harder to be collected from the rich man than from the slave of toil, for the former builds upon his position in society to excuse him from his obligations, while the latter often makes the attempt to discharge his contracts to preserve his standing in the community.

When a man tries to soar beyond his financial level he is sure to come into an atmosphere of trouble and is certain to fall to earth with broken pinions. The broken lives, the ruined careers, the insolvent debtors can all be traced to extravagance and reckless living.

Slavery to imaginary necessities brings ruin in its wake by precipitating panics and financial distress throughout the land. High living brought about the panic of 1907 which almost engulfed the nation and sent thousands down to misery and disgrace. Prosperity is now returning because of retrenchment.

If men would only be content to live on the right side of their incomes there would be little cause to fear panics, for they could be easily averted when they threatened. The man of saving habits, of thrift, of economy, who never allows his output to exceed what he takes in, can always breast the storm and reach the port of safety.

Thrift is not at all synonymous with miserliness. Thrift is industry, utilizing the present to care for the future. The miser saves his money but wastes his life. The wise man who acquires habits of thrift conserves both and puts them to the best advantage, realizing that he can pass through the world but once and that it is for him to make the most of it while he is in it.

Madison C. Peters.

### The French For It.

A French lady living in America engaged a carpenter to do some work for her at a stipulated price. She was surprised later to find that he charged more than the price agreed upon. When she attempted to remonstrate with him, however, her English failed her and she said, "You are dearer to me now than when we were first engaged."

# Fresh Ground

**Penn Yan  
Buckwheat  
Flour**

Made at

**Penn Yan, New York  
New York's Leading Brand**

**Pure Gold  
Buckwheat  
Flour**

Made at

**Plainwell, Michigan  
Michigan's Leading Brand**

**Judson Grocer Co.  
Distributors  
Grand Rapids, Mich.**



## WHY DICK DIDN'T LEAD.

## How the Trust Owner Sized Up His Deficiencies.

Written for the Tradesman.

"There was the case of Neptune," said the gray old trust owner.

The manager of the Chicago branch sat in his chair and waited. He knew that something whimsical was coming. They had been talking of Dick Newton and his failure to get at the head of the procession. What Neptune had to do with the deficiencies of Newton, the Chicago manager couldn't conceive, but he knew there would be an elucidation presently.

"I long had my eyes on Dick," continued the trust owner. "I saw qualities in the man which seemed to carry value, but, somehow, he never got into anything big. He was a valuable man in any position he secured, but he never got to the top. Men with half his practical sense, half his resourcesfulness, went over his head year after year. When men for high positions were being considered, Dick was passed by with a complimentary word. I was largely to blame for it, of course."

"I have often wondered why he didn't get one of the top places," said the Chicago manager.

"And yet you never thought of giving him one of the places at the head of the procession?"

"No," replied the other, "I never did."

"Can you tell me why?"

The Chicago manager shook his head.

"I don't think I can," he said. "All I can say is that he appeared to me to be too common."

"Exactly," said the trust owner, "Too common. I have listened to similar comments from half a dozen of our managers. None of them ever found any fault with the work he did. He's faithful and loyal, isn't he?"

"You can always depend on Dick."

"That's the way I understand it," said the trust owner. "But you distrusted him, and yet you never took the pains to find out exactly what was the matter."

"That seems to be it."

"When you notice certain effects," said the trust owner, "it is always well to look for the cause. I knew there was a well defined reason why Dick never got up among the high brows, and I decided to find out what that reason was. Then I thought of the case of Neptune."

The Chicago manager was doubtful as to what was to come next, so he remained silent.

"For a long time Uranus was the outside planet in our solar system, so far as we knew. Astronomers were always looking for more, but the distance is great, and they met with no success. At last one of them, I don't just recall his name now, saw that Uranus and some of the other planets were acting strangely. At certain times they were pulled this way and that way. It seemed as if there was something up there shunting them around.

"After a long period of investigation the astronomers discovered that the seemingly eccentric motions of Uranus and the others were confirmed habits. What they did at one season of the year they repeated when that same season, or period of time, came around again. It was always the same."

"I remember the story," laughed the Chicago manager.

"Yes, of course. Finally some astronomer decided that there was another planet out there in space which was doing the job. Figuring on the well-known principle that every inhabitant of the heavens holds an attraction, to a greater or less extent, for every other inhabitant, this astronomer came to the conclusion that the apparently eccentric motions of Uranus and the others were caused by the presence of a large planet which was near enough to make itself felt in a pronounced way."

"That is how they found Neptune. He was there where they predicted he would be found, four times the size of the earth and having a long year because of his distance from the sun. Now, I figure that every quality in a man, good or bad, has a connection with every other quality. When I saw certain eccentric habits in Dick I knew that there was somewhere a quality in the man which accounted for them. I didn't know what that quality was, but I knew that it existed."

"I put up my mental telescopes to find it, for Dick is too good material to waste. When I first observed Dick he was sailing along in a clear orbit. He was head salesman over at Detroit, and was laying down a goodish bit of money on the cashier's desk every trip he made. I made up my mind that he'd get a better place pretty soon."

"Then I observed that he swung out of his orbit, like Uranus, and darted off to a spot in the business universe where there was no reason for his being. He was put back on a desk. That didn't seem to phase him. He went on with his work and got his old job back again. I began to regard the thing that had happened as an eccentricity which would not happen again."

"But it did," said the Chicago manager.

"Yes, he swung out of his orbit again, and again got back into a fine position. This happened half a dozen times, until I began to call the man Uranus in my mind. Naturally I began to look for the quality of mind which swung him out of his orbit whenever he came to a certain spot. There was a Neptune out there somewhere, and I knew it."

"I am curious to know what you found," said the Chicago manager. "I'm sure it was nothing very bad."

"I found," continued the trust manager, "that Dick was being controlled in his eccentric orbit by a snap mind."

"What's a snap mind?" asked the other.

"A snap mind," replied the trust owner, "is a mind too highly loaded with initiative."

"You've got me," laughed the other.

"A mind that finds many ways of doing things," explained the trust owner. "This business life," he continued, "is a test of skill and endurance. One can't win by shifting about. People in charge of affairs want men who will take hold and aim at the winning point without variation. They want men with brains that never step aside when once a course is mapped out. They have a horror of a snap mind."

The Chicago manager began to see the point.

"Now," continued the trust owner, "Dick has a snap mind. You sit down here and lay a plan before him, complete in all details, and he'll take it in like a duck taking to a pond. He'll grasp the situation and bend all the details to the main issue. He'll carry the system out, too, but he'll be forever thinking up new ways to do it. You know yourself that he gives one the impression of instability."

"Come to think of it," said the Chicago manager, "that is the very reason why I put Worthington over him. I had an idea that Dick wasn't to be depended upon."

"In other words, he irritated you with his constant suggestions concerning changes in your plans? He talked about this and that until you thought you saw him neglecting your ideas for his own? Yes, I thought so. Now, this snap mind is what was pulling Dick away, as I said before. Just as soon as he got into a position where he could talk with the manager he began giving birth to ideas which didn't harmonize with the ideas of the boss."

"But this is not the worst feature of a snap mind. So long as a man has ideas his employers will listen to them, hoping to find something good, even if they do pull away from the line a little bit. The snap mind does not stop with suggestions. You sit down here and lay a scheme before Dick which calls for his closest attention, which requires brains and all that. Dick will listen to you carefully all through, and then he will make some remark which will convince you that he is not thinking of your scheme at all. This is because his mind pulls straight for a time and then dodges. It can't continue the pull without a rest, so it snaps off onto some other subject, probably a trivial one, and one not in line with the subject at hand."

"I've noticed that," said the Chicago manager.

"And it gave you the notion that Dick was common? That is the word you used, I think. You saw his mind slip off your proposition, and you decided to put your trust in a man who thought consecutively?"

"That's about it."

"Yes, and did you ever stop to observe how quickly Dick's snap mind snapped back to the main proposition? You never reduced him to the ranks for something he did or did not do. You put him back because you thought he wasn't to be depended upon. Now, it is a fine thing to

have a mind that is full of initiative, a mind that is capable of dropping a tangled skein of thought for a moment and taking it up after a moment's rest.

"The trouble with Dick is that he shows what he's thinking. He lets you see what is in his mind, and you at once begin to look for a mind that you can't fathom. You think that the silent mind may contain business treasures for you. Does it?"

"I guess," continued the trust owner, "that I have now explained why I compare Dick to Uranus. He's pulled out of his orbit by a snap mind. Whenever he reaches a certain position it is a case of snap and go. But, mind you, he always comes back again. He is like Uranus in this. Uranus hasn't lost any time for a million of years in obeying the call of Neptune. He is there to the second. For this reason I think the latter planet was put there to round out the travels of Uranus."

"When you come to look at the matter in the correct light, you'll find that Dick's snap mind has injured no one but himself. It has pulled him about a good deal, but it hasn't changed his orbit, that is, his loyalty and effectiveness. Now, I'm going to give him the office at San Francisco, and you boys will have to hustle if he doesn't snap you out of your jobs with that initiative mind of his."

The Chicago manager opened his mouth and closed it again. What's the use of arguing with a man who sizes up employees as does the trust owner?

Alfred B. Tozer.

## He Sees a Change.

"I see," he observed to the man next to him in the street car. "I see that the railroads want to either cut down wages or raise their rates."

"Yes, I was reading about it the other day," was the reply.

"You are in business, I take it?"

"Yes, I am in the grocery business."

"Then you are personally interested. Are you in favor of a raise of rates?"

"Not now. I was the other day, but I have changed my mind."

"And for what reason, let me ask?"

"Well, I generally meet a certain railroad President in a car on this line when I go down to business in the morning. Before the hard times came he ignored and snubbed me. He didn't know that I existed. After the panic he became quite friendly, and would even enter discussion with me. It was so until the other day, and then a sudden change came over him."

"Just what sort of a sudden change?"

"Why, this talking of raising rates cocked his ear up where it used to be, and when I asked him for a dead-head pass to Chicago and back he looked at me for a minute and then told me to go to that place where Senator Blank says a man wants only the lightest kind of summer undershirts on."

An optimist is a man who never stops to open a sandwich.



# Profitable CREDIT Business



100 Account National Credit File

Every storekeeper knows that many of his credit customers are his very best patrons.

It is a fact, however, that the handling of charge accounts by old methods has caused extra work, and often loss of trade.

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## A NATIONAL CREDIT FILE

makes it possible for the proprietor to watch the accounts of all his credit customers, without the trouble of going over a large set of books, and doing a lot of extra accounting.

It saves the salary of a bookkeeper.



Proprietor's File Used in Connection with the National Credit File

The total of each credit customer's account is always given on the last bill.

By keeping the original slip you insure absolute accuracy.

There is no chance for bills to be presented to a customer twice.

In this way you are sure to retain the good will of all your trade. This method cares for the recording of goods charged, and money paid on account, accurately and quickly, and also saves you a lot of time and money.

### Keep Records in Your Safe


As a safeguard against the loss of records, in case of fire, a small metal box is provided with each Credit File. This small file may be placed in your safe.

Let us explain how this method will save you work and money.

## THE NATIONAL CASH REGISTER CO.

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

79 Woodward Ave., Detroit, Mich.

 WRITE TO NEAREST OFFICE

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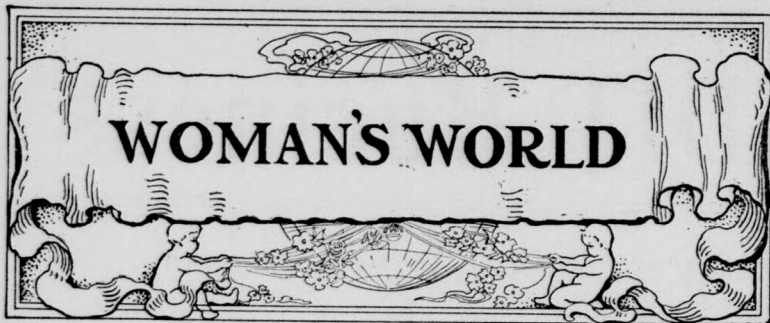
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### Scrutinizing Faults and Frailties Before Marriage.

Last week a pretty New Jersey girl went out driving with the young man to whom she was betrothed. On the way the horse became stubborn, and the man, flying into a violent passion, began to lash it cruelly. When they returned home the girl promptly broke the engagement, saying that, when a man could so easily lose his temper and so brutally flog a horse, the woman marrying him would take the same chances of ill-treatment, and she declined the risk.

It seems to me that the pith of all the wise advice, from Solomon down to the present day, on how to be happy, although married, is comprised in that little story. It throws a sidelight and a searchlight on the importance of looking before you leap into the abyss of matrimony. It emphasizes the necessity of assuring yourself that you are getting a diamond of the first water, instead of a rhinestone, before you invest your all in it. It is applying downright hard, irrefutable common sense to the place in life where it is needed most and where it is scarcest.

No engineer on earth would be fool enough to dash on with his train in the face of a red signal of danger. No pilot would fail to heed the hoarse cry of the bell buoy when danger was evident; but the average man and woman, more reckless than they, rush heedlessly on into unsuitable marriages that wreck their happiness, in spite of the fact that every inch of the way is placarded with warnings of disaster.

It is our way to speak of domestic infelicity as if it were an unavoidable accident, instead of purblind folly. Ninety-nine times out of a hundred the people who come to us with their tale of woe are simply reaping the reward of having defied reason and logic. The theory is that the victim in an unhappy marriage has been deceived. To admit that is to admit one's self an idiot. There are always plenty of opportunities before marriage to find out what sort of person you are marrying. There are little traits of character, little meannesses of disposition, little uncongenialities of temperament—like red danger signals by a railroad track flashing warning in letters of fire. If we do not choose to heed them it is our own fault, but Nature sets the signals and there is plenty of time to stop and sidetrack if we will only do it. The lives of millions of women are made miserable, for instance, by the cruelty of their husbands. I do not mean, either, that

stratum of society in which a brute comes home drunk at night and physically beats and bruises his wife. I mean the man who outwardly conforms to all the conventions of a gentleman and who would never dream of striking a woman, yet who sneers at his wife's opinions, who derides her judgment and holds her weaknesses up to ridicule. A word can cut deeper than a blow and many a woman in society would gladly change her wounded heart for the blackened eye of her sister in the slums and feel herself the gainer.

But can any woman, in such a plight, looking back, honestly say she had no warning? Did she ever see the man overbearing and insolent to servants? Did she notice that his dog cowered away from him and came fawning and trembling and with drooping tail at his call? Was he impatient with children and satirical at old people's expense? Be sure that many a woman sees that in the man she is going to marry. It is her fate shouting warning to her with a voice like a megaphone, and yet in the face of it all she goes on and admires him, only to find herself ill-treated and abused the moment she ceases to be a novelty and a plaything.

Among all the millions of her sex the New Jersey woman alone seems to have had foresight enough to realize that the man who would be brutal to a horse would be brutal to a woman the minute she got in his power. The savage cruelty was there that delights in torment, the brutality was there, for all the outward polish and civilization, and in any stress it was bound to come out and vent itself on the nearest helpless thing—and in married life that is always the wife.

As for those other cases in which a girl marries a dissipated man, believing she can reform him, or a lazy, good-for-nothing, thinking he will work for her sake when he never has for his own, nothing need be said. If a woman has not enough sense to keep out of the fire nothing short of being put in a straight jacket can prevent her from being burned. I suppose every woman has a right to wreck her life if she wants to, but when she does she ought to have courage enough to keep her troubles to herself and not burden the rest of the world with lamentations because everything has turned out just exactly as she was warned it would.

I never knew but one consistent woman in this respect. She married a handsome and dissipated young fel-

low to reform him. He did not reform, of course, but she never uttered one moan to her family or friends nor one reproach to him. When he went off on long debauches or was brought home staggering drunk she was as tender, cheerful, loving, as if he had been all that the most critical could ask in a husband. "I knew what I was doing when I married Charley," she said, "and I have nothing to complain of. I took the chances."

If women refuse to heed the warnings they get before marriage men are even more averse to taking a tip from Fate. Every man cherishes in his secret soul the illusion that he can form his wife's character and that being married to him is going to work a revolution of all her tastes and beliefs. It is a charming theory—the pity of it is that there is not one grain of truth in it. What a woman is before she is married she is going to be after the wedding and down to the grave. Women change much less in character than men. A man is broadened by going out into the world, where he realizes that he must meet new ways of doing things, new points of view—change with the changing times or else be left hopelessly behind. A woman's life is generally shut within her own home, where everything tends to narrow her down and conform her in her prejudices and opinions.

A wife with a shrewish tongue can make a home a purgatory. One who is extravagant and thriftless and wasteful will keep her husband's nose

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to the grindstone all his days and balk his every ambition. One who is narrow and envious and prejudiced can rob his life of all sweetness and companionship. No man of ordinary intelligence can be engaged to a girl without finding out whether she possesses these traits of character or not; but did you ever know of a man being wise enough to be warned in time and refusing to marry a woman because he discovered faults that would be sure to cause him future misery? Never.

Yet how would it be possible to erect a more potent danger signal before him? How can any man in his senses fail to remember that a husband is always the scapegoat for a high-tempered woman's spleen? When he sees Maude dressing far beyond her means and her poor old father bent and worn with trying to pay her bills, can he doubt for a moment that the man who marries her will have to toil like a slave to support her extravagance? When he finds that he can not argue or make Janet see reason on the simplest subject does it need a prophet to tell him how exasperating such a pig-headed dunce will be to deal with through the many problems of domestic life?

To me one of the most pathetic sights in life—and it is very common—is the broad, intelligent, cultivated man married to the doll baby woman whom he has hopelessly outgrown. Sometimes she still has the pretty face that is the visible excuse for his folly. Sometimes she is getting old and has lost even that; but always there is the tragedy of utter unsuitability and lack of companionship. She does not understand—she never can understand—the things that mean most to him and between them is a gulf deeper than the grave and wider than eternity.

Why, why, why, we ask ourselves, such a marriage? How could he ever have dreamed she would suit him? What made him do it? The answer always is the same—he refused to give heed to warning. He was bound to see that she did not know the things he did, he couldn't help seeing that she was silly and childish, pleased with childish toys and gewgaws; but he was charmed with the pretty face and he thought he could breathe a soul into his sawdust doll and when he found out his mistake it was forever too late.

We can lay no more important proof to heart than this: Marriage works no miracles. We do not acquire a new set of angelic virtues with our trousseaux. When we marry a person we marry their bad qualities as well as their good and it is a wise man or woman who scrutinizes the faults of the future partner before marriage and is blind to them afterwards.

Dorothy Dix.

#### How a Quintette Assist the Head of House.

Written for the Tradesman.

There's a bright family of four young folks I know who belong to a general merchant. This merchant lives in a town of say 2,000 people—not a city, by any means, and yet not a burg, but just a nice growing

town. It is not so large that its people may lose their identity in it, but just big enough for everybody to feel a friendly interest in everybody else, and still everybody need not be a busybody.

This little family of four young folks consists of two boys and two girls, and if ever there were sons and daughters who co-operated with a father for the furtherance of the business which feeds, clothes and otherwise provides for them these children come up to the mark. They are living walking advertisements for, you might say, a goodly share of the merchandise carried by the dear daddy in the store—far better, it might be supposed, than a bulletin board out in front of the establishment.

Is it shoes—a special style which paterfamilias wishes to put before the public? He selects one of the quartette—we will say it is a girl this time—fits her perfectly with the footwear and launches her forth on the sea of action.

We will say it is spring and rubbers are no longer considered a necessity for protection against damp and cold.

Somehow the strings of those shapely shoes are forever coming untied when Lottie is with a bunch of girls. Of course, the strings must be retied, and that gives the opportunity laid for. The skirts are gently elevated to better get at the task of lacing and to tuck in the strings when the work is completed, the foot being lifted to some convenient stray stone or step the while.

Do you think the beauties of that shapely shoe on a trim little foot are going to go unnoticed? I should say not. What more natural than a few adroit remarks about the pretty shoes' best points? What more guileless(?) than to expatiate on the great comfort in walking which these lovely shoes afford, the ease of the formerly-dreaded breaking-in process, the springiness of the tread?

Why, those shoes sell themselves to four or five customers every time they go out with Lottie. She being the "storekeeper's daughter"—and a powerful pretty one, let me state—what she says carries weight; her shoe-talks come so evidently from "one who knows" that they are listened to by her mates as to the utterances of an oracle. Her influence among them is of a high order, and forthwith her papa's bank account increaseth by dozens of dollars which otherwise would be lacking.

Likewise Lottie's sister proves a drawing card for the paternal ancestor's exchequer. She, too, does her share in being a magnet to attract the Almighty Dollar to one of the compartments of the cash register. She has just as taking ways and equally convincing conversational charms as her sister; it's really a tie between them as to which is the better little "traveling salesman" for the store.

And the boys—two husky young fellows if ever there were any. Good looking to a fault, as the phrase goes, and "as good natured as the day is long," they, also, are faithful

allies in the accumulation of family wealth. Fine clothes set easily on their manly shoulders, and the hats topping their curly pates speak for themselves with every bow to friend or acquaintance. Dapper canes and spruce umbrellas are carried jauntily, and the shining shoes on their feet step into favor with all who drop a glance their way. And yet with all their well-dress the duo could not be denominated foppish. They are dandy boys, but they are not dandies. They are just two wholesome young fellows whose sincere desire is to see their father "succeed where others fail."

How about the wife? Well, the storekeeper idolizes her and would load her down with the good things of life even if she never said "Boo!" But she does say a precious lot more than merely "Boo!" Her fine figure shows to advantage her merchant-husband's finest fabrics and her say-so "goes" with all her associates. She hath "the gift of gab," to use a homely old-fashioned expression, and the blessing is discreetly employed to advance the well-being of her husband and the little flock that have ever found rest and shelter under her motherly wings; truly, a "helpmeet as well as a helpmeet," again to

quote a phrase often heard on rural lips.

Take this congenial family all in all, I have never seen their equal for shrewdness (in its best sense), perspicacity and all-around cleverness, and its head has just reason to be proud of its each and every member.

Polly Percival.

The dead man has a great advantage over a lazy one, because he eats nothing.

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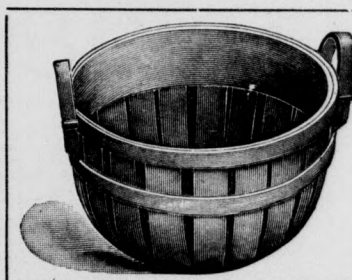
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## THE WRONG MATERIAL.

## Why Grainger Didn't Make a Good Salesman.

Written for the Tradesman.

Young Grainger was the son of a man who had accumulated wealth in the lumber business. That is, he had gathered crops of pine from any old land he came to in the old days and dropped out of trade with a comfortable bank account and numerous business buildings on the main streets of his native city.

Old Grainger wanted Young Grainger to grow up a credit to the Graingers. He could furnish the money. The young man should furnish the business acumen which should hold the pine-log fortune in future years.

It is needless to say that Young Grainger wanted to get his hands on the old man's money, and in order to do this he was even willing to serve time in some store, learning how to get profit on things bought in New York and shipped West under the supposition that the railroad companies will eventually deliver them and permit you to share in the profits of the transaction.

So, after a time, when, in fact, Young Grainger had been graduated from an Eastern college and had had his picture used in a local daily, he went into a clothing store to get next to the clothing business. Gilbert was an old friend of Old Grainger's, and the young fellow was received with open arms by the clerks.

"You take the front row of tables," said Gilbert, on the day Young Grainger went to work. "You'll get more experience there. Pretty dull just now, and you might have to wait a good while for a customer at the back end of the store. When a customer comes in just get at him. I will be around to give you a few pointers if you need them."

Gilbert, if the truth must be told, was looking forward to a time when the firm would be Gilbert & Grainger, with the junior partner furnishing most of the money and doing all of the work.

"I guess I can sell goods without being watched," thought Grainger as Gilbert walked away. "Wonder if he thinks I'm here to be led around like a puppy tied to a red ribbon. I will show him."

In this spirit Young Grainger opened up his business career.

Presently a tall man from a furniture shop came in and asked for a two dollar pair of trousers.

"What color?" asked Grainger.

"Let me see the goods," said the prospective customer.

"What size?" asked Grainger.

"Let me see what you've got," insisted the other.

Grainger walked to a table holding a pile of \$2 trousers and threw half a dozen pair out so they might be inspected.

"These are too dark."

This from the customer.

Grainger threw out a few light pair and set to work manicuring his nails.

"These all you've got?"

Grainger threw out a few more pair

and stepped to a mirror to adjust his tie.

Gilbert looked on and frowned.

The customer pawed the trousers over for a time, pulled at the seams, tested the fastening of the buttons, and turned away.

Grainger stood watching him without saying a word.

The tall man walked out.

Grainger put the trousers back in the pile and walked to the other side of the store to talk about a party he had attended the previous evening.

"It was a corker," he told the clerk he was talking to.

Gilbert beckoned him back to his row of tables.

"See here," he said, "I guess I didn't tell you enough about the business. When you are showing goods talk about them. Don't fill the atmosphere with hot air, but say something about the goods that will interest."

"What shall I say?" asked Grainger.

"Oh," replied the merchant, "refer to the different articles as you pass them out. This color is the thing, or that stripe is fashionable, or the best people wear this or that, or these are strong. You'll find out what to say in time."

"I thought a person wanted to select his own goods."

"The people who buy want the clerk to give them a steer, as it were, to say something that will aid in the choice. The good clerk always takes the customer into his confidence."

"All right," said Grainger.

This was good advice Gilbert was giving the young man, but he might as well have addressed him in the Sioux language. Grainger heard the words, but he didn't understand what was meant by them.

Presently a short, fat man came in looking for a suit of two pieces. Grainger met him with a smile.

"Want something swell?" asked he.

"Oh, pretty good," was the reply.

"Something light. You see I'm getting a little frosted about the temples, and white doesn't force a contrast like black or even dark goods do."

Grainger got out some light two-piece suits and began to talk. To Gilbert, listening behind a stack of overcoats not far away, the conversation sounded something like this, with the clerk doing the voice work: "Worn at all the fashionable resorts."

The suit was marked \$8!

"You'll see a lot of these on the streets."

A decent man wouldn't have worn the suit in question to a dog fight. It was so loud that one could easily hear it around the corner.

"These are made on honor. They will stay in shape as long as there is a thread left."

He had a suit in his hands which he was offering for \$5.

The short, fat man looked Grainger over curiously. He was a business man from another town who wanted something for a few days' outing. He knew enough about goods to know the clerk was lying. He also thought he was stringing him.

"I'll look further," he said.

When he was well out of the store Gilbert approached Grainger again.

"You want to keep within the limits of truth when you talk to a man like that," he said to him. "You told about the worst tales you could tell to that fellow. Be more careful."

"You told me to talk about the goods being fashionable," said Grainger, looking disgusted.

"But you must use some judgment."

"And you said to praise the durability of the goods."

"Well, don't tell about a very cheap suit lasting forever."

"Tell me what I shall say, then."

Gilbert held a school of instruction for about an hour and went off to dinner. The new clerk went to the back of the store to see if his diamond stick-pin was showing to the best advantage.

The next customer who came to Grainger was a young man in quest of a frock suit good enough to be married in. Gilbert had told the new clerk that it sometimes paid to jolly young men when they came in. So Grainger jollied.

"Susie will fall into your arms when you get that suit on," he said, handing out a black coat. "The fellow who wears goods like this gets Susie, every time."

It was unfortunate that Susie was

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the name of the bewitching creature the young man was going to marry.

"The Susies and the Gertrudes always catch on to the new goods," continued the clerk. "I saw Susie out with a fellow last night, and she was hanging on to the arm of a coat about like this."

It was unfortunate that the young man had not been out with Susie the night before. He turned a sickly white and walked out of the store.

"You've done it now!" said one of the clerks to Grainger, and then he told him about the angry customer's Susie.

These samples of clerkly idiocy continued for about a month. Whenever Gilbert talked with Grainger he said:

"Well, tell me what to say, then."

After Grainger had been fired, Old Grainger met Gilbert on the street.

"Had to let him go, eh?" he asked, not at all angry at the outcome.

"Say," said Gilbert, "you know something about lumber, don't you?"

"A few," replied the old man.

"Well, you know poplar, and pine, and hemlock, and spruce, and oak, and all the other kinds. You know, too, that a fellow's got to have good material inside his store as well as in his building—material that will take on a polish. Now, when you find a piece of soggy, soft wood that will take on a good, bright polish, I'll undertake to make a clerk of a man who doesn't know enough to size up his customers and do the talk act in accordance with the needs of the occasion."

"I see," said Grainger; "the boy's no good."

"Too soft," replied Gilbert. "Won't retain any work that is put on. When it comes to the mental duel between customer and salesman, he knows about as much of the game as I know of the nine thousand languages of China. A good salesman must have some good material originally, and he must also have a capacity for holding and using every good thing learned by talk of experience."

Alfred B. Tozer.

#### He Knew They'd Fit.

A Southern colonel had a colored valet by the name of George, who received nearly all of the Colonel's cast-off clothing. He had his eyes on a certain pair of light trousers which were not wearing out fast enough to suit him, so he thought he would hasten matters somewhat by rubbing grease on one knee. When the Colonel saw the spot, he called George and asked if he had noticed it. George said: "Yes, sah, Colonel, I noticed dat spot and tried mighty hard to get it out, but I couldn't."

"Have you tried gasoline?" the Colonel asked.

"Yes, sah, Colonel, but it didn't do no good."

"Have you tried brown paper and a hot iron?"

"Yes, sah, Colonel, I've done tried 'mos' everything I knows of, but dat spot wouldn't come out."

"Well, George, have you tried ammonia?" the Colonel asked as a last resort.

"No, sah, Colonel, I ain't tried 'em on yet, but I knows dey'll fit."

#### Advantages of Preparing To Work for Yourself.

Most young men working as employes and feeling the burden of keeping strict hours while turning out an acceptable day's routine of work are likely to look forward to a time when they shall be able to "work for themselves," as the phrase has it. In the minds of most young men that opportunity for working each for himself lies wholly beyond the limited horizon of the employe. The young man feels that he must be head of a business before he can hope to be his own master, working to his own ends.

It is here that so many thousands of young men miss opportunities. Not the least requisite for a man's becoming his own master is that he shall in truth be master of himself. And in this probation period of the employe the young man has an unparalleled opportunity at mastering himself. Appreciating his position he may set himself the task of freeing himself from every supervisory and disciplinary measure that has evolved in the organization which employs his services. Most of these measures are a tax upon organization. They exist largely for the reason that the employe does not master himself in his work. Not in a day nor in a year, perhaps, can the average young man prove himself personally beyond the necessity of disciplining, but it is certain that to whatever extent he shows himself above the need of it, he proves his self-mastery and anticipates that future when he may be at work for himself on his own initiative.

Initiative properly may be called a condition of mind. In a given proposition one man decides to do something and do it quickly; another man, looking on, may not have the slightest impulse to action. Not only in work but in the pleasures of men we see this difference in temperament; one man gets the most from his opportunities because of a ready acceptance of possibilities, while the other, waiting for he knows not what circumstance, always is just outside of them.

In the position of an employe in so many of the fields of endeavor the employe finds chances for initiative such as may not come to him again. Under capable organization the business is successful. Whatever of initiative the employe may be given to exercise the business is able to stand the possible shock of reverse. To this extent the employe finds himself in a training school where materials are furnished free. Shall he ignore his chances?

"Working for one's self" is a bit of phraseology likely to prove disappointing to the young man who sweats under the yoke of the employe. Business must be done with humanity in all its phases. Many an employer is far less exacting of his employes than his constituency is exacting of him and of his business methods. The employe, certain of his place on the pay roll of such an establishment, may feel himself far freer of dictation and querulousness than it is possible for his employer to feel. In some way the head of a

business finds it incumbent upon him to please his customers, not only those easiest to please, but those that may be hardest to please. How he does it is one of the secrets of a successful business open to the study of thousands of employes, if only they will open their eyes to the opportunity.

Young men who would be at sharp attention over a bit of difficult play on the athletic field may overlook at their elbows a bit of keen business diplomacy based on a knowledge of human nature and on the laws of competition. Not until the young man from his position as an employe can see and profit by the business methods of his house can he be truly lined up for his own best efforts against that future time when he shall be "working for himself."

John A. Howland.

#### Counting by Machinery.

A Swedish inventor has designed an apparatus for counting money and sorting the pieces into specified quantities. In the first place, money of various denominations is put into the machine and separated according to value, these being sent into various tubes. When in the tubes the coins can be taken out in lots of 10, 20, 50 or 100 pieces, at the will of the operator. The apparatus is capable of separating, counting and dividing into the lots before mentioned 72,000 pieces in an hour. One machine under one operator is able to accomplish in one day as much counting as could be done by fifty experienced bank cashiers.

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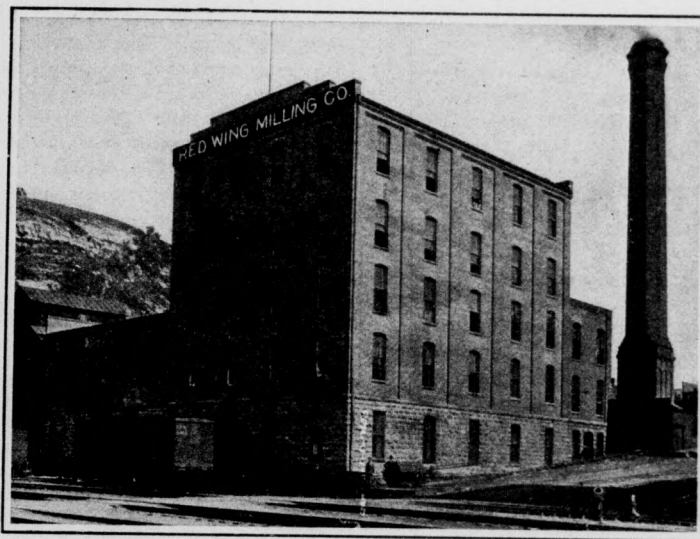
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## FIFTY DOLLAR BILL.

## Wife Furnished Clue To Her Husband's Crime.

Old man Fox, the detective, was as full of good stories as an egg is full of meat. After he left the force he rarely talked of crime and criminals; but once he was induced to grow reminiscent. He plunged into his subject with a relish and a gusto that were good to see, and after that went ahead with little prompting. He was in this mellow mood on this particular night as he sat in his little den filled with pictures of famous crooks, past and present, and surrounded by a group of congenial and appreciative friends.

"Did any of you ever hear of the celebrated Brownsville safe robbery?" he asked suddenly, looking around with that lynx-eyed expression which had made him famous while he was in his prime.

Every one in the room professed ignorance of that particular episode.

"Well, I don't blame you much," he said, indulgently. "It's been so long ago that I almost forget it myself; but there was \$100,000 involved, and the mystery that surrounded the affair at one time threatened to baffle the best efforts of all the detectives in the United States."

"Go ahead!" exclaimed his lawyer friend, who, being engaged in a dry profession, had an abnormal love for anything that savored of the romantic.

"Well," said the old man, "if you must have it, all right. One night in the early part of 1891 the Seaview National Bank of New York sent to the First National Bank of Brownsville a sealed package containing \$100,000 in currency and national bank notes. The money was for the payment of the 3,000 hands employed by the Holliday Railroad Company in its local shops, situated at the terminus of the company's lines. The package was brought to the office of the Anglo-American Express Company, in New York, by a clerk of the Seaview Bank, who received a receipt for it, and the money clerk of the Express Company thereupon enclosed it in a canvas pouch, sealed with the company's seal, with a tag attached, and addressed to the company's agent at Brownsville.

"The pouch was delivered to the messenger, who placed it in his safe. He arrived at Brownsville at midnight and immediately turned it over to the man who was employed as the night clerk and watchman jointly by the Express Company and the Railroad Company. Smith—for that was his name—put it in an old fashioned safe in the office and locked it with one of those great big keys which were used for that purpose at that time. He was busily engaged at his duties at intervals during the next twelve hours. Before he left to go home he opened the safe to take a final look at the valuable deposit. It was there, unharmed. He returned to the office the following day and waited patiently for the messenger from the Brownsville Bank, who was to call for the package. That per-

son finally appeared, and Smith, getting down on his hands and knees, opened the safe and took out the package. He opened it in a mechanical sort of way to assure himself of its safety, and what he saw caused him to turn pale and to fall, staggering, into his chair.

"What's the matter?" cried the messenger. "It seems to be there all right."

"Smith wiped the cold perspiration from his brow as he replied:

"Yes, it's there, but see what it is."

"The messenger looked, and was amazed to find that instead of the \$100,000 the envelope was filled with a package of brown manila paper cut the size of bank-bills.

"The alarm was sent out at once, and an enquiry made which threatened, at one time, to be fruitless. I was called into the case after the local detectives had bungled with it for a week or more. The first discovery I made was that the pouch found in the safe was a dummy, closely resembling the pouches used by the company, but with a different seal and tag. Evidently it had been substituted for that containing the \$100,000 in order to retard discovery as long as possible. A careful investigation was made, and I felt assured that the right pouch had been delivered to the clerk at the Brownsville ticket office. None of the employees was found to be liable to suspicion, and no one in the waiting room had seen the office entered by a stranger.

"Time wore on, the case seemed hopeless, but the Express Company directed me to pursue the enquiry regardless of expense. All search for clues as to the presence of professional burglars, strolling 'fitters,' or suspicious strangers was unavailing, however, and a watch kept on all the company's employees developed nothing whatsoever.

"My work took me to El Paso about that time. The first clue to the great safe robbery came about in what was almost a ridiculous manner. To fill in time I had undertaken the job of running down some shop-lifters who had been playing havoc with one of the department stores in El Paso. Now, in order not to get ahead of my story, I should say that in the beginning I had obtained a description of a large part of the \$100,000 that had been stolen from the safe. One of the items gave a detailed description of ten \$50 bills included in the package. They were of the series of 1880—I think it was—containing among other things, a portrait of Gen. Andrew Jackson. I had the numbers of all the bills in a little notebook kept for that purpose.

"On the particular day in question I had stationed myself near the silk counter for the purpose of spotting any woman who might be seen acting in a suspicious manner. Just before closing time an over-dressed woman, wearing an unusually large quantity of jewelry, came up to the counter and purchased some silk. She asked to have the goods sent to her home, and said the purchase money

would be paid upon their delivery. The saleswoman politely informed her that it was against the rules of the establishment to send out merchandise to strangers without payment in advance. The overdressed woman became indignant at this and said in a loud voice:

"Why, don't you think the goods will be paid for?"

"Oh, yes," said the saleswoman, in her sweetest voice. "We don't doubt that in the least, and there is nothing personal in the matter at all. I am simply following the rules of the store."

"Well," cried the woman, in a high voice, "I want you to understand distinctly that I have all the money that I need to pay for what I buy. You make a big mistake if you think otherwise."

"Thereupon, with a great flourish, she put her hand in her pocket and drew out a roll of banknotes. The top one was of a \$50 denomination; the others seemed to be the same. I

## Brooms Of All Kinds

If you are not getting the kind and quality of stock you should get, give us a trial order.

Write for information anyway.

Mention this paper.

**Superior Broom Co.**  
Sidney, Ohio

## Trunks Suit Cases Traveling Bags

We have just put in the celebrated line of these goods manufactured by ABEL & BACH CO. It's the finest line on the market.

All prices.  
Ask for catalog.

**Brown & Sehler Co.**  
Grand Rapids, Mich.

WHOLESALE ONLY



## \$500 BRUSH

Designed by Alanson P. Brush, designer of the Single Cylinder Cadillac

The Common Sense Car for two people; all the speed you want; more power than you can use; snappy, symmetrical design and finish; the easiest riding thing on wheels; more reliable and steady than a horse and buggy.

Runs 25 to 30 miles per gallon of gasoline and a trifle of oil and is less expensive than a horse—why, you will see from catalogue. The wonderfully balanced single cylinder vertical motor and complete power plant is under the hood—a marvel of accessibility. For ordinary use at moderate speeds, solid tires are perfectly satisfactory, and even with pneumatics (\$50.00 extra) the lightness of the car reduces tire expense to a small figure.

The Brush is not a toy nor experiment. It is made complete in one plant in large quantities by a skilled and experienced force with ample equipment and capital, and is marketed by reputable and reliable people with reputations to protect. There are no "hard times" with us. If you are interested call or write for catalogue.

**MANLEY L. HART**  
47-49 N. Division 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.





thought nothing of it for the moment; but suddenly it dawned upon me that \$50 notes had played a part in the Brownsville safe robbery. The woman had received her change and had departed by this time; but I went to the cashier's office and had a look at the \$50 bill. It was of the issue in which I was so vitally interested, and the number corresponded with one in my little book. Hastening back to the saleswoman, I said:

"You sold some silk to a woman here about half an hour ago?"

"She nodded and waited for a further explanation.

"I came," I said, "to ascertain if you had obtained the correct address."

"I think so," she replied, and, picking up her salesbook, she read aloud: "For Mrs. Eugene Wright, 3060 Longville avenue."

"The next twenty-four hours were the busiest of my career. I located the house of Mrs. Eugene Wright, and then started about making enquiries. I found that Mrs. Wright was the wife of the man who had been the foreman of the machine shop of the Holliday Railroad Company. He was located at Brownsville at the time of the safe robbery, but a few months later had come to El Paso, and was making considerable money in oil speculations. I found out the broker with whom he did business and the bank where he kept his money, and learned that at one time he had over \$40,000 on deposit. I discovered, moreover, that while living at Brownsville he never had any money beyond his salary, but that he was in communication with people in Mexico who were regarded as shady characters. In less than a week after the incident of the department store Mr. and Mrs. Eugene Wright suddenly left the premises on Longville avenue. After many weary weeks I traced them back to Brownsville and was just preparing to arrest the man when he packed up and hurried off to Mexico.

"I had been in the business long enough to know that I was now up against what is professionally known as a waiting game. It would be folly to go into Mexico to hunt for the man; but I felt certain that if he was given time enough he would grow homesick and return to either El Paso or Brownsville. One day I learned through a confederate who was stationed at Brownsville that Wright contemplated returning to pay a visit to some of his old friends. On learning of the train on which he proposed coming, I located myself at a station near the border line between Mexico and the United States.

"I knew that the train would have to stop there some time during the night. It did, and I got aboard. It only took a few minutes to find the porter, and he kindly informed me that Mr. Wright was asleep in a berth on the first car of the train. It was a lower berth, and I hastened there at once, providing myself with an assistant in case he was needed. I pulled open the curtains and gave the sleeping man a gentle push. He look-

ed up drowsily and exclaimed in a half angry voice:

"What do you want here, anyhow?"

"I want to get into my berth."

"This isn't your berth."

"I tell you it is my berth. I ought to know where I belong."

"The half-awake man was becoming angry.

"I bought this berth before I started on this trip and I have the ticket in my pocket."

"What's your name?"

"Eugene Wright," he said, without thinking.

"Why, I'm an old friend of yours. Mr. Wright," I exclaimed, "and I want you to shake hands with me."

"Let me alone; I want to go to sleep."

"Not until you do me the courtesy of shaking hands," I replied.

"He put out his right hand in a grumbling way and said, 'All right. Shake hands and then go away and let me alone.'

"The moment his hand was put out I slipped a handcuff over it. Involuntarily he reached up the other hand, just in time to receive the second handcuff.

"If there was ever a surprised man in the world, it was Mr. Eugene Wright at that particular juncture. He spluttered and swore and talked about outrage and threatened me with all sorts of things. But I had my man and was supremely happy. We assisted him to dress, and when the train reached its destination placed him in the hands of the police.

"That night I had a long talk with him, and he confessed the whole story. He said that several years prior he had accidentally made the acquaintance of a famous safe robber named Brocken, who had loaned him money. When the time came to pay the money Wright was unable to make good, and Brocken said he would forgive the whole debt if Wright would get him impressions of the keyholes of the safe and the ticket office, and give him some other information touching the manner of disposing of the money pouch. In this way he managed to obtain skeleton keys. Wright and Brocken then went into a partnership in the scheme and committed the robbery after the office had been closed up. Wright's share of the booty was \$40,000; and it is possible that he might have remained undiscovered if his vain wife had not made the ostentatious display of her \$50 bills in the El Paso department store on that fateful day. Brocken was subsequently captured, and the two men were sent to the penitentiary for a long term of years."

George Barton.

#### How We Live on Water.

Water is everywhere, even in the best beef to the extent of 75 per cent. Uncooked beef or mutton contains exactly three-fourths part of water, lamb has 64 per cent., pork from 50 to 60 per cent. Milk is regarded as the type of complete food, yet milk fresh from the cow and before it has paid a visit to the nearest

pump or tap contains between 86 to 88 per cent. of water.

Certain so-called solid foods have even more water than the same bulk of milk. The turnip and the cabbage have each about 90 per cent. of water. Cucumbers, vegetable marrows, and pumpkins are only 5 per cent. removed from water itself, chemically speaking. Nineteen-twentieths of this substance is water, suspended as it were in a frail network of solid matter, so that a cucumber which is solid enough to deal a fairly effective blow contains really from 7 to 9 per cent. more water than the glass of milk on the table. The dense, hard fleshed apple has 82 per cent. of water, the strawberry 80 per cent. and the luscious grape but 80 per cent.

Foods that have but a small percentage of water must be cooked in order to become edible. Bread is a case in point. The dry wheaten flour has only 12 per cent. water in its composition, but when it has been made into bread by the addition of water the percentage of water increases to from 45 to 50, and the flour is changed from the state of inedibility to palatableness. A large amount of water is needed to make any food palatable, edible. All dry food is called indigestible. Chemical change under an absolutely dry condition is impossible.

The sins we wink at to-day are the ones we wed to-morrow.

Many think they are shining when they are only glaring.

## Mica Axle Grease

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

## Hand Separator Oil

is free from gum and is anti-rust and anti-corrosive. Put up in 1/2, 1 and 5 gallon cans.

STANDARD OIL CO.  
GRAND RAPIDS, MICH.

Grand Rapids, Holland &  
Chicago Ry.

TO CHICAGO

In Connection With  
Graham & Morton Line

Steamers  
Puritan and Holland

Holland Interurban Steamboat Car  
Leaves Market St. Depot

FARE \$2 Nightly 8 P.M.

Freight Boat Every Night

## The Eveready Gas System Requires No Generating

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

Eveready Gas Company

Department No. 10

Lake and Curtis Streets

Chicago, Ill.

## A HOME INVESTMENT

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

HAS REAL ADVANTAGES

For this reason, among others, the stock of

THE CITIZENS TELEPHONE CO.

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



## THANKSGIVING DAY.

## None Too Soon To Begin To Prepare for It.

Written for the Tradesman.

The smart dealer in household supplies of all descriptions should be putting on his thinking-cap about Thanksgiving time. With people beginning to be anxious about family or other dinner parties for that Day of Thankfulness, there will be many and many a new article needed to supply things that have worn out during the past twelve-month or got broken in the exigencies of family life.

About the first object to which a lady who always entertains at Thanksgiving gives especial heed along in November is her table linen. Often she has become teetotally wearied of the sets she has on hand and would like a new one. Or perhaps she has always used a tablecloth and would like to branch out a little, get out of the beaten path of the family's way of living and have doilies on the polished wood. Perhaps she would like to purchase one of those popular "table tops," that are made of thin wood—either mahogany or quarter-sawed oak—in a round shape and may be attached to any table, round or square, and on which may be placed tablecloth or doilies, according to the discretion of the hostess. A round cloth is beautiful. These table tops come in different sizes, the largest of which is capable of seating quite a party. They are a very great convenience and save the big expense of a new dining table, transforming the old square one into a thing of extreme beauty. Sometimes several friends in different parts of the city club together and get one, or neighbors will do the same, keeping it at the house that has a nice attic in which to store it, and in the most central place, taking turns at borrowing the partnership property on Holiday occasions. As a general proposition, however, any hausfrau would prefer to own one of these boons "all by her lonely," so that she can control its use.

China merchants should send out, a month beforehand, special booklets or circulars relating to the purchase of their goods for Thanksgiving parties or family reunions, calling particular notice to any new ideas that have developed in the way of serving. Many a disposal of merchandise can be brought about in this way. The woman who entertains lavishly likes to get up something new, both in the line of eatables and in ways of serving the same. Occasionally a word like "ramikins" will bring a certain customer to your store instantaneously. She may have seen them and eaten from them somewhere without knowing their name, and, attracted by that, will hotfoot it down to your store to find out about them, and ten to one you'll make a sale. One member of her family may have taken it into the head to give her a present for Thanksgiving and "ramikins" may prove to be just the thing to please her fancy.

Call attention to your baked bean sets at this time of the year. They

might suit a lady even better than the "ramikins." Lots of people vary the monotony of everlasting chicken or turkey with baked beans or scalloped oysters or a baby roast pig—little turned-up snout and all—and they may like something new in the way of dishes for them.

The handler of fine linen can have everything his own way when it comes to selling wealthy patrons. He should personally telephone to his best lady customers. Let him choose a pleasant day for this job of telephoning, as a sour one dampens exceedingly the ardor of the average lady for shopping. Select the early part of the day—begin along about 8 o'clock before the majority of the to-be listeners have time to leave the house for downtown. A couple of hours should be given to this work each morning for a month, which is none too soon to start the ball a rolling. Think out beforehand just how is the best way to approach each lady and plan well your speech about your goods. Assume your cheeriest voice and don't let interest flag in the least in the conversation. This individual telephonic canvass, if managed as it should be, will bring you in lots of extra trade.

If you are a grocer this same course can be pursued with profit as to the comestibles you sell. Fine canned goods, also raisins, citron, dates, candies and nuts, olives, oranges and lemons, Maraschino cherries, and all other such luxuries—which have really come to be regarded in numerous homes as actual necessities—should be especially dwelt upon. Let it be known that your bread and other baked-goods trade has been established on pure merit. It may look like a waste of money—but it isn't, by any manner of means—to send half a dozen biscuit or fancy buns or new sort of rolls to a patron who never purchases these at your store. See to it that the wagon-boy delivers to the recipient a pleasant little note asking her to accept the remembrance with your compliments, and telling her that if she likes the same you will be happy to serve her regularly with the fresh goods, kept on hand constantly, etc. Such a small courtesy brings many calls for goods that have heretofore been given the go-by.

The silver merchant and the hardware dealer should pursue similar tactics to add to their exchequer. Don't feel the slightest timidity about advancing your goods on people's personal notice. That is what you are in business for—to look after your own interests. If you don't do that nobody else is going to, that's sure as taxes. The sale of silverware and cutlery should always receive added impetus at Thanksgiving season. Broadcast souvenir postal cards among those who are only occasional patrons—your transient ones. Get them to take more thought of you as the most gustatory time of all the year draws nigh.

It goes without saying that the florist may reap a golden harvest at Thanksgiving time, but he, also, will take in more money if he sends out

literature to customers and possible customers in advance of the day.

Why, even the fish dealer and the coal man may find some reason to advance why they should be patronized anticipatory to November 26. They can exhibit samples in their respective windows soliciting the kind public not to forget them on that auspicious date.

Warm Up  
Your Entire House  
On  
Occasion of  
Nov. 26, '08  
We  
Have  
The  
Black Diamonds

! the coal man might admonish.

The fish man might employ the old familiar ditty:

Fishy, Fishy, in the brook,  
Papa catch him with a hook;  
Mama fry him in the pan,  
Papa eat him like a man

on  
November 26  
1908

Candy men should let it be understood by every one that:

We Give  
a  
Carnation  
To Each Purchaser  
Of  
A Pound of Candy  
on  
The Day  
Before  
Thanksgiving

Jeanne.

VOIGT'S CRESCENT

## Flour Purchasing

Did you ever stop to think that before you can give your customers good value for their money you must get good value for yours.

The woman who knows something about flour doesn't take up with "any old kind." She wants something good, something reliable, and in order to give her what she wants you must know something about the quality of the flour you buy.

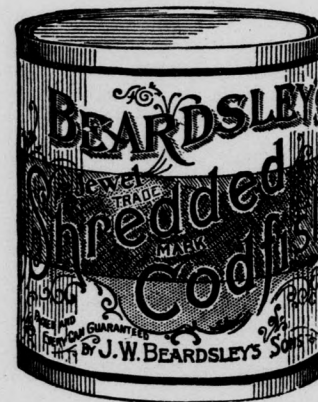
You can figure that every sack of "Voigt's Crescent" in your store is a good purchase because it gives every one of your customers full value for their money and a fair profit for your work.

Yes, sir, every sack is guaranteed.

**Voigt Milling Co.**  
Grand Rapids, Mich.

VOIGT'S CRESCENT

## Beardsley's Shredded Codfish



Is "picked up" by our own process and all the natural flavor preserved. No imitation will give your customers the same satisfaction. Don't forget that is where you are judged for recommending an article.

See the red band on the package.

In three styles; cartons for sale from October to May, and tins and glass (handy tumblers) for the summer months.

**J. W. Beardsley's Sons**  
New York City



### Advantage of Making Complaints By Letter.

In these days of the telephone, telegraph, wireless message, and shoot the chutes transportation of the great cities, the public needs to be reminded that the old fashioned letter, with a 2 cent likeness of George Washington stuck to the upper right hand corner of the envelope, often may beat all the other modern means of intercourse by a mile.

Chicago has a population of 2,140,000, according to the recent school census. These hundreds of thousands of people, with their needs and luxuries of every day, represent expenditures of many thousands of dollars. Thousands of these expenditures of money are made with vast mercantile institutions in every line of business. Errors are inevitable on both sides. Misunderstandings are frequent, prompting inquiry.

To the customer in the position of making inquiry, the telephone in his house is a recourse at first thought, or if he hasn't a telephone he decides it is only a few minutes' trip by car and he will run downtown and make a personal call.

But almost always a call for explanation by telephone is unsatisfactory. From the switchboard in the big house the operator asks whom the caller wishes to see and the caller doesn't know. The operator may give you a private line to a department which doesn't know, or from that department you may get the information that the man whom you should talk with is out or busy and that if you will call up again in an hour or so you may get a hearing.

The personal visit which you make to seek your information from the individual person who may tell you by word of mouth has a score of hurdles in the way. You don't know the person and you don't know his hours or on what floor his office may be. He may be out of town, out of the office, or too busy to see under any circumstances. You are dependent upon office attendants to direct you when you don't know, anyhow, where you need to go.

At the least the round trip by car has cost you 10 cents. You may spend as much or more on telephone calls. You may have a lot of stewing and worry and walking also. And still you haven't got the information you want.

Why didn't you write a plain letter, put it in an envelope, stamp it, and drop it in the nearest postoffice box on the corner? In all probability you would have had net results from the letter by 10 o'clock the next morning, and without walk or worry or expense beyond the stationery and the 2 cent stamp.

To-day a letter addressed to any business house in Chicago attracts more attention and care and calls for more systematic routines of disposition than any other form of personal touch which a customer can command.

A careless operator at the switchboard in a private exchange may raz-

zle dazzle you half to death in your effort to get somebody on a wire. Making a call in person, some careless, ignorant attendants, already a little suspicious of you, may send you back and forth until you are ready to drop with exhaustion. All the time, too, the consciousness may be with you that you are doing the walking for somebody else.

But in the case of the letter addressed to Brown, Jones, Smith & Co., making your inquiry, or your kick, or your explanation of something which you feel is up to the house to make a showing on, the house itself will do all the walking. Brown may get the letter first, and his secretary opens it. To Brown a letter is a sacred thing, candidate for the correspondence files, and carrying with its reception the implied necessity of a house reply.

If Brown can't answer it he may pass it to Jones, or to Smith, or to some representative of the silent "company" end of the business. But wherever the letter goes it bears the challenge: "Get busy, somebody; I've got to be answered. See?" And it is answered—answered by some one who has the privilege and the responsibility of affixing his name to the reply on accredited firm's stationery, which binds the house to the expressions in the letter.

Don't you see at once the advantages of the letter inquiry? No matter what the point at issue, the house has your letter on file and you have the reply of the house. It is an official reply in black and white—or the typewriter ribbon may be purple. But you have the reply, which is its own witness anywhere, that it might be desirable to introduce any kind of evidence on the particular point at issue.

Suppose the house doesn't want to stand for the contents of the letter. At the least—in case you have made a kick—the house must listen to you while you demand the firing of the official who wrote it. But as a matter of fact, your possession of such a letter is one of the strongest possible levers for bringing an unwilling establishment to time.

In the first place, kicks are unpleasant things anyhow. They are especially unpleasant if the kick is reasonably reasonable. Then there can be no reasonable reason for the house refusing to reply by mail. Replying, naturally you are entitled to reasonable explanation and satisfaction. For the house not to reply at once becomes a silent acquiescence in all that may have been in doubt or in controversy.

There are businesses which as a matter of policy refrain as far as possible from committing themselves to letters. A kick by letter at the most may bring in reply a letter which reads after this style:

"Dear Sir—With reference to your favor of the 20th ult., we will say that we should be pleased to have you call upon us at your earliest convenience. Thanking you for your courtesy, we are," etc.

As a generally good guess don't

call. Write 'em another letter! Then write 'em another letter—and then some letters! You can call when you discover that you can't do anything else.

For, as I said before, a little old letter with a 2 cent stamp on it is about the liveliest wire that can touch up a careless, indifferent sort of business house that doesn't contemplate going into the hands of the sheriff next week or next month!

Jonas Howard.

### Not That Way.

"Ah, I see you are married," exclaimed the merchant.

"No, sir," replied the applicant for a position. "I got this scar in a railroad accident."

### A DIVIDEND PAYER

The Holland Furnace cuts your fuel bill in half. The Holland has less joints, smaller joints, is simpler and easier to operate and more economical than any other furnace on the market. It is built to last and to save fuel. Write us for catalogue and prices.

Holland Furnace Co., Holland, Mich.

### FLOWERS

Dealers in surrounding towns will profit by dealing with

Wealthy Avenue Floral Co.

891 Wealthy Ave. Grand Rapids, Mich.

### HEKMAN'S DUTCH COOKIES

Made by

VALLEY CITY BISCUIT CO.

Not in the Trust

Grand Rapids, Mich. Denver, Colorado



Increased Sales means more dollars in the grocer's cash till.

## Holland Rusk

(Prize Toast of the World)

produces that result.

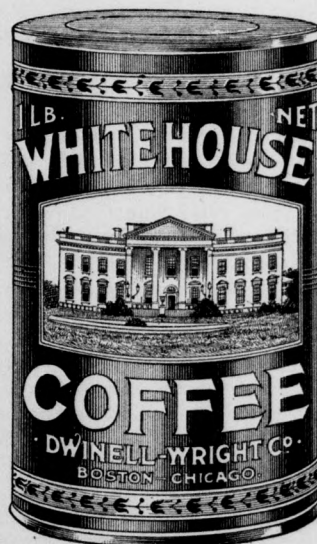
Positively salable, because the goods are palatable, nutritious and popular—knowledge of this inspires the public to buy.

Large Package Retail 10 Cents.

**Holland Rusk CO. Holland, Mich.**



# "White House COFFEE



will fit your customers' coffee pot "way down to the ground"—that is to say, it will produce SO good coffee-in-the-cup that there'll be no "grounds" for complaint.

**Judson Grocer Co.**

Wholesale Distributors for Grand Rapids and Vicinity



## A GROCERY GHOST.

## Why the Shade Was Serving a Hundred-Year Sentence.

Written for the Tradesman.

Charley Gilmartin lodged in a little room over the grocery in which he labored as clerk for \$9 a week.

I use the word "lodged" advisedly, for the young man wasn't in the habit of sleeping much anywhere. Sometimes he dozed off for a minute while waiting on customers, but that didn't count. Occasionally he caught forty winks when he was believed to be cleaning the store, but that didn't count, either. The point is that he didn't sleep much in his bed. He was too busy.

After a supper of fried liver and bacon, or Irish stew, it was his habit to fare forth into the lighted city to "see the wheels go round," as he expressed it. There were those who insisted that the "wheels" were in his turnip-shaped head, and not in the "gardens" and resorts he frequented when he should have been in bed, but, then, there are always plenty to knock the preferences of others.

Therefore I say Gilmartin lodged over the store. Some mornings, when his head roared and his eyes were full of sticks, he determined to be good and go to bed early, and occasionally he did find his pillow as early as 1 o'clock a. m. It was on one of these occasions that he made the acquaintance of the ghost of Benjamin Waddell.

On this night, just as he was drawing the quilt up over his ears to deaden the racket made by the street cars and milk wagons at 4 a. m., his sleepy attention was caught by an unusual noise in the store below. The noise seemed to be a cross between the rattling of tin cans and the grating of a scrub brush.

For a time he sat up in his bed and listened, shivering with fear at first, for he thought there might be a burglar down there. If it was a burglar, he thought, he must be moving out the whole stock, for the din he made was terrifying.

Then he reflected that no burglar in his right mind would go about his business with such a clatter, especially as the store was on a police beat, and patrolmen are known to have waking moments during the still watches of the night.

Having convinced himself by this mental process that he had little to fear, he drew on his trousers and crept softly down the staircase connecting with the interior of the store at the rear. He did not throw the door at the bottom of the flight open boldly and proclaim his presence, for he did not know what might be coming off in the big salesroom. Instead, he opened it only a trifle and peeked through a crack just large enough for one eye. At that moment of suspense he didn't care to risk both eyes. Gilmartin was as cautious when his own personal safety was concerned as he had learned to be in the delivery of attention or muscular exertion in the interest of the man who fed him.

What he saw when he peeked

through the crack with one eye was a store brilliantly lighted and in confusion. The light didn't appear to emanate from the gas burners, either. It came from nowhere, like a choice bit of scandal, and touched up everything as no product of an over-worked meter could. The confusion was both general and special, and extended from the contents of the showcases to the shelves and counters.

Shading his eyes to protect them from the unusual illumination, Gilmartin saw a pale and attenuated person scrubbing the shelves in the tinned goods department. Tins of meats, fruits, vegetables and fish were stacked on the counters, and the shelves were empty save for dirty waves of soapy water which the worker was pulsing about with his brush. Gilmartin found himself wondering at the amount of dirt the fellow was finding on the shelves. He had no idea they were so filthy. He opened the door wider and took a look with both eyes, holding the door so he might close it at a moment's notice. The fellow worked on in silence until Gilmartin could endure the suspense no longer.

"Look here," he said, presently, "it seems to me you are taking a mighty funny time to clear out the store. Why don't you go about your work by daylight?"

The other worked away with his brush, thoughtfully, for a moment and then sat down on the counter in front of the pickle department. Gilmartin observed that he made no noise as he struck the board. He noticed, too, that when the scrub man sat down on the counter he didn't in the least obstruct the view of the shelves immediately behind his rather skinny frame. When he spoke it seemed that all the ozone had been pumped out of his vocal apparatus.

"I must do my work when I can," he said, with a sigh. "In the daytime I have to stay cuddled up in No. 27, East Row B."

"What's that?" shivered Gilmartin.

"It's up on the hill," was the reply. "If you go up there some day you'll see a pine board looking like an ironing concern standing at my front door. The city put it up for me. It's got my name and date of death on it."

"I think," said Gilmartin, using a little music hall slang for appearance's sake, just to show that he wasn't rattled, "that you're a little balmy in the crummet. Do you go at this sort of thing every night?"

"I've got to do it every night for a hundred years," was the reply. "My fingers are worn to the bone with scrubbing, and my back aches lifting heavy barrels."

The occupant of No. 27, East Row B, put his hand around to the small of his back, and Gilmartin noticed that he could see it right through the backbone, which did look bent and twisted, as if from too much scrubbing. By this time the young clerk's hair was standing straight up, as if it had a date at the ceiling of the store.

"Do you have to do all your work

in the nighttime?" he managed to ask, thinking that if he acted friendly with the shade it might go away without insisting on his accompanying him to the front door put up by the city.

"Of course I have to do it nights," was the answer. "I wouldn't sleep nights when I had a chance, and now they won't let me. I go home many a morning just ready to drop with fatigue."

"I should think so," agreed Gilmartin. At that moment he would have agreed with anything the shade said.

"I used to work days and have the nights for amusement," continued the shade. "I was a dead game sport in my time."

"You look it," replied Charley, with a long mental reservation.

"I got so I could sleep while weighing out sugar," resumed the shade, "and have pleasant dreams while scrubbing the store. Oh, I went the pace, you may be sure of that," added the shade with a touch of pride in his thin voice. "There weren't many who could go as fast as I could."

"You must have been a corker," agreed Gilmartin.

The shade picked up his brush and went at the shelves again, while Gilmartin felt all over his head to see if there were any spots loose.

"Now I'm sentenced for a hundred years," wailed the shade, turning the soapy water off the board with his brush. "I've been in here a good many nights when you didn't hear me. If you'd keep your old store clean I might in time get away from it and get a change of air. My health requires it. The lucky fellow in No. 28, East Row B, got an assignment to New Mexico last night."

"It is just as clean as the other stores," said Charley, with a touch of anger. "I've got something to do besides wiggle around with a scrubbing brush."

"Of course," replied the shade, "you have to shine in high society, like I did, and make waiters and bartenders think you're a prince on \$9 per. That is what I thought, too, and now I'm getting my pay for it."

"Will I have to come out nights and scrub, too?" asked Gilmartin, with a tremble in his voice.

"Will you?" asked the shade, in a sarcastic tone. "You know it! Whatever you don't do to the utmost of your ability in this world you'll be kept at in the next life until you do it right. All grocer clerks don't have to scrub stores nights, but you will unless you take a tumble to yourself. You will be lucky if you get off with a sentence of a hundred years. I know a shade who made faces at customers behind their backs. He has to push clouds for five hundred years."

"Push clouds?" echoed Gilmartin. "Of course," replied the shade. "How do you think the clouds change their positions? Of course they have to be pushed. There's a fellow in my row who has to go out every twelve hours and pump up the tide. He had a heavy hand, and he weighed it

every time he sold anything by the pound. Sometimes the Moon helps a little, but mostly the tides have to be pumped up."

Gilmartin sat on the counter a long time and thought it over while the shade of Benjamin Waddell worked at the dirty shelves.

"There was a clerk who acted as if he was doing a favor to every one he waited on," continued the shade, "and what do you think he has to do? He has to go out every morning and milk the whales. There's a damp job for you. There," added the shade, looking out of the window, "you've kept me fooling here until it's most daylight, and my work not done. I know what I'll do to you now."

And the shade of the unfaithful grocery clerk took Gilmartin by the neck and tossed him up so vigorously that he bounded back from the ceiling of his own room and fell on his bed so hard that he broke it down and it let him through on the floor. At least he was on the floor when he rubbed his red eyes and looked about him. He looked for the hole in the floor where he had come through, but there was no hole there.

Then he limped out of the wreck and slipped downstairs. The early sunlight was pouring in at the big front windows. The shelves were all in order. He looked behind a row of pork-and-beans tins and found a stack of dust and dead flies. There wasn't any ghost in sight, and there were no signs of any scrubbing. The occupant of No. 27, East Row B, had left nothing to show for his visit except a very blue clerk.

Gilmartin went back to bed and thought it all over. The impressions of the night were so strong upon him that he got up at 6 o'clock and went to work with a scrub brush. He never told the boss about the shade residing at No. 27, East Row B, but he's hedging against pumping tides and milking whales. The boss wonders what has come over the fellow, but is satisfied with the way the store looks.

Alfred B. Tozer.

## Plenty in Stock.

A proprietor of a store was a man of most excitable temperament, who was forever scolding his clerks for their indifference in the matter of possible sales.

One day, hearing a clerk say to a customer, "No, we have not had any for a long time," the proprietor, unable to countenance such an admission, began to work himself into the usual rage. Fixing a glassy eye on his clerk, he said to the customer:

"We have plenty in reserve, ma'am, plenty downstairs."

Whereupon the customer first looked dazed, then burst into laughter and quit the store.

"What did she say to you?" demanded the proprietor of the clerk.

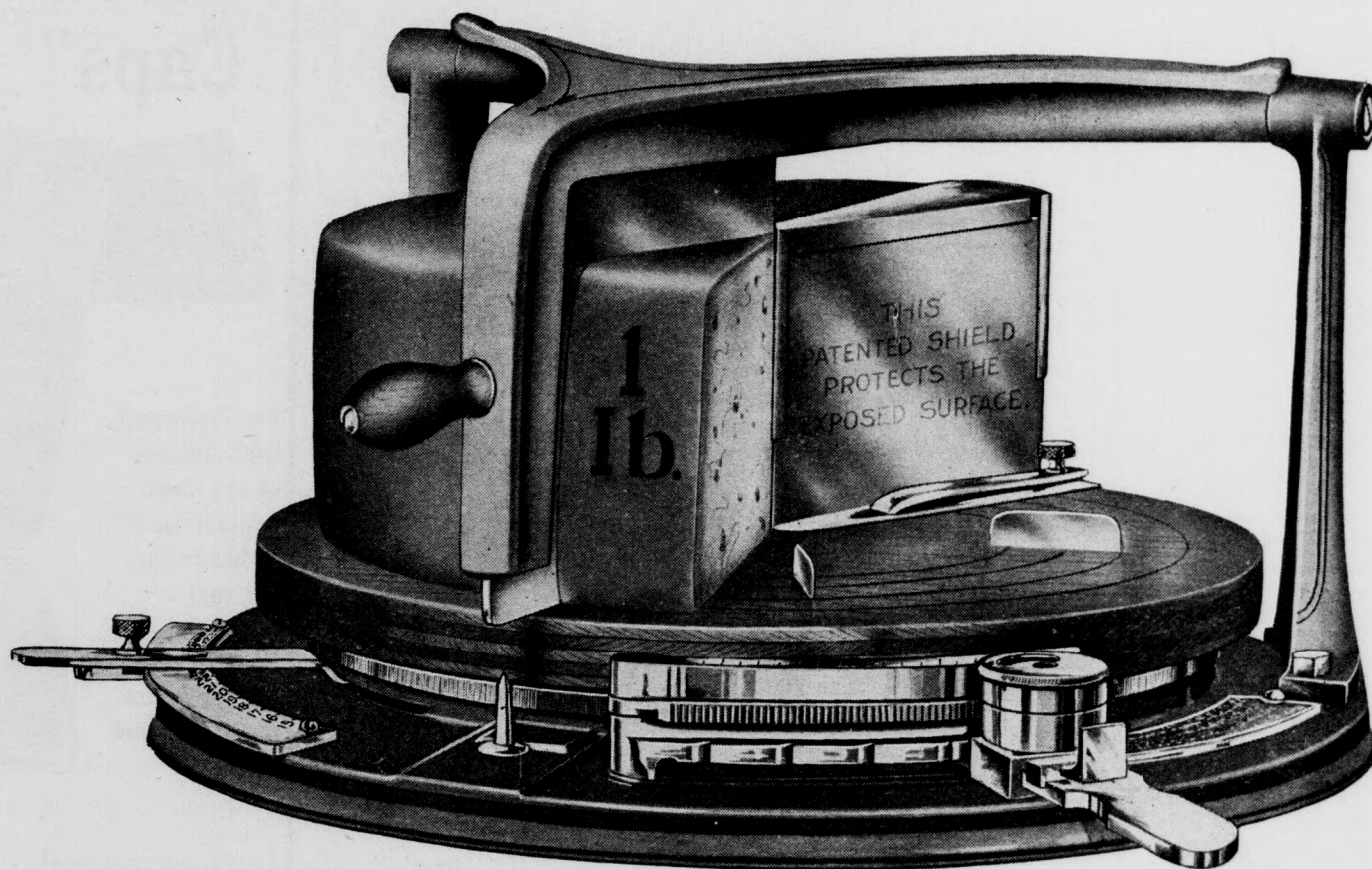
"We haven't had any rain lately."

## The Puzzle.

Mother—My child, you shouldn't believe more than half you hear.

Daughter—I know that, mamma; but how can I tell which half?





# "Once Bite Twice Shy"

We don't know your disposition or temperament, but we venture the assertion that it would take a mighty good salesman to ever again get you interested in a cheap "Make shift" Cheese Cutter. If you bought a cheap one you are not the only one, and if you regret it you are not alone in your discomfort. All we can do now is to point the way to betterment and ask you to put aside your disappointment and investigate the

## Dayton Templeton Cheese Cutter at \$20.00

The only Cheese Cutter ever made that will do what is claimed for it. This splendid machine was the Original Computing Cheese Cutter. After adding one improvement after another, making our machine as perfect as human skill can build it, we offer it to you at the modest price of \$20.00. **Just think of it!**

**\$20.00**

**For the One and Only Surviving High Grade Cheese Cutter**

The Dayton Templeton Cheese Cutter, manufactured by the makers of the world's finest Computing Scales.

**The Computing Scale Co. = Dayton, Ohio**



## FOREST-FIRE FRAUDS.

## How a Thoughtful Druggist Unveiled One.

Written for the Tradesman.

"Ot, it was awful! Horrible!"

The woman was tall and slender. She was badly dressed. Not only were her garments cheap and worn. They looked as if they had been thrown on by a person of inexperience working from a great distance. She was tall, slender and bony, with buttermilk blue eyes which looked hard and cruel. Her hair was gray, and was done up at the top of her head in a ball about as large as a walnut. There was a child with her—a girl of about 10, who would have been pretty under proper conditions.

The druggist, before whose desk the woman and child stood, took out his check book and then, the pen halfway to the ink well, paused reflectively. He had been reading a great deal about the fires in Northern Michigan, and had decided to give liberally whenever the right time came. At first it seemed to him that the right time had come. The woman and child were, they said, from Metz, and they were on their way to friends in Cincinnati. They had, according to their rather smooth story, been burned out of house and home, and had been forwarded to the druggist's town by the Grand Trunk.

"It was pretty tough, I reckon," said the druggist, wishing to sympathize but not knowing how. "I can not imagine what I would do if I should be turned out into a burning forest in the nighttime like that."

The woman bared the girl's head of the ragged faded shawl that had up to this time concealed her shining hair. One side of the head was a scorch of hair down almost to the scalp.

"Got pretty close?" suggested the druggist.

"Before she got out of her bed," replied the woman.

"So soon as that? The fire must have come at a swift pace."

"We were asleep, and the roof was burned off above our heads."

The druggist closed his check book and sat back in his chair.

"When we got out of the house," continued the woman, "we were in smoke so thick that it was like walking in the dark night. The forest was burning around us, but we could not see the flames. How we ever got away to a cleared space I don't know. We just had to feel our way."

She lifted her skirt a bit and held up a shoe, the upper of which was scorched to a rusty red, and which was fast falling to pieces.

"We walked on live coals part of the way," she continued. "Burning grass and underbrush fell over on us as we walked. It was a terrible time. On our way to the field where we found shelter for a time in a pond, we came upon the bodies of two of our neighbors, burned almost beyond recognition. Oh, it was fit to make one think the end of the world had come. Nothing but smoke and the roar of the flames in the forest."

"How long were you obliged to re-

main there in the water?" asked the druggist.

"It was a long time, and I was hungry and sleepy," said the child, in a piteous tone.

The woman did not answer the question.

"If we could get to Cincinnati," she said, "we could support ourselves. I can do work of any kind."

"I want to go to school," interrupted the girl.

"I suppose," said the druggist, "that the relief committees are doing a great deal of good up there?"

The woman frowned.

"You know how it is," she said. "The few get all the good things. Others get just enough to sustain life."

"Don't they play fair?"

"Indeed they don't. I couldn't get a pair of shoes. Clellie, here, wanted a hat or hood, and they gave her a shawl to cover her head."

"In time," said the druggist, "it will all come out right."

"If we could have been given tickets to Cincinnati," began the girl, but the woman stopped her.

"Perhaps they did the best they could," she said. "We must not judge them, my dear daughter."

"Are you going back there?" asked the druggist.

"There is nothing to go back to," was the reply. "The house and barn are in ashes, the stock dead, and the crops destroyed. No, there is nothing to go back to. It was awful to hear the cattle. Seemed as if they were calling to us to come to their aid. It was horrible."

The druggist sat stiffly in his chair, fingering his check book. Somehow, he didn't have much confidence in this woman. She looked to him like the regulation sort, the kind always ready to abuse the charity of the public whenever there is a great calamity.

Besides, he was wondering how the woman and child could go to bed and sleep soundly with the smoke and fire all about them, as it must have been for a day or two before the flames reached them. He was wondering how they could have recognized dead neighbors in a smoky forest where the air was so thick one could not see the flames eating the tall trees.

"You lived there alone with this child?" he asked.

"All alone."

"Husband dead?"

The woman nodded and looked toward the check book.

"Papa died a long time ago," said the girl.

"If you can help us on our way," began the woman, "we'll be going. I fear we've taken up too much of your time already."

The druggist arose and stepped to the cash register, then stopped. He didn't know what to do. If the woman was honest and was telling the truth, there was a \$5 for her in the cash box. If she was a fraud he would have sent her to jail without the least fear of Remorse sitting on the top of the wardrobe at the foot of his bed when he retired for the

night. Then he became possessed of an unholy scheme. The druggist was noted for his schemes.

"Now," he said, "I'm going to see that you get out of town in good shape. We have already given to the committees, but we are willing to do more. We believe that a man who has plenty of money, more than he can ever use, who permits people to die from want of the necessities of life is just as guilty of their death as if he had himself struck them to the heart with a knife. I'm going to see what I can do for you, right away."

"Thank you," said the woman.

"You're very good," said the girl.

"We have a relief bureau down at police headquarters," continued the druggist, "and I'll telephone down there and tell them to give your case prompt attention."

The woman began to look worried. "You're awfully good," cut in the girl.

The woman looked as if she didn't agree with the child.

"You go right down there now," said the druggist, "and I'll get them on the wire and make my recommendations. You ought to be sent out of town in good shape."

The girl glanced up at the woman with just a trace of a gesture of disgust. The druggist saw it, but said nothing.

"Of course," he continued, "we have to protect ourselves against dishonest persons, so there is a careful investigation made before relief is given. That is, before we give any-



## "Always Our Aim"

To make the best work garments on the market.

To make them at a price that insures the dealer a good profit, and

To make them in such a way that the man who has once worn our garments will not wear "something just as good," but will insist upon having **The Ideal Brand**.

Write us for samples.

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

## "Stocking Caps"



For Boys and Girls are one of the most popular items in headwear for cold weather. We are showing the following styles and prices:

Child's single, white, with fancy stripes.....	\$2.00
Child's mercerized, double, white with fancy stripes.....	2.25
Child's mercerized, double, plain white.....	2.25
Boys' cotton, double, assorted dark colors.....	2.00
Boys' worsted, double, assorted dark colors, with stripes.....	2.25
Boys' worsted, single, assorted light colors, with stripes.....	2.25
Boys' worsted, double, assorted dark colors.....	2.25
Boys' mercerized, double, assorted light colors, with stripes.....	2.25
Boys' and Misses' worsted, double, with mercerized stripes.....	4.25
Boys' and Misses' worsted, double, dark colors.....	4.25
Boys' and Misses' worsted, double, white, with assorted stripes.....	4.25
Boys' and Misses' angora, dark colors, with fancy stripes.....	4.25
Boys' and Misses' mercerized, wool lined, plain colors, with fancy stripes.....	4.25
Boys' and Misses' plain colors, with pineapple stitch.....	4.50
Boys' and Misses' plain white, double.....	4.50
Boys' and Misses' white silk, with stripes.....	4.50
Boys' and Misses' Camel's hair, plain colors, assorted.....	6.00
Boys' and Misses' white silk.....	6.00
Boys' and Misses' white silk, with stripes, worsted lined.....	7.50
Mail orders receive prompt and careful attention.	

**Grand Rapids Dry Goods Co.**  
Wholesale Dry Goods



thing more than is called for at once, you know, such as food and a place to sleep. They'll ask you a lot of questions up there, and communicate with the committees, but in time you will be assisted out of town—helped on your way."

The woman and child started for the door. At the threshold the girl made a monkey face over her shoulder, first assuring herself by a look that the druggist was not following them with his eyes. He was at the telephone.

When he put up the receiver he found the book store man standing at his side with a question in his eyes.

"How much did they hit you for?" he asked, pointing out to the street.

"I've sent them to a shadow charity society," grinned the druggist.

"You're mighty cautious," said the book man. "I gave them a five."

"There will always be frauds as long as there are fools," said the druggist. "It is this sort of thing that causes people to put locks on their purses when there is a call for relief. I'll gamble you the dinners that they never show up at the place I sent them to."

"You're on. Where did you send them?"

"To police headquarters, where the charity work is being done."

"What? Why you foolish man, there—"

"I know it," said the druggist, "there is no charity society in the village, no police headquarters, but I'll go you the cigars that those people don't look for either. They'll just get out by a back street."

"Just for the fun of the thing," observed the book man, "I'm going to find out for sure. Be back in a minute."

"Yes," he said, in five minutes' time, with a grin on his face, "they got out of town by the road to Circleville. They never asked for headquarters. Say, that was a good investment for me—that five, I don't think!"

"You're easy," said the other. "In times of great calamities, look out for frauds. There are always people who take advantage of such things to fatten their purses. We ought to have a charity society here, and a police headquarters, but if we can't afford them the next best thing is to have them in our minds when such people drop in. These leeches are in favor of individual charity and opposed to organized charity! Look out for fraud fire sufferers from this time on, old man."

Alfred B. Tozer.

#### Discouragement as a Factor in Gaining Success.

It is characteristic of human nature that a man, bending himself to a particular accomplishment, finds new incentive to push it in proportion as it is successful beyond his expectations.

But the moment he discovers that his expectations exceeded his first realizations in results he is a rare man who does not fall under the spell of discouragement, which would tempt him to slacken his zeal.

Yet, unless a man has attempted a hopeless cause, nothing he might do could be more absurdly illogical and promising of failure. All of us recognize the type of man who has attempted the flattering prospect. He tells us how, in the beginning, he had his doubts about the business. Perhaps he went into it as a last resort. But suddenly it has begun to open up in a surprising way.

"It is marvelous how the thing is coming on," he says, his face alight and his nervous energies quickened to the limit. "I'm going to push that thing for all I am worth. I never dreamed of such encouragement in the thing."

But it is this man who, using his best judgment in selecting a line of work, because of its known possibilities, is quickest to come under the influence of disappointment at the outset. Just as he is keyed up under success, he is likely to "let down" under early failure. Nothing, at a first thought, is more absurd than that this man should be spurred to the limit of activity by something that already is running away with him.

I am familiar with an elevated traction line, which parallels the tracks of a great railroad company, doing an enormous suburban traffic. Two or three surface street railway lines, improving their service, are in competition with the elevated road within three or four blocks. The elevated road, badly equipped in the beginning, has "not paid."

Millions were put into this traction line before it had a chance to prove itself as a paying venture. Probably the men responsible for it nursed high hopes of dividends. They had weighed the chances and found them good, at least. Those chances remained for several years, at least, unhampered. But under the stress of a first failure to make a dividend, was it not here that a good prospect began to lapse into decay?

Once, a year ago, I sat in a farmer's wagon as he drove to town with a load of grain. On a hill, while the horses were straining at the load, a most necessary part of the harness broke, making it impossible for the farmer to proceed. He placed stones under the rim of the wheels to hold the wagon there while he returned to a neighbor's to borrow a new harness. He explained to me how the accident happened.

"My harness is getting old," he said, "and I've been neglecting it. It hasn't been oiled in two years or more. It needed patching up this spring, but it was hardly worth it. Somehow, I find it easy to look after such things when they are new and in good shape, but it is easy to neglect them as they get run down and shabby."

All of which merely was a lack of explanation as to the broken trace. He knew it was unsafe. As most of the straps and buckles were unsafe, however, largely through inattention to them, he had gone on taking the risk of inattention and had suffered a most exasperating, troublesome accident. If a harness, otherwise new,

had come into his hands with such a strap as that which broke on him attached to it, he would have made a trip to town to buy a new trace before he would have risked it with an empty wagon.

I would impress upon the young man that the element of discouragement may be a factor in success, if only the young man wisely trains himself into intelligent study and analysis of its bearing. A discouragement of any kind needs to be met with a renewal of determination in the same measure that effort is logically worth while. If the impossible has been attempted, drop it. You can not drop it too soon.

But the fact remains that half the unneeded stimulus aroused by unexpected success in a beginning would make success of a thing balked for a moment by unexpected obstacles that can be overcome.

John A. Howland.

Killing time is crippling character.

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on Notions, School Supplies, Dry Goods, Sundries, Brushes, Purses, Pipes, Household Specialties, and various other lines handled by all general stores and grocers.

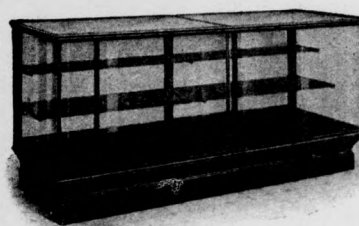
Send for our Large Catalogue.

Our low prices will surprise you.

Send us a trial order. Let's get acquainted.

It will be profitable to both of us.

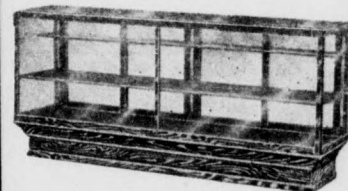
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Have you ever considered that the interest on \$1,000 in modern fixtures means an outlay of only \$50 per annum.

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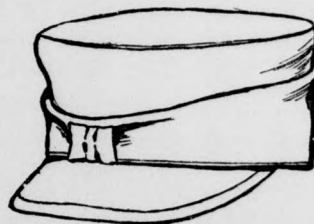
Now is the time to take advantage of low prices and quick deliveries. Do not delay but act now.

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#### CAPS! CAPS!



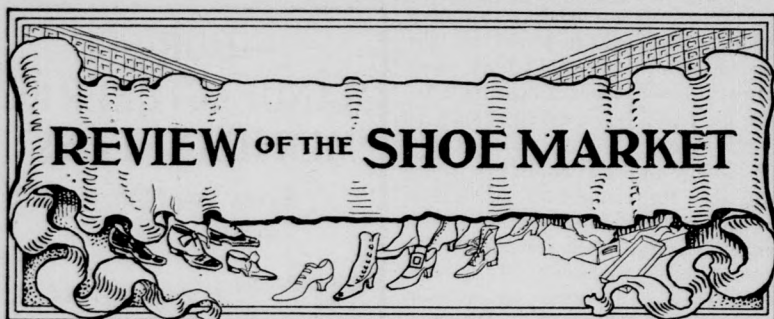
We are headquarters for Men's and Boys' Winter Caps, THE LATEST STYLES. Prices ranging from \$2.25 to \$18.00 per dozen.

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Grand Rapids, Mich.





### Problem of Little Store in Big City.

I do not know of any problem which confronts a small dealer who is ambitious like the one which the shoe dealer with the little store on a side street and a modest stock confronts in a big city, or even a fair sized city.

It seems to me that the problem is at one and the same time the simplest and the most complex.

The owner of a small shoe store in a city is usually located on a street away from the big "trading" streets and districts and, on the face of it, is supposed to cater to a local trade in a way. He does not dare carry a very extensive or up-to-date stock. The advertising mediums of the city are expensive, so he does not advertise.

So many people go by his door that he can do quite a good deal of advertising about his place of business and in his show windows. After a time he becomes known among a certain population and does a trade of a sort. Sometimes it becomes quite profitable. More than often his store is merely an outlet for some jobber who stocks him and give him credit.

Very frequently these stores carry stocks which in a country town would be considered big, but which in comparison with the fine establishments a few streets away seem almost shabby.

A great many times the small store in the city carries a stock which is a wonder of close sizing. The jobber is, probably, only a five cent street car ride away, perhaps only a block or so off, around the corner, and I have known many of these stores where the proprietor kept his stock book more carefully than he did his bank book and slipped around to the jobber with his little sizing order two or three times a week, often bringing the goods back with him on the street car and saving freight, express, cartage and delay.

One such a dealer I knew of used to go around to his jobber every day and sometimes more than once.

That's one way of doing a shoe business in a small way in a big city and, possibly, making it tolerably profitable, but there is a better way, with a whole city to work on, than starting out to depend strictly on the trade of a district. That plan is all right, possibly, until the business is on the right side of the ledger, but there is no need in stopping there.

Thousands of people in any city will go anywhere that they want to go to trade if there is an inducement. Of course, no side street shoe

man can expect to draw extensively from the dry goods district trade in one fell swoop. He can not advertise ten or fifteen inches every day in all the papers for the cost is too great. It is a question if he would have the stock to bear out such advertising if he could afford it.

The question is, then, how shall he advertise?

An advertising expert once said a thing which has always appealed very strongly to me. This was it: "There was never yet an advertisement so big that it could entirely eat up a small one."

That's mighty true, when you stop to think of it, isn't it so?

Well then, if I were that small dealer, I would make a big virtue of the little store and, as soon as I felt safe, I would advertise. Not the whole stock, oh, mercy, no. Just some little specialty. I would pick that specially out with the greatest care. I would be sure that it was good and attractive and really a good bargain. Perhaps a woman's oxford or something like that. After that carefully and shrewdly, I would approach the newspapers. Selecting one or two of the sort that are read at home, I would buy a single inch for three times a week, Tuesday, Thursday and Saturday. In that tiny inch I would advertise that one shoe and the name and address of the store. I would make the ads crisp, bright, convincing and I would never let the same copy appear twice, and always I would give the price of some one shoe in every ad. I would bear down on the fact that big money was saved by taking the trouble to go the block or so out of the way and that the big money saved in rents and general expenses made it possible to sell these splendid goods at these low prices. Only a few words in each advertisement.

No matter at all if the big store had three solid columns just a trifle farther along the page. No matter at all. Your announcement will have exactly the same circulation. Exactly the same, and nobody knows when a receiver will be in charge of the big store.

Unless it cost too terribly much extra, I would have that advertisement always appear in the same position in the paper. I am a great believer in the lower right hand corner of the page for a little advertisement. The lower left hand corner would be my next choice. You will be surprised to find how many people begin reading a page of a paper, not by glancing at the head lines, but by

allowing their eyes to rest for an instant along the bottom and from there climbing up. Their eyes are first likely to rest where their right or left thumbs are grasping the sheet, depending on whether they are right or left handed. Notice this when you see a lot of people reading newspapers in some public place.

Now, this tiny advertisement would be my starter. I would persist at it for several months even if it did not seem to be doing any good at all. By and by it would begin to attract attention. By and by it would appear every day and in some of the other papers there times a week. After a time it would appear in all of the papers every day and the original papers would have double space three times a week. By that time, "Fitem the Shoe Man" would be pretty well known all over the city, even by people who had never been near the store.

What a lot of things I would do in that little space. How I would bother the advertising departments of the papers for original rulings and borders and styles of type, how I would sometimes have a reproduced pen and ink written advertisement in the space and every time anybody wandered into the store from the other side of the city, attracted by that little advertisement of the one shoe at the special price, I would consider the store one step nearer the big success.

Then I would begin to try to be original. Do things which would at-

tract attention and get into the papers. I'm not sure that I would want to be arrested, but if it would be sure to advertise the business even that might not be so bad. A lot can be done with a kite or a toy balloon, or a dressed up lad or an old horse or a bicycle, or a megaphone or a handbill, but all of these things, in a city, for the little store, follow after—and a long way after—the little advertisement in the newspapers.

Once, years ago, a retired merchant came to live in a little village. He had no intention of going into business again, but he did not like to pay retail prices for his supplies, and, having pretty good wholesale connections he bought his supplies for his home in quantities, and frequently having more than he needed for his own use he let a few neighbors in to share the goods at the wholesale rate. The foolish merchants of the village were very angry and began to make complaints to the wholesalers who had furnished him with the goods and tried to make things uncomfortable in the social life of the village and in every way until the man got mad, cleared out a little front room in his house and put in a small stock of goods such as were carried in a general store of those days. He sold these goods at only a trifle above cost. He didn't advertise at all, but when anybody came there they got their supplies away below what the village merchants were charging.

The news spread through the coun-



## You Can Always Recommend Our Hard Pan Shoe

for the hard knocks of severe wear in wet weather. In fact it is hard to find an everyday shoe for man or boy that contains more foot-pounds of wear resistance than OUR Hard Pan. And by OUR HARD PAN we don't mean an imitation, but the real thing—the shoe we originated over a quarter of a century ago that has given satisfaction to thousands upon thousands of wearers.

Our trade mark on the sole is our guarantee to your customer.

**Rindge, Kalmbach, Logie & Co., Ltd.**

**Grand Rapids, Mich.**



try like a flame. It was in the old days of the "big country trade," and it wasn't long before that retired merchant was working harder than he ever had in his life and selling more goods out of that little front room in his house, almost a mile from the business part of the village, than any store in town.

Even the few cents that he charged over cost, with the amounts that he sold each customer, footed up so big in comparison to the total absence of expense that he could not resist building an addition and becoming established as a regular dealer. Today, in that same location his sons are doing a big business, a thorn in the sides of the regular dealers of the place, selling always, at prices a little under what the regular dealers can afford.

It isn't exactly this that the owner of the little store on the side street in the big city can do, but it is very close to it. The people of a city, in their trading instincts, are very much the same as the people who surrounded that country village. A bargain, or something a little better for the same money, or something a little more attractive in some way or another has always appealed and always will. Don't forget that. The customer will come to you, no matter where you are, if you appeal to him in the right way.

A friend of mine who retired on account of his health bought a little place in the country and began raising hens. He soon found that the price he got for his eggs compared with the cost of producing good ones at all seasons of the year would not do at all. Then he conceived the idea of selling to the consumer and getting an extra price for strictly fresh laid eggs. He had some little boxes made about the size of two pound candy boxes. Each would hold one half dozen eggs. There was lace paper over the top and the boxes were handsome. His eggs were "corn fed," great, big, beautiful things, and each one was washed as soon as it was gathered.

He put up several of these handsome little boxes and went around to the doctors of the city and to the heads of the various hospitals, particularly the private ones, presented his little box of eggs as a sample and stated that he was preparing to furnish eggs put up in this way, and guaranteed strictly fresh laid, at fifty cents the dozen, for family use to those who could pay the price, but more especially for invalids.

The market price for eggs was then only twenty cents per dozen, but it was not long before anxious friends of invalids were driving out to that modest little home in the suburbs and paying the price, willingly. And he never deceived them. No egg was ever put in those boxes that was over three days old. Ordinarily they were laid, boxed and sold the same day. Do you wonder that he had a trade? If you were an invalid who could eat nothing else wouldn't that appeal to you, particularly if you had the price?

The illustration isn't very pat, but it has the germ of the idea for the little dealer on the side street in the city.

There is a big chance there for the live one and there are a hundred ways to build success, but, it seems to me, they all begin with the inch advertisement which appeals.—Ike N. Fitem in Boot and Shoe Recorder.

#### The Subsidized Factory Question.

Every few weeks among the exchanges which come to the editor's desk are to be found those containing notices of people who have visited various cities and appeared before boards of trade, chambers of commerce, or similar bodies, and told wonderful stories of their desire to bring to the said towns important enterprises in the way of shoe factories. Sometimes they ask for a large tract of land on which to build a magnificent factory, around which lots can be sold for the housing of the many able mechanics who will be brought to the town by the construction of such a building.

Others, not satisfied with this, ask that the citizens subscribe a certain amount of stock to the enterprise. They may even go so far as to demand a factory building, complete with power and light, which, after being built, is to be given to them rent free and tax free for a number of years.

There are many enterprising cities and towns throughout the United States whose citizens would be glad to see instituted within their municipalities such magnificent enterprises, and there are public-spirited men who have enough wealth and sufficient business foresight to provide money for any enterprise which, while it helps the city, will pay a good percentage on the capital invested. In some cases the promoters have found willing ears to listen to their schemes and enthusiastic subscribers to carry out these plans.

Such enterprises, however, have not always been successful. In many a city, not only in the West, but also in the South and East, may be found factories, to-day unoccupied, which were built to bring to those towns shoe factories which promised to give employment to citizens and earn large returns for those who invested in the stock. Every manufacturer of shoes is not successful. There are many things which a man must know to make shoe manufacturing a prosperous business. The man who is looking for an opening of this kind may be among the ablest in the trade, but it is well enough for those people and those trade associations that are approached by any promoter to investigate thoroughly the character and ability of the man who is to be at the head of such a business; and after these are settled (or before) it is politic to investigate the subject very thoroughly and see whether there would be any chance of success or any particular reason why shoes could be produced in the town as cheaply, or more so, than they can be secured from other manufacturing points.

The recent argument of the promoter of such an enterprise in the Southwest is that many hides are shipped from the section mentioned to distant points to be made into leather, and this leather made into shoes, which are then returned to that section for sale. The projector believes that he can save the freights on the hides and on the finished shoes by starting a combined tannery and shoe manufactory. This has been tried in more than one instance, and we have yet to hear of any great number of successes in such projects when started in sections of the country far removed from those where tanners and shoemakers are numerous.

The projector is said to be a manufacturer running a small factory in the East, but his name is not to be found in any of the trade directories, nor do inquiries in the trade bring to light any one who is familiar with his name or his product. The man may be ambitious, he may be able, but he should be made to prove his ability before too much money, either public or private, is spent for his benefit.

While it is by no means impossible that such enterprises may be successful, when generalised by men who have proven their ability to build up and run a successful business, it is well, from a public and an individual investment standpoint for those bodies of men who are approached by promoters to go into the subject carefully. They should secure all

the details as well as the arguments, pro and con, before investing thousands of dollars in buildings and laying their communities subject to higher individual taxation in order to exempt from all taxation some such enterprise which, if it fails, leaves an empty factory on the hands and with it a large amount of dead capital invested.—Boot and Shoe Recorder.

#### Violin Played by Machinery.

An automatic virtuoso is the mechanical violin player, the marvelous result of many years' experiments. There is the orthodox violin with the familiar strings. But instead of the bow and fingers there is a series of revolving disks for the former and an elaborate array of stops, which, acting as fingers, depress the strings at the desired points to give the requisite musical tone, operated by electricity, the necessary energy being furnished by a small motor. All the peculiar effects incidental to the instrument are perfectly produced, including those which tax the skilled player to the utmost, and in perfect purity and tone. Thirds, fourths, octaves and tenths are produced as easily as single notes, and every phase of expression is said to be faithfully rendered. The most intricate works of leading exponents of violin playing and composers are given with ease and unerring accuracy, while many accomplishments beyond the possibilities of the virtuoso are secured, such as the playing of four chords simultaneously, giving the resemblance of a quartette.

## Mark This Fact

No matter how cheaply you sell an article, if it doesn't give satisfaction your customer will kick.

This is especially true in the rubber business. It does not matter if you do under-sell your competitor, if his rubbers give better service he'll get the business.

Take no risk. Sell goods that you know will satisfy.



The "Glove" brand stands first among all rubbers in the world and costs no more than any other first quality rubber.

Our stock is complete as to heels, toes and widths. We can fit any shoe.

Order now; you will need them soon.

**Hirth-Krause Co. Grand Rapids, Mich.**

Manufacturers of Rogue Rex Shoes. Jobbers of "Glove" Rubbers.



### Talk About Methods of One Sort and Another.

In the middle of fall the meetings of the Club are usually attended the best.

That is a funny thing, for in the middle of the fall our trade is usually getting up to its largest volume and it would look reasonable that the rush of other matters would draw the dealers and clerks to more pressing affairs, but, on the contrary, the very rush of business seems to make them all more interested in the work of the Association.

It is so always. The busy man is the man who can most easily handle a little more. It is the unhurried man who hesitates about taking on outside things—the man who has to interlard his business talk with about so much social conversation and the story of how he didn't buy Minneapolis when the whole site of the city could have been bought for what his shoe stock is worth to-day and that sort of thing.

Anyway, our meetings are well attended now-a-days and brimful of interest.

Last night we did not have any subject and the talks drifted around to the general discussion of trade competition.

Nobody spoke on their feet. Nothing was formal and argumentative. No one was trying to prove anything. In fact, while, to a certain extent, of course, we were talking on feet or the goods which cover them, our real feet were a good share of the time on the handsome mahogany table of the shoe factory board of directors.

"Speaking of cost marks," remarked George Stark, who happened to be in town and dropped into the meeting, "did you hear of the man down at Bryan Four Corners who marked both his cost mark and his selling mark in plain figures?"

No one had.

"That's what he advertises, and he makes a great feature of it. Cost of the goods on the upper line, selling price below. For instance, a shoe which is selling for \$2.75 is marked like this:

\$2.53.

\$2.75

"No big profits here," he advertises, 'quick, cash sales and lots of them at small profits.' He is very frank in his advertising. The cost we give is not the exact cost at the factory. We add the freight, a few cents to cover insurance, store rent and the clerk hire. Sometimes this amounts to as much as six cents a pair, depending on the season. We make the profit show clear and in addition by discounting all of our bills with quick money we make sometimes 2 or 5 per cent. more.' Now that reads awfully frank and nice, doesn't it?

"Nothing succeeds in that questionable sort of advertising like apparent frankness and making a few admissions. You can imagine a hard customer negotiating for that shoe and being conceded an extra twenty-five cents just for the sake of getting him started on that line or

some such thing as that. It looks on the face of it as though it was really below cost and a loss to the firm, and some close buyers would fairly revel in it. I can imagine its use in working off tans and white goods and heavy warm stuff when the cold weather is past and all that sort of thing."

"But how is it worked?" asked A. Small Sizer.

"Why, simply enough. As the old catch story used to go, the little girl lied. The cost mark is not so. In the instance of which I speak the cost mark is figured, regardless of all those little explanations, just 20 per cent. over the bill price with an odd figure finish. The \$2.53 shoe cost an even \$2 on the bill, the three cents being added to make it read more artistically. It could be worked in several ways. Instead of a straight percentage marking, there could be a stock number stamped somewhat near containing the real cost like this: 1002, the last three figures to be read backward or any of a dozen ways, such as the stock numbers used as size and width marks. The whole thing, cost price, selling price and all could be shoved up a great deal more, 20 per cent. anyway, 25 per cent. if the dollar sign was added to the cost price and 30 per cent. if the dollar sign was added to both the cost and selling price. In the latter case, almost everything could be sold at less than cost if necessary, and still have the firm make money."

"It's really lying," remarked A. Small Sizer, after a pause for reflection.

"It surely is," replied Mr. Bell.

"I'm not recommending it," interposed Mr Stark hastily, "merely relating it."

"I can't understand," remarked Mr. Schumann, "why so many, many customers seem to be best pleased when they are being worked on in that manner."

"They are not pleased, when they know it," replied Mr. Laster warmly. "I don't believe that anybody really likes to be humbugged."

"No, but the great mass of them never know it. The plain cost mark man is not going to expose himself, and the customer won't believe his neighbor in the matter."

"Well," said Mr. Laster, "there is surely something about it that seems to appeal to human nature. The feeling that the other fellow is not taking too big a slice off of you. I do not care how common sense a man you may be, if you pay \$2.75 for a pair of shoes and you know that the dealer paid only \$2 and was getting a discount rake off besides, you have to stop and commune and argue with yourself quite a little to convince yourself that it wouldn't be nice if you were in a position to get that price at wholesale without paying any discount at all."

"That's true," remarked Mr. Luthery, "and to get the full force of it you must consider it outside of your own business. Now, for instance, I don't sell anything but shoes. I get my shoes at cost for myself and family, of course. I do not think anything about that, but in

dry goods, and all that sort of thing, I trade with my neighbors and, while here in Lasterville all the merchants are pretty nice to each other in the matter of concessions to other business men, in some towns it is not so. Down in Manlo county I have a cousin in the shoe business. He has a brother ten miles away who runs a general store and buys a good many goods in various lines. One firm which he trades with in New York is a firm which carries, at wholesale, pretty near everything that is sold in any store in the world from Venetian beads to disc harrows. Now my cousin's brother's wife frequently goes in with her husband to buy goods and, naturally, if she chances to want a nice umbrella for her own use, or to give as a birthday present, she picks out a nice one and has it sent with the regular order and billed low, notwithstanding the fact that her husband does not keep an umbrella department. Likewise, the shoe man sometimes wants a little plunder outside of his line, so he thinks no offense of getting brother to buy it for him and pass it along at net cost. I am a little ashamed of the fact that, a little earlier in the season I let them buy in that way a nice little lot of winter groceries and some cloth that we needed, as well as a number of choice Christmas presents at a net saving of 22 per cent. Of course, I feel very much ashamed of it. I wouldn't like it at all if my neighbor merchant who sells candy, has eight children and

one wife to shoe, and buys his stuff at my store, should follow the same plan, but it shows the action of the human mind in such matters."

"I guess you are right," remarked Mr. Laster. "Has anybody else anything to tell about?"

"Nothing in the shoe line," spoke up Mr. Rustelle," but I heard something the other day which reminded me of the Lasterville shoe dealers' treatment of the second story shoe parlor proposition, only it was in the grocery line."

"Never mind, if it's business tell it," said Mr. Laster.

"Well, it was down in Montgomery county, Indiana, where a relative of one of our traveling men runs a grocery store in a good sized place. The grocery people there have always been pretty friendly and have never tried to cut each other's throats, and when Billy Clather from the next town moved over to share the business of the place with them they welcomed him in a kindly way and made no objection to his taking his share. All started out well until Billy thought of the scheme of one day special price sales on selected articles to draw trade his way. The plan had never been worked in this town I speak of and had been gen-

### MAYER Special Merit School Shoes Are Winners



## To Get All That's Coming to You

from the rubber trade of this fall and winter you need "WALES GOODYEAR" rubbers, and, what's even more important, you need them in stock right now.

You want a line that will stand up—a line that is full of style, selling qualities and service—that will bring your customers back again for more goods.

That's business, isn't it?

That's why we keep hammering away at you fellows—to order right, that means early—and to get the most for your money—that means "Wales Goodyear" rubbers, the Bear Brand.

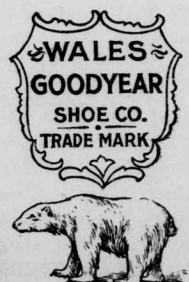
Business comes easy with them—you know that—you'll sell more this year than last if you push them. Then what other argument do you need as to why you should get in your order for "Wales Goodyear" rubbers right now and get the profit that's coming to you?

### Herold=Bertsch Shoe Co.

Agents for

Wales Goodyear Rubbers (The Bear Brand)

Grand Rapids, Michigan





erally frowned down upon by all of the dealers, so Billy announced for Monday a 15c package of H. O. at 10c, a 25c box of matches at 18c, six bars of Babbit's at 20c. For Tuesday, White House Coffee at 30c, Salada Tea at 42c, Royal Baking Powder at 45c; Wednesday, three other articles with generally established prices at cost or below, and so on through the week. These prices I give are at random for I am not very familiar with the grocery trade, but you get the idea. The plan took like wild-fire and people began cutting out Billy's newspaper announcements and taking advantage of them. He caught a lot of customers who bought other things at the same time and drew a whole lot of trade away from the other dealers, who grew long faced and worried. Finally one clever young fellow evolved a scheme. He went around to all of the other dealers, and there were twelve of them, and the next week each dealer announced until further notice a below cost price on three standard things. For instance, Jones offered H. O. and Babbit's and Cleveland's Baking Powder at a cent or so below cost and did not confine it to any day. Made it a continuous performance. Williams offered Salada Tea, Old India Coffee and Royal Baking Powder in the same way. Shoper advertised Fels-Naptha, Raisins and Worcester Salt, and so on through the list, so that among the whole crowd thirty-six of the leading and best known grocery store articles could be obtained constantly in that town at below cost. Housewives had a continual revel trading around and, of course, on all other articles in each of the stores the profit was regular. Billy had nothing to advertise unless he put his whole stock down to cost and that was ruinous, for he could not keep it up, and the twelve other gentlemen could, almost indefinitely, without much loss.

"Billy was sharp. He was no fellow to see red when he was headed off nor to fight blind, and in a week he saw a great light. He went promptly to the other dealers and said he had not realized that he was taking a wrong course, that he had come from a town where everybody was cutting everybody's else throat all the time, and if he was in some other kind of a town he wanted to know. So, instead of being ruined and run out in a few months, he was received into the guild, went on and built up his trade after the methods approved by the grocers of Montgomery county."—Ike N. Fitem in Boot and Shoe Recorder.

#### Fixing Him.

Merchant—I hear you have been kicking because you have so much to do."

Clerk—Well, yes, sir; I do think that—

Merchant—We'll have to give you so much more to do hereafter that you won't have time to kick.

#### He Knew.

Tommy (aged ten)—Dad, what is the bone of contention?

Mr. Henpeck—The jawbone.

#### New Styles in Men's Shoes.

There is now sent throughout the country for the inspection of shoe dealers the longest and most varied lines of medium and first class goods in men's shoes that have ever been sent out by the shoe manufacturing trade. No effort nor expense has been spared by any manufacturer in making his line as varied as possible.

Color predominates in the new spring and summer samples and it is our belief that the sale of colors for the spring and summer 1909 will be larger than ever. The tanners have made up their minds that only the best grade of skins and the best of labor will enable them to dispose of their colored leather, and for this reason the shoe dealer can rest assured that the leather which is now being manufactured is of the highest and most uniform grade and superior to any which has hitherto been turned out. The tanners are in a position to supply the call for colored leathers, no matter how great the demand.

Patent leathers and bright and dull calf will still hold their own. The demand for Vici kid in both black and brown is fast increasing, and they are both certain to be very popular this coming season. One of the new leathers used in the new samples of men's shoes is a wine colored patent stock.

Wine, or ox-blood, shoes, so called, are conspicuous in the samples. The popularity of this style next season will be greatly influenced by how the public takes to it this fall and winter. It is said that this style is an ideal one for dealers to push for a mid-season shoe, and in this opinion we concur. Some manufacturers, doubtless influenced by the call for wine colored shoes, have gone a step farther and made up some samples of green calf. We believe there will be but little demand for such a shoe. It is certain that no dealer will attempt to carry any large stock of them.

The style of lasts has not been changed to any great extent. The new high toe, which had such a successful run last season, is still in favor, and will be the best seller for 1909.

Edges and trimmings will be of a more decided nature, and the tendency towards perforations and fancy trimmings on the upper is very strong.

The stitching and sole finish of many of the samples are more elaborate and fancy than for many seasons past. The manufacturers, in an attempt to make their lines as varied and attractive as possible, have not stopped at anything to make them as decorative as may be.

The demand for buckle trimmings will not be as great as it was last season, while the new ring effect will be very much in vogue, especially in low shoes. The sales of oxfords for the spring and summer of 1909 will be at least 90 per cent. of the entire production.

The manufacturers in preparing for the coming season's business have covered themselves far in advance of previous years, and the retailer

should have no hesitation, in view of the general bettering of conditions throughout the entire country, in placing immediate orders for his staple lines for next spring and summer.—Shoe Retailer.

#### Two Sides of the Street.

A drummer who had forgotten the difference in the laws of the various states found himself on one occasion in Bristol, through the main street of which town runs the Virginia-Tennessee line. He walked into a drug store on the western side of the street.

"Give me a package of Turkish cigarettes, please," he said.

"We haven't any cigarettes," was the reply, "but we can let you have almost anything else you want, from morphine up."

The drummer was puzzled for a moment, but decided that he must have misunderstood the clerk.

"I want some cigarettes," he repeated.

"No cigarettes in Tennessee," answered the clerk, "but you can get them across the street. That is Virginia."

answered the clerk, "but you can get them across the street. That is Virginia."

Thanking the clerk for his information, the drummer crossed to a drug store opposite and laid in a supply to last him across Tennessee. He had reached the door when a thought struck him.

"Have you any morphine?" he asked, turning to the clerk.

"Sorry, sir," replied the Virginian, "but they don't sell it in this State. But I think you can get some across the street. That's Tennessee."

The god who can be expressed in figures is only a figurative god after all.

**The Celebrated Royal Gem Lighting System** with the improved double cartridge generator and perfected inverted lights. We send the lighting systems on 30 days' trial to responsible parties. Thousands in use. They have been giving satisfaction for years. The Royal Gem cannot be imitated; the Removable Cartridges are patented. Special Street Lighting Devices. Send in rough diagram giving height of ceiling and location of lights for low estimate. **ROYAL GAS LIGHT CO.** 218 E Kinzie St., Chicago, Ill.

## MICHIGAN SHOE COMPANY

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

**"Josephine"** for Women

Made in all Leathers Snappy up-to-date Lasts  
Selling Agents Boston Rubber Shoe Co.

**DETROIT**

The  
Best  
Shoes



At  
Bottom  
Prices

The above cut on a shoe means that it has been carefully selected and that we have faith in its merits. It means that when you have tried some you will want more of them.

When our salesman calls let him show you our line and you will be satisfied that our claims are fully justified.

**Grand Rapids Shoe & Rubber Co.**  
Grand Rapids, Mich.

Michigan



Agents



## DEALER'S SMALL GIFTS.

## Unimportant But Still Conducive To Rapid Sales.

Written for the Tradesman.

"One wouldn't suppose," remarked a prominent and popular grocer, "that such a little thing as a bone mustard spoon, of value less than nothing, you might say, would be the means of bringing me in orders to the amount of three or four hundred dollars in the course of a year; yet, from some talk on the subject, I found it was just that insignificant bit of bone that brought me in all that extra business.

"At the time I gave that spoon to the lady she was an utter stranger to me. She had but recently moved here from Wisconsin, and came in my store with a woman friend of hers who resides here and is quite a regular patron of mine. The latter introduced the stranger, and added that she was in the future to be a resident of Furniture City.

"'Guess I'll have to be a little 'spoony' on your friend,' I laughed.

"The newcomer's face colored up and she looked at the lady who introduced us as if challenging an explanation of such unwarranted familiarity on my part.

"But I immediately handed her, with a respectful bow, a small bone spoon for mustard, which was of unique shape and really very pretty as well as useful, and she then saw the joke and laughed heartily.

"Since then the lady has told me that on that first occasion of meeting me she was so provoked at my opening remark that she wanted to box my ears tinglingly on the spot for my very impudence in daring to address her as I did. But she is a very sensible sort of woman and, at once discovering that I meant no effronterie by my facetiously intended remark, she forgave it readily. She now rarely goes to any other place to trade. Her family is small and she is gone from home quite a good deal, but the money she spends on her table makes a considerable difference with me."

This from a grocer, and the following from a hardware man:

"Once I gave a nice pearl-handled knife that cost me a dollar and a half to a new man in the town. He wasn't reported to be so very rich, but he was energetic to a degree and it seemed to me he had the makings in him of a fine business man. He couldn't have been more than 32, at the most, and might have been worth three or four thousand dollars. He began to build houses. He built small—but comfortable—homes for men working for the principal railroad in my locality. The cozy houses went like wildfire. The minute one began to go up it was bargained for. He began by putting up two or three of these a year. Inside of seven years he was putting up ten or a dozen every twelve months, and was worth between \$30,000 and \$40,000.

"I told him to accept that knife with my compliments; that I had heard he was going to erect a house

soon and, as I carried a stock of builders' hardware that was first-class in every respect—a stock that wasn't to be sneezed at—I would be most pleased to have his patronage; that if I was so fortunate as to receive it I should try my best to render him good service at all times and so merit his good will; that he would find my prices right.

"Say! You couldn't hire that fellow to leave me after his first house was built. He didn't buy a sou's worth of hardware for it at any other store than mine. The beauty of the whole affair was the 'repeat orders.' Other hardware dealers were after him continually to get his supplies of them, but he stuck to me in spite of all their importunities, specious offers and blandishments.

"That dollar 'n' a half knife was the best investment I ever made," ended the hardwareman, and he laughed a contented laugh.

A special shoe merchant avers that a pair of brown silk shoe laces handed gratuitously to a well-to-do woman who lives in a fashionable neighborhood resulted in the securing not only of her own trade but of that of three of her neighbors whom she influenced to become permanent patrons.

A dealer who sells dry goods on a side street informs me that he can frequently trace the trade of a whole neighborhood to the presentation of some trifle to a child. He has sifted the matter and knows positively to what he owes the new clientage. This merchant is an awfully kind-hearted man and loves to please tiny tots aside from any financial gain that might accrue to him through small gifts. People don't know it, as a rule, but many and many a poor child's heart is gladdened at Christmastime by a gift from his bounty that mysteriously finds its way to a scraggly little tree.

A certain man who owns a book store tells me that he gets lists from a number of real estate friends of his as to the people who come here from other places and set up a home in houses bought of them. This dealer has established a follow-up system of mailing inexpensive but standard pamphlets, or short stories bound in cloth, to these newcomers. He declares that the system pays for itself many times over. By it he says that he not only secures the furnishing of general reading matter to the parents in these new homes but that they purchase of him the school-books needed for the young fry, as well. After he has these people on his list of regular customers this wise merchant does not lie down on his oars, so to speak, for that would be a "dead give-away" of his intentions in the initiative. No. He keeps right on in his generosity, sending the small wares often enough to preclude the recipients' "smelling a mouse."

This way of doing business may even extend to persons beyond urban life:

I know a bright-eyed little farm woman who comes to town twice a week with butter and buttermilk, chickens and eggs. As sure as the

Yuletide comes around, each of her "stiddies" receives a pint of "illegint" (said to be, but I never drink the horrid stuff) buttermilk, or it may be a fancy pat of butter, or a dainty broiler, or a dozen of big clean eggs. The little lady does this out of the fulness of her heart—I know so to a certainty—but think you there isn't a warm spot for her in those patrons' breasts? I guess not!

And so it goes. The business man or the business woman who shows himself or herself no ignoble niggard is not a goin' to lose anything by such a course. "The Lord loveth a cheerful giver," the Good Book saith, and so do the folk on this whirling sphere below. J. Howard Knox.

## Wise Employe Is Not Too Sensitive.

When the young man just out of school enters the business world for the first time and begins his freshman year at making a living, he may have some hard experiences. Accordingly as he is sensitive and earnest he may be brought to a point of revolt and discouragement that may threaten his whole future unless he shall prepare to meet some of these probable experiences with tact and judgment.

In the first place, this young man of more than average ability has been living a life that has recognized his worth fully, if indeed it has not flattered him a little. Among his fellows he has had a full voice in all affairs. His professors always have treated him with courtesy and respect. Socially in his college town he has had recognized place.

But suddenly this young man, graduated with honors at school, finds himself on the pay roll of a big mercantile or industrial institution. Whatever the class of work to which he is assigned, a little more will be expected of him than of the apprentice who began at 16 years old from the grammar grade and who has attained the level at which the college man starts. Here and there he may expect prejudice against himself on the part of some of the older men who believe only in a long "working up" to a position.

These are the conditions, however, and he must make his showings under them. Naturally his work will be scrutinized sharply. Results will be looked for with a critical eye. What may the young man expect if in the judgment of his superiors these results are short of expectations—if here and there he makes a mistake that causes trouble?

That man in business who is head of a great department numbering scores and hundreds of men is likely to be of a testy temper. He can not handle these average men who plod through their work, day after day, without necessity for at least a crisp, curt decisiveness of speech. The plodder needs this in order to be spurred to his mediocre pace. He needs the sharp "calling down" of his superiors.

But when the young man, new to his work and environment and doing his work to the best of his under-

standing and ability, suddenly finds himself under the spur of a curt criticism or prodded by an impersonal expletive that comes almost unthought from his superior, he may be stung to the quick in an instant. The commonplace criticism from the point of view of the manager is at once an insult to the untried young man of spirit. His employer at the moment is incensed; the young man on the moment is angry and retorts in a fury.

With the average employer such a scene calls for an instant dismissal of the employe, no matter if the scene has been in private between the two. But I would be willing to stake my judgment that in nine cases out of ten the narrow employer who would so discharge employes is making a mistake. You can't drive the competent man who knows himself and who is doing his duty. There are horses which will not bear the touch of the whip; they need only to be spoken to in order to give the best that is in them; and such horses invariably are of the highest type.

One man storms and means nothing; another man speaking in low, careful tones may be a volcano of righteous wrath. Let the young man consider.

I recall a situation, years ago, in which an irascible yet fair minded man "jumped" upon a friend of mine in the office in the presence of an outsider. The criticism was not deserved and it was sharp and stinging. To my surprise, however, my friend sat silent. The moment the outsider was gone, however, my friend rose from his desk and in the presence of the other employer administered the most cutting rebuke I ever heard, reminding his employer that, while he had spoken in the presence of a third party, he himself had waited until the outsider was gone! The result was a frank apology from the employer, and ever after a mutual respect and confidence between the two.

So I would say to my young reader new to the world's work, be careful how you take offense to heart. Think it over with judgment. If finally you feel you must speak, it will be more effective the next day in private when irritations on both sides have cooled. A scene in the presence of others may be such as to leave even a wise employer no other course than to discharge a man whom he distinctly would like to keep in his service. Don't nurture a thin skin to your undoing.

John A. Howland.

## The Land of the Free.

"There's eight nations reprinted in this ward of ours," said Mr. Halloran to his wife on his return from a political meeting. He began to count them off on his fingers.

"There's Irish, Frinch, Eytalians, Poles, Germans, Rossians, Greeks—an' ain't it queer I disremember the ither wan? There's Irish, Frinch—"

"Maybe 'twas Americans," suggested Mrs. Halloran.

"Sure, that's it," said her husband. "I couldn't think."



# *The Sample and The Goods*

Dangerous subject—  
not with merchants who sell  
**DEPENDON** Dry Goods  
TRADE MARK

**DEPENDON** Merchants  
TRADE MARK  
know that  
**DEPENDON** Goods  
TRADE MARK  
always measure up to sample.

We do not sell  
to Catalogue Houses.

Manufacturers are but human,  
and some of them are apt, after  
a period of decreased sales and  
profits, to try to make up for  
their losses by skimping on the  
goods they have sold from per-  
fect samples.

Last Summer and this Fall you  
have had instances of this kind.  
All of them caused disappoint-  
ment—to you always, to your  
customers whenever they dis-  
covered the inferior quality.

*Buy* **DEPENDON** Dry Goods  
TRADE MARK

*Always up to standard*

*Always as good as sample*

## JOHN V. FARWELL COMPANY

Sole Distributors of **DEPENDON** Dry Goods  
TRADE MARK

CHICAGO, THE GREAT CENTRAL MARKET





### Opportuneness an Important Element in Windows.

Window trimmers should be commencing to put some thought on what they are going to do with the store space at their disposal along toward turkey-killing-and-turkey-eating time.

If a window dresser could compass the loan of five or six real stuffed turkeys he would be in clover, and if in mounting the turks were posed with their tails high and outspread they would be dandy to put in a window with any kind of goods it was desired to feature for the forthcoming festive occasion. The turkeys should not be standing right on any goods but should be put in places by themselves.

A central placard something like the following might be used:

Turkey Time  
With  
You  
Cut Prices  
With  
Us

One large turkey stuffed as in life might be employed to advantage in a meat market window, along with a quantity prepared for cooking.

Something like this placard might be tacked up over the feathered fowl:

My  
Brothers  
All Around Me  
Are  
Prepared  
To Meet  
Their  
Fate  
!

Mounted turkeys would fit in excellently well with a baking outfit in a hardware window or one especially devoted to carving sets.

With the latter might be seen this placard:

The Poor Turkeys  
Get  
The  
Ax  
And Then  
The  
Knife

With this exhibit there should be interspersed quite a number of shining axes. The unusualness of such a display would draw much attention and the window would be remembered when it came time to purchase either carving set or ax.

As Christmas and Thanksgiving are the two days of all the year when the most consideration is given to carving, the dealer in sets for this purpose should always get up a windowful of these goods shortly before

those two dates. There's nothing like opportuneness in catching trade.

### The Fire Sufferers.

Speaking of opportuneness, just now when hearts are full of sympathy for those who have given up their all to the Fire Demon, a big window of a general store could be made very effective with a display composed of a conglomeration of everything in the establishment and a little besides: A kitchen stove and table stacked high with all sorts of cooking utensils; cabinet with dishes on the ledge; loaves of bread, cakes and cookies on a stand; a pile of various vegetables; ready-made wrappers (hung across the background) and any other ready-to-wear clothing you carry in stock including bunch of derbies; set of furs; commode provided with washbowl and pitcher, soapdish and soap and towels; knocked-down bedstead with comforters, blankets, pillows and sheets and pillowcases flung over the head and footboard; carpenters' tools of all description; a few new boards and 2x4s and bundle of tar paper and keg of ordinary size nails, and anything else that might have suggested itself as available for immediate use, as what those burned out needed the most in their distress was clothing and stoves to keep them warm, food fit for present consumption, lumber and other building materials with which to erect shelter for man and beast and food for the latter, which food might be represented in the show window by a bale of hay.

Of course, to show all these things, they would have to be greatly compacted even if the window space was very large. In this exhibit goods could be heaped to the ceiling all across the background and at the ends of the window. It would require some planning to get up such a display, but it could be accomplished with head-work.

It could be accompanied with a placard worded somewhat like this:

Samples  
of  
Merchandise  
Which Were  
Needed  
By  
East-Michigan  
Fire Sufferers  
Anything Here  
YOU  
Want  
?

Such an exhibit would be the talk of the town. People would flock to see it, both city and country folk.

Mr. Dealer, when business is dull—when customers are like angels' visits

and hens' teeth—don't sit down and dream of nothing. Get your thinkpan agitated on your window-work.

Advertising and the Windows.

It's poor policy for the advertising and the windows to play at cross-purposes. Neither can afford to do without the co-operation of the other. They are much like fond man and wife; and no divorcement of interests should be allowed to separate them. Where advertising is pulling one way and window dressing in the opposite direction there is never harmony of trade-getting intention.

Window Dressing Periodicals.

The value of subscribing for a first-class publication devoted specifically to trimming store fronts can not be too often reiterated. This does not necessarily infer that you are to be only a copyist of other fellows' windows, but from illustrations and text of such a magazine you can obtain a hundred hints which may be of infinite assistance in your everyday employment. Don't be so egotistical as to imagine that you "know it all." The sooner you get over that idea the better if it has, unfortunately for the man or firm that hires you, found lodgment in your brain. Study your window trimmers' manual from cover to cover, advertisements and all, and you will find yourself brightening up wonderfully where formerly you thought there was no pressing want for improvement. No one is so perfect but that he can assimilate good from others. Remember that when you are inclined to regard yourself as an incomparable pattern.

Half the problem of keeping in the right road is solved if you will keep within your revenues.

## Watch This Page

In our next issue

Becker, Mayer & Co., Chicago

Little Fellows' and Young Men's Clothes

### 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.

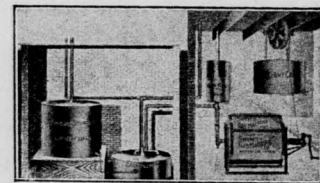
## All Kinds of Cut Flowers in Season

Wholesale and Retail

ELI CROSS

25 Monroe Street Grand Rapids

## Light Economy



Your lighting expenses can be most effectively reduced by using superior lighting systems. The Improved Swem Gas System not only costs less to operate but gives a clearer and brighter light. Write us.

SWEM GAS MACHINE CO. Waterloo, Ia.

## Fine Cold Day Sellers

### Clark Foot Warmers

Lower in price than ever. Clark Heaters have a reputation for excellence. No casting in a Clark—no soldered joints or screws to work loose—every part is solidly rivited.

They fill the bill for carriage, wagon, sleigh or automobile.

Drop us a card for new catalogue. Your jobber has this line.

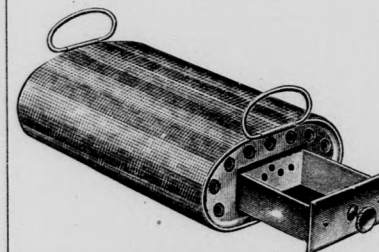
### Clark Coal Is Best

Costs no more than inferior grades and every brick carries a written guarantee to give at least 25% more heat than any other fuel on the market.

It is the one fuel that always pleases.

The ideal fuel for foot warmers or self-heating sad irons.

Chicago Flexible Shaft Company  
99 La Salle Avenue, Chicago



## Mo-KA COFFEE

Mr. Dealer—It will pay you to sell

### MO-KA Coffee

Because—People buy it.  
People buy it again.  
People keep on buying it.  
It is a repeater! It is a seller!  
Sellers, and not stickers, pay profits.  
MO-KA COFFEE  
High Grade, Popular Price, 20c the lb.  
Valley City Coffee & Spice Mills  
Saginaw, Mich.

High Grade  
Popular Price



### Old Fashioned Couple Finally Found a Cook Stove.

Written for the Tradesman.

They had been married forty years and the same cook stove had answered during all this time.

The old stove was nearly out of commission, however, and the good farmer and his wife decided that a new article must replace the old.

"That stove has outlived its usefulness," declared Adam Bates, "and I mean to purchase a new one. You go to town with me to-morrow, Alice, and pick out what you want."

"Yes," said the good wife, with a long sigh, her gaze riveted on the ancient cook stove, "I'm fearing we shall never find another like the old one, Adam. There never was such a baker; could cook more things in a short time, and cook 'em right, than all these new-fangled ranges in the State. I hate to give up the old stove, but I s'pose I'll have to."

"That's about it, Alice."

"They don't make such stoves nowadays, Adam."

"How do you mean?"

"The quality, Adam. There's the Robinsons, they've been married less time'n we have and they're using their third cooker. Seems as if the new stuff doesn't wear like the old."

"Probably not, but their first stove must have been made a good while ago. It was called the 'Greenbacker,' I remember."

"And ours is 'Legal Tender,' which beats theirs all hollow. Their stove warped all to pieces the first ten years."

"True, and ours is as straight and even surfaced everywhere as it was when we bought it forty years ago. I'd like just such another, if I could find it."

"So would I, but I am afraid we'll have trouble finding one anywhere half so good as the old."

The old couple went to town—a village nearby—and looked in on the hardware man. Yes, he had plenty of nice ranges, just what they wanted.

"I don't want a range," protested little Alice Bates.

The hardware man had a few stoves in stock. One seemed to take the eye of the woman. The price, however, rather startled her.

"Twenty-four dollars for a number 8," said she. "Why, that's more than we paid soon after the war."

"But this is a better stove—so many improvements, you know."

"There can be no improvement on the lasting qualities," said Mrs. Bates. "As for those silver fixin's, I don't want them on a stove of mine. What I want is stove, not an ornamental piece of furniture; and I don't care for a reservoir, they're only in the way."

Nothing satisfactory was to be had in the local market.

"Wonder why they don't keep common stoves," said Alice on the return journey. "I wonder if we are the only old fashioned people living?"

"I reckon not," and Farmer Bates chewed a straw. "We might send to

Chicago to one of them mail order concerns."

"Yes, I know, but I rather see an article before I buy."

"That's right, too," returned the man. "That harness I bought from them fellows over there was a sham—my piece of work. No, we'd better wait a while, maybe we'll strike something. We'll watch the advertisements in the daily. Surely the Grand Rapids dealers must keep small cook stoves at a reasonable price."

After that for a month the farmer and his wife consulted the hardware advertisements in the daily. What did they find? Plenty of advertisements, mostly of costly ranges, rarely anything about real stoves.

"It's discouraging," sighed Mrs. Alice. "I wonder if stoves, the kind we want, have gone out of date?"

"I'm afraid so, my dear," said the farmer. "Maybe we'd better buy a range after all or else patronize the mail order gentry."

"I haven't room in my little kitchen for a range," determinedly spoke the farmer's wife. "I'm going to have a stove, and one that suits me, or go without."

"I guess you'll go without then."

"All right—if I have to. We can live like Indians, I s'pose, and let stoves go hang."

Then came through the mail several circulars advertising ranges. A hardware merchant in a nearby village sold a range that was the delight of the housewife—not a word about stoves. Then came another circular from still another dealer. He sold stoves, actual cook stoves, but no price was given. Alice Bates threw the circulars into the fire.

"I wonder if they think we are going to drive ten miles to look at stoves without knowing the price? My gracious, we might get over there and find nothing cheaper than Steelman's at Grandon! Why in creation don't these hardware men quote prices? Then one could tell what to do."

"True enough," agreed her husband.

One day the old farmer came in to find his wife flourishing the paper with the light of supreme happiness in her eyes.

"Eureka!" she exclaimed, waving the paper.

"What is it, Alice? Going nutty?" queried the farmer.

"Found at last, Adam—a stove with price affixed!"

"Truly now? Wonders have come to pass at last!"

"Yes, Adam, here it is, a number 8 cook stove, without reservoir, for ten dollars!"

"Jes' let me look at that," and Adam Bates quickly adjusted his glasses and reached for the paper. There was the advertisement plain enough, with a cut of the stove attached. From the description the stove seemed to be what was wanted, and the price, ten dollars, was certainly reasonable.

"Such a stove would last us as long as we live," said Alice, "and would suit me a lot better than one

of those clumsy ranges with a big price attached."

"See here, Alice," exclaimed the old man.

"Yes, Adam."

"This isn't a hardware advertisement at all, but is in one of them house furnishing advertisements. Wonder if they undersell the regular trade."

"Probably not, but they have sense enough to know that folks want to learn the price of an article before they start from home. We'll call on this firm when we go to the city, Adam. I am glad to have found one place where they keep ordinary stoves at commonplace prices. It gives one a comfortable feeling right off."

"That it does," agreed the old man. "I feel ten years younger already. This search for a low-priced stove has about set me crazy."

"And no wonder," sighed the wife relievedly.

"And we'll go to the city next week and buy that stove," declared the farmer as he went out to his chores. J. M. Merrill.

### Broke the Silence.

Tim had been especially cautioned not to disturb the guests at dinner by chatting. And as he regarded it a big privilege to sit in a low chair such as grown folks used, he promised his mother and himself that he would be very good, indeed.

It was no hardship for Tim to keep silence at first, for his mouth was very close to his plate by reason of the lowness of the chair, and Tim found that he could eat an enormous lot in an exceedingly short time. But when desert was reached he could restrain his patience no longer.

"Father," he said, "you can't guess what I've got under the table."

The father, who had been quite pleased with Tim's silence, now rewarded the lad by asking kindly:

"And what have you under the table, my boy?"

"An orful stomach ache," sadly replied Tim.

### H. LEONARD & SONS

Wholesalers and Manufacturers' Agents  
Crockery, Glassware, China  
Gasoline Stoves, Refrigerators  
Fancy Goods and Toys  
GRAND RAPIDS, MICHIGAN

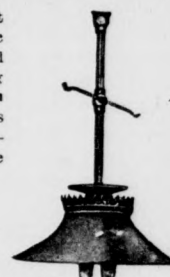
**CASH CARRIERS**  
That Will Save You Money  
In Cost and Operation  
Store Fixtures and Equipment for Merchants  
in Every Line. Write Us.  
CURTIS-LEGER FIXTURE CO.  
265 Jackson Boulevard, Chicago

### 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.



### HIGHEST IN HONORS

## Baker's Cocoa & CHOCOLATE



Registered,  
U. S. Pat. Off.

50  
HIGHEST  
AWARDS  
IN  
EUROPE  
AND  
AMERICA

A perfect food, preserves health, prolongs life

**Walter Baker & Co., Ltd.**  
Established 1780 DORCHESTER, MASS.

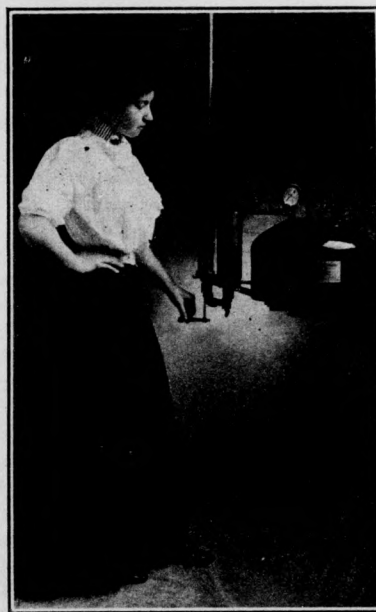
## So Simple

That any woman or child can operate the

### Ideal Junior Lighting Plant

Perfectly Safe  
Absolutely Automatic  
No Smoke or Soot  
Brightest Light Known  
1/4 c per hour  
for 500 candle power

**Ideal Light & Fuel Co.**  
Reed City, Mich.







### Men Will Find You Out in Time.

If you are a salaried employe with a hundred or two stored away somewhere and are finding a half dozen acquaintances anxious to borrow the greater part of it for personal use, just thank your lucky stars you are not the responsible head of a big business, beset a thousand times as strongly from a thousand other points of vantage.

"Personal graft in business?" echoed the head of one of the large mercantile concerns in the city the other day. "Sometimes I'm inclined to think the business man at the head of a large concern has no friends who do not seek to use him in this manner sooner or later. Some of these may be good friends personally, but they have accepted the commonly admitted idea that at least one of the incidental advantages of a friend is the opportunity to 'work' him." My friend was a little sore on this particular occasion because of an incident which had been brought home to him.

He had been to a summer resort a short time before and there had met a man and his family who lived next door to the business man's sister in a fashionable section of the city. The man was driving a handsome automobile and showed himself a good fellow. One evening the man remarked that he had often thought of opening a charge account at the business man's store, but somehow he had not done it.

There was nothing left for the business man to do other than to express the pleasure it would give him to have the newfound neighbor of his sister do that thing at once.

The business man had been a little surprised a few days later, however, to have the tourist acquaintance call upon him in his private office to open the account, rather than stopping at the desk of the credit man himself. But the business man was human and he sent the acquaintance down to the credit department with a card, assuring it that the bearer was all right and entitled to every consideration.

Two days later the credit man had come upstairs to his chief with a question. What did he know of this Mr. Jones? The chief recited all that he did know of him, which from the credit man's point of view was little enough.

"When I was credit man at Blank's," said the credit man, "Jones was recognized as one of the smoothest con men we ever ran up against."

Then it was discovered that inside the first two days Jones and his wife had been so industriously shopping

that they had run up an account of more than \$400!

"He'll give you a nice story about having loaded up with an expensive house and that sort of thing," said the credit man, "after which he'll offer to pay \$50 on account. That is the way he strung us along over there at Blank's for about a year and a half."

The head of the house was angry at the way he had been taken in. He assured the credit man that he would not stand for it and instructed the credit department to begin suit at once. He was even inclined to censure the credit man for taking so much for granted, but was appeased when the credit man explained that his chief's card was indisputable by him, and further that the credit man had been trying for two days to find his chief disengaged in his office in order that he might bring up the subject. Suit was brought at the end of the month and at the first notification Jones appeared in the office of the business man, shocked beyond measure that such an action should have been considered for a moment as necessary.

"And he made me half believe it, too," said the business man. "He put up one of the most plausible stories I ever listened to, paid me \$50 on account, and the other \$350 is stringing along, just as my credit man said it would."

In the main, the head of a mercantile house has a chance to suspect the customer who comes direct to him in search of charge account privileges. If the man is at all entitled to a reasonable charge account, he can get the privilege from the accredited credit man. If he has no claim to such a privilege he is likely to open himself to suspicion.

"Very often in the course of a year I have these applicants come to me instead of going to the credit man," said a large retail merchant. "When they do and I am in doubt I call up the credit man on the house 'phone before my Secretary gets down there with him. In this way I have a chance to hear anything against the man that may be known down there and at least can give a word of caution regarding the applicant."

"In a general way the public at large seem to value its acquaintance and friendship in proportion as they can call upon the business man for favors on the basis of that friendship. Men seeking all sorts of favors come in here every day, shaking my hand and calling me by name when I have the hardest time recall-

ing just where and when it was I met them.

"Why, don't you remember?" they say; 'I was introduced to you at the Club by my old friend Blinks.'

"Well, you remember that Blinks did introduce the man to you over there, and having a kind regard for Blinks you feel that you want to give his friend a nice deal all around. But it is a hard thing when you've put yourself out for this acquaintance to meet Blinks next day and have him say of the man: 'That fellow? Did he go up to work you on the strength of that introduction? Why, I had met him only the day before—introduced by a mere acquaintance.'

"In this respect a real friend owes the business man something more than a Club introduction over a cigar. Often the man who is introduced seeks the introduction for a purpose. The friend of the business man who introduces each chap without knowing him well owes it to himself to call up his business friend on the telephone, if no other way presents itself, and tell the friend just how much or how little he knows of the man. Otherwise he may be made a mere tool in a confidence game."

The average business man at the head of a considerable enterprise nowadays may be forgiven if he accepts all his friends with a grain of salt. On the basis of friendship he finds himself approached from a dozen sides by friends who would work him or by men who would use their acquaintanceship with his friends for

working him. He is on the defensive virtually all the time.

Some friend has a friend who this friend thinks would make an excellent manager for the business man's concern—or who would be a bully good head janitor for the house. Or because some friend of the business man is engaged in selling a certain line of goods he feels the business man should buy of him. At every turn acquaintanceship and friendship are the levers by which the public are seeking to effect a business advantage.

"Sometimes I think I haven't any real friends," said a business man, head of an enterprise mounting into the millions. And he is not inclined to be pessimistic, either.

Hollis W. Field.

Preaching on the dangers of money often has its first effect on the collection.

## Suggestions

The cold weather suggests hot dinners. Hot dinners suggest Hotel Livingston cooking. Hotel Livingston cooking suggests "the home table." Are you open to suggestion?

**Hotel Livingston**  
Grand Rapids, Mich.

## Toledo Traveling Men's Association

We offer you good insurance at actual cost.

We pay \$1,500 for death from ANY cause.

We pay \$1,500 for total disability from accident.

We had a surplus of \$94,805 Oct. 1, 1908.

We have no debts or unpaid claims.

We have paid out in twenty-six years to beneficiaries over \$315,000.

We have no high-salaried officers or other expenses.

Any traveling man, buyer or employe of a wholesale, company or corporation is eligible to membership.

Investigate this, you cannot afford to pass us by.

For further particulars address

**D. J. Caine**

P. O. Box 97

**Toledo, Ohio**



**Movements of Michigan Gideons.**

Detroit, Oct. 27—Nine out of the eleven members of the cabinet were present at the session held last Saturday at National headquarters. F. E. Lynch, Lincoln, Nebraska, was detained at home on account of sickness in his family, while business engagements kept M. P. Ashbrook in the Northwest. A resolution offered that our organization be incorporated under the State laws of Illinois was passed and this will be done in order that we may be in a position to receive bequests for the bible work, which have already been made, and also to otherwise be in position to be legally recognized.

F. E. Harker, Minneapolis, and W. H. Teetzel were both honored spectators in the second annual session of the cabinet. Both spoke a few encouraging words and their presence was greatly enjoyed.

The Gideon magazine is to be a monthly hereafter, commencing with the November issue. This was deemed advisable inasmuch as the membership is to be kept in touch with the great work in hand, that of placing bibles in the hotels of our land. The interest manifested in this laudable work is partially shown by the immense number of letters received up to date at National headquarters, some including subscriptions, all commending the work as being a very necessary and worthy one. As an indication of the interest shown in the work by the Bible Society publishers a grant was made the organization which will about equal one-third of the value of the various styles which will be used. The work will now be entered upon vigorously, and all who care to have a part with us may hand in their subscriptions to any Gideon or remit to National headquarters, F. A. Garlick, Secretary, 601 Baltimore building, Chicago, and the same will be properly cared for. It is hoped a good start can be made before the year closes, yet the work is a stupendous one and will need considerable time before all parts of the country are covered.

Sam E. Hill, one of the newly elected members of the cabinet, was present at this second session for the first time, and his presence greatly cheered the other members as he showed his old time interest in all of the proceedings. It will be remembered that Mr. Hill was one of the originators of the movement, also first National President of the organization. His home is at Beloit, Wis., and it is about ten years ago that he and Brother Nick met at Boscobel under the circumstances that meant the beginning.

Chas. M. Smith.

**Gripsack Brigade.**

J. Wright, who recently retired from the firm of Wright Bros., general merchants at Hastings, will represent Wells & Richardson, of Burlington, Vt., in Kansas.

Saginaw Evening News: The Saginaw Board of Trade, in furtherance of its aim to extend and enlarge Saginaw's trade interests, recently invited the local organizations of the

United Commercial Travelers and Michigan Knights of the Grip to appoint a committee to co-operate with the Board for action along the line indicated. Secretary Herman E. Valsold has notified the Board that Saginaw Council, No. 43, U. C. T., and Post F., M. K. G., have selected a committee as follows: O. D. Gilbert, M. S. Brown, M. V. Foley, Wm. M. Gulder, Geo. F. Dice. The joint committee of the two organizations will meet with the Board of Trade at its next meeting. Various means looking to the extension of Saginaw's trade territory and extension of its volume of wholesale trade will then be discussed.

The Tradesman is not a political paper in any sense of the term, but a word to the traveling men on the gubernatorial situation may not be amiss at this time. The Tradesman has been the consistent and persistent supporter of Governor Warner in his efforts to secure a flat 2 cent rate, the repeal of the infamous Bailie law and other reasonable measures championed by the traveling fraternity. Unfortunately for the railroads, they sought to punish the traveling men for their activity in these matters by increasing the charge for transporting excess baggage to prohibitive figures. Furthermore, the railroads sought to secure the nomination of a servile tool for Governor in the person of Dr. Bradley. If Dr. Bradley had been nominated and elected the 2 cent law would probably have been repealed, the Bailie law would have been re-enacted and the State Railroad Commission would have been changed to conform to the wishes of the railroads. On the other hand, the re-election of Governor Warner means the retention of these advantages by the traveling public and also additional legislation compelling the railroads to recede from the high-handed position they have assumed in the matter of excess baggage. Considering what Governor Warner has done for the traveling men and the opposition he received on that account from the railroads, and also considering the assistance he can render the traveling fraternity another term—unless the railroads "retain" enough members of the Senate to block all reasonable legislation in the interest of the people—the Tradesman naturally maintains that Governor Warner is fairly entitled to the hearty support and cordial good will of every traveling man in Michigan. The third-term idea may not be a popular one with some voters, but the objection is trivial compared with the great principles at stake and the danger which confronts the fraternity in the event of the railroads against securing control of the State government and using it, as they always do, for the furtherance of their selfish ends and to the detriment of the people.

**What Some Michigan Cities Are Doing.**

Written for the Tradesman.

Manistee has voted to open Fifth avenue through to the Lake Michigan shore. This is the first street to be opened up so that vehicles may reach

the lake, the city's best asset. At present practically every foot of the shore line is owned by railroads.

A number of business men of Battle Creek and Coldwater met in the latter city last week and discussed the urgent need of an electric road between the two cities. Neither of these towns has an outlet north or south, and it was resolved to work hard for the road, the right of way for which has been secured.

The Industrial Association of Adrian is taking up the matter of securing better freight rates for local shippers. The rate on iron from Pittsburg to Chicago is 18 cents, while the rate from Pittsburg to Adrian is 15 cents and from Adrian to Chicago is 13 cents, making a combined rate of 28 cents on iron brought from Pittsburg for manufacture and then sent on to the Western markets in the form of fencing. Efforts are being made to secure a commodity rate out of Adrian, whereby one rate will be made on raw material from Pittsburg to Western points by way of Adrian, with the privilege of stopping the materials there and turning them into manufactured goods.

The Commercial Club of Kalamazoo has adopted as its official slogan, "In Kalamazoo We Do." The Club offers a prize of \$25 for the best plan, with suggestions and sketches, for a park system and boulevards suited to the needs of the city fifty to seventy-five years hence. Competition is limited to the township or city.

The Saginaw News offers \$10 for an appropriate rallying cry for that city, such as Detroit's "In Detroit Life Is Worth Living," or Chicago's "I Will." Everybody may compete and may send in as many slogans as they like.

Kalamazoo is discussing plans for a central market to benefit both farmers and city dealers. At the last meeting of the Fruit Growers' Association a committee of three was appointed to confer with a committee of dealers to arrange the details.

The Big Rapids Board of Trade, at a recent meeting, discussed the suggestion offered by G. G. Jenkins that the superior quality of Mecosta county potatoes be made known to buyers and dealers in other states.

The Associated Charities of Jackson has completed a splendid building of brick and stone in that city which will be devoted to free kindergarten and day nursery purposes. The three-story structure was built by popular subscription and by hard work on the part of the best women of the Prison City.

Almond Griffen.

**The Drug Market.**

Gum Opium—Is very firm at the present price and an advance is looked for.

Morphine—Has declined 10c per ounce.

Quinine—Is firm but unchanged.

Cocaine—Has been advanced 15c per ounce by the manufacturers and higher prices are looked for.

Carbolic Acid—Is weak and lower.

Epsom Salts—Are very scarce and have advanced.

Glycerine—Is very firm and tending higher.

Juniper Berries—The crop is said to be short and higher prices are looked for.

Oil Peppermint—Is weak and lower.

**Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.**

Buffalo, Oct. 28—Creamery, fresh, 24@27½c; dairy fresh, 20@25c; poor to common, 15@18c.

Eggs—Strictly fresh, candled, 28@30c.

Live Poultry—Fowls, 9@11c; ducks, 11@12½c; geese, 10c; old cox, 9c; springs, 10@12c.

Dressed Poultry—Fowls, 12@13c; springs, 13@14c; old cox, 10c.

Beans—New Marrow, hand-picked, \$2.35@2.50; medium, hand-picked, \$2.30@2.35; pea, hand-picked, \$2.30@2.35; red kidney, hand-picked, \$2@2.10; white kidney, hand-picked, \$2.40@2.50.

Potatoes—New, 60@65c per bu.

Rea & Witzig.

Hiawatha—Harry Gray is building a shingle mill near the South Side Lumber Co.'s plant, and boilers and machinery have been installed and the building is partially inclosed. The mill will have a capacity of 35,000 feet daily and will furnish a ready market to the farmers of the vicinity for their cedar products.

**The Opponents of Governor Warner.**

The corporation forces, the tax-dodging railroads and express companies, the double-chinned lobbyists and the nimble-fingered jugglers of public money in Michigan have joined with the Democrats in making an attack on Governor Warner.

What are the charges against Warner and who makes them?

He is accused of offenses which, if true, would make him appear as a liar, an ingrate and a political snake.

Who makes these charges, directly or indirectly?

The Detroit Free Press, that faded memory of a once great newspaper, which is to-day read by few, respected by fewer and trusted by none.

Ex-State Treasurer Glazier, now under indictment by a grand jury on a penal charge, and who was seized by the seat of the pants and thrown out of the capitol, so to speak, by Governor Warner for mishandling the people's money.

The railroad lobbyists who could not coax, bribe or frighten Governor Warner into yielding an inch from his stand in favor of the people's rights.

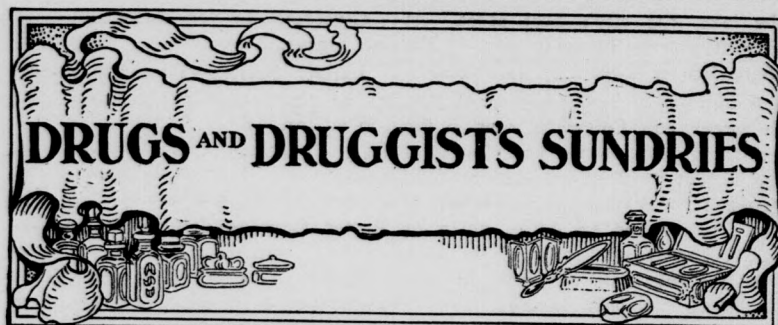
Lawton T. Hemans, the Democratic candidate for Governor who sought through the Legislature in 1901 a bill licensing bucket shops, those hell-holes which are to-day responsible for more misery and more young men gone wrong than any other institution in America.

These are some of the accusers of Governor Warner. Look them over and reflect.

The Herald-Leader Company hereby obligates itself to pay to Candidate Hemans the full amount of any transaction of Governor Warner, from his youth until to-day, wherein any man, woman or child has suffered from any misdeed of his.

Could these precious harpies, these political scavengers, find one single incident in all of Warner's career, public and private, which reflected upon his manhood and honor they would have had it blazoned months ago from every billboard in the State. —Menominee Herald-Leader.





**Michigan Board of Pharmacy.**  
 President—W. E. Collins, Owosso.  
 Secretary—John D. Muir, Grand Rapids.  
 Treasurer—W. A. Dohany, Detroit.  
 Other Members—E. J. Rodgers, Port Huron, and Sid. A. Erwin, Battle Creek.  
 Next Meeting—Grand Rapids, November 17, 18 and 19, 1908.

**Michigan State Pharmaceutical Association.**  
 President—M. A. Jones, Lansing.  
 First Vice-President—J. E. Way, Jackson.  
 Second Vice-President—W. R. Hall, Manistee.  
 Third Vice-President—M. M. Miller, Milan.  
 Secretary—E. E. Calkins, Ann Arbor.  
 Treasurer—A. B. Way, Sparta.

#### Some of the Instances of Duplicity in Drugs.\*

In choosing this subject the object I had in view was to bring to your mind the work of the manufacturing houses and their detail men, who are continuously bringing to your notice so-called new remedies, which are nothing more than old and in many cases discarded remedies—something to catch your fancy. With a liberal supply of samples which are elegant in appearance and palatable to the taste, there are few but what are willing to give it a trial on some charitable case. This is the entering wedge. Invariably the patient will come back for more and when you have no more samples if the patient gets it at all he will write a prescription for the same. Other detail men follow one after the other, each claiming to have the only specific remedy for the same disease, every one having the same remedy only under a different name. This is where duplicity commences. There is no denying that there is some virtue in these medicines, but in 99 per cent. of them they are exaggerated until they become cure alls.

The chemical product, hexamethylenamine, the great urinary antiseptic, is marked under such names as cystogen, formin, uritone, genetone, and so forth. Four years ago I made a collection of names under which this chemical is marketed and succeeded in listing eighty-seven. Many a physician has prescribed two or three of these urinary antiseptics in the same solution, not knowing that he was using the same thing over again. Their efforts are not confined to liquids or powders, but cover everything in the art of medicine. What is the remedy to overcome such a practice? This lies entirely with the medical profession. Stop prescribing proprietary preparations unless the quantity and the known ingredients of each preparation in a given amount are given. You no doubt have heard of the Council of Pharmacy and

\*Paper read before monthly meeting West Michigan Homeopathic Medical Society by W. C. Kirchgessner.

Chemists of the American Medical Association. This is composed of fifteen members, teachers in medical and pharmaceutical schools, chemists, pharmacologists and therapists. These are to judge of the preparations that are offered to the profession that are not included in the U. S. P. and National Formulary. Those that conform to this standard will be published in a book issued by the A. M. A. under the title of New and Unofficial Remedies. You see, this includes all proprietary and trade mark preparations that conform to the following rules:

No article will be admitted unless its active medicinal ingredients and the amount of each in a given quantity are stated.

No chemical compound will be admitted unless information regarding



tests for identity, purity and strength and, if a synthetic, the rational formula are given.

No medicinal article that is advertised to the public will be admitted.

No article will be admitted whose label, package or circular accompanying same contains the name of disease in the treatment of which the article is indicated.

No article will be admitted of which the manufacturer or his agent makes false statements concerning source of raw material or exaggerated or misleading statements of its therapeutic value.

Labels on articles containing heroic or poisonous substances must show the amount in a given quantity.

It must be borne in mind that admission to this book does not mean endorsement, but that it is authentic and is not shrouded in secrecy, and that when you use these preparations you are sure they are true to label. The nomenclature, which is simple

and descriptive, adopted by the U. S. P. and N. F. simplifies matters and stops duplicity. The National pure food and drug law was brought about through the efforts of the A. P. A. and A. M. A., but even this law has a flaw, which is very bad in that an article with a name identical with the U. S. P. or N. F. can be marketed if the quantities are given on the label, and as many a physician prescribes the same and does not specify U. S. P. or N. F. he does not get a U. S. P. or N. F. preparation, but in some cases a preparation from one-fourth to one-tenth its strength. That this law will be corrected there is no doubt, as the A. P. A., through its members, have started a movement to that effect. Where this works an injustice to the physician and patient you can readily see that you will not get what is prescribed unless you specify U. S. P. or N. F.

The following are a few proprietary preparations and the official titles which replace the same:

Liquor antisepticus replaces listerine and eucalyptol and hundreds of other preparations of like nature.

Liquor antisepticus alkalinus replaces such preparations as glycothymoline borol and hundreds of preparations of like nature.

Syrup hypophosphites compound replaces such preparations as Fellows' syrup, Hematic hypophosphites, vitalized phosphites, etc.

Unguentum resorcini compositum replaces such preparations as resonal, acceptinol.

Pulvis acalae compostus replaces tyrees powders and the like.

Petrolatum saponatum liquidum and petrolatum saponatum spissum replace vasogen petrogen.

#### Good Hand Cleanser.

The following preparation will work wonders in the matter of cleansing the hands:

Egg albumin ..... 8 parts  
 Boric acid ..... 1 part  
 Glycerin ..... 32 parts  
 Perfume to suit.

Soft water, to make ..... 50 parts

Dissolve the acid in sufficient water; mix the albumin and glycerin, and pass through a silk strainer (handkerchief). Mix the two fluids and add the remaining water. After washing the hands in the usual manner, dry gently with towel, and then moisten with the liquid, and remove excess without rubbing. Apply at night before retiring.

#### How To Kill Flies in Show-Cases.

Take a small glass mortar, or other suitable container, place in it a small sponge, and pour on the sponge from one to three ounces of formaldehyde. The amount of formaldehyde will depend upon the size of the case. Two ounces is sufficient for one six feet long. Place the mortar containing formaldehyde in the case and close the door tightly. This can be done in the evening. In from twelve to twenty-four hours all the flies will be dead. The formaldehyde may then be removed. Care should be taken to see that the gas does not injure goods in the case, such as gelatin plasters, etc.

#### A Bad Celluloid Explosion.

A celluloid factory in Vienna, Austria, where several hundred persons were employed, was completely wrecked by an explosion, due either to the ignition of celluloid dust or to the action of some of the powerful chemicals which are used in the process of manufacture. Seventeen persons were killed.

If you can not be saved by work it is certain you will not be saved by whining.



No. 310

## Perfume Profit

comes to the dealer who handles and pushes first-class perfumes—perfumes having the fragrance of the imported article without its cost—perfumes which you can sell at a reasonable price and profit greatly.

*Dorothy Vernon*

### The American Perfume

would cost you 65% more if it were imported. That 65% represents duty, not value.

Our extensive advertising campaign is making this brand known from ocean to ocean and the demand already exists.

About fifty per cent. of our product consists of bulk goods—the remainder is contained in beautiful packages. And the entire product sells—with fine profit to you.

If you want a paying department—perfumes, toilet waters and sachet powders that will sell from the start—get in touch with us NOW.

**The Jennings Co.**  
 Perfumers  
 Grand Rapids, Mich.





## WHOLESALE DRUG PRICE CURRENT

Acidum		Copaiba		1 75@ 85		Scilla		50		50		Magnesia, Sulph.		3@ 5		Sanguis Drac's		40@ 50		Lard, extra		85@ 90			
Aceticum		6@ 8		Cubebae		2 15@ 25		Scilla Co.		50		50		Mannia S. F.		45@ 50		Sapo, G		10@ 15		Lard, No. 1		60@ 65	
Benzoinum, Ger.		70@ 75		Erigeron		2 35@ 50		Tolutan		50		50		Menthol		2 65@ 85		Sapo, M		10@ 12		Linseed, pure raw		42@ 45	
Boracie		12@ 23		Evechthitis		1 00@ 10		Prunus virg		50		50		Morpha, SP&W		3 00@ 25		Sapo, W		13 1/2@ 16		Linseed, boiled		43@ 46	
Carbolicum		16@ 22		Gaulthieria		2 50@ 40		Zingiber		50		50		Morpha, SNYQ		3 00@ 25		Seidlitz Mixture		20@ 22		Neat's-foot, w str		65@ 70	
Citricum		50@ 55		Geranium .oz.		75		Tinctures		50		50		Moschus Canton.		40		Sinapis		30		Spts, Turpentine		Market	
Hydrochlor		3@ 5		Gossypii Sem gal		70@ 75		Aloes		60		60		Myristica, No. 1		25@		Snuff, Maccaboy,		40		Whale, winter		70@ 70	
Nitrosum		8@ 10		Hedeoma		3 00@ 30		Aloes & Myrrh.		60		60		Nux Vomica po 15		10		DeVo's		51		Paints		bbl. L.	
Oxalicum		14@ 15		Junipera		40@ 20		Anconitum Nap'sF		50		50		Os Sepia		35@ 40		Soda, Boras		6@ 10		Green, Paris		29 1/2@ 33 1/2	
Phosphoricum, dil.		14@ 15		Lavendula		90@ 60		Anconitum Nap'sR		50		50		Pepsin Saac, H &		1 00		Soda, Boras, po.		6@ 10		Green, Peninsular		13@ 18	
Salicylicum		44@ 47		Limons		1 30@ 40		Arnica		50		50		P D Co. doz.		2 00		Soda, et Pot's Tart		25@ 28		Lead, red		7 1/2@ 8	
Sulphuricum		13@ 15		Mentha Piper		1 75@ 90		Asafoetida		50		50		P D Co. doz.		2 00		Soda, Carb		1 1/2@ 2		Lead, white		7 1/2@ 8	
Tannicum		75@ 85		Menta Verid		50@ 50		Atropine Belladonna		50		50		P D Co. doz.		2 00		Soda, Bi-Carb		3@ 5		Ochre, yel Ber.		1 1/2@ 2	
Tartaricum		38@ 40		Morrhuae, gal.		1 60@ 1 85		Aurant Cortex		50		50		P D Co. doz.		2 00		Soda, Ash		3 1/2@ 4		Putty, commer'l		2 1/2@ 3	
Ammonia		4@ 6		Myrica		3 00@ 30		Benzoin		50		50		P D Co. doz.		2 00		Soda, Sulphas		4@ 4		Putty, strictly pr		2 1/2@ 3	
Aqua, 18 deg.		4@ 6		Olive		1 00@ 30		Benzoin Co.		50		50		P D Co. doz.		2 00		Spts, Cologne		2@ 20		Red Venetian		1 1/2@ 2	
Aqua, 20 deg.		6@ 8		Pisic Liquida		10@ 12		Cantharides		50		50		P D Co. doz.		2 00		Spts, Ether Co.		50@ 55		Shaker Prep'd		1 25@ 1 35	
Carbonas		13@ 15		Pisic Liquida gal.		40@ 40		Capsicum		50		50		P D Co. doz.		2 00		Spts, Myrcia		2@ 20		Vermillion		75@ 80	
Chloridum		12@ 14		Ricina		94@ 100		Cardamon		50		50		P D Co. doz.		2 00		Spts, Vini Rect bbl		50@ 55		Vermillion Prime		13@ 15	
Aniline		2 00@ 2 25		Rosae oz.		50@ 70		Cardamon Co.		50		50		P D Co. doz.		2 00		Spts, Vini Rect 1/2 bbl		50@ 55		American		13@ 15	
Black		2 00@ 2 25		Rosmarini		1 00@ 100		Cassia Acutifol		50		50		P D Co. doz.		2 00		Spts, Vini Rect 1/2 bbl		50@ 55		Whiting Gilders'		95@ 95	
Brown		80@ 100		Sabina		90@ 100		Cassia Acutifol Co		50		50		P D Co. doz.		2 00		Spts, Vini Rect 1/2 bbl		50@ 55		Whit'g Paris Am'r		21@ 25	
Red		45@ 50		Santal		4@ 50		Castor		50		50		P D Co. doz.		2 00		Spts, Vini Rect 1/2 bbl		50@ 55		Whit'g Paris Eng.		1 40@ 1 40	
Yellow		50@ 53		Sassafras		85@ 90		Catechu		50		50		P D Co. doz.		2 00		Spts, Vini Rect 1/2 bbl		50@ 55		cliff		@ 1 40	
Bacca		24@ 28		Sinapis, ess. oz.		65@ 65		Cinchona		50		50		P D Co. doz.		2 00		Spts, Vini Rect 1/2 bbl		50@ 55		Whiting, white S'n		90@ 90	
Juniperus		8@ 10		Succini		40@ 45		Cinchona Co.		50		50		P D Co. doz.		2 00		Spts, Vini Rect 1/2 bbl		50@ 55		Varnishes		1 60@ 1 70	
Xanthoxylum		30@ 35		Thyme		40@ 50		Columbia		50		50		P D Co. doz.		2 00		Spts, Vini Rect 1/2 bbl		50@ 55		Extra Turp		1 60@ 1 70	
Balsamum		65@ 75		Thyme, opt.		1@ 60		Cubebae		50		50		P D Co. doz.		2 00		Spts, Vini Rect 1/2 bbl		50@ 55		No. 1 Turp Coach		10@ 1 20	
Copaiba		65@ 75		Theobromas		15@ 20		Digitalis		50		50		P D Co. doz.		2 00		Spts, Vini Rect 1/2 bbl		50@ 55					
Peru		75@ 85		Tigil		10@ 1 20		Ergot		50		50		P D Co. doz.		2 00		Spts, Vini Rect 1/2 bbl		50@ 55					
Terabin, Canada		75@ 80		Potassium		15@ 18		Ferri Chloridum		50		50		P D Co. doz.		2 00		Spts, Vini Rect 1/2 bbl		50@ 55					
Tolutan		40@ 45		Bi-Carb		15@ 18		Gentian		50		50		P D Co. doz.		2 00		Spts, Vini Rect 1/2 bbl		50@ 55					
Cortex		18		Richromate		13@ 15		Gentian Co.		50		50		P D Co. doz.		2 00		Spts, Vini Rect 1/2 bbl		50@ 55					
Abies, Canadian.		18		Bromide		18@ 20		Guaiaca		50		50		P D Co. doz.		2 00		Spts, Vini Rect 1/2 bbl		50@ 55					
Cassiae		20		Carb		12@ 15		Guaiaca ammon.		50		50		P D Co. doz.		2 00		Spts, Vini Rect 1/2 bbl		50@ 55					
Cinchona Flava		20		Chlorate .po.		12@ 14		Hyoscyamus		50		50		P D Co. doz.		2 00		Spts, Vini Rect 1/2 bbl		50@ 55					
Buonymus atro.		60		Cyanide		30@ 40		Iodine		50		50		P D Co. doz.		2 00		Spts, Vini Rect 1/2 bbl		50@ 55					
Myrica Cerifera		20		Iodide		50@ 60		Iodine, colorless		50		50		P D Co. doz.		2 00		Spts, Vini Rect 1/2 bbl		50@ 55					
Prunus Virgin.		15		Potassa, Bitart pr		30@ 32		Kino		50		50		P D Co. doz.		2 00		Spts, Vini Rect 1/2 bbl		50@ 55					
Quillaia, gr'd.		15		Potass Nitras opt		7@ 10		Lobelia		50		50		P D Co. doz.		2 00		Spts, Vini Rect 1/2 bbl		50@ 55					
Sassafras, po 25		24		Potass Nitras		6@ 8		Myrrh		50		50		P D Co. doz.		2 00		Spts, Vini Rect 1/2 bbl		50@ 55					
Ulmus		20		Prussiate		23@ 26		Nux Vomica		50		50		P D Co. doz.		2 00		Spts, Vini Rect 1/2 bbl		50@ 55					
Extractum		24@ 30		Sulphate po		15@ 18		Opil		50		50		P D Co. doz.		2 00		Spts, Vini Rect 1/2 bbl		50@ 55					
Glycyrrhiza, Gla.		24@ 30		Radix		20@ 25		Opil, camphorated		50		50		P D Co. doz.		2 00		Spts, Vini Rect 1/2 bbl		50@ 55					
Glycyrrhiza, po.		28@ 30		Aconitum		20@ 25		Opil, deodorized		50		50		P D Co. doz.		2 00		Spts, Vini Rect 1/2 bbl		50@ 55					
Haematox		11@ 12		Althae		30@ 35		Quassia		50		50		P D Co. doz.		2 00		Spts, Vini Rect 1/2 bbl		50@ 55					
Haematox, 1s		13@ 14		Anchusa		10@ 12		Rhatany		50		50		P D Co. doz.		2 00		Spts, Vini Rect 1/2 bbl		50@ 55					
Haematox, 1/2s		14@ 15		Arum po		25@ 30		Sanguinaria		50		50		P D Co. doz.		2 00		Spts, Vini Rect 1/2 bbl		50@ 55					
Haematox, 1/4s		16@ 17		Calamus		20@ 40		Serpentaria		50		50		P D Co. doz.		2 00		Spts, Vini Rect 1/2 bbl		50@ 55					
Ferru		15		Gentiana po 15.		12@ 15		Stromonium		50		50		P D Co. doz.		2 00		Spts, Vini Rect 1/2 bbl		50@ 55					
Carbonate Precip.		2 00		Glycyrrhiza ny 15		16@ 18		Tolutan		50		50		P D Co. doz.		2 00		Spts, Vini Rect 1/2 bbl		50@ 55					
Citrate and Quina		55		Hellebore, Alba		12@ 15		Valerian		50		50		P D Co. doz.		2 00		Spts, Vini Rect 1/2 bbl		50@ 55					
Citrate Soluble.		40		Hydrastis, Canada		2 50		Veratrum Veride		50		50		P D Co. doz.		2 00		Spts, Vini Rect 1/2 bbl		50@ 55					
Ferrocyanidum S		15		Hydrastis, Can. po		2 60		Zingiber		50		50		P D Co. doz.		2 00		Spts, Vini Rect 1/2 bbl		50@ 55					
Solut. Chloride		15		Inula, po		18@ 22		Aether, Spts Nit 3f		30@ 35		50		P D Co. doz.		2 00		Spts, Vini Rect 1/2 bbl		50@ 55					
Sulphate, com'l, by		2		Ipecac, po		2 00@ 2 10		Aether, Spts Nit 4f		34@ 38		50		P D Co. doz.		2 00		Spts, Vini Rect 1/2 bbl		50@ 55					
Sulphate, pure		7		Tris plox		35@ 40		Alumen, gr'd po 7		3@ 4		50		P D Co. doz.		2 00		Spts, Vini Rect 1/2 bbl		50@ 55					
Flora		20@ 25		Jalapa, pr.		25@ 30		Annatto		40@ 50		50		P D Co. doz.		2 00		Spts, Vini Rect 1/2 bbl		50@ 55					
Anthemis		50@ 60		Maranta, 1/4s		35@ 40		Antimoni, po		4@ 5		50		P D Co. doz.		2 00		Spts, Vini Rect 1/2 bbl		50@ 55					
Matricaria		30@ 35		Podophyllum po		15@ 18		Antimoni et po T		40@ 50		50		P D Co											



## 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

Cheese

## DECLINED

Some Chocolate  
Fresh Meats  
FeedsIndex to Markets  
By Columns

Col	1	2
<b>A</b>	<b>Ammonia</b>	<b>Ammonia</b>
1	1	1
<b>B</b>	<b>Baked Beans</b>	<b>Baked Beans</b>
1	1	1
<b>C</b>	<b>Canned Goods</b>	<b>Canned Goods</b>
1	1	1
<b>D</b>	<b>Dried Fruits</b>	<b>Dried Fruits</b>
1	1	1
<b>E</b>	<b>Farinaceous Goods</b>	<b>Farinaceous Goods</b>
1	1	1
<b>F</b>	<b>Flour</b>	<b>Flour</b>
1	1	1
<b>G</b>	<b>Grains</b>	<b>Grains</b>
1	1	1
<b>H</b>	<b>Herbs</b>	<b>Herbs</b>
1	1	1
<b>I</b>	<b>Jelly</b>	<b>Jelly</b>
1	1	1
<b>J</b>	<b>Licorice</b>	<b>Licorice</b>
1	1	1
<b>K</b>	<b>Meat Extracts</b>	<b>Meat Extracts</b>
1	1	1
<b>L</b>	<b>Mince Meat</b>	<b>Mince Meat</b>
1	1	1
<b>M</b>	<b>Molasses</b>	<b>Molasses</b>
1	1	1
<b>N</b>	<b>Nuts</b>	<b>Nuts</b>
1	1	1
<b>O</b>	<b>Olives</b>	<b>Olives</b>
1	1	1
<b>P</b>	<b>Pipes</b>	<b>Pipes</b>
1	1	1
<b>Q</b>	<b>Pickles</b>	<b>Pickles</b>
1	1	1
<b>R</b>	<b>Playing Cards</b>	<b>Playing Cards</b>
1	1	1
<b>S</b>	<b>Potash</b>	<b>Potash</b>
1	1	1
<b>T</b>	<b>Provisions</b>	<b>Provisions</b>
1	1	1
<b>U</b>	<b>Rice</b>	<b>Rice</b>
1	1	1
<b>V</b>	<b>Salad Dressing</b>	<b>Salad Dressing</b>
1	1	1
<b>W</b>	<b>Saleratus</b>	<b>Saleratus</b>
1	1	1
<b>X</b>	<b>Salt Soda</b>	<b>Salt Soda</b>
1	1	1
<b>Y</b>	<b>Salt Fish</b>	<b>Salt Fish</b>
1	1	1
<b>Z</b>	<b>Seeds</b>	<b>Seeds</b>
1	1	1
<b>AA</b>	<b>Shoe Blacking</b>	<b>Shoe Blacking</b>
1	1	1
<b>AB</b>	<b>Snuff</b>	<b>Snuff</b>
1	1	1
<b>AC</b>	<b>Soap</b>	<b>Soap</b>
1	1	1
<b>AD</b>	<b>Soda</b>	<b>Soda</b>
1	1	1
<b>AE</b>	<b>Soups</b>	<b>Soups</b>
1	1	1
<b>AF</b>	<b>Spices</b>	<b>Spices</b>
1	1	1
<b>AG</b>	<b>Starch</b>	<b>Starch</b>
1	1	1
<b>AH</b>	<b>Syrups</b>	<b>Syrups</b>
1	1	1
<b>AI</b>	<b>Tea</b>	<b>Tea</b>
1	1	1
<b>AJ</b>	<b>Tobacco</b>	<b>Tobacco</b>
1	1	1
<b>AK</b>	<b>Twine</b>	<b>Twine</b>
1	1	1
<b>AL</b>	<b>Vinegar</b>	<b>Vinegar</b>
1	1	1
<b>AM</b>	<b>Wicking</b>	<b>Wicking</b>
1	1	1
<b>AN</b>	<b>Woodenware</b>	<b>Woodenware</b>
1	1	1
<b>AO</b>	<b>Wrapping Paper</b>	<b>Wrapping Paper</b>
1	1	1
<b>AP</b>	<b>Yeast Cake</b>	<b>Yeast Cake</b>
1	1	1

Col	1	2
<b>ARCTIC AMMONIA</b>	<b>Doz.</b>	<b>Doz.</b>
12 oz. ovals 2 doz. box.	235	235
<b>AXLE GREASE</b>	<b>Doz.</b>	<b>Doz.</b>
1lb. wood boxes, 4 doz.	3 00	3 00
1lb. tin boxes, 3 doz.	2 35	2 35
3 1/2 lb. tin boxes, 2 doz.	4 25	4 25
10 lb. pails, per doz.	6 00	6 00
15 lb. pails, per doz.	7 20	7 20
25 lb. pails, per doz.	12 00	12 00
<b>BAKED BEANS</b>	<b>Doz.</b>	<b>Doz.</b>
1lb. can, per doz.	90	90
2lb. can, per doz.	1 40	1 40
3lb. can, per doz.	1 80	1 80
<b>BATH BRICK</b>	<b>Doz.</b>	<b>Doz.</b>
American	75	75
English	85	85
<b>BLUING</b>	<b>Doz.</b>	<b>Doz.</b>
Arctic	40	40
Sawyer's Pepper Box	75	75
<b>BROOMS</b>	<b>Doz.</b>	<b>Doz.</b>
No. 3, 3 doz. wood bxs	4 00	4 00
No. 5, 3 doz. wood bxs	7 00	7 00
<b>CARPETS</b>	<b>Doz.</b>	<b>Doz.</b>
No. 1 Carpet, 4 sew	2 75	2 75
No. 2 Carpet, 4 sew	2 40	2 40
No. 3 Carpet, 3 sew	2 25	2 25
No. 4 Carpet, 3 sew	2 10	2 10
Parlor Gem	2 40	2 40
Common Whisk	90	90
Fancy Whisk	1 25	1 25
Warehouse	3 00	3 00
<b>BRUSHES</b>	<b>Doz.</b>	<b>Doz.</b>
Scrub	75	75
Solid Back 8 in.	75	75
Solid Back, 11 in.	95	95
Pointed Ends	85	85
<b>STOVE</b>	<b>Doz.</b>	<b>Doz.</b>
No. 3	90	90
No. 2	1 25	1 25
No. 1	1 75	1 75
<b>SHOE</b>	<b>Doz.</b>	<b>Doz.</b>
No. 8	1 00	1 00
No. 7	1 30	1 30
No. 4	1 70	1 70
No. 3	1 90	1 90
<b>BUTTER COLOR</b>	<b>Doz.</b>	<b>Doz.</b>
W. R. & Co.'s 25c size	2 00	2 00
W. R. & Co.'s 50c size	4 00	4 00
<b>CANDLES</b>	<b>Doz.</b>	<b>Doz.</b>
Paraffine, 6s	10	10
Paraffine, 12s	10	10
Wicking	20	20
<b>CANNED GOODS</b>	<b>Doz.</b>	<b>Doz.</b>
Apples	90@1 00	90@1 00
Gallon	2 25@2 50	2 25@2 50
<b>Blackberries</b>	<b>Doz.</b>	<b>Doz.</b>
2lb.	1 25@1 75	1 25@1 75
Standards gallons	@5 50	@5 50
<b>Beans</b>	<b>Doz.</b>	<b>Doz.</b>
Baked	85@1 30	85@1 30
Red Kidney	85@95	85@95
String	70@1 15	70@1 15
Wax	75@1 25	75@1 25
<b>Blueberries</b>	<b>Doz.</b>	<b>Doz.</b>
Standard	1 35	1 35
Gallon	6 25	6 25
<b>Brook Trout</b>	<b>Doz.</b>	<b>Doz.</b>
2lb. cans, spiced	1 90	1 90
<b>Clams</b>	<b>Doz.</b>	<b>Doz.</b>
Little Neck, 1lb. 1 00	@1 25	@1 25
Little Neck, 2lb.	@1 50	@1 50
<b>Clam Bouillon</b>	<b>Doz.</b>	<b>Doz.</b>
Burnham's 1/2 pt.	1 90	1 90
Burnham's pts.	3 60	3 60
Burnham's qts.	7 20	7 20
<b>Cherries</b>	<b>Doz.</b>	<b>Doz.</b>
Red Standards	@1 40	@1 40
White	@1 40	@1 40
<b>Corn</b>	<b>Doz.</b>	<b>Doz.</b>
Fair	75@85	75@85
Good	1 00@1 10	1 00@1 10
Fancy	1 45	1 45
<b>French Peas</b>	<b>Doz.</b>	<b>Doz.</b>
Sur Extra Fine	22	22
Extra Fine	15	15
Fine	15	15
Moyen	11	11
<b>Gooseberries</b>	<b>Doz.</b>	<b>Doz.</b>
Standard	1 75	1 75
<b>Hominy</b>	<b>Doz.</b>	<b>Doz.</b>
Standard	85	85
<b>Lobster</b>	<b>Doz.</b>	<b>Doz.</b>
1/2 lb.	2 25	2 25
1 lb.	4 25	4 25
Picnic Tails	2 75	2 75
<b>Mackerel</b>	<b>Doz.</b>	<b>Doz.</b>
Mustard, 1lb.	1 80	1 80
Mustard, 2lb.	2 80	2 80
Soused, 1 1/2 lb.	1 80	1 80
Soused, 2lb.	2 75	2 75
Tomato, 1lb.	1 50	1 50
Tomato, 2lb.	2 80	2 80
<b>Mushrooms</b>	<b>Doz.</b>	<b>Doz.</b>
Hotels	@24	@24
Buttons	@28	@28
<b>OYSTERS</b>	<b>Doz.</b>	<b>Doz.</b>
Cove, 1lb.	85@1 00	85@1 00
Cove, 2lb.	@1 85	@1 85
Cove, 1lb. Oval	@1 20	@1 20
<b>PLUMS</b>	<b>Doz.</b>	<b>Doz.</b>
Plums	1 00@2 50	1 00@2 50
<b>PEAS</b>	<b>Doz.</b>	<b>Doz.</b>
Marrowfat	95@1 25	95@1 25
Early June	1 00@1 25	1 00@1 25
Early June Sifted	1 15@1 80	1 15@1 80
<b>Pineapple</b>	<b>Doz.</b>	<b>Doz.</b>
Pie	90@1 25	90@1 25
No. 10 size can pie	@3 00	@3 00
<b>Pumpkin</b>	<b>Doz.</b>	<b>Doz.</b>
Fair	85	85
Good	90	90
Fancy	1 00	1 00
Gallon	2 50	2 50
<b>Raspberries</b>	<b>Doz.</b>	<b>Doz.</b>
Standard	@	@
<b>Salmon</b>	<b>Doz.</b>	<b>Doz.</b>
Col'a River, talls	1 95@2 00	1 95@2 00
Col'a River, flats	2 25@2 75	2 25@2 75
Red Alaska	1 35@1 50	1 35@1 50
Pink Alaska	90@1 00	90@1 00
<b>SARDINES</b>	<b>Doz.</b>	<b>Doz.</b>
Domestic, 1/4s	3 3/4@4	3 3/4@4
Domestic, 1/2s	@5	@5
Domestic, Must'd	6 1/2@9	6 1/2@9
California, 1/4s	11	11
California, 1/2s	17	17
French, 1/4s	7	7
French, 1/2s	18	18
<b>SHRIMPS</b>	<b>Doz.</b>	<b>Doz.</b>
Standard	1 20@1 40	1 20@1 40
<b>Succotash</b>	<b>Doz.</b>	<b>Doz.</b>
Fair	85	85
Good	1 00	1 00
Fancy	1 25@1 40	1 25@1 40
<b>STRAWBERRIES</b>	<b>Doz.</b>	<b>Doz.</b>
Standard	@	@
<b>TOMATOES</b>	<b>Doz.</b>	<b>Doz.</b>
Good	@1 10	@1 10
Fair	95@1 00	95@1 00
Fancy	1 40	1 40
Gallons	@2 75	@2 75
<b>CARBON OILS</b>	<b>Doz.</b>	<b>Doz.</b>
Perfection	@10 1/2	@10 1/2
Water White	@10	@10
D. S. Gasoline	@13 1/2	@13 1/2
Gas Machine	@24	@24
Deodor'd Nap'a	@12 1/2	@12 1/2
Cylinder	@29	@29
Engine	16 @22	16 @22
Black, winter	8 1/4@10	8 1/4@10
<b>CEREALS</b>	<b>Doz.</b>	<b>Doz.</b>
Breakfast Foods	<b>Doz.</b>	<b>Doz.</b>
Bordeau Flakes, 36 lb.	2 50	2 50
Cream of Wheat, 36 lb.	4 50	4 50
Egg-O-See, 36 pkgs.	2 85	2 85
Excella Flakes, 36 lb.	4 50	4 50
Excella, large pkgs.	4 50	4 50
Force, 36 lb.	4 50	4 50
Grape Nuts, 2 doz.	2 70	2 70
Malta Ceres, 24 lb.	2 85	2 85
Malta Vita, 36 lb.	2 85	2 85
Mapl-Flake, 36 lb.	4 05	4 05
Pillsbury's Vitos, 3 dz.	4 25	4 25
Ralston Health Food	4 50	4 50
36 lb.	4 50	4 50
Sunlight Flakes, 36 lb.	2 85	2 85
Sunlight Flakes, 20 lb.	4 00	4 00
Vigor, 36 pkgs.	2 75	2 75
Voigt Cream Flakes	4 50	4 50
Zest, 20 lb.	4 10	4 10
Zest, 36 small pkgs.	2 75	2 75
<b>ROLLED OATS</b>	<b>Doz.</b>	<b>Doz.</b>
Rolled Avena, bbls.	6 85	6 85
Steel Cut, 100 lb. sks.	3 40	3 40
Monarch, bbl.	6 60	6 60
Monarch, 90 lb. sacks	3 20	3 20
Quaker, 18 Regular	1 50	1 50
Quaker, 20 Family	4 65	4 65
<b>CRACKED WHEAT</b>	<b>Doz.</b>	<b>Doz.</b>
Bulk	3 3/4	3 3/4
24 2 lb. packages	3 50	3 50
<b>CATSUP</b>	<b>Doz.</b>	<b>Doz.</b>
Columbia, 25 pts.	4 15	4 15
Snider's pints	2 25	2 25
Snider's 1/2 pints	1 85	1 85
<b>CHEESE</b>	<b>Doz.</b>	<b>Doz.</b>
Acme	@15	@15
Elsie	@12	@12
Gem	@15 1/2	@15 1/2
Jersey	@14	@14
Warner's	@15 1/2	@15 1/2
Riverside	@15	@15
Springdale	@14 1/2	@14 1/2
Brick	@15	@15
Leiden	@15	@15
Limburger	@19	@19
Pineapple	@40	@40
Sap Sago	@22	@22
Swiss, domestic	@16	@16

3

<b>CHEWING GUM</b>	<b>Doz.</b>	<b>Doz.</b>
American Flag Spruce	55	55
Beeman's Pepsin	55	55
Adams Pepsin	55	55
Best Pepsin	45	45
Best Pepsin, 5 boxes	2 00	2 00
Black Jack	55	55
Largest Gum Made	55	55
Sen Sen	55	55
Sen Sen Breath Perf	1 00	1 00
Long Tom	55	55
Yucatan	55	55
Hop to it	65	65
Spearmint	55	55
<b>CHICORY</b>	<b>Doz.</b>	<b>Doz.</b>
Bulk	5	5
Red	7	7
Eagle	5	5
Franck's	7	7
Schener's	6	6
<b>CHOCOLATE</b>	<b>Doz.</b>	<b>Doz.</b>
Walter Baker & Co.'s	<b>Doz.</b>	<b>Doz.</b>
German Sweet	24	24
Premium	33	33
Caracas	31	31
Walter M. Lowney Co.	<b>Doz.</b>	<b>Doz.</b>
Premium, 1/4s	32	32
Premium, 1/2s	32	32
<b>COCOA</b>	<b>Doz.</b>	<b>Doz.</b>
Baker's	39	39
Cleveland	41	41
Colonial, 1/4s	35	35
Colonial, 1/2s	33	33
Epps	42	42
Huyler	45	45
Lowney, 1/4s	36	36
Lowney, 1/2s	36	36
Lowney, 1s	40	40
Van Houten, 1/4s	12	12
Van Houten, 1/2s	20	20
Van Houten, 1s	40	40
Webb	35	35
Wilbur, 1/4s	39	39
Wilbur, 1/2s	40	40
<b>COCOANUT</b>	<b>Doz.</b>	<b>Doz.</b>
Dunham's 1/4s & 1/2s	26 1/2	26 1/2
Dunham's 1/4s	27	27
Dunham's 1/2s	28	28
Bulk	12	12
<b>COFFEE</b>	<b>Doz.</b>	<b>Doz.</b>
Common	10@13 1/2	10@13 1/2
Fair	14 1/2	14 1/2
Choice	16 1/2	16 1/2
Fancy	20	20
<b>Santos</b>	<b>Doz.</b>	<b>Doz.</b>
Common	12@13 1/2	12@13 1/2
Fair	14 1/2	14 1/2
Choice	16 1/2	16



6	7	8	9	10	11
<b>Spring Wheat Flour</b> <b>Roy Baker's Brand</b> Golden Horn, family, 50 50 Golden Horn, baker's, 50 50 Wisconsin Rye, 4 30 Judson Grocer Co.'s Brand Ceresota, 1/2 s, 6 50 Ceresota, 1/4 s, 6 40 Lemon & Wheeler's Brand Wingold, 1/2 s, 5 90 Wingold, 1/4 s, 5 80 Wingold, 1/2 s, 5 70 Worden Grocer Co.'s Brand Laurel, 1/2 s cloth, 6 10 Laurel, 1/4 s cloth, 6 00 Laurel, 1/2 s & 1/4 s cloth, 5 90 Laurel, 1/2 s cloth, 5 90 <b>Wykes &amp; Co.</b> Sleepy Eye, 1/2 s cloth, 6 20 Sleepy Eye, 1/4 s cloth, 6 00 Sleepy Eye, 1/2 s cloth, 5 90 Sleepy Eye, 1/4 s paper, 5 90 Sleepy Eye, 1/2 s paper, 5 90 <b>Meal</b> Bolted, 4 00 Golden Granulated, 4 10 St. Car Feed screened 33 00 No. 1 Corn and Oats 32 00 Corn, cracked, 31 00 Corn Meal, coarse, 31 00 Winter Wheat Bran 24 50 Middlings, 26 50 Bunao Gluten feed 31 00 <b>Dairy Feeds</b> <b>Wykes &amp; Co.</b> O P Linseed Meal, 32 50 Cottonseed Meal, 30 00 Gluten Feed, 30 00 Malt Sprouts, 25 00 Brewers Grains, 28 00 Hammond Dairy Feed 25 00 <b>Oats</b> Michigan carlots, 51 Less than carlots, 53 <b>Corn</b> Old, 68 New, 68 <b>Hay</b> No. 1 timothy carlots 10 00 No. 1 timothy ton lots 11 00 <b>HERBS</b> Sage, 15 Hops, 15 Laurel, 15 Senna, 15 <b>HORSE RADISH</b> Per doz., 90 <b>JELLY</b> 5 lb. pails, per doz., 25 15 lb. pails, per pail, 5 30 lb. pails, per pail, 9 <b>LICORICE</b> Pure, 30 Calabria, 26 Sicily, 14 Root, 11 <b>MATCHES</b> C. D. Crittenden Co., 4 50 Noiseless Tip, 4 50 <b>MOLASSES</b> New Orleans Fancy Open Kettle, 40 Choice, 35 Fair, 20 Good, 22 Half barrels 2c extra <b>MINCE MEAT</b> Per case, 2 90 <b>MUSTARD</b> 1/4 lb., 6 lb. box, 18 <b>OLIVES</b> Bulk, 1 gal. kegs 1 20 @ 1 40 Bulk, 2 gal. kegs 1 10 @ 1 30 Bulk, 5 gal. kegs 1 00 @ 1 20 Manzanilla, 3 oz., 75 Queen, pints, 2 50 Queen, 18 oz., 4 50 Queen, 28 oz., 1 00 Stuffed, 5 oz., 90 Stuffed, 3 oz., 1 45 Stuffed, 10 oz., 2 40 <b>PIPES</b> Clay, No. 216 per box 1 25 Clay, T. D., full count 20 Cob, 90 <b>PICKLES</b> Medium Barrels, 1,200 count, 6 50 Half bbls., 600 count 3 75 Half bbls., 1,200 count 4 75 <b>PLAYING CARDS</b> No. 90 Steamboat, 83 No. 15, Rival, assorted 1 25 No. 20 Rover, enameled 1 50 No. 572, Special, 1 75 No. 98 Golf, satin fin., 2 00 No. 808 Bicycle, 2 00 No. 632 Tourn't whist 2 25 <b>POTASH</b> 48 cans in case Babbitt's, 4 00 <b>PROVISIONS</b> Barreled Pork Mess, 16 50 Clear Back, 21 00 Short Cut, 19 50 Short Cut Clear, 19 25 Bean, 17 50 Brisket, Clear, 20 00 Pig, 24 00 Clear Family, 17 50 <b>Dry Salt Meats</b> S. P. Bellies, 11 1/2 <b>Relishes</b> Extra Shorts Clear, 11 1/2 Compound, 8 1/2 Pure in tins, 11 1/2 80 lb. tubs, advance, 1/2 60 lb. tubs, advance, 1/2	50 lb. tins, advance, 1/2 20 lb. pails, advance, 1/2 <b>Smoked Meats</b> Hams, 12 lb. average, 13 Hams, 14 lb. average, 13 Hams, 16 lb. average, 13 Hams, 18 lb. average, 13 Skinned Hams, 14 1/2 California Hams, 8 1/2 Picked Boiled Hams, 14 Boiled Ham, pressed, 9 Berlin Ham, 14 @ 17 Minced Ham, 9 Bacon, 14 @ 17 10 lb. pails, advance, 1/2 5 lb. pails, advance, 1/2 8 lb. pails, advance, 1/2 <b>Sausages</b> Bologna, 7 Liver, 7 Frankfort, 9 Pork, 9 Veal, 7 Tongue, 7 Headcheese, 7 <b>Beef</b> Extra Mess, 15 00 Boneless, 15 00 Rump, new, 15 50 <b>Pig's Feet</b> 1/2 bbls., 1 00 1/4 bbls., 40 lbs., 1 80 1/2 bbls., 3 80 1 bbl., 8 00 <b>Kits, 15 lbs.</b> 1/4 bbls., 40 lbs., 1 60 1/2 bbls., 30 lbs., 3 00 <b>Casings</b> Hogs, per lb., 30 Beef, rounds, set, 25 Beef, middles, set, 70 Sheep, per bundle, 90 <b>Uncolored Butterine</b> Solid dairy, 10 @ 12 Country Rolls, 10 1/2 @ 16 1/2 <b>Canned Meats</b> Corned beef, 2 lb., 2 50 Corned beef, 1 lb., 1 50 Roast beef, 2 lb., 2 50 Roast beef, 1 lb., 1 50 Potted ham, 1/2 s, 45 Potted ham, 1/4 s, 45 Potted ham, 1/2 s, 45 Deviled ham, 1/2 s, 45 Deviled ham, 1/4 s, 45 Potted tongue, 1/2 s, 45 Potted tongue, 1/4 s, 45 <b>RICE</b> Fancy, 7 @ 7 1/2 Japan, 5 @ 6 1/2 Broken, 6 <b>SALAD DRESSING</b> Columbia, 1/2 pint, 2 25 Columbia, 1 pint, 4 00 Durkee's, large, 1 doz., 4 50 Durkee's, small, 1 doz., 5 25 Snider's, large, 1 doz., 2 35 Snider's, small, 1 doz., 1 35 <b>SALERATUS</b> Packed 60 lbs. in box, 3 10 Arm and Hammer, 3 10 Deland's, 3 00 Dwight's Cow, 3 15 L. P., 3 00 Wyandotte, 100 3/4 s, 3 00 <b>SAL SODA</b> Granulated, bbls., 85 Granulated, 100 lbs. cs., 1 00 Lump, bbls., 80 Lump, 145 lb. kegs, 95 <b>SALT</b> Common Grades, 2 25 100 3 lb. sacks, 2 25 60 5 lb. sacks, 2 15 28 10 1/2 lb. sacks, 2 00 56 lb. sacks, 32 28 lb. sacks, 17 <b>Warsaw</b> 56 lb. dairy in drill bags, 40 28 lb. dairy in drill bags, 20 <b>Solar Rock</b> 56 lb. sacks, 24 <b>Common</b> Granulated, fine, 80 Medium, fine, 85 <b>SALT FISH</b> Cod Large whole, @ 7 Small whole, @ 6 1/2 Strips or bricks, 7 1/2 @ 10 1/2 Pollock, @ 5 <b>Halibut</b> Strips, 13 Chunks, 13 <b>Holland Herring</b> Pollock, @ 4 White Hp. bbls., 8 50 @ 9 50 White Hp. 1/2 bbls., 4 50 @ 5 25 White Hoop mchs., 60 @ 75 Norwegian Round, 100 lbs., 3 75 Round, 40 lbs., 1 90 Scalped, 13 <b>Trout</b> No. 1, 100 lbs., 7 50 No. 1, 40 lbs., 3 25 No. 1, 10 lbs., 90 No. 1, 8 lbs., 75 <b>Mackerel</b> Mess, 100 lbs., 15 00 Mess, 40 lbs., 6 20 Mess, 10 lbs., 1 65 Mess, 8 lbs., 1 35 No. 1, 100 lbs., 14 00 No. 1, 40 lbs., 5 80 No. 1, 10 lbs., 1 65 No. 1, 8 lbs., 1 35 <b>Whitefish</b> No. 1, No. 2 Fam 100 lbs., 9 75 @ 8 50 50 lbs., 5 25 @ 1 90	10 lbs., 1 12 55 8 lbs., 92 48 <b>SEEDS</b> Anise, 10 Canary, Smyrna, 4 1/2 Caraway, 10 Cardamom, Malabar, 1 00 Celery, 15 Hemp, Russian, 4 1/2 Mixed Bird, 4 Mustard, white, 10 Poppy, 9 <b>SHOE BLACKING</b> Handy Box, large 3 dz, 2 50 Handy Box, small, 1 25 Bixby's Royal Polish, 85 Miller's Crown Polish, 85 <b>SNUFF</b> Scotch, in bladders, 37 Maccaboy, in jars, 35 French Rappie in jars, 43 <b>SOAP</b> J. S. Kirk & Co. American Family, 4 00 Dusky Diamond, 50 80z, 2 80 Dusky D'nd, 100 6oz, 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 25 Ivory, 6 oz., 4 00 Ivory, 10 oz., 6 75 Star, 3 25 Lautz Bros. & Co. Acme, 70 bars, 4 00 Acme, 30 bars, 4 00 Acme, 25 bars, 4 00 Acme, 100 cakes, 3 25 Big Master, 70 bars, 2 80 Marcellis, 100 cakes, 5 80 Marcellis, 100 cakes 5c 4 00 Marcellis, 100 ck toil, 4 00 Marcellis, 1/2 bx toilet, 2 10 <b>A. B. Wisley</b> Good Cheer, 4 00 Old Country, 3 40 <b>Soap Powders</b> Lautz Bros. & Co. Snow Boy, 4 00 Gold Dust, 24 large, 4 50 Gold Dust, 100-5c, 4 00 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 <b>Soap Compounds</b> Johnson's Fine, 5 10 Johnson's XXX, 4 25 Nine O'clock, 3 35 Rub-No-More, 3 75 <b>Scouring</b> Enoch Morgan's Sons. Sapolio, gross lots, 9 00 Sapolio, half gro. lots 4 50 Sapolio, single boxes, 2 25 Sapolio, hand, 2 25 Scourine Manufacturing Co. Scourine, 50 cakes, 1 80 Scourine, 100 cakes, 3 50 <b>SODA</b> Boxes, 5 1/2 Kegs, English, 4 1/2 <b>SPICES</b> <b>Whole Spices</b> Allspice, 10 Cassia, China in mats, 12 Cassia, Canton, 16 Cassia, Batavia, bund., 28 Cassia, Saigon, broken, 46 Cassia, Saigon, in rolls, 55 Cloves, Amboyana, 22 Cloves, Zanzibar, 16 Mace, 55 Nutmegs, 75-80, 35 Nutmegs, 105-10, 25 Nutmegs, 115-20, 20 Pepper, Singapore, blk., 15 Pepper, Singp. white, 25 Pepper, shot, 17 <b>Pure Ground in Bulk</b> Allspice, 14 Cassia, Batavia, 28 Cassia, Saigon, 55 Cloves, Zanzibar, 24 Ginger, African, 24 Ginger, Cochon, 18 Ginger, Jamaica, 25 Mace, 65 Mustard, 18 Pepper, Singapore, blk., 17 Pepper, Singp. white, 28 Pepper, Cayenne, 20 Sage, 20 <b>STARCH</b> Corn Kingsford, 40 lbs., 7 1/2 Muzzy, 20 lbs., 5 1/2 Muzzy, 40 lbs., 5 <b>Gloss</b> Kingsford Silver Gloss, 40 lbs., 7 1/2 Silver Gloss, 16 3lbs., 6 1/2 Silver Gloss, 12 6lbs., 8 1/2 <b>Muzzy</b> 48 lb. packages, 5 16 5lb. packages, 4 1/2 12 6lb. packages, 6 50lb. boxes, 4 <b>SYRUPS</b> <b>Corn</b> Barrels, 33 Half barrels, 33 20lb. cans 1/2 dz. in cs., 2 10 10lb. cans 1/2 dz. in cs., 1 95 5lb. cans 2 dz. in cs., 2 10 2 1/2 lb. cans 2 dz. in cs., 2 15	<b>Pure Cane</b> Fair, 16 Good, 20 Choice, 25 <b>TEA</b> Sundried, medium, 24 Sundried, choice, 32 Sundried, fancy, 36 Regular, medium, 24 Regular, choice, 32 Regular, fancy, 36 Basket-fired, medium, 31 Basket-fired, choice, 38 Basket-fired, fancy, 43 Nibs, 22 @ 24 Siftings, 9 @ 11 Fannings, 12 @ 14 <b>Gunpowder</b> Moyune, medium, 30 Moyune, choice, 32 Moyune, fancy, 40 Pingsuey, medium, 30 Pingsuey, choice, 30 Pingsuey, fancy, 40 <b>Young Hyson</b> Choice, 30 Fancy, 36 <b>Oolong</b> Formosa, fancy, 42 Amoy, medium, 25 Amoy, choice, 32 <b>English Breakfast</b> Medium, 20 Choice, 30 Fancy, 40 <b>India</b> Ceylon, choice, 32 Fancy, 42 <b>TOBACCO</b> <b>Fine Cut</b> Cadillac, 54 Sweet Loma, 34 Hiawatha, 5lb. pails, 55 Telegram, 30 Pay Car, 33 Prairie Rose, 49 Protection, 40 Sweet Burley, 44 Tiger, 40 <b>Plug</b> Red Cross, 31 Palo, 35 Hiawatha, 41 Kyo, 41 Battle, 35 American Eagle, 37 Standard Navy, 37 Spear Head, 7 oz., 47 Spear Head, 1 1/2 oz., 44 Nobby Twist, 55 Jolly Tar, 39 Old Honesty, 43 Toddy, 34 J. T., 38 Piper Heidsick, 69 Boot Jack, 86 Honey Dip Twist, 40 Black Standard, 40 Cadillac, 40 Forge, 34 Nickel Twist, 52 Mill, 32 Great Navy, 36 <b>Smoking</b> Sweet Core, 34 Flat Car, 32 Warpath, 35 Bamboo, 16 oz., 25 I X L, 5lb., 27 I X L, 16 oz. pails, 31 Honey Dew, 40 Gold Block, 40 Flagman, 40 Chips, 33 Kiln Dried, 21 Duke's Mixture, 40 Duke's Cameo, 43 Myrtle Navy, 44 Yum Yum, 1 1/2 oz., 39 Yum, Yum, 1lb. pails, 40 <b>Cream</b> Corn Cake, 2 1/2 oz., 26 Corn Cake, 1lb., 22 Plover Boy, 1 1/2 oz., 39 Plover Boy, 3 1/2 oz., 35 Peerless, 3 1/2 oz., 35 Peerless, 1 1/2 oz., 38 Air Brake, 36 Cant Hook, 30 Country Club, 32-34 Forex-XXXX, 30 Good Indian, 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam, 24 Sweet Marie, 32 Royal Smoke, 42 <b>TWINE</b> Cotton, 3 ply, 20 Cotton, 4 ply, 20 Jute, 2 ply, 14 Hemp, 6 ply, 13 Flax, medium N, 24 Wool, 1 lb. balls, 8 <b>VINEGAR</b> Malt White, Wine, 40 gr 9 Malt White, Wine, 80gr 11 1/2 Pure Cider, B & B, 15 Pure Cider, Robinson, 13 1/2 Pure Cider, Silver, 15 <b>WICKING</b> No. 0 per gross, 30 No. 1 per gross, 40 No. 2 per gross, 50 No. 3 per gross, 75 <b>WOODENWARE</b> <b>Baskets</b> Bushels, 1 10 Bushels, wide band, 1 25 Market, 40 Splint, large, 3 50 Splint, medium, 3 00 Splint, small, 2 75 Willow, Clothes, large 8 25 Willow, Clothes, me'm 7 25 Willow, Clothes, small 6 25	<b>Bradley Butter Boxes</b> 2lb. size, 24 in case, 72 3lb. size, 16 in case, 68 5lb. size, 12 in case, 63 10lb. size, 6 in case, 60 <b>Butter Plates</b> No. 1 Oval, 250 in crate 35 No. 2 Oval, 250 in crate 40 No. 3 Oval, 250 in crate 45 No. 5 Oval, 250 in crate 60 <b>Churns</b> Barrel, 5 gal., each, 2 40 Barrel, 10 gal., each, 2 55 <b>Clothes Pins</b> Round head, 5 gross bx 55 Round head, cartons, 70 <b>Egg Crates and Fillers</b> Humpty Dumpty, 12 doz. 20 No. 1 complete, 40 No. 2 complete, 28 Case No. 2 fillers 15 sets 1 35 Case, mediums, 12 sets 1 15 <b>Faucets</b> Cork, lined, 8 in., 70 Cork lined, 9 in., 80 Cork lined, 10 in., 90 <b>Mop Sticks</b> Trojan spring, 90 Eclipse patent spring, 85 No. 1 common, 80 No. 2 pat. brush holder, 85 12lb. cotton mop heads 1 40 Ideal No. 7, 85 <b>Pails</b> 2-hoop Standard, 2 15 3-hoop Standard, 2 35 2-wire, Cable, 2 25 3-wire, Cable, 2 45 Cedar, all red, brass, 2 25 Paper, Eureka, 2 70 Fibre, 2 70 <b>Toothpicks</b> Hardwood, 2 50 Softwood, 2 75 Banquet, 1 50 Ideal, 1 50 <b>Traps</b> Mouse, wood, 2 holes, 22 Mouse, wood, 4 holes, 45 Mouse, wood, 6 holes, 70 Mouse, tin, 5 holes, 65 Rat, wood, 80 Rat, spring, 75 <b>Tubs</b> 20-in. Standard, No. 1 8 75 18-in. Standard, No. 2 7 75 16-in. Standard, No. 3 6 75 20-in. Cable No. 1, 9 25 18-in. Cable, No. 2, 8 25 16-in. Cable, No. 3, 7 25 No. 1 Fibre, 10 25 No. 2 Fibre, 9 25 No. 3 Fibre, 8 25 <b>Washboards</b> Bronze Globe, 2 50 Dewey, 1 75 Double Acme, 2 75 Single Acme, 2 25 Double Peerless, 4 25 Single Peerless, 3 60 Northern Queen, 3 50 Double Duplex, 3 00 Good Luck, 2 75 Universal, 2 75 <b>Window Cleaners</b> 12 in., 1 65 14 in., 1 85 16 in., 2 30 Assorted, 15-17-19, 2 35 Assorted, 15-17-19, 2 35 <b>Wood Bowls</b> 13 in. Butter, 1 25 15 in. Butter, 2 25 17 in. Butter, 3 75 19 in. Butter, 5 00 Assorted, 13-15-17, 2 30 Assorted, 15-17-19, 2 35 <b>WRAPPING PAPER</b> Common straw, 1 1/2 Fibre Manila, white, 2 3/4 Fibre Manila, colored, 4 No. 1 Manila, 4 Cream Manila, 3 Butcher's Manila, 2 1/2 Wax Butter, short c't 13 Wax Butter, full count 20 Wax Butter, rolls, 15 <b>YEAST CAKE</b> Magic, 3 doz., 1 15 Sunlight, 3 doz., 1 00 Sunlight, 1 1/2 doz., 50 Yeast Foam, 3 doz., 1 15 Yeast Cream, 3 doz., 1 00 Yeast Foam, 1 1/2 doz., 58 <b>FRESH FISH</b> Per lb. Whitefish, Jumbo, 20 Whitefish, No. 1, 15 Trout, 8 1/2 Halibut, 10 Herring, 7 Bluefish, 16 Live Lobster, 28 Boiled Lobster, 28 Cod, 10 Haddock, 8 Pickered, 13 Pike, 8 Perch, 6 Smoked, White, 13 Chinook Salmon, 16 Mackerel, 22 Finnan Haddie, 12 1/2 Roe Shad, 8 Shad Roe, each, 9 Speckled Bass, 9 <b>HIDES AND PELTS</b> <b>Hides</b> Green No. 1, 8 Green No. 2, 7 Cured No. 1, 9 1/2 Cured No. 2, 8 1/2 Calfskin, green, No. 1 12 Calfskin, green, No. 2 10 1/2 Calfskin, cured, No. 1 13 Calfskin, cured, No. 2 11 1/2	<b>Pelts</b> Old Wood, @ 20 Lamb, 35 @ 65 Shearlings, 25 @ 60 <b>Fallow</b> No. 1, @ 5 No. 2, @ 4 <b>Wool</b> Unwashed, med., @ 17 Unwashed, fine, @ 13 <b>CONFECTIONS</b> <b>Stick Candy</b> Standard, 8 Standard H H, 8 Standard Twist, 8 1/2 <b>Cases</b> Jumbo, 32 lb., 8 Extra H H, 10 Boston Cream, 12 Big stick, 30 lb. case, 8 1/2 <b>Mixed Candy</b> Grocers, 7 Competition, 7 1/2 Special, 8 1/2 Conserve, 8 Royal, 8 1/2 Ribbon, 10 Broken, 8 1/2 Cut Loaf, 9 1/2 Leader, 9 Kindergarten, 10 1/2 Bon Ton Cream, 9 French Cream, 10 Star, 11 Hand Made Cream, 17 Premio Cream mixed 14 Paris Cream Bon Bons 10 <b>Fancy in Pails</b> Gypsy Hearts, 14 Coco Bon Bons, 14 Fudge Squares, 13 Peanut Squares, 13 Sugared Peanuts, 12 Salted Peanuts, 12 Starlight Kisses, 11 San Blas Goodies, 13 Lozenges, plain, 10 Lozenges, printed, 12 Champion Chocolate, 12 1/2 Delipse 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 16 Auto Bubbles, 13 <b>Fancy-In 5lb. Boxes</b> Old Fashioned Molasses Kisses, 10lb. bx 1 30 Orange Jellies, 50 Lemon Sours, 60 Old Fashioned Horehound drops, 60 Peppermint Drops, 60 Champion Choc. Drops 70 H. M. Choc. Drops 1 10 H. M. Choc. Lt. and Dark No. 12, 1 10 Bitter Sweets, as'td 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 @ 90 Cream Wafers, 65 String Rock, 60 Wintergreen Berries, 60 Old Time Assorted, 2 75 Buster Brown Good, 3 50 Up-to-date Ass'tm't 3 75 Ten Strike No. 1, 6 50 Ten Strike No. 2, 6 00 Ten Strike, Summer assortment, 6 75 Scientific Ass't, 13 00 <b>Pop Corn</b> Cracker Jack, 3 25 Checkers, 5c pkg. cs 3 50 Pop Corn Balls 200s 1 35 Azulikit 100s, 3 00 Oh My 100s, 3 50 <b>Cough Drops</b> Putnam Menthol, 1 00 Smith Bros., 1 25 <b>NUTS-Whole</b> Almonds, Tarragona, 17 Almonds, Avica, 15 Almonds, California sft. shell, 12 @ 13 Brazil, 12 @ 13 Filberts, 13 Cal. No. 1, 13 Walnuts, soft shell, 17 Walnuts, Marbot, 14 Table nuts, fancy 13 @ 16 Pecans, Med., 13 Pecans, ex. large, 14 Pecans, Jumbos, 16 Hickory Nuts per bu., 16 Ohio New, 16 Cocoanuts, 22 Chestnuts, New York State, per bu., 22 <b>Shelled</b> Spanish Peanuts 7 1/2 @ 8 Pecan Halves, 55 Walnut Halves, 32 @ 35 Filbert Meats, 27 Alcinate Almonds, 22 Jordan Almonds, 47 <b>Peanuts</b> Fancy H. P. Suns 6 1/2 @ 7 1/2 Roasted, 8 @ 8 1/2 Choice, H. P. Jumbo, 8 1/2



## Special Price Current

### AXLE GREASE



Mica, tin boxes .75 9 00  
Paragon .55 6 00

### BAKING POWDER

#### Royal



10c size 90  
1/4 lb. cans 1 35  
6oz. cans 1 90  
1/2 lb. cans 2 50  
3/4 lb. cans 3 75  
1 lb. cans 4 80  
3 lb. cans 13 00  
5 lb. cans 21 50

### BLUING



C. P. Bluing

Doz.

Small size, 1 doz. box .40  
Large size, 1 doz. box .75

### CIGARS

Johnson Cigar Co.'s Brand



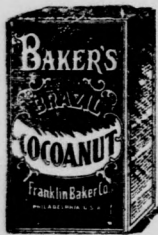
S. C. W., 1,000 lots .31  
El Portana .33  
Evening Press .32  
Exemplar .32

Worden Grocer Co. brand  
Ben Hur

Perfection .35  
Perfection Extras .35  
Londres .35  
Londres Grand .35  
Standard .35  
Puritans .35  
Panatellas, Finas .35  
Panatellas, Bock .35  
Jockey Club .35

### COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60  
35 1/2 lb. pkg. per case 2 60  
38 1/4 lb. pkg. per case 2 60  
18 1/2 lb. pkg. per case 2 60

### FRESH MEATS

#### Beef

Carcass .5 @ 9 1/2  
Hindquarters .7 @ 12  
Loins .9 @ 14  
Rounds .6 @ 8 1/2  
Chucks .6 @ 7 1/2  
Plates .6 @ 4 1/2  
Livers .6 @ 6

#### Pork

Loins .11 1/2  
Dressed .8  
Boston Butts .10  
Shoulders .9 1/2  
Leaf Lard .14 1/2  
Trimnings .9

### Mutton

Carcass .9 @ 9  
Lambs .10 @ 10  
Spring Lambs .10 @ 10

### Veal

Carcass .6 @ 9

### CLOTHES LINES

#### Sisal

60ft. 3 thread, extra .1 00  
72ft. 3 thread, extra .1 40  
90ft. 3 thread, extra .1 70  
60ft. 6 thread, extra .1 29  
72ft. 6 thread, extra .1 50

#### Jute

60ft. .75  
72ft. .90  
90ft. .1 05  
120ft. .1 50

#### Cotton Victor

50ft. .1 16  
60ft. .1 35  
70ft. .1 60

#### Cotton Windsor

50ft. .1 30  
60ft. .1 44  
70ft. .1 80  
80ft. .2 00

#### Cotton Braided

40ft. .95  
60ft. .1 35  
80ft. .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 feet . . . . . 5  
No. 2, 15 feet . . . . . 7  
No. 3, 15 feet . . . . . 9  
No. 4, 15 feet . . . . . 10  
No. 5, 15 feet . . . . . 11  
No. 6, 15 feet . . . . . 12  
No. 7, 15 feet . . . . . 15  
No. 8, 15 feet . . . . . 18  
No. 9, 15 feet . . . . . 20

### Linen Lines

Small . . . . . 20  
Medium . . . . . 26  
Large . . . . . 34

### Poles

Bamboo, 14 ft., per doz. 55  
Bamboo, 16 ft., per doz. 60  
Bamboo, 18 ft., per doz. 80

### GELATINE

Cox's, 1 doz. Large .1 80  
Cox's, 1 doz. Small .1 00  
Knox's Sparkling, doz. .1 25  
Knox's Sparkling, gr. 14 00  
Nelson's .1 50  
Knox's Acidu'd. doz. .1 25  
Oxford .75  
Plymouth Rock .1 25

### SAFES



Full line of fire and burglar proof safes kept in stock by the Tradesman Company. Thirty-five sizes and styles on hand at all times—twice as many safes as are carried by any other house in the State. If you are unable to visit Grand Rapids and inspect the line personally, write for quotations.

### SOAP

Beaver Soap Co.'s Brands



100 cakes, large size .6 50  
50 cakes, large size .3 25  
100 cakes, small size .3 85  
50 cakes, small size .1 95

Tradesman's Co.'s Brand



Black Hawk, one box 2 50  
Black Hawk, five bxs 2 40  
Black Hawk, ten bxs 2 25

### TABLE SAUCES

Halford, large .3 75  
Halford, small .2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

## FINE CALENDARS



NOTHING can ever be so popular with your customers for the reason that nothing else is so useful. No housekeeper ever has too many. They are a constant reminder of the generosity and thoughtfulness of the giver.

We manufacture everything in the calendar line at prices consistent with first-class quality and workmanship. Tell us what kind you want and we will send you samples and prices.

## TRADESMAN COMPANY

GRAND RAPIDS, MICH.



# BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

## BUSINESS CHANCES.

For Sale—Onyx Soda Fountain, which cost \$1,100, for \$300. C. S. Jandorf, Grand Rapids. 114

For Sale—Shelving, counters and show cases adapted for grocer, confectioner or baker. All in excellent condition, some nearly new. Will sell at bargain. C. S. Jandorf, Grand Rapids, Mich. 113

Best restaurant proposition in Colorado outside of Denver, under present ownership 22 years. Has made fortune. Owner getting too old. Come or write quick for particulars. \$3,300 lowest price. Western Business Bureau, L. M. Green, Mgr., 231-232 Kittredge Bldg., Denver, Colo. 112

For Sale—151 acre farm 1½ miles from State University. Bloomington, Ind.; brick house, two barns, never-failing running water, sugar and beech timber. Terms given; no trade. Address Geo. P. Campbell, Bloomington, Ind. 111

For Sale—Grocery store doing paying business in university town of 10,000 inhabitants. Poor health reason for selling. Invoice \$1,500. Geo. P. Campbell, Bloomington, Ind. 110

\$10,000 (100 shares) stock for sale. Prosperous wholesale grocery, long established. Always paid dividends. Includes active interest at par if taken immediately. Dividend due January 1. Address 682 Iglehart St., St. Paul, Minn. 109

Great chance for a harness maker. No competition. In best small town in state. Rent \$8 month. Call or address E. A. Hill, Coloma, Mich. 108

To Exchange—Interest in good hardwood stock for farm, lumber or good timber land up to \$1,500. What have you? Give particulars in first letter with price. Victor Harris, 308 E. Main, Owosso, Mich. 107

Two-story brick hotel, steam heat, electric lights, water works, complete furnishings throughout. Principal hotel in hustling manufacturing town of 1,500. Excellent trade. Price \$10,500. Cash \$5,000. Oconto Falls Real Estate Co., Oconto Falls, Wis. 106

For Sale—\$2,000 stock new goods, consisting dry goods, queensware, 5-10-25c racket notions up-to-date, county seat. Splendid opening. Geo. W. Strickler, Girard, Kan. 105

When will your fire come? You insure your life and property but why not protect it? Send Pyricide Mfg. Co., 34 Murray St., N. Y., \$3 check and receive, prepaid, two of the best fire extinguishers ever made. Examine them. If unsatisfactory, return and get your check back. Reference. Bradstreet, Dun. 104

Wanted—A second-hand National Cash Register. Must be in good order. Address Grummer Hardware Co., Conway, Ark. 103

For Sale—Moving picture outfit complete; Edison exhibition machine, 150 folding chairs, front and steel lamp room (a beauty), two sets of curtains, wiring switches, electric attachments, lights and electric sign and all that goes with first-class picture show ready to set up. \$300. Address W. L. Bashford, 184 High St., Benton Harbor, Mich. 102

For Sale—Stock general merchandise, buildings, with dwelling, warehouse, etc. Stock will invoice about \$4,500. Good reasons for selling. Address C. A. Lewis, Mentone, Ind. 101

Northern Michigan Timber Lands—We own and offer for sale a compact body of 5421.46 acres in fee, mineral rights reserved, in Ontonagon County, Michigan. C. M. & St. P. Railroad within four miles of center of land; guaranteed to cruise 33,000,000 feet of merchantable hemlock, birch, maple, basswood, cedar and pine, 2,000 cords of spruce pulp, 20,000 cedar poles, 13,000 cedar posts. Price \$100,000, all cash. No agents. G. F. Sanborn Company, Ashland, Wis. 99

For Sale—Or will exchange for stock merchandise, house and lot at 1041 Walnut St., Traverse City. Consideration \$1,500. Address No. 98, care Michigan Tradesman. 98

Old established grocery and meat market on one of the most thickly populated streets of Chicago, one mile from City Hall, at sacrifice. Doing cash business \$700 weekly. Satisfactory reason for selling. Address No. 95, care Michigan Tradesman. 95

Wanted—Everybody having goitre (big neck) send stamp for free book. Dr. Swabey, Walkerville, Mich. 84

Wanted—Merchants to know our new cash system. Will double your cash sales, new plan, no prizes, no stamps. Live merchants write now. Only one firm in a town furnished. New System Advertising Co., Oakwood, Mo. 93

For Sale—McCaskey account register; good as new; 280 accounts; \$75 on payments. \$70 cash. James Simcox & Son, Patoka, Ill. 92

For Sale—Good business store; excellent location; fine trade in tobacco, cigars, spring water, ginger ale, root beer; also agent for American and Empire Express companies; must sell on account of other manufacturing business. Flat J, 330 E. 40th St., Chicago, Ill. 89

For Sale—A \$6,000 stock of nice clean general merchandise in Southeast Kansas. For information write B. Hess, Stark, Neosho county, Kansas. 88

Contracting Inventor—Success or no pay. Inventions made to order for any purpose and patented. Inventors helped over difficulties. A half century of practice. Write for particulars. W. X. Stevens, 1033 Va. Ave., S. W., Washington, D. C. 86

For Sale—Carriage business; depository for 275 wagons; plant; cheap labor; established 28 years. Best trade. Great location. Harry J. German, Bank Bldg., Allentown, Pa. 85

For Sale—Ten shares Tobacco Plantation Co., Mexico, \$295 a share. Main offices, Minneapolis, Minn. Summer Davis, Grand Island, Neb. 72

For Sale—A first class meat market in town of 1,400. The shop is an up-to-date one with good double Butcher Boy cooler, gasoline engine, tools and fixtures, good slaughter house, horses and wagons. Reason for selling, ill health. Address No. 2, care Michigan Tradesman. 2

**WANT TO EXCHANGE**  
for SHOE, DRY GOODS, CLOTHING or any other store, choice Chicago income property. State size of stock.

Address No. 1000, care Michigan Tradesman

For Sale—Clean stock of general merchandise, doing a good strictly cash business in rapidly growing Michigan town of about 900 population. Inventories about \$9,000. Will take unimproved farm or productive city property worth five to six thousand and balance in cash. Address Good Business, care Tradesman. 1

## G. E. Breckenridge Auction Co.

Merchandise Auctioneers and Sales Managers  
Edinburg, Ill.

Our system will close out stocks anywhere. Years of experience and references from several states. Booklets free. Second sale now running at Moeaqua, Ill., sale also running at Girard, Ill. Write us your wants.

Wanted To Rent—I would like to rent a small space in a first-class millinery or ladies' shop for the display and sale of "Lady Imperial" corsets; situation must be in the shopping district. Address at once, Francis Rockett, Jackson, Mich. 64

For Sale—One of the best drug stores in Saginaw. Address No. 83, care Michigan Tradesman. 83

For Sale—All or half interest in good paying stock of drugs and soda fountain; bargain. Easy terms; rents low. Apply Box 88, Cave Springs, Ga. 87

For Sale—Only drug stock in town 500. Established 25 years. Surrounded by best farming country. Invoices about \$3,000. Average daily sales, \$22. Rent \$12.50 month. Address 79, care Tradesman. 79

For Sale—Clean stock of dry goods and notions, invoicing \$9,000 in live Michigan city of 3,000. Fall goods in. Will sell for 90c. No trades. Address X. Y. Z., care Michigan Tradesman. 75

Store building for sale or rent at LeRoy, Mich. Frame 110x20 feet, hall on second floor, 60x20 feet, price \$1,000. Terms to suit. Rent \$10 per month. Good business opening for any line of business. Bowling alley, billiard hall and lunch room would pay big during cold months. Address or call O. C. Walden, LeRoy, Mich. 73

To Exchange—Moving picture machine, value \$125, for cash register or computing scales. Address No. 55, care Tradesman. 55

For Sale—Clean dry goods and grocery stock and fixtures, inventorying about \$2,600, for sale at a discount. Annual sales about \$10,000, nearly all cash. Rent, \$12 per month, including living rooms over store. Quick action will be necessary to secure this bargain. Address No. 47, care Michigan Tradesman. 47

For Rent or Sale—In Muskegon a modern store, good location on paved street with car line. Splendid location for most any line of merchandise. Address No. 36, care Tradesman. 36

For Sale—Clean stock of general merchandise, located seven and one-half miles from competition. Stock invoices \$3,000. Annual sales, \$25,000. Address No. 35, care Michigan Tradesman. 35

Do you want to sell your store, business or real estate? I bring buyer and seller together. No matter where located if you want to buy, sell or exchange any kind of business or property anywhere, at any price, address Frank P. Cleveland, 1261 Adams Express Building, Chicago, Ill. 18

For Sale—Furniture and china business, the only furniture business in busy town of 5,000 inhabitants. Good factories, good farming country. Good reasons for selling. Address P. O. Box 86, Greenville, Mich. 853

For Sale—One 200 book McCaskey account register, cheap. Address No. 648, care Michigan Tradesman. 648

## G. B. JOHNS & CO.

GRAND LEDGE, MICH.  
Merchandise Brokers and Leading Salesmen and Auctioneers of Michigan

We give you a contract that protects you against our selling your stock at auction for less money than the price agreed upon.

We can trade your stocks of merchandise for farms and other desirable income property. Write us.

Cash buyer and jobber. All kinds of merchandise. Bankrupt stocks, etc. No stock too large or too small. Harold Goldstrom, Bay City, Mich. 951

For Sale or Exchange—320 acres unimproved Michigan land, mostly clay soil, and can be easily cleared. Located on state road well traveled, 1½ miles from school, 3 miles from railroad. In answering this advertisement, please state what you have for exchange and I will give you full particulars in first letter. Address No. 61, care Tradesman. 61

For Sale—On account of ill health and an accident, fine repair shop and sporting goods business. Established 18 years. Stock, tools, machinery, \$7,000. \$5,500 buys it. Also watch and jewelry repair outfit, cost \$700, \$450 buys it. Four patents suitable for factory, in big demand, that I offer cheap or will trade these for land. M. N. Wertz, Thomasville, Ga. 60

Wanted—Feathers. We pay cash for turkey, chicken, geese and duck feathers. Prefer dry-picked. Large or small shipments. It's cheaper to ship via freight in six foot sacks. Address Three "B" Duster Co., Buchanan, Mich. 71

For Sale—Corner drug store in residence section of Grand Rapids, Mich. Fine, clean stock, up-to-date fixtures. Good business. A splendid chance for a man who can speak Holland or Lithuanian. Invoices about \$4,000. All cash or on easy terms to reliable man. Address Pilule, care Michigan Tradesman. 52

For Sale—A complete electric light plant, capacity 10—16 C. P. lamps, includes 10 H. P. engine (gas or gasoline). Crocker and Wheeler dynamo and complete switch board. All nearly new and in fine running order. Schroeder & Stonehouse, Grand Rapids, Mich. 51

## SITUATIONS WANTED.

Wanted—Position by young man who has had six years' experience in general store as clerk. Understands meat cutting quite well. Am strictly temperate. Unmarried and can give best of references. Address Box 201, Kalkaska, Mich. 100

Want Ads. continued on next page.

Use Tradesman Coupons

# Here Is a Pointer



Your advertisement, if placed on this page, would be seen and read by eight thousand of the most progressive merchants in Michigan, Ohio and Indiana. We have testimonial letters from thousands of people who have bought, sold or exchanged properties as the direct result of advertising in this paper.



## OUT AROUND.

## Impression Made by Grand Rapids Wholesalers.

St. Johns Republican: About forty-seven representatives of the Wholesale Dealers' Committee of the Grand Rapids Board of Trade are the guests of St. Johns business men for a short time this afternoon. They are making a three-day tour of some fifty cities and villages in Michigan, getting better acquainted with the trade. They want to see how men look in their own places of business. President Wolcott, of the Business Men's Association, notified the Entertainment Committee of the intended visit, and to meet the visitors at the train and escort them about town. Major Boron canvassed the auto owners to see if enough machines were available to take care of the whole party, but found there were not, and so gave that up.

Eaton Rapids Journal: About fifty members of the Grand Rapids Board of Trade visited this city last Friday, coming in on a special train. They arrived about 12:30 and Mayor Custer met them at the depot and did creditable honors to the city in the manner of extending the glad hand and providing for their entertainment while they were the guests of the town. It was through his efforts that automobiles and other means of transportation were provided to bring the visitors down town, and his courtesy was appreciated by the Grand Rapids gentlemen, who spoke feelingly of their treatment here. The kindness of those who donated the use of their automobiles as a matter of helping to entertain our neighbors from down the road is also worthy of more than passing notice, because these favors went a long way toward doing the entertainment honors in creditable shape.

Nashville News: The Grand Rapids Board of Trade "Prosperity Special" struck Nashville Friday afternoon a half-hour late, but meeting with none the less warm reception notwithstanding. The Grand Rapids Herald of Friday afternoon said that the reception they had received at Muir "touched their hearts." The reception at Nashville touched them in a different place, but they stood for it in good shape just the same. They were met at the depot by nearly all of the business men of the village, were taken up town and escorted through the new Club building, and then scattered around town to visit with customers and friends. Their stay in Nashville was too brief and we hope the next time they come they will make arrangements to stay longer. They were certainly a jolly bunch of fellows and they were having the time of their lives. The little, sporty-looking guy with a black feather in his hat who was making love to all the girls was—this is in confidence, you mustn't tell his wife—Jack Worthington, of the Grand Rapids Herald, and he was so dog-gone busy that he nearly missed the train. He wouldn't have cared so very much if he had, and we know of several others who wouldn't either.

Hastings Banner: Members of the Board of Trade of Grand Rapids, who were making a tour of the State in a special train, stopped in Hastings late Friday afternoon and remained a couple of hours in order to get acquainted with local business men and to gain knowledge of business conditions in Hastings. They were met at the station by members of the City Council and almost all of the business men of this city. After introductions those representing wholesale firms were escorted about to the stores in which their lines of goods were handled, where further introductions took place. All expressed themselves well pleased with Hastings, and said that it was one of the model small cities of the State. The special train which carried the visitors was made up of several Pullmans, one of which was decorated with a long sign extending the length of the car, reading, "Prosperity Special," and another car announced that the Grand Rapids Board of Trade was aboard the train.

Caledonia News: A large crowd assembled at the depot Friday night to welcome the Grand Rapids Board of Trade Special as it rolled in on time. As it was scheduled for a twenty minute stop only, the jobbers got busy immediately. On behalf of the local merchants and villagers Rice Record bid the visitors welcome and his cordial greeting was responded to by W. K. Plumb, of the National Biscuit Co., in an appropriate manner. The members of the Special mingled with the crowd, giving souvenirs and cards to all within reach. They also marched up and down Main street, shaking hands with their customers—the local merchants—and some of the younger gentlemen could not refrain from making themselves very agreeable to our pretty village lasses. Who could? But then, they were a generous, whole-souled lot of fellows and everybody was sorry when the twenty minutes were up and they boarded the waiting train and pulled out for the next stop.

## A CONVENTIONAL TYPE.

He was a man of such temperament that, while lacing his shoes in the morning, his mind was located on the inside of his bank book; while eating his breakfast he had a clearer vision of the total amount of bills payable that day than of his coffee, eggs and bacon.

For nearly fifty years he had vibrated between his home and his office, always over the same route, so that the development of his home town two or more squares away on either side of this half-century trail was a closed book to his sense and appreciation.

For years it had been his habit to pick up the morning paper at home, put it in his pocket, carry it to his office, look over the market reports carefully and then throw it in the waste basket.

During his later years he had traveled some—so much, indeed, that, had his opportunities fallen to the fortune of an ordinary citizen, that citizen would have possessed a generous

and delightful knowledge as to countries, peoples and public interests; would have been a valuable, interesting and instructive companion.

No, our friend was not exactly a man of one idea, simply because it is not possible to contemplate the term "business" as a subject without manifold ramifications; and he was solely, absolutely, a business man, with no interest in anything where profit and loss could be expressed by any sign other than the dollar mark.

He had no social side to speak of, because he had no time to show congeniality except to the members of his own immediate family; and even there his habits as a business man intruded uncomfortably at times. He was a good provider, but it was because that was good business and not because he enjoyed his spacious, well-furnished and desirably-located residence. Indeed, he rarely knew the difference when a complete rearrangement of pictures, furniture and embellishments was made now and then under the direction of his wife.

And yet he was a prominent citizen in his own town, his name occurred regularly in the annually published lists of stockholders in local enterprises; it was seen in the lists of directors of various banks and once in awhile it was shown as a generous contributor to this, that or the other movement of a charitable or public spirited character. More than that, perhaps, his name sometimes appeared as one of the half hundred vice-presidents at a political meeting.

His name appeared in all these ways, but his personality very rarely was seen except at his home, his office or on the well-worn pathway between those two terminals.

And so, being a prominent citizen, he once upon a time did die and the local papers of his town published thereupon a column obituary, with a half tone portrait and a well-deserved tribute to "one of our most prominent citizens and most valuable men of business."

## No More Cereal and Water in Sausage.

In an opinion in the celebrated sausage case of Armour & Company against State Dairy and Food Commissioner A. C. Bird, Judge Wiest declares that the use of cereals and added water in sausage is an adulteration and that the State Dairy and Food Commissioner and his deputies should not be restrained from threatening retail meat dealers with prosecution if they sell sausages containing cereals. The bill of complaint is dismissed. The Tradesman has purchased a certified copy of the decision, which will appear verbatim in the next issue. It arrived one day too late for this week's paper.

## Practical Difficulty Completely Overcome.

Every up-to-date merchant is familiar with the revolutionizing effect of the Tungsten lamp in connection with the lighting of public places. Apart from its superior color values it offers practical lighting results equal to those of the ordinary carbon filament incandescent lamp

and at a reduction of two-thirds in current consumption. These two features have made it by far the most practical lamp on the market. The manufacturers until within the last month have been unable as yet to supply the demand.

One of the difficulties which has



not yet been overcome in connection with this lamp is the so-called "vertical difficulty." In other words, to secure the most effectual operation of the lamp it is necessary to operate it in a vertical position. Most of the present electrical fixtures were not designed with this in mind.

This practical difficulty has been met and completely overcome by the Benjamin Tungsten Adapter, illustration of which is herewith shown. This device enables the user to use the Tungsten lamp on any fixture by changing the position of the lamp to the required vertical. It is simple and inexpensive; any one can install it.

Menominee—Among the local lumbermen there is a demand for some changes in the forestry and fire warden's department and in the laws governing the same. Many fires are originated by careless hunters and farmers who desire to take advantage of the dry weather in order to get a clean burn of their lands and facilitate clearing. During a high wind the flames become uncontrollable and soon spread over a large territory and do damage to standing timber.

Bay City—W. D. Young & Co. intended to start up their double-band mill this week, but some delay is occasioned and it will not be in operation for another week. The flouring mill is running and numerous orders have been booked during the week. Two orders were filled this week for Liverpool, England, and Amsterdam. This firm owns a large body of timber North but has sustained no serious loss as yet from forest fires.

Dighton—The flooring plant of Jones & Green, which was greatly damaged by a boiler explosion three months ago, has been repaired and again started. The mill now gives employment to forty men. A 150 foot extension to the storing sheds has been built which will give sufficient room for the storing of flooring to insure the mill a steady run all winter.

## BUSINESS CHANCES.

Build a \$5,000 business in two years. We start you in the collection business, no capital needed, big field. We teach by mail secrets of collecting and refer business to you. Write to-day for free pointers and new plan. American Collection Service, 145 State St., Detroit, Mich.





YOU OUGHT TO KNOW that all Cocoa made by the Dutch method is treated with a strong alkali to make it darker in color, and more soluble (temporarily) in water and to give it a soapy character. But the free alkali is not good for the stomach. Lowney's Cocoa is simply ground to the fineness of flour without treatment and has the **natural** delicious flavor of the choicest cocoa beans unimpaired. It is wholesome and strengthening. The same is true of Lowney's Premium Chocolate for cooking.

The WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.

## What Is the Good

Of good printing? You can probably answer that in a minute when you compare good printing with poor. You know the satisfaction of sending out printed matter that is neat, ship-shape and up-to-date in appearance. You know how it impresses you when you receive it from some one else. It has the same effect on your customers. Let us show you what we can do by a judicious admixture of brains and type. Let us help you with your printing.

**Tradesman Company**  
Grand Rapids

Mr. Property Owner:

If you want to save considerable time and money every year, spend three minutes going over this proposition.

**Rapid**  
BATH HEATER

For  
**Hot Water**  
or  
**Steam Heat**  
Are the  
Proposition



Your last winter's fuel bills were all out of proportion to your income. You knew you couldn't afford it, but you didn't know the remedy. Just thought you'd have to go on shoveling your income into your heater **always**.

Here's the remedy, and you, who are a far-seeing business man, should appreciate it:

RAPID HEATERS will reduce your fuel bills nearly 50%, and your home or store will be heated as it was never heated before.

They are sanitary, require little attention and last a lifetime. We **guarantee** every heater.

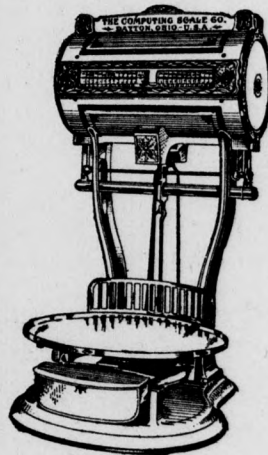
You **imagine** the apparatus will be expensive. **IT WON'T. INVESTIGATE.** Send for catalog and printed information.

**RAPID HEATER COMPANY**

Louis and Campau Streets

Grand Rapids, Mich.

## 100 Dayton Moneyweight Scales



The new low platform  
Dayton Scale

ordered and installed after a most careful investigation of the various kinds of scales now on the market. The purchasers are the promoters of one of the most colossal enterprises of the age.

These scales are to equip all booths of the  
**Grand Central Market**

where weighing is necessary, such as groceries, meats, teas and coffees, poultry and game, fish, butter, cheese, candy, etc.

This market is all on the ground floor and contains over 16,000 square feet of floor space, which is divided into 480 booths each 10x10 ft. Its appointments are as near perfect as modern ingenuity can devise.

The management decided to furnish all equipment used in the building so as to guarantee to the patrons of the institution absolute accuracy and protection.

**Dayton Moneyweight Scales**

were found to excel all others in their perfection of operation and in accuracy of weights and values. That is the verdict of all merchants who will take the time to investigate our scales.

**Our purpose** is to show you where and how these scales prevent all errors and loss in computations or weights.

A demonstration will convince you. Give us the opportunity. Send for **catalogue** and mention Michigan Tradesman.

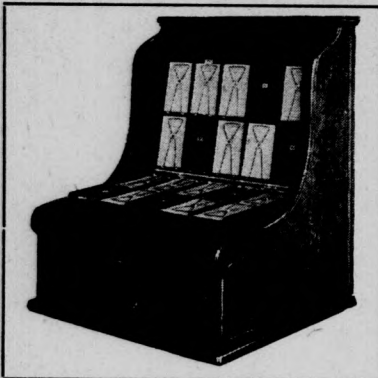
Moneyweight Scale Co., Date.....  
58 State St., Chicago.  
Next time one of your men is around this way I would be glad to have your No. 140 Scale explained to me.  
This does not place me under obligation to purchase.

Name .....  
Street and No..... Town.....  
Business..... State.....



**MONEYWEIGHT SCALE CO., 58 State St., Chicago**





## Money Earners and Money Savers

The McCaskey Account Register handles the accounts with but ONE WRITING.

The McCaskey Register System stops all forgetting to charge goods.

The McCaskey Register System eliminates errors and disputes.

The McCaskey Register System will bring in the CASH faster than any two-legged collector you ever saw.

The McCaskey Register System will furnish you a correct proof of loss in case of fire so that you can collect your insurance.

The McCaskey Register System is the best known and known as the best.

Over 50,000 of them in use. Many concerns who are operating from two to eighteen branch stores first bought one register to test it and then supplied all their stores. What better testimonial could you ask for?

If you do a CREDIT BUSINESS let us send you further information about the best accounting system ever devised.

### THE MCCASKEY REGISTER CO.

27 Rush St., Alliance, Ohio

Grand Rapids Office, 41 No. Ionia St. Detroit office, 500 Lincoln Ave.

Mfrs. of the famous Multiplex Duplicating Pads, also the different styles of Single Carbon Pads.  
Agencies in all Principal Cities.

## "Making Both Ends Meet"

is a problem for most housewives in these times of pinched purses.

You can help "the woman behind the pocket-book" by telling her about

## Shredded Wheat

It contains more real nutriment than beef-steak or eggs, is more easily digested and costs much less. Two Biscuits (heated in the oven) with milk and a little fruit and a cup of coffee will supply all the nourishment needed for a half day's work at a cost of five or six cents.

Try it yourself and then tell your customers about it.

No other grocer makes a larger profit on Shredded Wheat than YOU do—no "deals," no premiums, no "sugar," no bribes. The same old policy—A Square Deal for a Square Dealer."

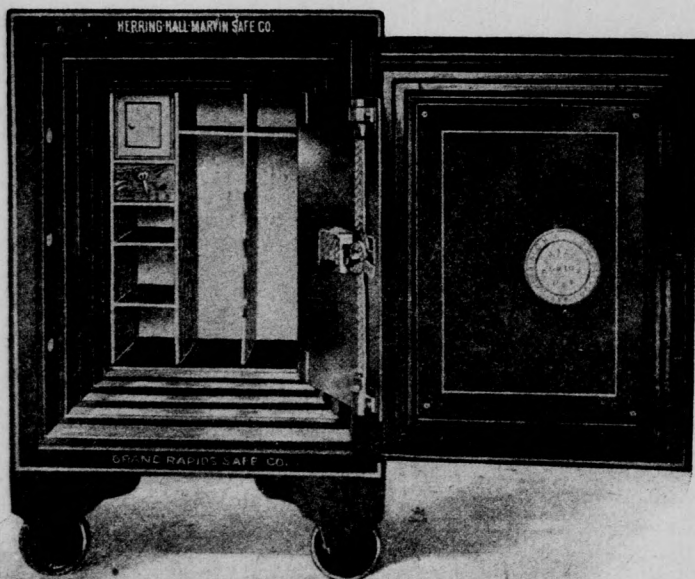
The Shredded Wheat Company, Niagara Falls, N. Y.

# Protect Yourself

You are taking big chances of losing heavily if you try to do business without a safe or with one so poor that it really counts for little.

Protect yourself immediately and stop courting possible ruin through loss of valuable papers and books by fire or burglary.

Install a safe of reputable make—one you can always depend upon—one of superior quality. That one is most familiarly known as



## Hall's Safe

Made by the  
Herring-Hall-Marvin Safe Co. and ranging in price

**\$30** and  
Upward

The illustration shows our No. 177, which is a first quality steel safe with heavy walls, interior cabinet work and all late improvements.

A large assortment of sizes and patterns carried in stock, placing us in position to fill the requirements of any business or individual promptly.

Intending purchasers are invited to inspect the line, or we will be pleased to send full particulars and prices upon receipt of information as to size and general description desired.

## Grand Rapids Safe Co.

Fire and Burglar Proof Safes  
Vault Doors, Etc.

Tradesman Bldg.

Grand Rapids, Mich.