



21
CAR
LOADS

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.

Fairbanks Scales

Electric Motors and Dynamos, both direct and alternating current.

Gas and Gasoline Engines, Steam and Power Pumps.

Gas Producers and Producer Gas Engines, Domestic Water and Light Plants complete.

Scales repaired, tested and inspected by expert workmen.

Fairbanks-Morse & Co.

M. V. Burlingame, Local Mgr.

85 Campau St., Grand Rapids

Bell Main 458 Citizens 6438

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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.

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Reduce your rate if possible.

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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.



Let The Ben-Hur Show You

There's nothing so satisfactory as
to have a customer leave your counter
drawing satisfaction from such a good
cigar as the Ben-Hur.

It's worth while, Mr. Dealer, to
carry a 5-cent cigar which will please
all tastes all the while. You do not
have to push the Ben-Hur onto your
trade—once tried it takes care of its
own patronage and constantly adds
to it.

GUSTAV A. MOEBS, Maker, Detroit

WORDEN GROCER CO., Distributors
Grand Rapids

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, NOVEMBER 11, 1908

Number 1312

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. The Con Man.
4. News of the Business World.
5. Produce and Grocery Markets.
6. Postal Sub-Stations in Groceries.
8. Editorial.
10. Window Trimming.
12. Gift of Continuation.
14. A Prosperity Specialist.
16. At the Old Stand.
18. Incalculable Damage.
20. The Forestry Outlook.
24. Spare the Tree.
26. Two Men.
28. Woman's World.
35. Common Bar.
36. Forest Fires.
38. Adaptation to Conditions.
40. Definite Forest Policy.
42. Made in Michigan.
44. The Coming Change.
48. Prosperity Recipes.
52. New York Market.
54. Out in Full Force.
56. Prevent Forest Fires.
57. Commercial Travelers.
58. Drugs and Chemicals.
59. Drug Price Current.
60. Grocery Price Current.
62. Special Price Current.

MORAL SENTIMENT APPEAL.

Whenever an attempt is made to arouse the moral sentiment of the community in favor of or against anything or anybody those who are opposed to moral measures and reforms are very fond of jeering at the churches and the Sunday schools and those who attend them. When the ministers and the church members say anything in public by way of supporting a reform or a reformer those who have no use for either are very free with their criticisms, to the effect that neither the preachers nor their people have any business to interfere in politics or in public affairs. They declare that the churches should stick close to the Sunday service and the Thursday evening prayer meeting and that they should direct their attacks to the Old Testament sinners rather than to make any against the sins and sinners of modern times. It is rather amusing than otherwise to note the anxiety on the part of those who never attend church and their desire to prevent the religious people from going outside the purely churchly province. This zeal is manifested only at certain seasons of certain years and is by no means in evidence all the time. If the interests of the outsiders could be maintained throughout the year and be turned into practical, helpful channels it would be a great material aid to the churches.

It is always the case when anybody stands up man fashion in favor of any moral issue or reform that those who are opposed to it seek to bring to bear the shafts of ridicule and slander. Opponents are often careless about the methods resorted to in political and other contests. Within a comparatively short time the remark was frequently and publicly made that one saloonkeeper was worth two ministers in a political campaign and that one saloon frequenter was worth two church mem-

bers on election day and in the few weeks immediately preceding it. These observations were made by men who want to preserve and protect the open saloon in this State and although it was far from the fact that all the saloonkeepers were on their side, it is true that many of them were. It is also true that a large majority of the church members were on the other side and at length were sufficiently aroused and awakened to take an energetic, active interest. The result proved that the oft-repeated estimate as to the value of their services was wrong. It is coming to be recognized that any movement in this country which is favored by the ministers and the church members is pretty apt to be right and that any measure which is right will be approved by the people. The voters of this and other states can be depended upon to stand up for civic righteousness and for honesty in the administration of public affairs whenever those questions are fairly raised. It is coming, if it has not already come, to pass when a man whom the better element, the church members, if you please, do not approve can not be elected.

WE'RE ALL RIGHT.

Only a trifle over one week has passed since the election of Mr. Taft as our future chief magistrate became an assured fact, and in that time there has been shown such a tremendous return of confidence in all departments of business as should reassure and calm the fears of every right minded man in the country.

Immense orders for rails, rolling stock and other equipment—orders placed months ago—have been released by railway companies; countless orders for structural steel have been booked likewise; scores of great public improvement enterprises that have been awaiting the election returns are already in active operation, while all over the land industrial enterprises which have been either shut down entirely or running on half time are again at work with full forces and on full time.

The effect of the election is felt not alone in this country. Word comes that the great mile-long bridge between the cities of Sydney and North Sydney, Australia, will now be built at a cost of upward of ten million dollars and that it is figured that it will be completed in about six years—before the expiration of Mr. Taft's second term as President.

First among the evidences of the universal satisfaction over the election were the orders cabled from London for American securities and quickly following these came other orders from Japan, South Africa,

Russia and other foreign countries for American products—machinery, lumber, beef—on the hoof and dressed—grains, and so on.

A NEW DRAMATIC IDEA.

Following the ancient form of the Greek drama a young man named Charles Rann Kennedy has given to the world a comedy drama in which Time and Place are treated rationally, fairly and effectively.

More than that, Mr. Kennedy's "Servant in the House" comes at just the period when, all over the world, students, philosophers, clergymen, scientists and all persons who read, weigh what they read and draw conclusions are intensely interested in the problem of the influence of Mind over Matter.

Less than two years ago Mr. Kennedy was unknown except as an actor of fair merit. To-day he is known the world over as the author of one of the greatest symbolic dramas written and certainly the greatest which has been written in this generation.

And with this drama as its vehicle the stage is seen by the side of the church, as a public instructor and to the disadvantage of the church. Oddly enough the lesson of the drama comes to the people of all Christian lands through the medium of a character, born Christian, who through long residence and study in India has become imbued with the transcendental philosophy of that country—that land which for centuries Christians have been treating as the unfortunate, unhappy home of miserable heathens.

The character of Manson—the Servant of God in the House of God—is unique in dramatic literature; and his revelation as to the essentials of truly religious feelings and a truly religious life, made possible under his influence and personality, by means of typical representatives of the Christian world, is almost overwhelming in its intensity.

Gary, Ind., the town founded and built less than a year ago by the United States Steel Corporation, held its first election last Tuesday, and it was a notable event. Nearly 7,000 votes were polled and not one of the voters had ever cast a vote in the town before. It is believed to be a record breaker for any town ever organized in the country. Practically all the voters are workmen employed in the mammoth steel mills located there.

A woman thinks her husband is cross if he happens to criticise her cooking.

The joke is usually on the man who buys a joke book.

THE CON MAN.

The Manner in Which He Worked the Preacher.

I never worked the con game on a minister of the gospel but one time. It seemed to me then that I was justified, since he was trying to deceive me, and the fact that I was wise to him from the beginning was all that saved me from what might have been serious embarrassment and trouble.

One Friday evening I was standing in front of a well known Madison street, Chicago, saloon—the Boston store occupies the site now—when a lawyer whom I knew quite well came down the street in company with two well dressed men.

"You are just the man I am looking for," said the lawyer as he stopped and shook hands. "This is my friend Smith from Boston and my friend Jones from Omaha. I want you to meet them."

I acknowledged the introduction, and the lawyer continued:

"Smith and Jones are here on business. They are sporty boys, and as the town is pretty tight just now we want to get you to take us around to-night to some of the gambling houses where we can play a little; and after that we will all go down into the 'bad lands' for awhile. We want to see what darker Chicago looks like."

I looked at the alleged "sporty boys" from Boston and Omaha and knew in a minute that they were Chicago men, and I was wise to the game. They were not sports at all. They were reformers, and probably one of them was a preacher. He had on a business suit, but it was not hard to detect the pulpit air.

"I am exceedingly sorry," I declared. "I would like to accommodate you, but I am busy just now, and will not be able to go with you. However, I will tell you the address of a few of the places where they say games are going on, and you will have no trouble in getting in."

The first address I gave them was of a place at 70 Jackson street, and they struck out that way. I trailed along after them and saw, as I expected, that they were not admitted. No doorkeeper would ever take them for sports.

They walked south on State street, and I crossed over and met them seemingly by accident at Van Buren street. The lawyer called me aside.

"We couldn't get in that place," he whispered. "Come on and go with us. Since you are busy we will pay you for your time and furnish the money to spend as we go through the different joints."

After some apparent reluctance I agreed to pilot them around, and they trailed along after me with implicit confidence. The preacher, who was traveling as "Mr. Smith from Boston," had hard work to keep up his reputation of a sporting man. I spent as much of their money as I could and gave them as little show for it as possible.

The first place I took them to was a brace crap game which then was running over a saloon on State street near Harrison. I knew the

man who was running the game, and when I led my charges in I winked at him. He understood.

The lawyer gave me a ten spot and the banker handed me a pair of dice of the kind known in certain sporting circles as "crap dice"—that is, dice which are so loaded as to come most often on double six, double one, or one and two, losing numbers on the first throw. I wagered the \$10 and threw "craps," or double six, at the first dash.

My friends looked surprised and pained at seeing their money go so quickly.

"Let's move along," I suggested. "You people do not seem to care to gamble much anyhow."

"Try it once more," said the lawyer, "giving me a \$5 gold piece.

get our our money back. Here is \$10."

"Wouldn't \$5 be enough?" asked the preacher, who hated to see the money go so fast.

I handed the lawyer back his money in disgust. He thought he could play the game himself, and he tried it for a few minutes, but lost \$18. Then the sports were anxious to get out before it cost them any more. As we departed the dealer shook hands with me, leaving \$7.20 in my palm. I had a general understanding with several of these houses that I was to get 40 per cent. in cash whenever I brought somebody in.

After we left the stud game I offered to take my new friends to another place where a little game was in progress, but they backed out.

excused myself by saying that I did not know where the hop joints were located.

When I left them they handed me a five spot for my trouble, which shows what a liberal lot of sports they were.

I kept watching the papers to see what would happen, and Monday morning I was rewarded by seeing the report of a sensational sermon from the pulpit of a prominent South Side church. The minister "exposed" the wickedness of Chicago, which he called "a modern Babylon," and gave a vivid picture of the gilded dens of vice through which he had been conducted by me. He did not give my name, but stated that I was a well known bunko steerer, who had piloted him around "for a consideration."

I felt as if he ought to be punished a little, so on Monday afternoon I looked up his address and went out to call upon him. He shook hands with me and acted as if he was glad to see me.

"Look here," I exclaimed, "you have got me in a lot of trouble. My life is in danger."

"What's the matter?" he asked.

"Didn't you see the paper this morning, sir? They have reported you as saying that I showed you through these joints which you preached against. You did not give my name, but you spoke of me as being an old bunko steerer, and all these people know me. They are furious about my treachery. They are particularly sore because I took you to their places of business for a consideration."

"Why, I am sorry about that," he exclaimed. "I didn't think of it in that light. I don't want to cause you any annoyance."

"It will be worse than any mere annoyance if they lay their hands on me," I declared. "The fact is I will have to leave town until they forget about and recover from their fury. I will have to hide from them."

"That is awful," said he.

"The worst of it is that I haven't enough money to leave town on," I said. "And of course I can't go around to my old friends to borrow any now. You have got me in bad all around."

The minister was a good fellow, anyway. He studied for a little while, and then said:

"How much do you need?"

"Well, \$25 would help me a whole lot." I might have just as well said \$50, or even \$100, but I didn't want to be too hard on him.

"I haven't got that amount by me," he said, regretfully, "but if you will come back in a couple of hours I will have it for you."

"Well, I don't dare to go back downtown," I said, "but I will hang around here for two hours and then come back."

When the time came I was there. He invited me out to the dining room, where we had a good dinner, and then he gave me the money. He expressed his sincere regrets at the trouble he had caused me. He was a good fellow, all right, that minister.



Above illustration shows Thomas M. Curtius, N. Y. broker for the Hazeltine & Perkins Drug Co., and Henry B. Fairchild, General Manager of the same corporation, while taking a ride in a wheel chair at Atlantic City during the recent convention of the National Wholesale Druggists' Association.

I laid it on the line and lost it with another throw of "craps."

"Let's go," said the lawyer.

As they passed out I turned to speak to the banker, who slipped me 40 per cent. of the winnings, or \$6.

The next joint I took my sporting friends to was at 86 Fourth avenue. A sure thing stud game was in progress there, and I saw from the dazed way in which the preacher looked at the spread of the cards that he did not understand it—in fact, he doubtless never had seen a game of stud before.

"Do you want to play this game?" I asked.

"No, you had better try it," said the lawyer. "You lost before. Maybe you'll have better luck this time and

They evidently did not care to lose any more money. They were a cheap lot, anyway, and because they had tried to impose on my confidence in the first place I had no conscientious scruples about trimming them.

At their request I then took them to a resort at 212 Fourth avenue, which was in the heart of the "bad lands" at that time. They paid for a few drinks, and while the preacher sat there in discomfort a girl came in and looked at him in amazement.

"Why, you look just like a minister I used to know down in Boston," she exclaimed. The lawyer laughed in spite of himself at this sally and the preacher blushed like a school girl.

After we left here they wanted me to take them to an opium den, but I

Established 1872

Lemon & Wheeler Company



Wholesale Grocers



Grand Rapids

Kalamazoo

We congratulate the Michigan Tradesman upon attaining the Twenty-fifth Anniversary of its birth, We also congratulate its able Editor and General Manager (Mr. Ernest A. Stowe), who by close application and most persistent and well directed efforts has not only secured for this great Trade Journal an unparalleled success, but has made it as well a wonderful instrumentality in bringing about and helping to perfect organizations in the various avenues of trade throughout our State, thereby improving and raising business methods to a higher, more dignified and more profitable level.

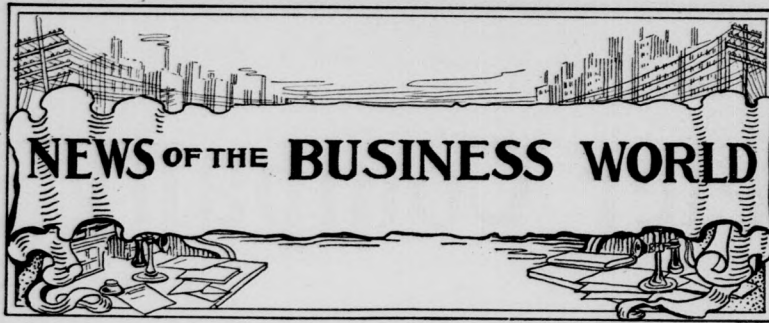
Surely then the Merchants of Michigan may well congratulate themselves and also the Michigan Tradesman, and wish for the latter a long period of continued prosperity.

We embrace this favorable opportunity to send most hearty greetings to the Merchants of Michigan and Northern Indiana who for so many years have reposed in THIS HOUSE great confidence and most liberal patronage, for which we offer profound acknowledgments.

Being proud and cognizant of the rapid growth and development of Western and Southern Michigan and Northern Indiana, and realizing fully the necessity of increased facilities adequate to care for promptly and in a most favorable manner our rapidly growing business in the territory, we trust that the enlargement of our Main Depot or House at Grand Rapids, our recently established Branch House at Kalamazoo and our Warehouses at Traverse City and Petoskey may be found fully adequate to meet the requirements of all business given us with such prompt despatch as can not fail to be advantageous and profitable to all Merchants placing business in our hands.

Yours faithfully,

LEMON & WHEELER COMPANY.



Movements of Merchants.

Corunna—John Carland is about to open a racket store.

Sumner—D. J. Ayers has closed out his hardware stock.

Fountain—A general store will be opened by Lawrence & Co.

Hart—A. M. Kobe has sold his grocery stock to W. H. Spease.

Hastings—A. J. Woodmansee and H. H. Snyder will open a meat market.

Mt. Pleasant—Ralph Harris succeeds B. R. Gruner in the bakery business.

Traverse City—D. Everett succeeds E. A. Monroe in the confectionery business.

Marquette—E. W. Bertrand succeeds J. Richardson in the carriage business.

Grand Ledge—G. R. Pifer has purchased the millinery stock of Mrs. F. T. Gillam.

New Era—E. Homfield contemplates adding a furniture stock to his line of shoes.

Ravenna—Mrs. M. Schmidt, of Muskegon, is about to open a clothing store here.

Shelby—F. Sandberg is succeeded in the bakery business by Roy Heald, of Grand Rapids.

Gitchel—Sprik & Palmbush have succeeded F. R. Strick in the general merchandise business.

Ionia—John McQuillan is succeeded in the coal and wood business by the W. C. Page-Wirtz Co.

Cheboygan—Cole, Grimore & Look, of Au Gres, have purchased a site for a hoop factory here.

Tustin—Thomas Anderson is succeeded in the agricultural implement business by Estlow & Baltzer.

Charlotte—R. G. Brumm is succeeded in the management of the local creamery by F. P. Minnick.

Saginaw—A branch store of the World's Star Knitting Co. has been opened at 119 North Franklin street.

Eaton Rapids—J. G. Custer and G. A. Barnes have engaged in bottling horseradish under the name of Custer & Barnes.

Muir—Walter Lawe has sold his interest in the meat market of Lawe & Richards to Emery Richards, who will continue the business.

Hillsdale—The shoe stock of E. E. Whitney & Co. has been purchased by A. Kesler, of Urbana, Ohio, who will continue the business.

Fennville—W. M. Fuller is succeeded in the harness business by Henry Lamb, who will conduct the same in connection with his hardware business.

Lakeview—S. J. Skaff has moved his dry goods and clothing stock to

Greenville, where he will consolidate it with the shoe stock which he owns there.

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

Saranac—The hardware firm of Hunter & Wilkinson is succeeded in business by Wilkinson & Ogilvie, L. C. Hunter having sold his interest to Norman Ogilvie.

Marquette—J. H. Foster is succeeded in the dry goods business by A. Meyer and Miss E. M. Adams, who will continue the business under the style of the J. H. Foster Co.

Ovid—W. H. Hart has purchased the clothing stock of E. E. Cowan. Mr. Hart will move his shoe and men's furnishings stock to the Cowan stand, consolidating the two stocks.

Marion—J. F. Doudna has sold his interest in the hardware firm of Morton & Doudna to Ernest Cavanagh, of Lake City. The business will be continued under the style of Morton & Cavanagh.

Jackson—A company has been organized under the style of the Jackson Brass Foundry by R. P. Bauer, formerly with the Holton & Weatherwax Co., Ltd., and J. Van Valkenberg, of Toledo.

Detroit—George L. Huff has merged his coal and wood business into a stock company under the style of the George L. Huff Co., with an authorized capital stock of \$6,000, of which \$5,500 has been subscribed and paid in in property.

Three Rivers—Wm. Reitz, dealer in implements and vehicles, has been forced into bankruptcy by his creditors. The schedule shows the assets to be \$21,864, which includes property on Portage and Bryant streets, Kalamazoo, and \$17,000 in unsecured claims. The liabilities are \$23,200.

Stanton—The Loveland & Hinyan Co., of Grand Rapids, and Geo. E. Miller, of this place, succeed P. J. Devine in the produce business, having purchased the office and warehouse in this city and warehouses at Sheridan, Cedar Lake and Vestaburg. Mr. Miller will assume the management of the business.

Lansing—Otto Cady, a clerk at Jones & Houghton's drug store, was severely burned about his neck and face late Thursday afternoon by the explosion of a gas tank which supplies a private lighting system at the store. The place is illuminated by a patent system which manufactures its own gas. Cady noticed that something was wrong with the lights and found that the pressure from the

tank, in a rear room, was too heavy. He lighted a match to investigate and when he opened a stop to let off some of the gas the match ignited it and the explosion followed. The fumes blazed up and badly burned Cady's face, neck and hands.

Manufacturing Matters.

Freeport—A. Vandusen is succeeded in the meat business by B. Babcock.

Edmore—J. A. Coomes, of Greenville, will succeed A. D. Wise in the bakery business.

Detroit—The American Harrow Co. has decreased its capital stock from \$250,000 to \$188,880.

Charlotte—Clark D. Roberts has sold his hardware stock to Fred Bintz, of Winnipeg, Manitoba.

Pontiac—The capital stock of the Pontiac Spring & Wagon Works has been decreased from \$150,000 to \$100,000.

Detroit—The Detroit-Milford Sanitary Manufacturing Co. has increased its capital stock from \$75,000 to \$100,000.

Benton Harbor—Henry H. Brown, formerly with Herr Bros., grocers, has engaged in the same line of trade for himself.

Battle Creek—Jacob Weickgenant has purchased the furniture stock of Chas. W. Eccles, which he will consolidate with his dry goods at the Eccles stand.

Shelby—H. L. Andrus has purchased an interest in the Lansing Auto Co. and will be associated with the business as Secretary and Treasurer after Nov. 15.

Millersburg—James Inglis will cut 1,000,000 feet at a portable mill near this place, which has been sold to the Michigan Manufacturing & Lumber Co., at Holly.

Detroit—The United Lumber Co. has been incorporated with an authorized capital stock of \$1,000, all of which amount has been subscribed and paid in in cash.

Reed City—W. Ross Fulkinghorn will continue the drug business formerly conducted by Curtis & Fulkinghorn, having purchased the interest of his partner, B. T. Curtis.

West Branch—The Batchelor Timber Co.'s plant is running after some extensive repairs and this plant will be kept busy. The company has a world of timber behind it.

Vicksburg—The Eclipse Oil Pump Co. has merged its manufacturing business into a stock company under the same style, with an authorized capital stock of \$7,500, all of which has been subscribed, \$3,000 being paid in in cash and \$4,500 in property.

Battle Creek—The Kellogg Food Co., generally known as the Sanitas Food Co., has cut the price of rice biscuits from 15 cents a package to 10 cents. The company has been busy for the last few days sending out telegrams to the different jobbers notifying them of the change.

Alpena—Extensive operations will be conducted in the logging line in the burned district north of Alpena and they have already begun. Wages, it is reported, will range from \$24 to \$30, about 15 per cent. higher than

last winter, and it is estimated that twice the quantity of logs will be cut.

Garnet—The Hudson Lumber Co. has contracted with the Michigan Telephone Co., whereby the latter is to build a long distance line connecting Trout Lake with Manistique. The Hudson company advances \$3,000 and supplies all the poles at a price considerably below the market figure.

Menominee—The mill of the J. W. Wells Lumber Co. started sawing November 2 and will run continuously until spring, cutting a large amount of timber. The mill is one of the two saw mills left in Menominee and from present indications will not complete sawing its timber for five or even ten years yet. The plant was recently practically rebuilt to take care of additional sawing.

Kalamazoo—Morris H. Desenberg, manager of the wholesale grocery house of B. Desenberg & Co., has been obliged to abandon his desk for several months on account of failing health and will spend the winter in the South. Glenn Pratt, who was once identified with the Desenberg store, but who has been engaged in the coal business of late, will assume a portion of Mr. Desenberg's duties during his absence.

Rochester—For the last six months, or more, the Western Knitting Co., said to be the third largest industry of its kind in the country, has been running only eight hours a day and five days in a week, and with about half a working force. Manufactured goods were piled upon the shelves and orders were slow. Since election, however, business has materially improved. A full force of traveling salesmen has been put on the road and orders are coming in to such an extent that the plant will soon be running a full force of operatives.

Greenville—The Gibson Refrigerator Co. has been formed with \$100,000 capital, and has taken over the new plant of the Skinner & Steenman Furniture Co. here. A large line of refrigerators will be manufactured and several prominent lumbermen are included in the list of officers, which is as follows: President, Frank F. Gibson; Vice-President and Manager, John Lewis; Secretary, John J. Foster, Grand Rapids; Treasurer, Cass T. Wright. Besides the officers the Board includes W. C. Grobhisier, of Sturgis; Walter C. Winchester and Otis A. Felger, of Grand Rapids.

A Fine Dodger.

Carol's grandfather had served in the Civil War, and Carol liked to hear of the many battles in which he had fought. One day, after listening to the vivid recital of many heroic deeds, Carol said:

"Grandfather, you went through all those battles?"

"Yes."

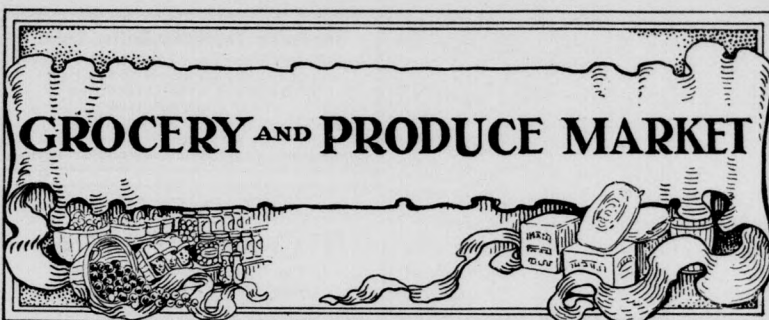
"And the shot and shell fell all around you?"

"Yes."

"And soldiers were falling and dying everywhere?"

"Yes."

"Well, grandfather, what a fine dodger you must have been!"



The Produce Market.

Apples—Fancy New York fruit commands \$3.25 for Greenings, \$3.75 @4 for Baldwins and \$4.25 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.

Butter—The market is $\frac{1}{2}$ @1c stronger than a week ago. The receipts are cleaning up on arrival at the advance, and the quality of the butter arriving is showing up to the standard for the season. The quantity, however, is shorter than a year ago. The trade look for a continued healthy market, and if there is any change in the near future it will be for a further advance. The consumptive demand has been very good. Fancy creamery is held at 29c for tubs and 30c for prints; dairy grades command 24c for No. 1 and 18c for packing stock.

Cabbage—75c per doz.

Carrots—\$1.50 per bbl.

Celery—18c per bunch for home grown.

Chestnuts—17c per lb. for New York.

Citron—60c per doz.

Cocoanuts—\$5 per bag of 90.

Cranberries—\$10 per bbl. for Late Blacks from Cape Cod. The market is on the same basis as last week, no quotable changes having taken place. Supplies are fairly liberal, with the demand about equal, and a firm tone prevails.

Eggs—There has been a general advance of 1c in all grades, due entirely to the very good demand. What fresh eggs are arriving are of fine quality. Stocks of storage are decreasing very fast, and the market is in a strong and healthy condition at present prices. If there is any change it will be for a further advance. Local dealers pay 25@26c on track, holding candled fresh at 28c and candled cold storage at 24c.

Grape Fruit—Florida commands \$4 for 70s and 80s and \$4.25 for 54s and 64s.

Grapes—Malagas command \$4.50@5 per keg, according to weight.

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

Lemons—The market is steady, with unchanged quotations. 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 per box. Late Valencias, \$5@5.25. There is

very little late Valencia stock offered and prices hold firm. Floridas are being received in large quantities and sell at comparatively low prices. New Navals will be on the market in a week or ten days, and reports indicate that a good crop has been harvested.

Parsley—4c per doz. bunches.

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

Potatoes—The local market ranges around 65@70c per bu. Outside buying points are paying 50@55c. The market is gradually losing the strength which has characterized it for the past two months. A careful size-up of the situation does not indicate any scarcity of stock at present, nor any probabilities of an advance in the near future.

Poultry—Local dealers pay 8 $\frac{1}{2}$ c for fowls, 9 $\frac{1}{2}$ c for broilers and 8 $\frac{1}{2}$ c for spring ducks.

Quinces—\$1.50 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.

Nothing Doing Until December.

Bellaire, Nov. 10—Would you please take the trouble to give us any information you can regarding the proposed changes in the rates of the parcels post law and any other information of benefit to the retail dealer. If you have covered the subject in any issue of your paper please send us a copy.

L. G. VanLiew & Co.

The Tradesman has published a good many pages during the past two or three years regarding the proposed parcels post law and practically every argument that can be made against the measure has been exploited in these columns. There will be nothing new in the matter until Congress meets the first Monday in December. If President Roosevelt should incorporate any recommendation for parcels post in his message the subject will be reopened. If not, there will probably be no further discussion of the matter until the 4th of March, when the new Congress meets in special session to receive and act upon any suggestions President-Elect Taft may have to make.

W. M. Fuller, a former harness dealer at Fennville, has engaged to travel, selling harness for Willard H. Eldred, of Battle Creek.

The great difference between men is more likely to be in perspiration than in inspiration.

The Grocery Market.

Tea—There is no special movement in the Japan tea market. The demand is steady and prices range about the same. Congous continue weak. The demand for Ceylons is constantly growing and each year in Ceylon shows increased acreage of tea cultivation. Being a perennial in the hot climate of that country, it is claimed, with good reason, that it can be grown and marketed with more profit than the tea of other countries.

Coffee—Rio and Santos options have been advanced 30 points. The advance was doubtless caused by bull manipulation and the natural taking of profits by those short of the market. The readjustment of the valorization coffee loans has not yet been accomplished, although there seems no ground for doubt that the federal government of Brazil will have to stand behind the loans of the States. Naturally this settlement will not reduce the enormous stock of coffee still held over the market's head. Business is still from hand-to-mouth and is reasonably sure to continue to be, whether general times are good or bad, at least until the market is relieved of the enormous valorization stocks. Mild coffees are steady and unchanged. Java and Mocha are in moderate demand at ruling prices.

Canned Goods—While considerable business has been done at comparatively low prices, quite a number of packers are practically out of the market, as they are holding their goods at higher prices than the market affords, in full confidence that it will come up to their figure before long. Corn continues very firm and canners are apparently not very anxious to make sales at present prices. Peas are without animation. The finer grades are firm, with medium and low grades about steady. Pumpkin and squash are selling well at steady prices. California fruits of all descriptions are quiet and, except on the finer grades, prices seem to favor the buyer. No quotable changes are to be noted, but it is understood that some sellers are shading quotations more or less to effect quick sales. Southern peaches are steady, with a rather strong tone to the market for pie grades on account of the good demand. Gallon apples are firm and packers are reluctant sellers at present prices. Strawberries and raspberries continue firm. The market for all grades of salmon, with the exception of pinks, has an upward tendency. There is practically none to be had from first hands and jobbers' supplies are not over-abundant. Pink salmon is still somewhat depressed on account of the large supplies.

Farinaceous Goods—Rolled oats continue in the same notch as last week. The strong position is still maintained, as good oats for milling purposes are not very plentiful.

Rice—Fancy heads are well held, there being no superabundance. Japans are weaker. The 1908 crop was a large one, and it is thought that prices on this grade will gradually decline as receipts grow heavier.

Syrups and Molasses—Compound

syrup is in fair demand at unchanged prices. Sugar syrup is active and is absorbed as fast as made. Prices show no change. New crop molasses is gradually declining in price as the receipts increase. The demand is fair. Old molasses is about done.

Cheese—There is no change in the market prices and stocks are about the same as a year ago. The market will probably remain unchanged until the demand increases, which it will probably do within two or three weeks.

Provisions—Prices are unchanged and the demand is very slow. This condition, however, is entirely usual for the season. Both pure and compound lard remain firm and unchanged, being in normal consumptive demand. Barrel pork remains steady and unchanged. Canned meats and dried beef are dull and unchanged. The present season is one of the luldest for the year in provisions.

Fish—Cod, hake and haddock are in fair demand at unchanged prices. Salmon is moderately active at unchanged prices. Sardines of all grades, domestic, French, Norwegian, etc., are unchanged and quiet. Everything points to a maintenance of the present prices on domestic sardines, as the Maine Mercantile Co., which controls the situation, is storing all of its surplus. Norway mackerel, especially the small sizes, show a decline of about \$1 per barrel for the week. The reason seems to be that the bulk of the new Norways are small, about the size of the Irish, in fact. This brings them into direct competition with Irish, which are nearly if not quite as good, and are \$2 or \$3 per barrel cheaper. The general demand for mackerel is fair.

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, Nov. 11—Creamery, fresh, 25@29c; dairy fresh, 20@27c; poor to common, 15@20c.

Eggs—Strictly fresh, candled, 30@32c; cold storage, 23@24c.

Live Poultry — Fowls, 10@11c; ducks, 11@12c; geese, 10c; old cox, 9c; springs, 11@12c.

Dressed Poultry—Fowls, 11@13c; springs, 12@14c; old cox, 9@10c.

Beans—New Marrow, hand-picked, \$2.40@2.50; medium, hand-picked, \$2.35@2.40; pea, hand-picked, \$2.35@2.40; red kidney, hand-picked, \$2.15@2.20; white kidney, hand-picked, \$2.50@2.65.

Potatoes—New, 70@75c per bu.
Rea & Witzig.

A South Division street man recently found a large hornets' nest which was apparently unoccupied, and he hung it over the bar in his saloon, where it attracted much attention. As it warmed up it gave evidence that the original owners were still in possession. They came out in large numbers to survey the situation, and every man in the place was given a sample of what a hornet can do. For several minutes a circus was on in that saloon until the big nest was thrown into the street and the hornets chilled into a more peaceful condition.

Value of Postal Sub-Station To Grocery Store.

In all cities of a fair size one will find scattered in convenient places United States postoffice sub-stations, which really are miniature postoffices. These sub-stations are generally located in grocery or drug stores, and the proprietor is the postmaster as well as postal, registry and money-order clerk. The compensation is usually \$100 per annum.

I found one of these sub-stations in the smaller one of two grocery stores located on opposite corners. I had often wondered why the larger store had not secured the station, and I questioned the proprietor.

"Nothing in it," he replied emphatically. "The \$100 per year wouldn't pay for the trouble of handing out stamps."

"Don't you think it would be a source of increasing your sales?" I questioned. "People would come to you for postage, see some article of food that looked tempting and buy it. You would not have made this sale but for your sub-station."

"That sounds well," he replied. "I have my regular patronage, and the few others who might come in for postage would not increase my sales any."

I left him and went across the street to the store where the sub-station was located. The proprietor was registering a letter for a lady when I entered. His clerk was serving another lady.

The lady got her registry receipt and started for the door. She had nearly reached it, when she stopped suddenly and inspected a bushel of apples that stood on the floor. They were nice red apples, and clean. She enquired the price, expressed surprise because it was low, and ordered a bushel.

I bought a cigar from a clean case and put the matter of the sub-station up to the proprietor.

"Why, I'd make a fight before I'd give it up," he declared vigorously. "I spoke for it when it was first mentioned that we were to have one up here, but Blank across the way had the largest store, and it was offered to him. He refused it; why, I don't know. I got it, and I've had it for a year and a half now. From the very first day we've kept account of every sale that was made through the influence of the postal services alone. You see, I keep my place and goods clean and I keep all my stuff where it can be seen. In the first year I sold over \$500 worth of goods to people who came for postal service only and then purchased something that looked good to them. In the last half year I have sold nearly \$400 worth in the same way, and besides I have made many steady patrons of those to whom I first sold goods in this manner. I have two wagons out now; I had only one when I took the sub-station. You saw how it was when you came in. To-day is the first time I've ever seen that woman to whom I sold those apples. She lives over the river and is visiting near here. She told me that she had forgotten to register her letter at the postoffice and was so glad when she learned that there was a sub-station

near her friend's home. I sold her a bushel of apples. You bet a sub-station pays, and if Uncle Sam cut off that \$100 a year I'd hang on to the station anyway."

Moral—If Uncle Sam offers you a sub-station, "take it quick!"—George F. Wilson in Brains.

Doings in Other Cities.

Written for the Tradesman.

J. H. Prost, of Chicago, was in Lansing recently with a view to giving advice on beautifying the city. Addressing the Civic Improvement Committee he said: "You really have nothing in the way of parks at all. In a city of this size, in such prosperity, you ought to have an annual fund of \$50,000 to be used in improvements." This took some of the people's breath away. Then, getting down to plans for the immediate future, he assured the Committee that for \$5,000 the two city parks and the Pennsylvania boulevard might be converted into beauty spots. Such a start will, doubtless, be made in the spring, provided the Council will permit the sum stated to be included in the annual budget.

The Record of Traverse City is iterating and reiterating the urgent need of cleaning up the banks of the Boardman River, which are now an unsightly and unsanitary dumping ground and which threaten the city with pestilence.

Muskegon is growing as a celery shipping point, the number of boxes sent out this year being close to 250,000, or 75,000 more than last year. The average price for the summer has been about 30 cents a box, so that Muskegon growers have realized about \$75,000 for their season's work.

The Central delivery system has been put in operation by the merchants of Howell.

Benton Harbor had a municipal potato patch this year, the yield being fifteen bushels. It is said that next spring the city will plant radishes, lettuce, cucumbers, etc. Mayor Seitz is thinking of establishing an agricultural department.

After four years of efficient service Rev. Caroline Bartlett Crane has resigned her position as head of the Charities Organization Department of the Woman's Civic Improvement League of Kalamazoo. Mrs. James Lucas succeeds her.

Almond Griffen.

Weakness of the Bonus System.

Saginaw has adopted the policy of giving bonuses to new industries. The policy may be wise. There is a difference of opinion along that line. In Bay City we once gave bonuses to a few concerns but they never panned out satisfactorily. The present policy of the Board of Trade is to lend encouragement to new factories, to assist them in getting sites, but it has not a dollar in cash to give to them.

The Merchants' and Manufacturers' Association in Saginaw has done a good work for Saginaw. It has induced a few institutions to locate there, some of which have not been successes and some have been.

The Dudley Butter Co., which recently quit business, was one of them. The Rainier Motor Car Co., which more recently went into the hands of a receiver, was another. The latter was on the point of being aided by Saginaw men and the drastic step taken by Eastern creditors, it is claimed in Saginaw, was unnecessary. The creditors took a contrary view and the company is now embarrassed.

This action, following the election of Mr. Taft, is in no way a political move, yet it is unfortunate. We of Bay City can realize that a blow to any Saginaw industry is felt in one way or another by Bay City, and vice-versa, because these cities are more or less closely associated with each other in a commercial and manufacturing way. They help form the Saginaw Valley, and anything that assists in building up the Valley is of vital interest to both cities.—Bay City Times.

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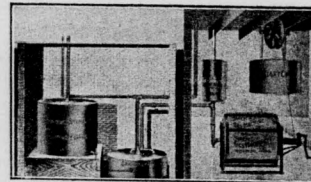
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Work Planned by an Indiana Association.

Evansville, Ind., Nov. 10—Members of the Evansville Business Association will gather in special meeting on Nov. 13 to discuss the recommendations of their Committee on City Affairs with reference to the appeal of the Merchants' Association of Indianapolis for radical changes in State laws.

The Indianapolis Association has adopted a platform of changes that it would like to see enacted by the next Indiana Legislature. One of these, and probably the most important, as affecting the citizenship of the entire State, relates to the manner of selecting juries in all civil trials. The juries are chosen by lot now. The new plan is to have them designated by the courts. The merchants believe that too much partiality has been used against business interests in the selection of juries, especially in tort or damage cases.

Another recommendation is that the grand juries of every county shall be required to submit to the Governor reports on questions which have been investigated by such bodies, so that the Governor may continue the investigations further or require the Legislature to investigate them.

Auditing of all county and city finances on a more exact basis is demanded.

Secretary Dixon suggests the adoption in Evansville of the real estate sales plan for securing factories used in Vincennes, Indianapolis and Anderson with success. The plan is to take up a tract, devote a part of it to a factory, and plat the rest for sale as business lots.

Secretary Dixon said he had enquiries from three companies who want a new location, all of them manufacturing iron and steel products. One is a steel factory that will start with a \$10,000 monthly payroll.

Weather Observer Al A. Brand's address on the Weather Bureau and its work will be heard at the special meeting a week from Friday. The directors have assigned the following subjects for monthly addresses and discussions: December, "Pleasureville," W. G. Archer; January, "A Coliseum," J. R. Ferguson; February, "Transportation," P. H. Conroy; March, "Manual Training," A. C. Rosencranz; April, "Banking and Finance," Henry Reis; May, "Good Roads," N. W. Bryant; June, "Conservation of National Resources," by a representative of the Federal Government.

Is It Worth While To Worship Wealth?

Not long ago my attention was attracted to a man and his family on one of the Great Lakes' pleasure steamers. In the business world the man himself would have been described as "distinguished" in appearance. He was of smooth face, iron gray hair, and combined a figure powerful with the rotundity that comes of mature age and good feeding.

That night on deck the old man came up, sat down, and began a conversation upon fishing. He told

me that his fishing season began with the first open trout waters in the North and ended somewhere in the Gulf of Mexico or on the Pacific coast just in time for him to start again for Northern waters.

He had earned his first dollar as a barefoot boy on a farm. When he left the farm he went to work in a coal mine in the Middle West, doing a mere laborer's work. But working as he did, he gained a knowledge of practical mine working. He was advanced in his work until the time came that he could save money, and when through pinching and saving he had a sum that promised investment returns which he turned into merchandising, of which he knew nothing, the venture was a failure, and he returned to mine work anew.

He had made friends, however, and several years later he thought he had discovered some promising coal lands that could be bought for a fraction of their probable value. But he had no money. He went to friends who listened to him. He secured several thousand dollars, mortgaged everything he had, and made the purchase of the lands. He had some sons old enough to be of value in the work, and, beginning with the experimental tests of the coal lands, he told me that for sixteen years he had worked every day in those years an average of fourteen hours a day.

"I didn't know what it was to sit down in my own house and take full time for a meal," he told me, as if proud of the accomplishment. Most of all, however, was his satisfaction over never having lost a day in those sixteen long years of his comparative youth.

"Sundays, Christmas day, Thanksgiving, Fourth of July—none of them meant anything but the old rounds of hard, exacting work."

"But are you sure that in never losing a day in sixteen years you may have lost a whole lot of days?" I asked. "For example, if you were to live your life over again, with a knowledge of your past experiences, would you do as you have done?"

"Distinctly so," he declared, turning his seamed face full into mine. "But I could work much more intelligently than I did the first time—I could have worked harder and made more money than I did."

Money—always money! It was his only standard of measurement.

Charles O. Smith.

Not Looking For a Fee.

Oscar Hammerstein, at a theatrical dinner in New York, told some reminiscences of theatrical deadheads.

"Then there was Blank," said Mr. Hammerstein. "Blank's impudence was second only to that of a waiter I heard about the other day."

"Look here, waiter," said a guest; 'this fish is not cooked properly.'

"I know it, sir," said the waiter; 'but you told me it was for your wife.'

"Well, what of that?" asked the surprised guest.

"Why," said the waiter, 'I knew that if the lady was your wife she couldn't be very particular.'

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E. A. STOWE, Editor.

O. L. Schutz, Advertising Manager.

Wednesday, November 11, 1908

A PIONEER TRADE SEEKER.

One day in the spring of 1842 a Philadelphia physician left his home town, accompanied by a son and a daughter, and, going to New York and up the Hudson to Albany, they took passage on an Erie Canal packet boat for Buffalo, stopping at every important city and village along the waterway. After a day or two in Buffalo they shipped on the old steamboat Champion for Detroit. A few days were passed in that city and then, in a carriage drawn by a pair of horses, they drove out the "Chicago Road," now known as Michigan avenue, to the "Little-City-on-Stilts," as Chicago was then familiarly designated. And after a rest of a week the journey was resumed, to end at Galena-on-the-Mississippi.

After two or three days there the horses and carriage were disposed of and father, son and daughter made a slow and delightful steamboat trip down the Mississippi to Cairo, stopping for a day or so at each important point; and then the journey continued up the Ohio River in the same social and deliberate way to Pittsburgh; up the Monongahela and Youghiogheny to Connellsville, and so over the mountains to Cumberland, Md., thence to Washington, Baltimore and back to the Quaker City.

Nearly five months had been required to cover this itinerary and, barring sand storms from New Buffalo to Chicago and wind storms and prairie fires now and then across the State of Illinois, the experience was delightful. At each place visited the doctor and his children were the recipients of social attentions, there being among their hosts on many occasions Indian braves and their families. It was a matchless opportunity to learn as to the resources of the then frontier; to see accurately as to the prospects of the many cities in embryo and gain a correct impression as to climatic conditions and as to the quality of the pioneers who were settling in the new country.

Upon the doctor's return home his professional brethren and his business and social neighbors were entertained by the hour with rehearsals of incidents and experiences during the trip, and the more they heard the more curious they became as to the purpose of the journey. True, they were given plainly to understand that it was largely social and there was no question whatever as to the pleasure experienced by the travelers; the broad and comprehensive acquaintance they had acquired as to the country, the people and the business "Out West." They could see, also, that the participants had been benefited physically by the unique outing to a very pronounced degree.

At last one of the neighbors, unable longer to check his inquisitiveness, asked point blank, "Now, tell me, Doc., why you made that circuit. Tell me squarely."

And so Dr. Jayne, even then widely known as a manufacturer of proprietary medicines, frankly explained that it was done in an effort to extend his trade.

"Did your sales amount to enough to cover expenses?" eagerly enquired the neighbor.

Dr. Jayne's answer was that he not only did not make a single sale, but that he did not solicit trade in a single instance, "and, moreover, I do not believe that 5 per cent. of the people I met connected the Dr. Jayne they were talking to with the well-known Jayne's preparations," he concluded.

The neighbor allowed that he could not comprehend the efficacy of such an effort to build up one's business, at which the Doctor offered to lay a small wager that within a year his business in the territory he had covered would increase over 100 per cent. And it is said that the neighbor wisely refrained from accepting the bet and lived long enough to see the Doctor's optimism much more than verified.

It is likely that this narrative tells of the first specific trade extension excursion ever recorded in the United States, and it shows also that for a merchant or manufacturer to visit personally the sections and communities where he does business and wishes to extend the same is good business; also that it is good business for such a traveler to make his visits very largely, if not entirely, a social, pleasure-seeking and information-seeking affair.

To-day trade extension excursions are quite common. For example, the presence just now in the Orient of a representative group of Chicago business men indicates the extent to which such an enterprise may be carried, and the truly enthusiastic and cordial manner in which the visitors are being received is conclusive evidence that the venture will pay the investors.

Trade extension excursions are sure to prove profitable if they are not overdone. That is to say, if the visitors are not too profuse and too insistent in their distribution of mementoes and in their further distribution of implied solicitations. The chief

danger of lessening the desired effect on such occasions is in overdoing the cordiality, the slap-on-the-shoulder and how-are-you-old-fellow business. And yet this danger does not exist for the man who is really in earnest and sincere in his pleasure. It is only those who are putting up a bluff that tumble into the pitfall.

New York merchants and manufacturers and similar tradesmen and producers in all the large commercial and industrial centers conduct in their own ways trade extension excursions. There is nothing especially new or novel about the thing except as it relates in each instance to an individual town and the territory it seeks to cover. And in each instance it is a good or a poor proposition according to the way in which it is carried out.

For example, the business men of a city of considerable size and entitled almost to be called an Eastern city organized and carried out a trade extension trip which was a dire failure for two reasons: During the three days itinerary stops were made only at places of two or three thousand population and upward, and at these places stops of three to four hours were made. The visits were too long, the smaller towns felt the neglect shown them and, to cap the climax, there was an inexhaustible supply of commissary supplies contained in bottles, so that confusion, chagrin and boisterous violence were prominent features of the enterprise.

Probably the most cleverly planned and most skillfully conducted trade extension excursion the world has ever witnessed is now under way, begun several months ago under the command of Rear Admiral Evans and at present in Chinese waters under the command of Admiral Sperry. Every one of the thousands of American jacksies in the United States naval fleet is contributing, by his individuality, by his careful observance of discipline, by his unqualified loyalty to his country and his cordial companionship among the peoples of other lands, toward advancing the commercial, industrial, political and educational progress of America.

And every officer in the Navy proper and in the Naval Department, proud of the record that is being made, realizes the fact that as a Prosperity Special the world has never seen anything at all comparable to the around-the-world voyage which is to end in New York harbor, within the next two months; and in their full appreciation of this fact they unite in declaring that it is not only a Prosperity Special but a Peace Special.

KEYNOTE OF THE FUTURE.

"Business men shall know that they are to conform to the laws upon the statute books and that no favors are to be expected for those who break the laws. This shall be so that the men who conduct a legitimate business may understand that the Government is back of them, and does not intend to do anything to interfere with their legitimate advancement."

The above extract from a speech made by President-elect Taft to the Commercial Club of Cincinnati, last Thursday evening, may be taken as a keynote for the forthcoming administration. It is an outspoken statement of a position which will commend itself as fair to every interest and one with which honest men will find no fault. It is the spirit of American government and institutions to deal justly and impartially with all citizens. When it can be so worked that favors are extended to a few and withheld from others, when competition can no longer compete and when any man engaged in a legitimate undertaking can say or show that he does not have a fair chance, then it is the bounden duty of the law to assert itself in the interests of all the people and that is the basis of the anti-trust, railroad rate and other similar legislation. That is the best government which provides the greatest good for the greatest number.

With these rules and their enforcement no thoroughly honest business man can find fault or complain. It is an old saying that competition is the life of trade, the life that monopolies seek to crush out and destroy. The difference in business ability and good business methods, the difference in energy and enterprise will mark the difference between the success of those engaged in the struggle. Nobody desires to change these immutable laws. What they wish to do is to prevent the enactment of any statute or the protection of any custom which will extend any favor to a concern because it is big and withhold it from another because it is little. The temper of the people is such that if proper rules and regulations are not established and enforced, violence may be done by the voters to perfectly legitimate and defensible enterprises. The surest way to prevent the growth of socialism in this country is to show that there is no need for what it advocates and that everybody is having a fair chance, which is all anybody can ask. Mr. Taft's speech at Cincinnati puts it in a nut-shell.

The experience of the past season shows that if the big automobiles are allowed to travel the highways at the speed their drivers desire, something must be done to keep down the dust. The clouds that they leave in the rear as they whirl over the country roads in a dry time are unendurable, and on the improved highways they are doing great damage. In some localities oil and a preparation called tarvia have proved the most satisfactory of the various materials experimented with, and of the two tarvia is commonly regarded as the more successful. During the auto-car tests in Belgium last year the entire circuit was treated with tar, and this process of dust elimination proved satisfactory to the automobilists. The covering was not permanent enough, however, to warrant the expense of treating all roads in that manner.

Many a man's failure has been spoiled by his wife's success.

SET THE BALL ROLLING.

A recently published illustrated article in reference to the proposed deep waterway across the Lower Peninsula of Michigan presented, among others, the portrait of Capt. G. W. Bunker and credited the gentleman with being the "engineer in charge."

Mr. Bunker is a competent engineer and has had many years of experience as superintendent of river improvement. Moreover, he is at present most sincerely interested in the deep waterway across Michigan, but it is probable that the absurdity of assigning to him the work of building the canal in question strikes no man more forcibly than it does himself.

In the ordinary course of events it is not at all likely that an "engineer in charge" will be required on this work for at least three or four years. This is partly because the preliminary educational work of the Grand-Saginaw Valleys Deep Waterway Association can not possibly be completed within less than three years' time, and after this is done several years of a convincing, rational and diplomatic campaign will be required to develop the necessary public interest and faith which must exist before needed State legislation can be secured.

It is well at the outset to appreciate the fact that, while the judgment and recommendations of such an engineer as Lyman E. Cooley are reassuring and valuable, as to the feasibility of the proposed route, the problem must be brought at the last analysis to the point where the gentlemen of the Engineer Corps of the United States Army are convinced and will advocate the enterprise.

Of course, it will take years of time to realize what is now only a strongly authorized faith. All large public welfare projects, such as the reforestation of pine barrens, the care of standing timber, the irrigation of vast areas of arid land, the construction of a National system of deep inland waterways—all are matters requiring extended periods of time to bring about their perfection and their co-ordinate values.

Even lesser enterprises, such as the establishment of grade crossings, of far-reaching systems of telegraph and telephonic communications, the handling of ballots and election returns, the creation and enforcement of many kinds of legislation, do not materialize until after years of study, argument and pleadings on the part of a few pioneers.

Somebody must make the beginnings.

Where would the State of Michigan be to-day and, indeed, all of the commonwealths bordering on the Great Lakes, had our forefathers, after putting in the tiny lock at Sault Ste. Marie, rested content and without other ambitions forever after?

There would be no great breakwaters at Buffalo, Cleveland, Milwaukee, Chicago or Duluth; the hazardous passage at the Lime-Kiln Crossing would still be an almost fatal obstacle; there would be no ship canal at the St. Clair Flats; the

lighthouses would have remained infrequent and inadequate; the Waugoschance, the Spectacle Reef and the Stannard's Rock beacons, and many others at present saving their cost each year in the preservation of lives and property, would not be on duty and the Great Lakes—the greatest inland waterway on the globe—would have remained picturesque preserves for the hunter, the trapper and the amateur sportsman.

And it is primarily due to the fact that dreamers and "cranks" were as much in evidence fifty years ago as they are to-day that scores of prosperous and enterprising cities are along the shores of the Great Lakes to-day; that the wondrous and priceless stores of undeveloped wealth in the Lakes country have been uncovered and marketed and are still being revealed and sent to all parts of all the continents.

And so never mind if years and years of effort are necessary in the present instance. Know that the object of to-day's effort will surely be compassed in the not far distant future and find satisfaction and glory in the thought that you are numbered among the dreamers who set the ball a rolling.

THE UNION BOOMERANG.

Two years ago Boss Gompers declared war on Congressman Littlefield, of Maine, and sent fifty spellbinders into his district for the purpose of defeating him for re-election. In spite of the gorilla attack which he had to meet at the hands of the archanarchists and traitors, Mr. Littlefield was returned to Congress with a larger majority than ever before.

This year Boss Gompers arrayed his forces against Congressman Cannon and sent 100 spellbinders into his territory to work disaster to Mr. Cannon in the election, but he was chosen by a larger majority than in any previous contest.

Edwin Denby, who has represented Detroit in Congress with signal ability for several years, was opposed by Boss Gompers and his gang because he stood for the open shop and ran on an open shop platform. His opponent was the International President of the Street Railway union and money and men were poured into the Detroit district in unstinted measure by Boss Gompers. Mr. Denby was re-elected by an increased majority.

In this connection it is hardly necessary to mention the battle Boss Gompers waged on Mr. Taft and the underhanded methods and disreputable tactics he introduced and carried into execution to accomplish his purpose. The usual result ensued. Mr. Taft will, in all human probability, be our President for the next eight years and Gompers will continue to fume and plot treason and defy courts the same as he has in the past. Experience has demonstrated the fact that no decent workingman will follow him; that his influence as a political leader has vanished in thin air and that any statement he may make as to his ability to deliver the labor vote is purely braggadocio.

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.



Style Revelings as to Which Way Wind Blows.

And now we see in store windows little devil collars. And 'n faith they are little devils. They are scoloped all around, there being a point in front and back, with two intermediate ones, and those in front and on the shoulders are ornamented with dingle-dangles, which may be single, double or triplicate. The collars are gored to fit the shape of the wearer's neck, being boned at each seam. Some of the models have the boning concealed, so that the collar may be worn with either side out. In case they are reversible they have black satin on one side and red on the other. If not thus put together they are made of black satin and piped with red. In either style they have the pendants to give them cuteness. Designed principally as a dress accessory, they still possess the element of utility, as, being very high in the neck and of such ample proportions over the shoulders, they may be worn for warmth with a diaphanous yoke. 'Tis supposed that the suggestion for this distinctly new idea in neckfixin's comes from the play named "The Devil," which has been holding the boards so long in New York, with four companies "on the road" with it, albeit none of the characters in the play wear anything at all resembling the neckwear described. As the collar is "catchy," and not so very expensive to buy outright or to construct in the privacy of one's own little sewing room, it is quite likely that, unfortunately, the style will "run itself into the ground," like so many of its ilk. I forgot to particularize that, in case the collar is unlined, it is piped with the red satin. In order to be presentable the fit of the accessory must be without a flaw; also that a row of large button-moulds covered with black satin form embellishment up and down the front, the number of buttons regulated by the length of the collar from neck to point where dingle-dangles are attached.

One of the trade journals came out recently with an exceedingly attractive front cover illustrative of this new "Devil" collar. The girl wearing it on the cover had a roguish eye and fun lurked in the corner of her mouth. Her hair was dressed plainly, befitting the lines of the collar—parted and tossed up with careless grace in the back. The collar was worn over a white lingerie waist in the picture, which had a lurid background, with smoke curling all around. Four little devils were whispering to the pretty maiden, which

may account for that mischievous look in the corner of her eye. On the heads of the quartette of imps was the regulation Mephisto horned hood of red as seen in "Faust," but here terminating in a collar shaped much like the one on the neck of the handsome girl on the cover.

A new auto opera hood just on the market will doubtless appeal to many. It is furnished with a reed foundation. The covering is taffeta in any desired evening shade, covered with innumerable puffings of white chiffon, and around the edge are tiny roses and fine foliage. Other small flowers may be substituted if desired. The hood ties with ribbon or silk cord in a tint to match the foundation, and it is large enough not to disarrange the amplitudinosity of the coiffure of the fair automobilist.

Hats Diminishing in Size.

As predicted earlier in the season women's hats are growing smaller, for which the saints be praised is voiced by more than one feminine who has patiently worn the outlandish cartwheel that held comfort for neither herself nor her right or left hand neighbor.

A big hat should not be worn in an auto, unless the owner is on her way to attend some function where a large one is required or permissible. In such a case it has often been very amusing to see half a dozen young ladies trigged out, in the height of the season of the mammoth chapeaux, with millinery that was convenient for the girl sitting with the chauffeur, and the one sitting in the middle of the back seat, and the two sitting alone in the tonneau, but death—or torture that amounted to it—for the two outside girls in the back seat, who were obliged to lean way out and slope their hats at an angle of 45 degrees!

But the monstrosities of Madame Milliner have had their fling for the nonce and now more sensible headgear will be welcomed by waiting optics.

The turban shapes are becoming to a great many types of beauty—and non-beauty—and will be hailed with joy unfeigned by women who would like to be sensible, but who have not dared to assert their preference in face of the crying-down they were doomed to receive in the shops.

A new shape in turbans is the "Empress of China," which is seen in the window displays of the best stores. It gets its name, declares good authority, from the cap of a Chinese official—the mandarin. This hat is of quite good size, nearly round in shape, and tipped over the face.

The crown is, as the name would infer, on the dome order. The frame is generally covered with black velvet, which is laid in ridges extending from the edge to the center of the crown. There is absolutely no trimming on the hat, the ridges adverted to being all that is necessary in this direction, with the exception of the addition of a long generous white heron aigrette. This is so placed as to stand up fiercely in the air, giving a commanding military appearance. A meek little body must not attempt this dashing, this stunning style. It would be entirely out of place on the head of a small bony person.

The vulture plumes, also plumes manufactured from other feathers in imitation of the plumage of this rapacious bird, are very fashionable for trimming the diminutive "Georgette" hat.

Willow Plumes.

Any one who can compass the purchase of the incomparable willow plumes, or who already has these magnificent things in possession, is, indeed, the child of good luck, for there is nothing better to be had. In New York, as well as all over the land, they take with the highest class trade. Anything so beautiful as these long softly-swaying feathers can not but appeal to the most refined taste. There is nothing of the common about these hand-made ornaments—a duchess may be proud to have them wave from her hat.

Fur enters largely into the formation of hats. Sometimes the entire hat is of the skin of some animal, often the decoration includes only a rich tail or two, in conjunction with velvet or silk or lace. The use of fur with lace seems no longer incongruous, as at first, we having gradually become accustomed to the inconsistent combination.

Hats for Christmas Offerings.

An elegant hat is a Yuletide gift not to be lightly valued, and many a mother with an eye to the main chance is anticipating Christmas and presenting her dear daughter now with a more expensive hat than she would ordinarily purchase for her.

Linen Collars Still in Demand.

The tailored waists that are such a favorite with the "tailored girl" call for collars of linen and these were certainly never prettier than now. Any taste may be satisfied, for they come in every range from a turnover with severely-plain hemstitched edges to an elaborately-embroidered all-over design in geometrical figures or graceful flowers, leaves or vines, or a combination of all three. There is nothing for the neck that can excel these linen collars for neatness and effectiveness.

Gibson Stocks.

Some of the Gibson collars seen in the window exhibits are of Irish crochet with a tie of narrow colored ribbon ending in half a dozen or so ends, each of which finishes with a small wudge of ribbon. Other lace collars have a frill of the lace (either full or scant) sewed on at the lower edge, the seam being concealed by the tie. Occasionally the lace is just plain mesh and then medallions are

set on at intervals. The lower part of these collars may be in so-called bib effect, ending in a point front and back, resembling the described "Devil" collar in this respect, only there are no points on the shoulders. The "bib" is usually of plain net, edged with lace. On this affair the bow is a small one, contenting itself with a narrow ruffle of lace on the ends. With this kind of neckwear is seen, almost invariably, the full ruche at the top of the collar, which gives the wearer such a choked or sore-throaty aspect. And who wants to look choked or sore-throaty? Those who have no craving to present this appearance eschew the big ruff up under the chin but throw a sop to Dame Fashion by showing a narrower ruching. There certainly never was observed in store windows such a snappy lot of stocks. The women seem to have gone stock, staring mad.

Everything Directoire in Coats.

I saw the most fetching coat on the street last Thursday. It was worn by a tall blond with a medium-large drooping-brimmed hat made up in a warm purple. The coat was a mode shade, and was slashed in various places almost to the waist according to the smart approved Directoire demands. There was a springiness to the walk of this modern goddess that distinctly betokened freedom from French-heel abominations, and the brisk walk and the breeze together flipped out the flaps of the coat in a decidedly charming manner. Somehow you received the impression of Diana flying through the forest—not burned over Michigan forest, however! The coat came to within the neighborhood of six inches of the hem of the dress, and it fitted "as if she had been melted and poured into it," as I heard one gentleman remark who was watching this young American goddess. Her escort, also, was faultlessly clad, and looked proud of his companion and the undisguised admiration she was exciting, for everybody turned and gazed at her—they simply couldn't help it!

Overcrowding.

Some storekeepers make all their window displays as well as interior displays with the sole idea in mind of creating an impression of an immense stock of goods. That is all right in a way, but it may fall short of presenting the goods in the way that shall be most likely to cause people to want to buy them. A display that shall be mainly quantity is all right occasionally, but much of any merchant's line calls for such a display as shall make the articles seem particularly desirable and make people want to buy them. Good taste in window displays calls for careful and attractive management of stock with pretty color effects. Mere quantity may impress, but it is not likely to do the business that good taste will.

Irving P. Fox.

Flowers of happiness never bloom long when we plant them in our own gardens.

Other men may be cowards, but you are merely discreet.

Home of "Quaker" Family



We wish to call the attention of our customers and other dealers to our modern jobbing plant. With our large floor space, modern facilities and immense stock we are prepared to care for your orders properly

WORDEN GROCER COMPANY

Corner Island and Ottawa Sts.

Grand Rapids, Michigan

The Prompt Shippers

GIFT OF CONTINUANCE.

Characteristic Which Every Successful Enterprise Must Possess.

With the idea of publishing a prosperity number of the Tradesman came naturally enough the thought whether the charge of presumption in any degree could be reasonably brought against the periodical and its management. When, however, it is remembered that prosperity, be it much or little, depends always upon some leading element of success, the very existence of the publication, after a series of years, proclaims the fact that there must be this leading element somewhere; and that the prosperity which attends it will, if earnestly sought, be easily discovered and found to be exerting an overwhelming influence upon the community in which it lives and labors. It will be found, too, that this same element is one that belongs to the world at large—common property for all to share who will; but a property to be so stamped with the genius of the individual as to be readily recognized in the success, and so in the prosperity, that is apparent everywhere.

This much conceded, I do not hesitate to say that the quality of success which the Tradesman shares with the world at large is the seeing of a betterment and persistently following that betterment until it has made it its own. It believes in its individuality, which the patrons of the paper kindly concede is due to the gift of continuance, which knows no stop and admits no hindrance in any honest endeavor to secure whatever promises to be an enrichment and so an advantage to that part of the reading public which the Tradesman is striving faithfully to serve.

This gift of continuance, if it be the marked characteristic of this paper, is a gift which every enterprise must possess and use, if the prosperity sought after is to follow. The tremendous fortunes which modern undertakings are realizing have nothing to do with inertia, physical or mental. Commercialism tolerates no hesitation in the conception or the execution of its thought. The "get there" is the intention, irrespective of the ways and means, and whatever tends to prevent is so many accidents never taken into account. "The only way to shorten the line is to go through Salt Lake, which means"—"Go through Salt Lake!" interrupted the railroad official. Time and money were the accidents here to be overcome; and every whistlecall of the passing locomotive to-day exultantly proclaims the fact that prosperity is reaping the rewards of that determination which the gift of continuance is sure to realize.

The commonness of the telegraph somewhat lessens the realizing of its usefulness and importance and the struggles incident to its introduction are now rarely thought of. How Morse grappled with difficulty after difficulty before writing in letters of living light. "What hath God wrought," has become an almost uninteresting story, and for the same reason the tunneling of the ocean

with an electric cable receives now but little consideration. There was a time, however, when in a certain office the proposition, seemingly an absurdity, was half-contemptuously, half-amusingly considered: The making and the laying of an Atlantic cable between the new continent and old. There were the same apparently insurmountable obstacles to be overcome—the Salt Lake problem on a larger scale. Before that historical gathering the question of engineering possibility had been satisfactorily settled and it remained for Cyrus W. Field's gift of continuance to "see the thing through." Time? "The ages are before us," as they are now. Money? There were the resources of the continent—the Western Continent!—and in that office at that moment the men controlling those resources.

to follow it is only the willing and the fitting tribute to the genius that doggedly carries through to the end, be it bitter or the reverse, the project once undertaken. In the bright lexicon of effort there is no such word as fail and whether the thing to be carried through is a railroad, a cable wire, or a periodical, it is the staying power that wins nine times out of ten and so makes the gift of that power the best that humanity can receive.

R. M. Streeter.

Women Clerks Invade the Grocery Stores.

The woman clerk in the grocery is now a well developed reality, and no doubt has come to stay. Not many years ago the grocery clerk was invariably a man or boy. A woman behind the counter, unless perhaps she

fields. Those who attend to business have no difficulty in building up a trade friendship which in time becomes a live asset. Women clerks in the grocery stores receive from \$6 to \$10 a week and in some instances even more. They do not do the heavy lifting, the juggling with barrels or the toting of bushel baskets, but they become adepts at the counter and in many instances patrons prefer to trade with them.

Another calling that the eternal feminine has broken into is that of elevator boy. There is only one of her in town, so far as known, at present, but there is no telling when the tribe will increase. The elevator to the Foster, Stevens & Co. china department is operated by a girl, and it may be added that she is prompt in action, courteous in manner and pleasant to look upon. She does not smoke cigarettes nor take liberties with the feelings of her passengers. How long it will take other stores to see advantage in having girl elevator boys is a question which only the future can determine. The time may come when the ups and downs job may be reserved for women, especially in those establishments of which women are the chief patrons.

Made No Bargain With Trade Unionists.

Terre Haute, Ind., Nov. 10.—W. W. Adamson, President of the Terre Haute Retail Merchants' Association, denounces reports that an arrangement had been perfected between the State federation of labor and the Merchants' State Organization by which the federation is to withdraw its opposition to the garnishment law on condition that merchants sell nothing but union made goods, whenever possible.

"Such a phase of the subject has not been mentioned by anybody," said President Adamson. "The idea of merchants selling nothing but union made goods is preposterous. It would be impossible for them to confine themselves to the sale of union made goods. Not one in one thousand would be able to comply with such an agreement.

"The question was not even suggested at the Vincennes convention of the State federation of labor. President Clark and the members of the Executive Committee of the State Association appeared before that body and stated our petition: that we did not ask that any hardship be placed on laboring men; that we wanted a law providing for the garnishment of 10 per cent. of a man's income, be he professional or laboring man. We only want protection."

Sympathetic.

Young Wife (rather nervously)—Oh, cook, I must really speak to you. Your master is always complaining. One day it is the soup, the second day it is the fish, the third day it is the joint—in fact, it is always something or other.

Cook (with feeling)—Well, mum, I'm sorry for you. It must be quite awful to live with a gentleman of that sort.



Reuben M. Streeter

These in themselves were not enough; but the gift of continuance which Field possessed could be, and was depended on; and our daily cablegram has become one of the world's necessities. For a while the enterprise went smoothly on. Then "the stormy Atlantic" took a hand. The cable was broken and the ends were lost under fathoms of the tumultuous sea. There was a deal of doubtful headshaking. The always doubting, fun-poking public had its joke, and the gift of continuance serenely kept on its unchanged, determined way, until at last the genius that created, inspired and carried through the work sat a victor in the presence of the Old World's kings.

It is the old story repeated as often as there is a tale of success to tell, and the prosperity that is sure

may have been the wife or daughter of the proprietor called in to help out in an emergency, would have been regarded as a wonder. The occupation was one that none but men were thought capable of following. There was no place for petticoats. But in recent years women have invaded this field and seem to be making a success at it. They are seen not only in the outskirts groceries but in the big establishments downtown, and they add a touch to the mercantile scenery which patrons appear to like. In the grocery as in the dry goods store there are, of course, women clerks and women clerks, some who attend strictly to business and some who are inclined to frivolity. The giddy kind, however, do not linger long. The grocery store is no place for them. They soon seek new



The American Is for the Man

who wants to know and who demands that he knows that he knows.

No one wants—Lead Dollars,
Umbrellas that Leak
or Thirty Inch
Yard Sticks.

If an article don't do what it should do, it is of doubtful value.

When you want to run your business in the right way—When you want to stop all leaks—When you want affairs in such shape that if you "died with your boots on" anybody could take right hold of your business—You want a COMPLETE SYSTEM and not a makeshift.

The American Case & Register Company is the only manufacturer of Account Registers that has, in addition to the Accounting features, all of the other features so necessary to perfection, viz.: Selling Suggestions, the Alarm, and the Auditing Indicators, Cash Clips, etc. Others would like to use them, but Our Exclusive Patents prevent.

The American Account Register not only keeps Every Account Posted to the Dot—Ready for Instant Settlement—with but one writing only, but also tells your daily credit sales—Shows who made them and whether or not the right prices were charged for your goods. It has many Integrity Checks which can't be explained here. It helps mightily to collect the money, too. It is a COMPLETE SYSTEM. Why trifle with others?

We are working all the time on things vital to your business. Write us for catalogs and price lists of our Account Registers.

**THE AMERICAN
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Alliance, Ohio

J. A. Plank, General Agent
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Grand Rapids, Mich.

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Detroit, Mich.

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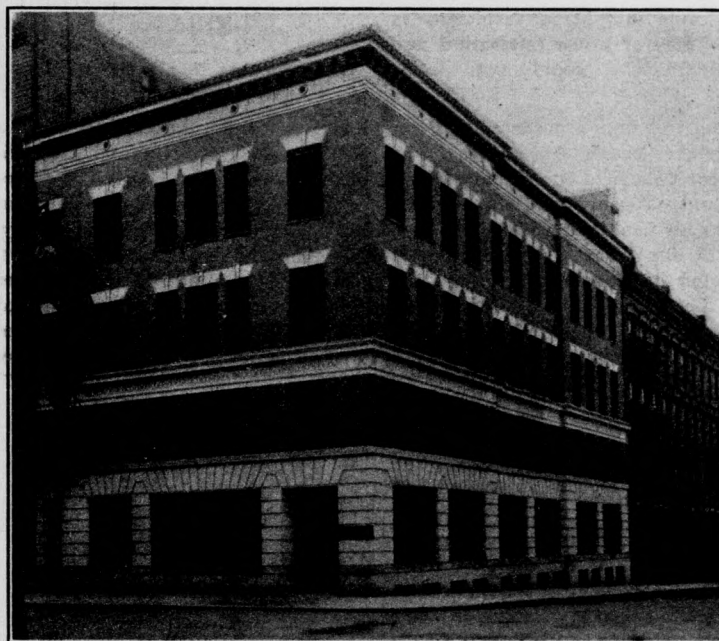
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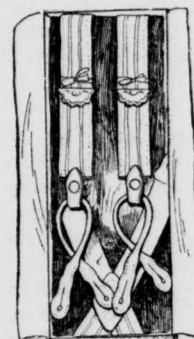


*Wholesale Dry Goods
Grand Rapids, Mich.*



President Suspenders

In Holiday Boxes



Be sure to secure some of them for the holiday trade. The box is pretty and merchandise just as good as that sold in quantity boxes. Price per dozen only \$4.25.

There Are Other Styles

packed in like manner at \$2.25 and \$4.50 per dozen and we have a good assortment in stock. If not interested in the one pair box item, then look over our regular line at \$1.25, \$2.00, \$2.25 and \$4.50 per dozen in light, medium and heavy webs. Boys' goods range at 45, 50, 75, 90 cents and \$1.25 per dozen.

We Also Call

attention to other items of our Men's Furnishing Department such as Collars, Neckwear, Shirts, Underwear, Gloves, Mittens, Socks, Lumbermen's Socks, Mackinaw Coats, Sheep Lined Coats, Duck, Covert and Kersey Coats, Trousers, Overalls, Etc.

GIVE US A TRIAL

Grand Rapids Dry Goods Co.
Wholesale Dry Goods
Grand Rapids, Mich.

A PROSPERITY SPECIALIST

Discounted the Bankers' Panic by Investing in Stocks.

Written for the Tradesman.

When Joe Sheffield closed his books that Thursday evening there was a look of relief upon his face so that the man really seemed to be only about 30 years old; whereas, in reality, he was past the half century mark. It was just when the policeman outside had given the store door its usual hourly rattle, to reassure the man that it was securely locked, that Joe filled his pipe and, putting on his overcoat, started for his home.

"Out pretty late, Mr. Sheffield," said the policeman as the merchant passed him with a brisk step, and the reply was: "Yes, we chaps who buy and sell and win or lose have to work late sometimes."

And that was the last that anybody saw of Joe Sheffield in Warrenton for over a month. There were no wife nor children to worry over the disappearance; but, even although the Sheffield store was opened regularly each morning, with the head clerk in charge, there was much anxiety as to the proprietor of the establishment. And this anxiety spread to the bank when Saturday morning came and no word from Sheffield. By Sunday morning the papers had gotten hold of the facts, so far as known, and had published them under more or less startling headlines.

Joe Sheffield was known all over the town as a somewhat dignified, self centered man, whose entire personality told of regular habits and good health, but he was also credited with being an atheist and a woman hater; and because of these two traditions—which he never took the trouble to dispute—his trade was not so large as it should have been, while, socially, he cut no figure whatever in the little city.

Commenting on Mr. Sheffield's sudden and mysterious absence, the papers stated that the banks allowed that finances had nothing to do with it because "he had the largest cash balance in bank, probably, of any merchant in Warrenton;" and the head clerk, when questioned by the reporters, had said, "I have no idea where Mr. Sheffield is or why he has departed so unceremoniously; but I do know that his credit is No. 1 and that until I have some word from him or someone who represents him this store will remain open and be doing business as usual."

Joe Sheffield had built his store up from almost nothing, month by month and year by year, and during all that time had never been known to take a vacation. Not that he was such a tremendous worker so much as that he was always on duty year in and out. Without ostentation he had invested his profits as they accumulated in vacant property, now and then putting up a small house or a pretentious one, as it happened, and somehow he always managed to find a purchaser at a profit. For these reasons and because he was respected for his industry and his thrift and

because his store remained open for business with even the man in charge ignorant as to what had become of his employer, Dame Gossip got busy.

A double life notion gained credence and, as a necessary sequel, there came into being suspicions as to foul play or a just retribution, and the community could not decide which.

About this time it occurred to Peter Baker, the leading banker, that he had heard Sheffield complaining about the "bankers' panic" and was reminded that his bank had declined to cash a check for several hundred dollars presented by Sheffield during the tense days of that panic. And he also remembered that Sheffield had then and there asserted that such a

I may begin to think the matter over."

After thirty days of this sort of excitement a morning paper came out with the headlines:

JOE SHEFFIELD A MILLIONAIRE.

He Discounts the Bankers' Panic and Wins a Fortune.

And following the caption came a communication addressed to the editor. It said that he had left Warrenton on the impulse of the moment and had deliberately remained away, determined to beat out the bankers' panic and show prosperity was more a question of individualism than of general conditions. "And so I came East" (the letter was dated New

York) "and began to investigate stocks. I realized that the market was bad and that everybody was frightened; I appreciated that I was a veritable novice at the game and that if I went into the Street with my eyes wide open I was liable to have my coat sheared clean off my back; but I made the plunge and, without further details, I know it will please the people of Warrenton to know that upon four investments I find that I am a million dollars to the good. I will return home Tuesday."

On the day after the publication of Sheffield's communication the following item appeared in the morning papers:

"On the 16th inst., at Mahopokorick, Mass., at the residence of the bride, Mr. Joseph Sheffield, of this city, was united in marriage to Mrs. Sara Stock, widow of the late Hon. Clark Stock, the Rev. Dr. E. E. Clark officiating. Only the three children of the bride and immediate kinsmen and neighbors were present, but the occasion was admirably carried out and was delightful. The decorations were beautiful. Mr. and Mrs. Sheffield are expected to arrive in this city next Tuesday afternoon."

Charles S. Hathaway.

Importance of the Inventory.

A wise business man once asserted that he desired an optimist to sell goods for him, but a pessimist to keep his books. The pessimist has his glowing opportunity about inventory time. When it comes to placing values upon stock the taker of an inventory may be as heartless as the appraiser who is employed in anticipation of a constables sale.

Staple goods which are readily salable to the jobber at invoice prices may be safely listed at those prices, but there is not much of that sort of goods in a grocery store. Stale goods should go in at "forced sale" prices. Allowance should be made for the possible deterioration of fresh goods before they can be sold.

The main object of the inventory is to inform the merchant himself as to the present, conservative value of stock on hand. Another object—that of enabling him to overhaul and dispose of slow-selling goods—is scarcely less important. The inventory is a necessity in securing prompt adjustment of fire losses when they occur.

Let the quantity statements be as accurate as may be, the values conservative and the new year's business will be started on a safe basis. The inventory may contain some surprises, but they will be of the kind which influence coming business for the better.

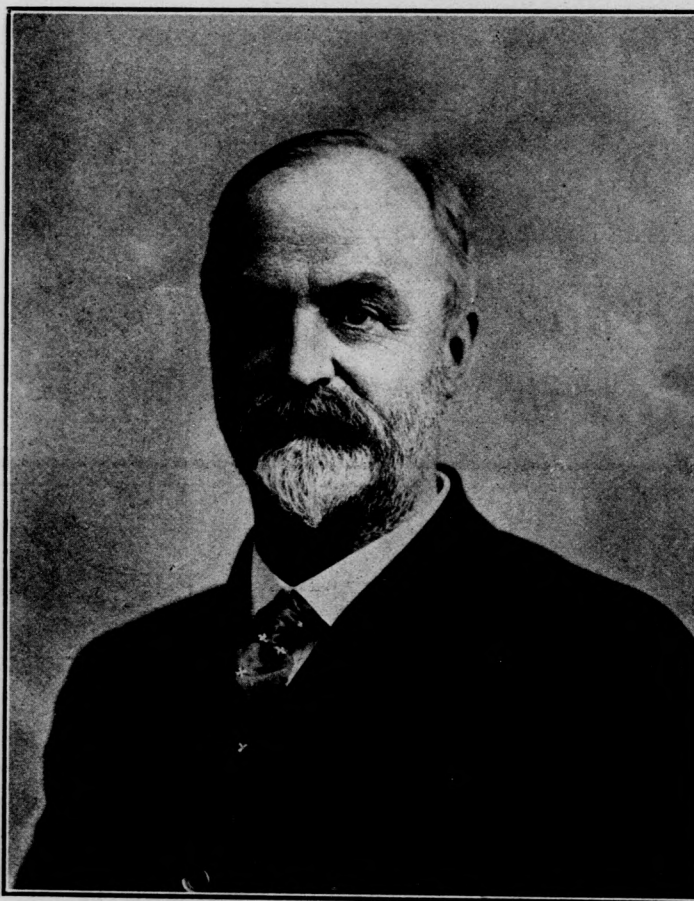
The Heiress Abroad.

"On your trip abroad, did you see any wonderful old ruins?" he asked.

"Yes," she replied archly, "and guess what?"

"Well?"

"One of them wanted to marry me."



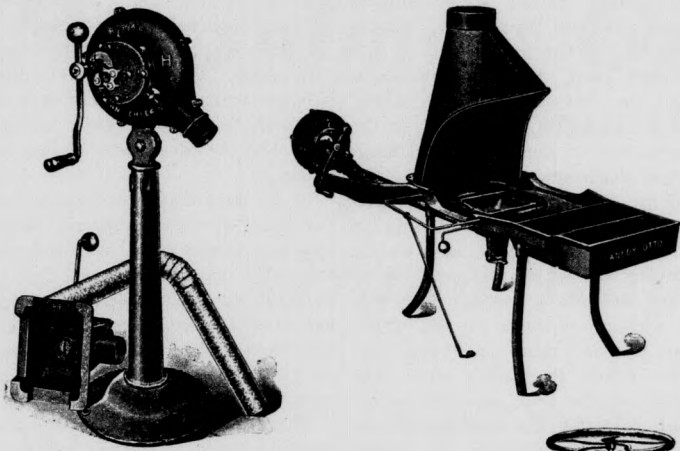
Charles S. Hathaway

panic, originating as it did, could not stop prosperity for any man who truly desired such a condition for himself; that he had even uttered two or three profane exclamations directed individually at Baker, who had replied: "Joe, you're crazy."

And so it was noised about—and the news flew like a forest fire—that Joe Sheffield was insane and wandering helpless and alone somewhere. Many were the expressions of sympathy over the situation, and every day men and women called at the store to learn the truth as to that situation and, incidentally, to say that while Joe was peculiar, they never suspected that his mind could become unbalanced. At which the head clerk would say: "When you or somebody else comes in here with a doctor's certificate that Mr. Sheffield is crazy

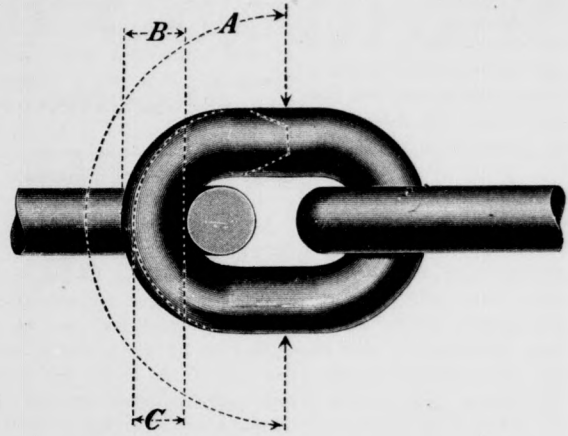
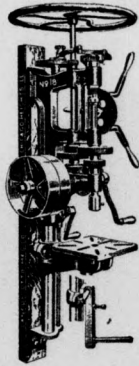
York) "and began to investigate stocks. I realized that the market was bad and that everybody was frightened; I appreciated that I was a veritable novice at the game and that if I went into the Street with my eyes wide open I was liable to have my coat sheared clean off my back; but I made the plunge and, without further details, I know it will please the people of Warrenton to know that upon four investments I find that I am a million dollars to the good. I will return home Tuesday."

It is difficult to picture the furore caused in the little city by this announcement over Mr. Sheffield's name of his good fortune. All the morning business men who rarely, if ever, had done such a thing came into the store to have the head clerk confirm the newspaper report and to tell him



Everybody knows
Canedy-Otto's
Drills, Blowers and Forges
 are the best

WE SELL THEM

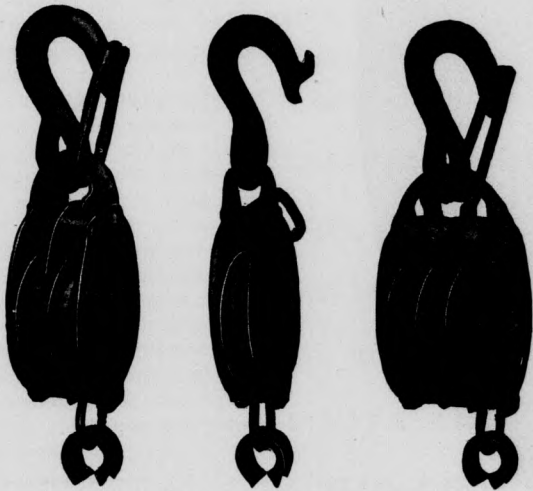


Newhall Chain, Forge & Iron Co.'s
"Trident Chain"

With self-locking long lap weld

We sell it

Write us for prices



"Hartz" Steel Tackle Blocks
 are the most reliable

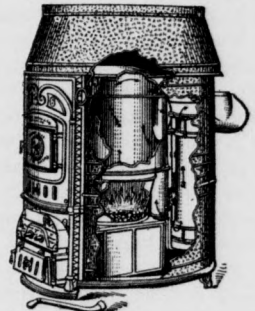
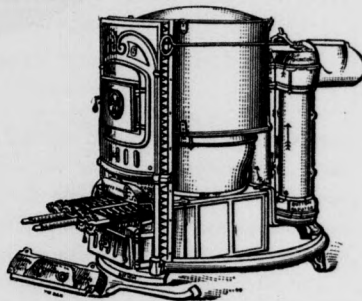
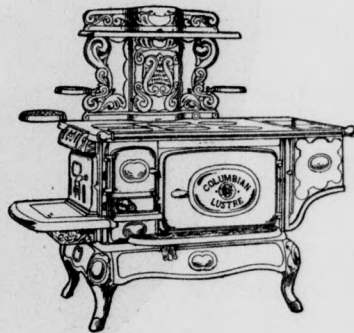
We sell them

Electric Hose. None better. Comes in 500 ft.
 coils. Write us for prices.

Clark-Rutka-Weaver Co., Grand Rapids

Keely's Columbian Stoves, Ranges and
Furnaces are taking the lead. Low price,
 high quality. Write us for prices.

Clark-Rutka-Weaver Co.



"DUPONT"



The name **"Dupont"** on a keg of powder stands for quality, strength and excellence.
 The best is none too good. We have the best—the **"Dupont."** Write for price.
 Call or write us for prices on everything in Hardware, etc.

CLARK-RUTKA-WEAVER CO.

Grand Rapids, Michigan

AT THE OLD STAND.

Optimism Is Now Working Full Time Again.

Written for the Tradesman.

Prosperity? Sure there is to be a return of it, and in bountiful measure. Business is like a good man—it can not be held down, nor will it be long. It is also like truth; it is great and will prevail.

By nature, inclination and instinct the American people are optimistic. Prosperity is about 75 per cent. optimism. Optimism may take an occasional vacation, but when it returns to the old stand it will be busier than ever. And Optimism is due to come back soon if it has not already arrived.

Furthermore, there is no money in having nothin' doin'. A condition that has no money in it does not appeal to the average American citizen. The condition may be endured for a time, but if too long continued it becomes monotonous. "Who's afraid?" somebody will shout and then the band will start up, the wheels will begin to hum and the grand forward movement is on again. There is every reason to believe that the "Who's afraid?" slogan has been sounded and that it has been heard not in Grand Rapids alone but throughout the country. The business men, the manufacturers and the bankers have heard it, and show it in the difference of their attitude toward the world. The magic sound may not yet have reached the common people, but it will get to them before long.

Yes, prosperity is on the way. But Grand Rapids should not look for an immediate revival, an instant boom in trade and industry. The panic came down upon the East in October last; it did not pinch us until three or four months later, at least not real hard. The sun seems to have risen again in the East; some weeks will be required for its warming radiance to reach us. But it is coming.

It is too much to expect that the return of prosperity will be in immediate evidence here. The basis of good business is in industrial activity. There is no reason to believe that all the factories will resume operations at high pressure with full forces of men working full time. The furniture season is too far advanced to warrant any such expectations in Grand Rapids. The buyers have already made their purchases and in most instances the goods have been delivered. There will be a moderate amount of sorting up orders for the holiday trade, but beyond preparing for the new season there will be little for the manufacturer to do until the buyers come again in January. Any marked increase in the number of men employed or in the length of the work day can hardly be looked for until the new year. Even then the increase will be gradual, a few men at a time, but every additional man put on is a step nearer the good time which everybody hopes for and is certain is on the way.

The recovery in Grand Rapids will be made easier and speedier by the fact that wage schedules have not

been cut during the year of depression. The hours of labor have been reduced but the pay per hour is the same. What is wanted to bring back the good old times is the lengthening of the hours and more men at the bench, and it is but a matter of time when this condition will be realized.

L. G. Stuart.

Some Obstacles Human Energy Overcomes.

Although civilized man has achieved much, he is but on the fringe of his world's work. In his own national life there are imperfections to be removed, injustice to be righted, abuses to be swept away, and out in the world at large his task might well appear hopeless but for the memory and evidence of past achieve-

ment. 600 English speaking people, of whom only one-third are in the home of the nation. "Only speak English loud enough and it will be understood all over the world."

Civilized man, with his marvelous genius for invention, has added to the evils and terrors of war in the multiplication of the means and magnitude of destruction. He has at the same time increased the cost of warfare quite as effectively. If only to divert the expenditure of vast wealth into more beneficial channels, it is time for nations to settle their disputes without recourse to the gratification of the most primeval instincts. When arbitration shall take the place of the cruel and tyrannical decision of arms the nations of the earth will have restored to them-



Lewis G. Stuart

ments to spur him on to further effort. His successes never will reach perfection, but it is possible for human happiness to rise to greater heights than have yet been attained.

The advantage that would attach to a universal tongue for facility of intercourse needs no demonstration. And various newly constructed tongues have been suggested to effect that end. But the natural trend of events appears to lessen the need for the introduction of an artificial tongue, for already there is one language that is rapidly conquering the world so far as civilized peoples are concerned. At the beginning of the nineteenth century English was spoken by 20,000,000 people, of whom but a quarter were outside the British Isles. There are now over 120,000,

and the possibilities of greater happiness than they have known since "the battle of four kings against five."

What arbitration might do to secure the political peace of nations it would still more easily perform to bring about a more amicable understanding between capital and labor. Strikes and lockouts as methods of settling differences between employer and employed are crude and unsatisfactory to a degree.

Although man's natural span of life be three score years and ten, the average length of existence falls far short of it. The wastage of human life in savage region is appalling, but even among highly civilized peoples sickness and disease, often the direct result of ignorance, neglect and indiscretion, sweep vast numbers annually

to an untimely grave. There still remain vast regions of human suffering for medical men to explore; insidious tuberculosis and dread cancer count their victims in hundreds of thousands. When these fell diseases become amenable to treatment medical science will provide additional cause for the gratitude of the whole world.

In no department of human energy has man demonstrated his dominion over the world more fully than in his inventive ingenuity, and one could name at random numerous marvels of mechanism second only in delicate structure and unerring functions to man's own wonderful frame, in God's own image.

There are numerous processes in manufacturing industries where machinery seizes upon the insignificant looking raw material, and, treating it with almost human intelligence and with more than human speed and exactitude, only releases it in the shape of the finished product, may be beautiful to the eye and of immense utility.

There are, however, industries whose products are of inestimable benefit to mankind, but those who engage in them are the galley slaves of industry. The introduction of machinery to obviate these evils indeed would prove a triumph of invention.

Water power has been used in mountainous regions for long ages, but in America the power is now transmitted 300 miles from its origin. The ocean, "dark, heaving, boundless, endless, and sublime," is the embodiment of power. Twice every day its tide resistlessly ebbs and flows. When man can utilize this vast force he will have enlisted the services of the giant of the universe. Only the unceasing pursuit of knowledge can achieve the reforms for which an anxious world waits. And not until the flame of knowledge flashes from peak to peak, from island to island, from continent to continent, will the dominion of man be finally completed.

Ernest Protheroe.

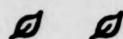
Future of the World's Coal Supply.

Uncle Sam is the big coal creator. He produces at least one-third more than John Bull, his nearest rival. At the present rate of use English coal fields will be exhausted, it is thought, in a little over 600 years, which seems at first sight to be a fairly comfortable reflection, but it is clear that the use of coal will go on increasing until the shortage and consequent rise in price checks the demand. Although the demand may not be in the enormous proportion that has characterized the past, yet the English believe that it can not remain at the present figures unless drastic steps be taken to prevent waste. It may be possible to prove that Great Britain's coal supply will last 600 years, yet it is within the range of possibility that if the present increased consumption continues a period may come within a few generations when the cost of coal has so risen as to enable foreign markets to obtain coal at a cheaper rate from England's own supply.

Musselman Grocer Co. Branch

National Grocer Company

**19-21-23 South Ionia St.
Grand Rapids, Michigan**



WE ARE located just one block from the Union Station. The latchstring is always out, and the front door WIDE OPEN. Don't fail to come in and see us. We will be "mighty glad" to meet you and get better acquainted. We are one of the branches of

The National Grocer Co.

The Largest Distributors of Groceries in the United States

The President of this great company is Mr. Amos S. Musselman, who is well known throughout the entire State, having been connected with the Wholesale Grocery Trade in Grand Rapids for the past 28 years.

The general offices of the company are located at Detroit and Mr. B. B. Cushman, the Secretary and Treasurer of the company, who is in charge of these offices, will be very glad to receive a call from any of our friends.

Mr. Musselman's office is located at 19 S. Ionia street, Grand Rapids, where he is always glad to meet the friends and customers of the company.

This great chain of houses consists of the following branches:

MUSSELMAN GROCER CO., Grand Rapids, Michigan
M. D. ELGIN, Manager

MUSSELMAN GROCER CO., Traverse City, Michigan
H. A. MUSSELMAN, Manager

MUSSELMAN GROCER CO., Sault Ste. Marie, Michigan
J. V. MORAN, Manager

C. ELLIOTT & CO., Detroit, Michigan
ROLLIN H. HERR, Manager

PHIPPS, PENOYER & CO., Saginaw, Michigan
WM. C. PHIPPS, Manager

GUSTIN, COOK & BUCKLEY, Bay City, Michigan
F. J. BUCKLEY, Manager

F. SAUNDERS & CO., Port Huron, Michigan
E. E. CARSON, Manager

JACKSON GROCERY CO., Jackson, Michigan
W. J. BUTTERFIELD, Manager

NATIONAL GROCER CO., Lansing, Michigan
J. E. GAMBLE, Manager

NATIONAL GROCER CO., Cadillac, Michigan
C. S. BROOKS, Manager

NATIONAL GROCER CO., Escanaba, Michigan
J. V. MORAN, Manager

NATIONAL GROCER CO., South Bend, Indiana
W. R. SPENCER, Manager

NATIONAL GROCER CO., Decatur, Illinois
J. S. McCLELLAND, Manager

The company also operates its own Coffee Mills and Manufacturing Plant at Detroit, Michigan, under the name of THE NATIONAL GROCER CO. COFFEE MILLS.

INCALCULABLE DAMAGE.

What the Forest Fires Have Done for Michigan.

A terrible calamity has come to our State. Dozens of human lives have been lost; dozens of innocent, law-abiding, useful citizens of our State have fallen victim to forest fires. Hundreds of families for weeks and weeks have suffered the "horrors of smoke," horrors equal, if not more terrible than those of storm and snow. The mother and her children, alone in the little clearing, with the father ten or twenty miles away at some mill, have for weeks been surrounded by a veil of smoke so dense that they could not leave their home, that they could not see the sun, that they could not see and know whether the fires were few or many, near or far. Through long nights and dark days these poor people have waited and suffered; and hundreds of them this very day are thus waiting and suffering. To some of them relief has come, the fires were checked or else swept by. For hours such families suffer the pangs of death, finally to recover and find themselves in a blackened waste, alone in the midst of death and desolation.

In some cases it was otherwise. Out of the terrible, ghostly veil of smoke came the fire, and with a rush it swept over the home, destroying it as it went, and the poor sufferers at last were overtaken by a horrible death—suffocated in their homes, on the smoke enveloped trail, in the dark impenetrable woods, or burned at the track and in the very train which was to bring relief.

In the presence of such a calamity it seems little less than sacrilege to speak of losses in money and property; and it seems equally idle to prate of what should have been done and might be done in the future. And yet we may, perhaps, be pardoned if we stop here to read in this calamity a lesson which may help us to do better in the future. Experience seems the only teacher of nations, and calamities are her greatest lessons. And what can we learn to-day?

The great State of Michigan, with its two and one-half million of generous and well-meaning people, with abundance of wealth and credit, stands idly by while one-half of the State is wrapped in fire and smoke. Michigan as a State neglects to perform the fundamental function of all government—the protection of the lives and property of her citizens. The State has refused to use its power to furnish the protection for which thousands of its citizens are paying and have been paying millions of dollars in taxes.

To-day one-half of the State is unsettled wild land, about eleven million acres are in woods and should be preserved and probably twelve million acres are cut-over (largely burned over) lands. There are millions of acres which can and will be settled by farmers and millions more which should be left to forest or replanted. All this calls for protection against fires.

Michigan to-day needs every stick

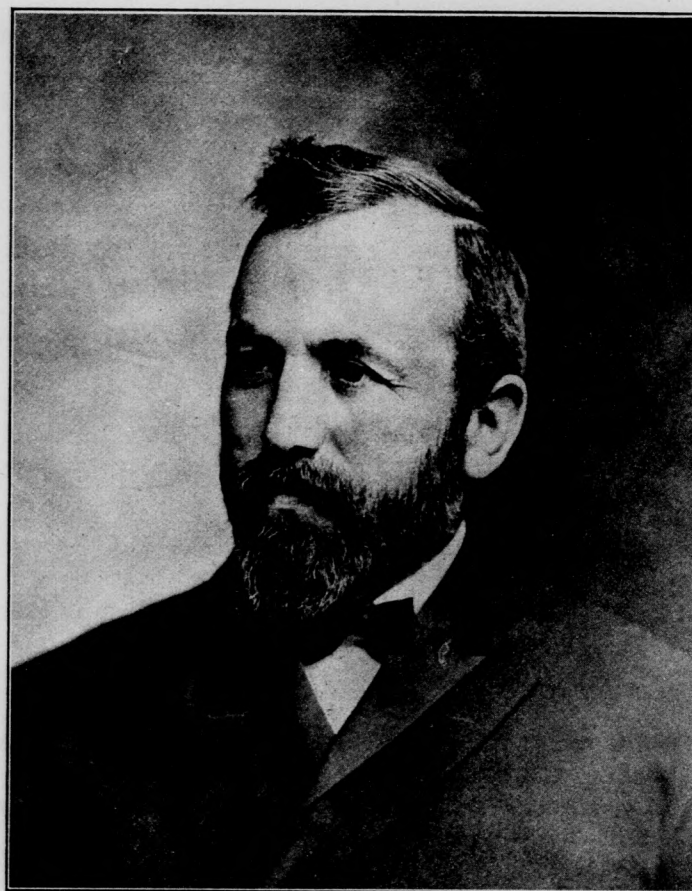
of timber it has; it is importing a large part of its building timber now; hundred of miles of its territory are waste lands; our rivers have suffered; the seasons have become erratic.

Still our State waits. It refuses to enact law and neglects to enforce what it has. Every year we have these fires sweeping thousands of acres of land. All summer long—in fact, since early spring of this year—hundreds of fires have burned in nearly all parts of the northern counties.

Has the State used the power to stop them? Have the counties used their power to offer organized resistance to this danger? Have they made any effort to prevent these fires, to find and restrain the men who set them and to combat the fires when started? From all accounts, no. The settler, the owner of land and tim-

this area has been burned for years. It has been idle waste and is so today. As forest, with the young trees left intact, these forests could grow wood enough to produce a 3 per cent. income on at least \$50 per acre. Their present value would then be \$50, and of this the tree growth would form at least \$45. Your twelve million acres of waste lands would be worth \$540,000,000 to the people of Michigan. Your forest fires, possible through the negligence of the State, have destroyed this \$540,000,000. What else they have done is insignificant compared to this, except the destruction of life.

Our forest fires have burned year after year. We have never been without them, and it is only when people and houses burn up that we think them thrilling enough to report. Year



Filibert Roth

ber, was left to fight as best he could; everybody's business was nobody's business; the fires multiplied, the dry season made their spread easy, the whole matter was allowed to grow into a terrible repetition of the disasters of 1871 and 1881.

What have all these fires done for our State? They have caused the loss of human lives enough to shame barbarian Russia, and they have destroyed our forests. This is all that need be said: they have destroyed our forests. It was not the axe but the fire which destroyed billions of feet of useful mature timber and completely destroyed the small trees which should furnish us timber today. We have at least twelve million acres of these burned over lands in our State. The greater part of

after year thousands of acres are burned over, the young growth is destroyed and the good work of Nature once more put to naught. And while the local paper and our authorities tell you, "No damage," the fact is otherwise. The damage in any destruction of property is measured exactly by the amount of money it would take to put the property in the same shape in which it was before the damage was done. To replace the millions of useful young trees from one to thirty feet in height which the fires of each year have destroyed would be an undertaking of great magnitude and one which the coming generation of this people will fully appreciate. For they must plant or do without.

Filibert Roth.

Some Hibernate; Others Summerate.

To "summerate" is the opposite of to hibernate, as Woods Hutchinson observes. The long winter sleep of hibernation is not induced by the cold, as was supposed at one time. Fishes, amphibia, reptiles and some of the mammals living in hot climates go into a like trance condition during the season of heat and drought. They "estivate," that is, summerate. Only a small percentage of the long trance sleeps of some individuals, Dr. Hutchinson thinks, may possibly be relics of the hibernations or estivations of animal life.

Persistent wakefulness in people kills in from five to ten days. It is reported that death by sleeplessness is one of the methods of execution for certain higher class criminals of China. The victim is forcibly prevented from going to sleep until he dies from exhaustion, seldom later than the fifth or sixth day.

Absolute sleeplessness differs vastly from the insomnia of nervous persons, who do not "sleep a wink all night"—i. e., were awake from three to four hours during the hours of darkness. The power for rapid recuperation, Dr. Hutchinson declares, may almost be said to be one of the characteristics of greatness. It has occurred with sufficient frequency in the great and successful to have done great harm among average men who think to grow great by working eighteen hours out of the twenty-four. The majority of great men require the normal amount of sleep, and some of them require much more. Some of the great men have been able to work only three or four hours out of the twenty-four. Two successive hours of work was a day's work for Darwin; four for Spencer.

He Educated the Judge.

This anecdote is told of Chief Justice John Marshall. Returning one afternoon from his farm near Richmond, Va., to his home in that city, the hub of his wheel caught on a small sapling growing by the roadside. After striving unsuccessfully for some moments to extricate the wheel he heard the sound of an ax in the woods and saw a negro man approaching.

Hailing him, he said, "If you will get that ax and cut down this tree I'll give you a dollar."

"I c'n git yer by 'thout no ax, ef dat's all yer want."

"Yes, that's all," said the judge.

The man simply backed the horse until the wheel was clear of the sapling and then brought the vehicle safely around it.

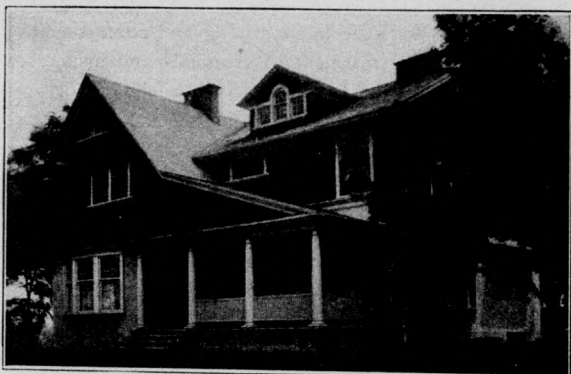
"You don't charge a dollar for that, do you?" asked the astonished chief justice.

"No, massa; but it's wuf a dollar to luhn some folks sense."

The dandy got his dollar without further questioning.

The love of a man for himself is almost as great as that of some silly woman for him.

No, Alonzo, a girl never wears a "fascinator" because she thinks she needs it.



A Comfortable Home and a Happy Family

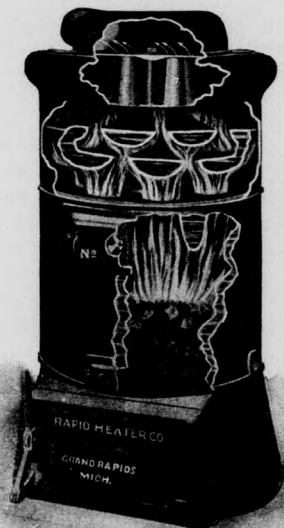
Rapid

HEATERS

For
Hot Water
or
Steam Heat



An Evenly Heated Store and Pleased Customers



GUARANTEE a minimum fuel consumption.
PROTECT your home against fire.
INSURE a healthful, sanitary atmosphere.
RELIEVE you of your valuable time and attention.
SERVE a perfect heat as long as the building stands.

RAPID HEATERS are made and guaranteed in Grand Rapids, right close to home.

They cost less than you think, and heat more than any other apparatus you can procure.

We have all sizes of heaters, from the smallest Tank Heater to the largest Sectional Heater.

If economy and heater satisfaction mean much to you, write at once for our catalog and other information. Don't wait. Cold weather will be here before you realize it.

RAPID HEATER CO.

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Best Fitting Rubbers

Hood Rubbers

Best Looking Rubbers

Best Wearing Rubbers

Shoes That Look Well

Shoes That Wear

Prices Right

Shoes That Fit

THE FORESTRY OUTLOOK.

Awakening Feeling of Responsibility Among Lawmakers.*

In treating the subject of forestry, as applied to the State of Michigan, we may view the situation from several points of outlook and treat it as a matter of ethics or as a commercial enterprise connected closely with progressive agriculture. It is perfectly possible to work out a very different analysis when we give great prominence to individual enterprise from that which would naturally grow out of a plan to place the emphasis upon State considerations. It occurred to me more appropriate today to take the ethical view and place before you my own thought concerning the responsibility of the State.

If we believe what we say, that the two fundamental propositions connected with the religious life are the acknowledged fatherhood of God and the brotherhood of man, we have a foundation upon which to build a superstructure of individual responsibility as applied to all of the relations of life. The criticism we ought to make upon ourselves—and make it often and persistently—is that we do not believe as thoroughly as we ought in the truthfulness of these propositions, if we may judge by our movements in the ordinary activities of life. The whole theory of obligation rests upon this foundation, and most of us spend the greater part of our waking hours in evading the responsibility.

The theory of duty to God and to our fellowman stands out very clearly when we put ourselves in the position of tenants in this world, having received from the hand of our Father the varied and wonderful accompaniments of our tenancy, for which we are held responsible and in relation to which we can never eliminate the factor that we are in a large sense our brother's keeper.

Through wondrous ages of development different parts of the earth have been covered by soil containing the elements of fertility, out of which come the products that support life in the world. This land is a loan to us, and in accepting it we also accept the obligation to leave it as productive for those who come after us as we found it when we began our tenancy. There is no question about this responsibility, and still mankind everywhere are guilty of the reprehensible practices which reduce the ability of the soil to maintain life, and we are guilty of certain outrages through ignorance and otherwise which allow fertility to be ruthlessly and carelessly wasted and seem to think very little of our obligation.

This fact is brought out very clearly in connection with the forest cover which came to man as a legacy from the hand of God to be conserved and utilized for the benefit of mankind and not to be wasted and lost

as a result of carelessness or malice. What does our profession of faith amount to if it does not prevent us from abusing the cat, wasting the tree or ruthlessly destroying the beauty of the earth? A narrow view has been taken in many instances that the forest is not a legacy but a menace to be destroyed in the most rapid and effective manner. It is because of this false notion that many of us have greatly abused our trust, and for decades we have abused our tenancy by wasting an invaluable legacy, and we have not felt the responsibility until we have seen certain important values slipping from us to be forever beyond our grasp, and it is then that we hear the cry here and there, as a result of a sudden understanding of the situation, "What shall we do to be saved?" The growing interest in for-

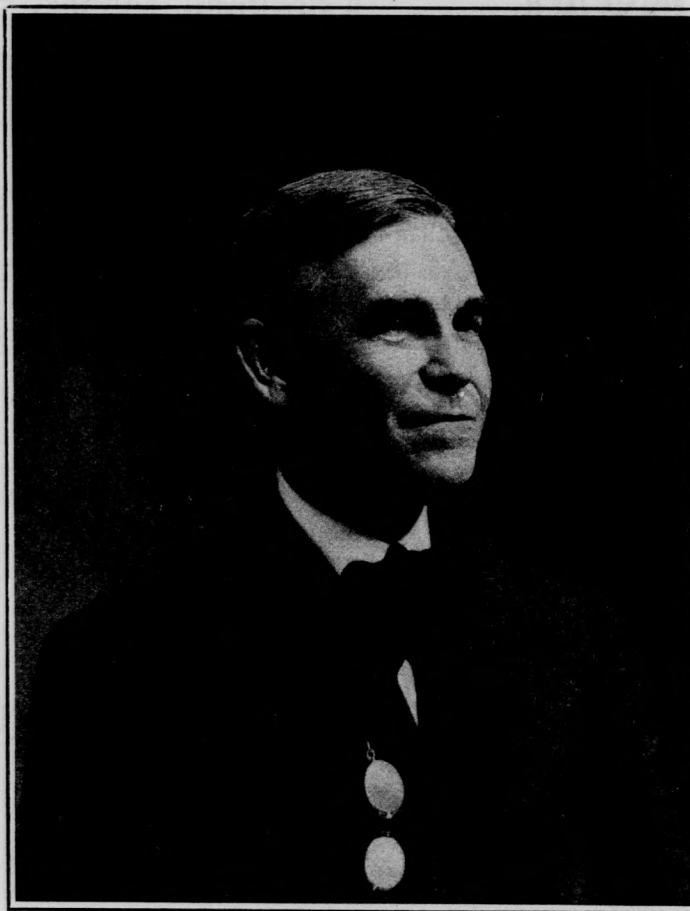
cy, placed ourselves at the mercy of the men and corporations who control our coal fields, who transport the raw material for our woodworking industries, and it is only because of the pinch that we take notice of the exact situation and acknowledge the grievous errors we have made in our career of wastefulness.

It is because of our responsibility in connection with the rehabilitation of our denuded lands and the recovery of the proper balance between woodland and farm and the important ethical questions involved that I have an excuse for placing this subject before a company of representative women. Behind and below, pushing and lifting, must be a healthy public sentiment in connection with this stupendous problem of forest conservation. The moral power of

Frances Power Cobbe and Elizabeth Frye in modifying and correcting the treatment of criminals and insane; of the beautiful self-sacrificing efforts of Florence Nightingale and Clara Barton in awakening a feeling of responsibility for the proper method of nursing and caring for the sick and afflicted; of the far-reaching efforts of Mary Somerville, Harriet Martineau, George Eliot and Mrs. Humphrey Ward with word and pen in awakening a sense of obligation in connection with the accepted dogma of the universal brotherhood of man. When I was weighted down with the oppression resulting from the apathy of people with reference to the terrible destruction of the great natural resources of our timber, and I am reaching for the best possible methods of staying the hand of destruction, with these wonderful historical examples of self-sacrificing effort in the interests of mankind on the part of noble woman, is it not perfectly natural to make the appeal to this body of earnest women to lend their aid in the molding of public opinion and an appreciation of the mighty obligation that is upon us to preserve and maintain a proper forest cover over our land and thus protect the greatest industries of our day from decline and save men from themselves?

To-day we are meeting in the midst of a great resort region. The length of our wonderful lake border and the interior places scattered through this whole Northern region have been teeming with the residents of congested cities seeking health and rest from the burdened activities of our strenuous life in this country. The largest factor in connection with the adaptation of this whole region to the purpose of giving life and strength to tired and wasted human nature is beauty and restfulness and attractiveness of the trees and woods that adorn and protect this great resort region. Eliminating entirely the commercial feature, which is a tremendously important one to our State, we have an obligation, and a most serious one, in connection with saving these attributes which enable us to give joy, to add strength, to renew life for the immense army of visitors which seek our borders for renewal of energy to continue the activities of life.

The most important and pressing duty of today, however, is to command the attention of our lawmakers and to awaken in them a feeling of responsibility for the conservation of the greatest natural resources in our State, to obliterate as rapidly as possible the results of our former blunders and to act promptly in the living present for the rehabilitation of our waste lands and the restoration of our forest cover. Upon the action of these men depend the proper care and protection of our remaining forests, the building up in the waste places of our commonwealth of new and productive woodlands which shall maintain the diversity of our industries, furnish employment and add



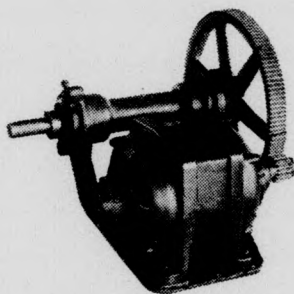
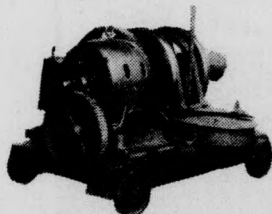
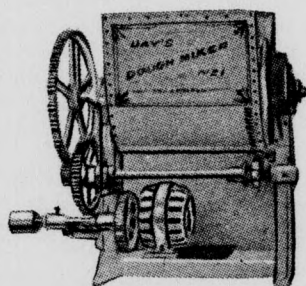
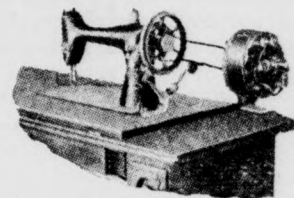
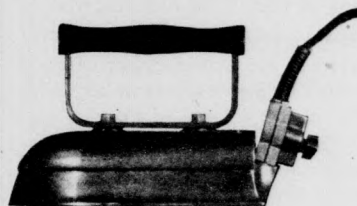
Hon. Charles W. Garfield

ests and forest products and the appreciation of their importance in connection with proper living in this world have been the prelude to a revival in which the public conscience, as well as the individual conscience, has been quickened to a feeling of responsibility.

In our own State the forest legacy was an usually important one. It has been carelessly and ruthlessly wasted until we are on the verge of a timber famine. It is a subject of marvel that men who have been so well equipped to destroy seem so utterly helpless in the face of the tremendous loss which we have sustained through the destruction of our forest cover, and there seem to be so few who are able to rise to the situation and suggest the best means of redemption. We have, as a result of our profliga-

public opinion is something tremendous when it is awakened in a healthy manner and trained for the support of a noble cause. Women have been great factors in the mighty movements for the betterment of mankind, for the correction of their errors, for the elevation and purification of the human race. In thinking of this relation of women to forestry I am reminded of the wonderful work of Helen Hunt Jackson in behalf of the outraged Indian population of this country; of the marvelous work done by Mary Livermore and Frances Willard in the cause of temperance; of the untiring and faithful activities of Julia Ward Howe, Lydia Maria Child and Lucy Stone in solving the problem of human slavery in this country; the altruistic and successful endeavors of Dorothy Dix,

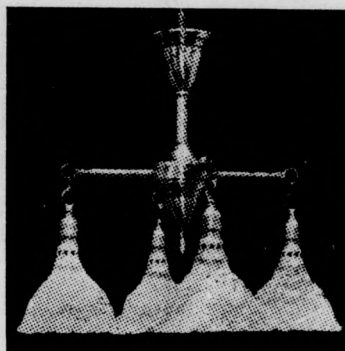
*Address delivered by Hon. Chas. W. Garfield, President Michigan Forestry Commission, before Michigan Federation of Women's Clubs at Traverse City.



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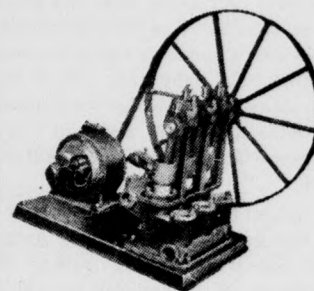
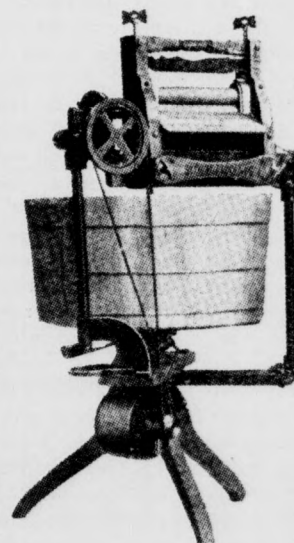
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greatly to the satisfaction of life in this part of the world. Private ambition and greed will, in the most adroit manner, attempt to thwart the influence we shall try to exert, but we must not be deceived; we must keep the good of all the people as the great proposition in our minds and not be swerved from the adoption of anything less than a broad and permanent forest policy.

Trespass and fire are the great enemies to the renewal of our forests. It will require the wisest statesmanship to meet the constant problems that are arising and solve them in the interests of all the people. False ideas of moral responsibility are in evidence on every hand. Men buy great areas of timber and claim the sole right of dealing with them as they please, cutting and destroying in a wasteful manner only because, as a result of these quick and careless methods, they can more easily secure the margin, which to them is the one important object of consideration. The assessor thinks he is clearly within his rights in putting values upon non-resident forest property which entail heavy taxes even if he knows that, as a result of this view, the timber will be cut off at the earliest opportunity, thus greatly reducing the available property of the vicinity for the purpose of taxation. Deceptive methods are employed in the disposition of lands only fit for forestry purposes, to the great sorrow and discouragement of ignorant people looking toward land as a method of salvation from poverty and sorrow. The State itself, in pursuance of a false method which seems to have been thrust upon us without any apparent means of relief, is one of the greatest transgressors and, unless the method shall be changed, will reap, and in truth is already reaping, the reward of willful impoverishment.

These errors must be corrected by a firm and aggressive and well-planned campaign based upon wise statesmanship and a spirit of righteousness. The value in a baby tree, which to-day is almost entirely ignored, must be recognized and its right to live and become a benefit to mankind respected.

My appeal to you, then, to-day is not along the lines of commercial progress or conservation, but rather in the interests of higher values which can not find their expression in the coin of the land, but rather in the influence of the protected beauty of the earth, the developing health of the people, the continued happiness of our population and the growth of all those elements which command our highest respect in the development of human character.

What shall I say, then, in closing as to the outlook? For more than a quarter of a century an aggressive campaign has been in progress looking toward the guidance of the axe and the maintenance of a proper proportion of timber growth in our State. In the beginning the promoters found little sympathy. The farm-

er said, "It is better for us to raise wheat and buy coal than to maintain a woodlot." The lumberman said, "There is plenty of raw material in our State to last for ages." It never occurred to the manufacturer of wood products that there would be any diminution in the volume of his raw material during his lifetime. The builders did not dream of the famine of good lumber which they are now experiencing. The people who were proud of the beauty of our State, made so largely from the wealth of forest growth, had not the gift of prophecy and never for one moment thought that the day was near at hand when we should have to fight for even enough trees to continue the great attractiveness of our Peninsula to the summer tourist. But to-day, after this long campaign of active agitation, we find great anxiety among the farmers, the lumbermen, the manufacturers, good citizens everywhere, concerning the well-being of our State and its standing and character among its sister states as effected by the wholesale elision of its forest growth. In this fact we have great hope.

The most marked illustration of the awakening interest in forestry, however, is manifest in the attitude of the press of our State. The editors have a clarified view of the situation and they are reaching for remedies and exhibiting great alacrity in the attempt to restore to our State a profitable balance of conditions which seems to be so rapidly slipping away from us. Not only do we see in the columns of our leading papers items of news upon every phase of the forestry problem, but editorial utterances are strong and urgent in proclaiming the need of greater interest and ability put into the matter of reforesting the waste places in our State. These questions are considered as of such vital importance to the journalists that at recent meetings of the Northern Press Association forestry has taken a prominent place in the deliberations and the most decided pronouncements have been made in the interest of forestry as a part of our statecraft.

The educators of our State have caught the spirit of this enquiry and have taken up the agitation of the principles of forestry and are placing quite prominently in their announcements of method the fact that the principles of forestry and the advocacy of modern forestry methods are made a feature of their curricula.

Even the politicians have fallen into line and we have to-day the spectacle of political leaders seeking preferment at the hands of the people announcing that they are in favor of aggressive methods in forestry and reforestation. But I believe to-day the strongest allies of the forestry movement in Michigan are the women's organizations. All over this State leading and influential women have been investigating the forestry problem, have equipped themselves with facts and figures concerning the current conditions in our own country

Everybody Welcome



FOSTER STEVENS & CO.

Wholesale Hardware

Grand Rapids, Michigan

and the work of reforestation in foreign lands and are engaged in the work of awakening a strong sentiment in support of the contentions of the Michigan Forestry Commission.

Taking it all in all, there is great encouragement in the outlook. Even those who sneer at the forestry movement and who throw objections in the way of almost any detail of legislation nearly always proclaim in advance of their criticism that they are in favor of forestry and legitimate plans of reforestation.

We are upon the eve of brighter days for the friends of forestry, who have in mind in all their earnest advocacy of the work the good of all the people. Selfish interests will always stand in the way, but gradually the broader view will be successfully maintained and Michigan will not be a laggard in the procession of the states as they vie with each other in promoting intelligent management of forests as an intrinsic element in their agricultural prosperity.

Some Mistakes We Make.

We make mistakes when we—

Keep a systemless arrangement of stock.

Notify the trade that we are the cheapest in town.

Allow loafers to monopolize the store.

Seek to get trade on that plan.

Ask a customer what he paid for an article around the corner.

Sell at a cut price.

Seem to be what we are not.

Always complain about dull business and hard times.

Sell an article otherwise than on its own merits.

Or claim more for it than we can live up to.

Charge one patron more for goods than another.

Intimate that the other fellow charged too much for his goods.

Talk politics in the store.

Increase the price of certain lines because the other stores are out of them.

Ornament the front part of the store and leave the rear in confusion.

Nauseate customers with effusive claims.

Force anything on them they do not want.

Only seem to wait on them because we have to.

Postpone until to-morrow what should be done to-day.

Handle more stock than our trade demands.

Make a patron wait unnecessarily for attention.

Regard our competitor as a personal enemy.

Can make a sale and do not.

Insist unduly to accomplish it.

Ask questions just to make talk.

Show partiality in the treatment of customers.

To the Rescue.

"Writing to Charley?"

"Yes."

"I thought he was engaged?"

"He writes me that his girl has thrown him overboard, so I'm dropping him a line."

Get the Good of Them.

There are a great many hardware and stove dealers who make it a practice of throwing in the waste basket, without reading, a large part, if not all, of the advertising matter sent them. This is a foolish and short-sighted policy. Such literature is often of an interesting nature, gotten up by experts who are paid high salaries for preparing it. You may not wish to buy the goods told about, but the circular, folder, booklet, or whatever it is, may contain matter which you will benefit by if it is carefully read. You may get some pointers for your own business. You may learn of some new device that you didn't know was made—something that a future customer will want and enquire about, or which you can just see will fill his want, and if you are posted he will appreciate it, respect your knowledge and possibly thus become a valuable trader. You may, by a perusal of such matter, obtain pointers on how to write your own advertising so as to make it more attractive and paying. You may absorb some of the spirit, some of the stirring qualities with which well written advertising is so often permeated, so you will be imbued with it and move with an increasing gait in pushing your own sales. Often these printed letters tell in a breezy way of what other men have done, how great establishments have grown from the most modest beginnings and the rules and mode of procedure which accomplished such a result. The most modest little booklet may furnish you with a single idea which will make you a success in the world, which will move you out of the rear ranks from among the plodders to the front, where you will be numbered among the successful men. It is always well to make a thorough study of the work of others, constantly seeking that which may improve and benefit your own business. With this end in view do not sneeringly throw away all printed matter received, but give to each piece as much careful and thoughtful consideration as its merits demand.—Stoves and Hardware Reporter.

The longer a woman remains in the spinster class the more people are surprised when she gets married.

H. J. Hartman Foundry Co.

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

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Close of Business, Sept. 23, 1908

RESOURCES

Loans and Discounts	\$ 485,730.13
Bonds, Mortgages and Securities	1,191,177.92
Banking House	35,000.00
Premiums paid on Bonds	602.00
Overdrafts	140.97
Exchanges for Clearing House	11,226.40
Cash in Vault and Banks	255,715.95
Other Cash Items	457.73
Total	\$1,980,051.10

LIABILITIES

Capital Stock	\$ 100,000.00
Surplus Fund	50,000.00
Undivided Profits	23,798.62
Commercial Deposits	\$236,096.27
Due to Banks and Bankers	3,557.34
Savings Deposits	666,511.78
Savings Certificates	893,482.27
Cashier's Checks	4,475.00
Certified Checks	129.82
Total Deposits	1,806,252.48
	\$1,980,051.10

THOS. HEFFERAN, President

EUGENE D. CONGER, Cashier

Klingman's

It is now the time of year when people begin to think of the Holidays—Holidays suggest gifts. Why not consult the Klingman Sample Furniture Co.?

What could be more appreciated and practical than a piece of Grand Rapids made furniture for a gift.

The assortment to be found here is such as can be found nowhere else in the country.

We will mail catalogs free upon request

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SPARE THE TREE.

Presentation of the Aesthetic Side of Forestry.

The most beautiful object in the universe is a tree. Collectively, as woods, the beauty is unsurpassed. This statement may seem an exaggeration at first thought. This is because a tree is common. Hence we do not see its beauty simply because it is familiar. If there was only one tree in the world then its intrinsic, aesthetic value would be appreciated. That one tree would become the shrine of poets, artists and all lovers of beauty. People would come from every country on the globe to admire it and would go into ecstasies over its grandeur. It would be the eighth wonder of the world. But we have the trees all about us, and because they are familiar they have not been appreciated. The time is now at hand, however, when, as Dr. Bigelow says, "people are taking an uncommon interest in common things." The first apostle of appreciation of familiar things was the poet-naturalist, Henry D. Thoreau. From his time date the beginning and development of the epoch of the admiration for Nature. The love of Nature is a comparatively new faculty.

One hundred years ago mercy was unknown. Men flogged not only their horses but their wives in the most brutal manner, and when the first bill was introduced in the English Parliament for the punishment of persons inflicting cruelty upon women and animals, it was received with howls of derision and uproarious laughter. It was thought that a man had a right to flog his wife. What a change in sentiment in one hundred years. Now there are societies for the prevention of cruelty to animals, for the prevention of cruelty to children, bands of mercy and humane societies everywhere. This is evidence that dormant higher feelings are constantly being unfolded in man. Among the latest growth of a latent faculty is the love for Nature, the very highest appreciation of the expression of beauty. So the time is coming when every man, woman and child will love a tree and love it so passionately that they will work heart and hand to protect it.

Imagine a world in the landscape of which there were no trees or shrubs. What a scene of desolation, dreariness and unhappiness; the cheerless abode of melancholy and wretched inhabitants.

As the utilitarian and commercial interests have failed as yet to protect the forests, is it not possible, may it not be true, that this long sought for protection will come from the aesthetic side? I believe that it will at least contribute largely to it because of that dormant love for Nature that is now becoming active and finding expression in the people.

Victor Hugo said that "the beautiful is as useful as the useful." This is true. We require beauty as well as bread. The aesthetic is just as necessary to the development of the truly normal man as is the physical. Its unfolding with the physical, mental

and moral makes the balanced being. When it is quiescent in man then he is lacking in completeness.

Nothing contributes so much to arouse the love of beauty in Nature as trees—the personification of elegance, grace and beauty in landscape.

I make a prophecy that the time is coming when every city will own one if not more tracts of well protected forest, in the primeval state, to be concomitant with the art gallery of the city in administering to and developing the artistic taste of the community.

These municipal forests will be preserved in a state of nature, in charge of a genuine forester and not allowed to be butchered by landscape gardeners who think that they can improve on Nature by nickel plating the trees.

Apropos of the subject of the preservation of the forests for their beauty I am pleased to record the fact that eight miles south of this city on the shore of Barnum Lake resides a lady, Mrs. Jane Barnum Lossing, who owns sixty acres of fine white oak which she refuses to sell for any sum of money. A Battle Creek sawmill man is ready to pay her \$6,000 for the standing timber. The beauty of the woods, in which she played when a girl, and around which many dear memories cluster, are of more real value to her than the gold. To Mrs. Lossing there is "Music in the world other than the clink of coin." So long as she lives the trees will live. Is this sentiment? Does it seem strangely out of place in this commercial age? All honor to Mrs. Lossing.

The beauty and glory of the woods have been depicted by the poets for all ages in song and story. The poets and the landscape artists were the prophets of the time when there would be a universal appreciation of the poetic and artistic in Nature. No sensitive person can remain alone in the woods without coming under the spell of its witchery, its spiritual and poetic influence. Among the trees is aroused to intensity the imagination and the poetic fancy. There comes to man the finest and most subtle musical tones—unsurpassed anthems and symphonies by Nature's orchestra. The spirit of the woods comes upon one like a divine benediction, bringing to expression the holiest of religious sentiments.

Deep in the woods I hear an anthem ringing
Along the mossy aisles where shadows lie;
It is the matin hour, the choir are singing
Their sweet Te Deum to the King on High.

The stately trees seem quivering with emotion,
They turrill with ecstasy of music rare,
As if they felt the stirring of devotion,
Touched by the dainty fingers of the air.

The grasses grow enraptured as they listen,
And join their verdant voices with the choir,
And tip their tiny blades that gleam and glisten

As thrilled with fragrant fancies of desire.

The brooklet answers to the calling river
And singing slips away through arches dim;
Its heart runs over, and it must deliver
Unto the King of Kings its liquid hymn.

A shower of melody and then a flutter
Of many wings; the birds are praising, too,
And in harmony or song they utter
Their thankfulness to Him, their Master true.

In tearfulness I listen and admire
The great Te Deum Nature, kneeling, sings;
Ah, great indeed is God's majestic choir,
When all the world in one great anthem rings.

—Anonymous.

The effect of the era of the love for trees now being heralded in will be not only the protection of the forests but the planting of trees and shrubs along every highway in the country, making a continuous park instead of the desolate landscape which is now an aspect of the country roads.

When railroads substitute electric or storage power for steam, so that there will no longer be danger of fire from sparks from locomotives, the planting of trees and shrubs along the right of way of the railroads will make more parks for the people to admire.

Another beauty spot, made so by the growing of trees and shrubs, will be the country school yard. When a person is driving through the country and comes to a small, dilapidated building, in the midst of a dreary and barren waste, treeless, with the scorching sun beating down upon it, the stranger does not have to ask what it is; he knows. It is the district schoolhouse and grounds. There will be a change. The lot will be adorned with trees, and cheerfulness and attractiveness will take the place of desolation. As an appropriate conclusion I quote the following beautiful sentiment to a tree by Burritt Hamilton, a prominent lawyer of this city:

"The tree is a life contributor to our common fund of happiness. Have we estates? The tree adorns them. Have we changing seasons? The tree proclaims them. Have we floods? The tree stays them. Have we drouths? The tree modifies them. Have we tempests? The tree abates their fury and removes their sting. The desk on which I write, the chair on which I sit, the floor beneath, the buildings, the rows of buildings, the city, the multitude of cities, the whole land, attests the boundless bounty of the tree. For these gifts, gratitude. But the tree gives more and merits more. It has the heart-hold of life-long companionship, not to be ignored. Who has not truly loved some tree—loved it for itself, its memories, its associations, loved it too well to destroy it—has not truly lived. The tree is childhood's tower and stronghold; the tree is the castle whose leafy parapets shelter 'love's young

dream;' the tree is weary labor's summer tent; upon the friendly tree that knew his childhood's sports age leans, a child again, looking toward sunset. Then, at last, when dust has returned to dust, the tree becomes a temple of memory through whose arches come whispers and beckonings from the world beyond.

"Would you destroy that tree? Spare all trees for its sake. Or, if this seems to you but idle sentiment, then spare all trees for the sake of your children's children—for the sake of the human race. This is not sentiment; this is but an act of justice. Through the spoliation of our generation, stark want shall knock at countless doors in years to be. Spare and repair. If each tree cut shall bring a curse to blight the days unborn, so each tree saved and each tree set shall mitigate the penalty of our wrong. Spare and repair, that the world may grow rich and beautiful in trees, and that our despoiled trust fund of forests may be some day restored to all mankind forever—restored to its rightful beneficiaries under the will of God."

Charles E. Barnes,
President Battle Creek Nature Club.

An Embarrassing Mistake.

Mr. C., a distinguished lawyer of Boston, was on his way to Denver to transact some important business. During the afternoon he noticed, in the opposite section of the Pullman, a sweet-faced, tired-looking woman traveling with four small children. Being fond of children and feeling sorry for the mother, he soon made friends with the little ones.

Early the next morning he heard their eager questions and the patient "Yes, dear," of the mother as she tried to dress them, and looking out he saw a small white foot protruding beyond the opposite curtain. Reaching across the aisle, he took hold of the large toe and began to recite: "This little pig went to market, this little pig stayed at home; this little pig had roast beef, this little pig had none; this little pig cried wee, wee all the way home." The foot was suddenly withdrawn, and a cold, quiet voice said: "That is quite sufficient, thank you."

Mr. C. hastily withdrew to the smoker, where he remained until the train arrived in Denver.

Why She Rushes To the Bank.

A school teacher was endeavoring to convey the idea of pity to the members of his class. "Now, supposing," he said, "a man working on the river bank suddenly fell in. He could not swim and would be in danger of drowning. Picture the scene, boys and girls. The man's sudden fall, the cry for help. His wife knowing his peril and hearing his screams, rushes immediately to the bank. Why does she rush to the bank?"

After a pause, a small voice piped forth:

"Please, sir, to draw his insurance money."

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DEPENDON Dry Goods

TRADE MARK

can be sold at reasonably low prices without depriving you of your legitimate profit.

No "seconds" in

DEPENDON Dry Goods

TRADE MARK

Dependability is the keynote of the

DEPENDON policy.

TRADE MARK

We do not sell
to Catalogue Houses.

A prominent merchant outside of Chicago was asked which store in a neighboring town he considered the best, and why. This was his answer:

"So-and-So sells only high-priced goods—therefore his trade must be limited and his store cannot be considered the best.

"No. 2 sells the most goods, but he is not careful as to the character of his merchandise—so his store is out of the question.

"No. 3 gives the biggest 'bargains,' but he carries nothing but job-lot goods—he evidently has no right to the title.

"No. 4 sells only dependable merchandise, caters to the average class and sells his goods at reasonable prices. His store is the one that comes nearest to my ideal, and even if he is not now doing the biggest business, he is bound for that position, because he is building his business on the right foundation.

Sell **DEPENDON** Dry Goods

TRADE MARK

People will soon learn to consider your store the best.

JOHN V. FARWELL COMPANY

Sole Distributors of **DEPENDON** Dry Goods

TRADE MARK

CHICAGO, THE GREAT CENTRAL MARKET

TWO MEN.

Both Had Riches, Yet One Was a Pauper.

Written for the Tradesman.

An old couple sat musing in the light of an autumn day.

"So John Slangwell has gone at last," said the wife, turning to look into her husband's face. "It does not seem a very long time since he was a young man doing small jobs for his board and clothes. You remember him, Thomas, as the most sprightly youngster of Camp No. 10 on the old Muskegon."

"Oh, yes, Martha, my memory is not at fault," said the man with a smile. "You forget that I am young yet—not 75 until next month."

"Quite true, Thomas, and John Slangwell was almost five years older."

"He would have been 80 if he had lived until December. And to think that he was the richest, most prosperous man in the city. I tell you, Martha, money goes a good way in these times."

"Sho, Thomas, don't you believe anything like that. Although Slangwell was a very rich man so far as money goes, he was not prosperous by any means. It is not money that makes folks feel full-hearted, healthy and happy, Tom, not by a long ways. Rich men—that is those the world calls rich, and whom some people envy—often live and die in the meanest poverty."

"I see," said the man with a soft laugh. "You think the poverty of one rich man's soul made him poor in the eyes of common folks. Well, that may be so, and yet John Slangwell was envied by many."

"Of course, as every man who has made a fortune is, and yet—"

"Well, Martha?"

"I can't help but compare the life of Slangwell with that of Horace Sumpter. You know he died possessed of an ample store of this world's goods; in fact, he could at one time count his wealth far above that of Slangwell."

"Oh, well, Horace Sumpter was of a different build from John. I knew them both until almost the last days of their lives. Horace was open as the day, not a stingy hair in his head; and, mind you, when he began to make money there was no change in the man; he was always the same from the time he struck the first blow in the woods until the day he died surrounded by all the luxury a million dollars could buy. Horace Sumpter was the best man I ever knew."

"That is saying a good deal, Thomas."

"I know it, yet it is true. Horace and John were both my chums when a boy. John was pretty good, too, at that time, but as he grew older and money began to pile up, why, then there came a change. Both became prosperous, yet in a different way. John grew into himself rather than outward. He became known as a shrewd man of business, a close bargainer and hard in the bit, while Horace remained the same from the

start, jovial, happy, hearty, an all-around good fellow, yet with none of the vices of so many who find the dollars rolling into their coffers!"

The woman sighed and wiped a tear from her eye.

"I hope you are not weeping for John Slangwell, Martha," said the man. "He died as he lived, a close, hard man, although he was prosperous as the world goes."

"Not as truth and honor go, Tom. No man can be prosperous if he have not a good heart. John Slangwell hardened his even to his own flesh and blood. You know what came to his only son, David. He went through every dissipation and finally landed in the gutter."

"Of course I can not forget, yet you remember that the old man was good to Dave; he gave him money and coddled him to beat the band. People said John worshipped that boy."

"And made a fool of him at last."

"While Horace sent his sons to the common schools, after which each decided for himself. Ned is now a civil engineer of repute, and Jack—Wild Jack he was dubbed—actually entered the ministry and is to-day one of the finest teachers in the State or Nation."

"Preacher, you mean, Thomas," corrected the good lady.

"No, I mean teacher. Anybody can preach, very few are capable of teaching; Jack is one of the latter class. I'd give more to sit under the droppings of the word from his lips than from those of any preacher or teacher in Christendom. He is smart as a steel trap. Millionaires' sons do not often turn out that way. Neither Ned nor Jack needed to work, yet they have made their own way without their father's help. They are prosperous men, with happy families, and all because of the fact that their parents had good common sense as well as plenty of dollars."

"Do you know, Thomas, it was of Horace I was thinking just now instead of John Slangwell? I know that the father died possessed of the larger fortune—"

"Simply from the fact that Horace divided his with his relatives years ago. There are scores of happy, prosperous people in the world because of Horace Sumpter, while I don't know of a family that has to thank John Slangwell for benefits received."

"True enough, Tom. And to think that Horace never made a profession, while John was a member in good standing in one of the most fashionable churches in the city. I don't quite understand that."

"That is easily explained, Martha," said the man. "Because you are a church member, and good as gold, you can't understand why others of the church are often working along unchristian lines. Horace, despite his non-profession, was a true Christian. His works proclaim it and that is enough."

"I was thinking a moment ago of old Ponobono, the pock-marked old Indian, who was for so many years

the white man's friend. You know he sometimes indulged in firewater, yet was as true-hearted a man as ever wore a white skin. A year before he died he was helpless and alone—that is, he would have been alone had not a friend and helper been furnished who nursed and provided for the old man's every want. A priest officiated at his funeral, and everything was done that money could furnish, and it all came through Horace Sumpter, a man who never forgot a friend and who forgave his enemies as only a heart rich man can do. Then there was the widow Thornton—"

"Yes, of course," agreed the man. "Nobody suspected the many good deeds of old Horace Sumpter until he was called away. Even now there will doubtless be many incidents of his kindly dealings that will never come to light."

"He was one of the principal donors to the fund that sent Miss Abbott across the sea to be educated. When she returned to afterward carry the world by storm with her song nobody felt prouder of her success than Horace Sumpter. He liked to see people get along in the world. A bright boy or girl was always a subject of interest to him. He gave employment to one elderly man one winter, who was in reality not worth his weight in salt, simply because he wished to aid the man in his efforts to secure a patent on an invention which was afterward to make a fortune for its owner."

"Seems to me I remember something about that," said Thomas. "The inventor was an oldish fellow from Indiana, who tried in vain to interest some monied man in his invention. I remember distinctly that Horace hired him and paid him twice what he could earn in order that the old chap might get enough money to take out his patent."

Horace did not need the man; times were a little close, yet the inventor chap never once suspected why Sumpter was so good to him. You see Horace carried the idea to his man that he needed him and that he was worthy of a big salary."

"And it turned out—"

"That the old fellow got his patent the next spring and went on his way rejoicing. I was postmaster then, you remember, and old Dan Cramer showed me the papers from Washington that made him the happiest man in the world. I learned afterward that Cramer became prosperous, and if he was not happy it was not the fault of Horace Sumpter, who had helped him to his success in a manner so delicate as not to give offense."

"Ah, yes," said the woman, "Horace Sumpter was a truly prosperous man, such a one as would have been truly happy had no great wealth come to him; his was genuine prosperity, while that of the late John Slangwell was not prosperity in any sense, but rather the richness of a money-greedy soul, which was really starved on the husks of its own hideous meanness." J. M. Merrill.

When Changing from Credit to Cash Basis.

In changing from a credit to a cash system the knottiest problem for the retailer to solve, says an exchange, is how to go at it from the start. Any change so radical as reversing the financial basis of a retail business must be given much thought and careful consideration.

A retail business which has been run on a credit basis has a certain working order or policy of operation. The installation of a cash system means the complete change of that working order. It is an entirely revisionary step and requires a course of education for the store's customers.

What Credit System Means.

1. Slow pay—and no pay at times.
2. Merchant is asked to sell as close on credit as the mail order house and competing cash stores sell for cash.
3. Merchant is forced to tie up his capital in accounts receivable.
4. Merchant can not take advantage of discounts on bills.
5. Merchant must pay interest for accommodation, while he can not charge interest on accounts due him.
6. Customers who pay cash do not want to pay credit prices.
7. It is human nature for the debtor to either fear or hate the creditor.
8. Credit system is contrary to nature.
9. Credit system and overbuying are causes of failures.

What Cash System Will Accomplish.

1. The cash system is the rock on which young merchants may build with confidence and the assurance of prosperity.
2. Cash system prices draw the best trade.
3. Cash system merchants are able to take advantage of discounts.
4. Cash system merchants can give trade benefit of low prices.
5. Cash system merchants can pay cash and better prices for produce.
6. Cash buying merchants are always sure to get a chance at special bargains and lowest prices offered by jobbers.
7. Cash system saves cost of collections.
8. Cash system does away with losses of forgotten charges and bad debts.
9. People who have run the limit of credit at credit store become cash store customers.
10. The cash system way is the only fair and square way for both merchant and customer.
11. Cash system enables merchant to sell at a small margin of profit and meet all kinds of competition.

Basic Facts to Consider.

1. Can the people in your community pay cash?
2. What conditions control the financial situation of your town?
3. Can your trade zone be broadened?
4. Can you break away entirely from the credit habit?
5. Are your customers ready for a complete change?



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Are you prepared to meet the demand that will be made upon your stock? If not, then come and see us.

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Our absolute guarantee is your protection in every transaction--if the goods are not fully up to our representations we will gladly take them back and refund the money.

Our terms are the most favorable possible for the sale of Holiday Goods and we will be greatly pleased to hear from you by mail or in person.

Our catalog No. 193 for staple Crockery, Glassware and House Furnishing Goods, and No. 194 for complete lines of China, Toys, Dolls and Fancy Goods will be mailed to merchants upon request.

Thanking you for past favors, and soliciting your further valued business, we are,

Respectfully yours,

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Educational Opportunity Afforded by the Mirror.

Once upon a time a friend of mine—a man—was going to be married. He was going to marry a very good girl. She was one of those good girls who are perfectly certain they are always exactly right about everything and who make you think how comfortable and pleasant a cheerful sinner is to live with. Tom thought she was an angel. During the days of courtship he used to listen to her homilies on his shortcomings on his knees, but I could foresee a time when he would grow tired of always being the one in the wrong and I felt sorry for him. So when the happy occasion arrived I sent the girl a wedding present of a big silver framed mirror and on the blank space, where the monogram was intended to go, I had this legend engraved: "When you feel inclined to blame some one for the mistakes and failures of life, look first on me. So shall I reflect nothing but happiness and peace in the household."

Of course, it didn't do any good. Giving advice to a bride is like firing blank cartridges in the air. You amuse yourself and do not hit her. But I still think that I pointed out to her the easiest and shortest route to happiness. Forbearance is the real secret of harmonious living. There is nothing to which we are so tender and which we excuse so readily as our own faults. If we waited to mend our own fences before we assailed our neighbors' hedges there would be no breaches to patch up.

The mirror has always been esteemed the minister of vanity. It is in reality our greatest educational opportunity. If we criticised no woman's appearance until our looking-glass gave us conclusive evidence that our own skirts did not hike up in the front and drag down in the back; if we derided no woman's walk until a glimpse of our own reflection assured us we did not move with the gait of a goat; if we forebore from remarks on another woman's shiftless management of her house until we had kept the same cook six months hand-running, what a world of Christian charity it would be, my sisters!

Of course, I know quite well that, being human, we are none of us ever going to do such an unpleasant thing as take anything home to ourselves. We are going on to the end of the chapter blaming everybody and everything except our immaculate selves for everything that goes wrong, but suppose, for an instant, that we did. Suppose that when we feel inclined to scold Tom for his extravagance—and it does look actually sinful to see a man burning up good money in smoke, when you remember that for the price of a box of cigars you can buy a real cloisonne vase that you actually need for the upper left hand corner of the oak bookcase—suppose before you spoke you took a glance in your mirror. What would you see? Speaking for myself, my sisters, I blush to say I see the reflection of a woman who can start down town to buy a flannel undershirt and come home with a

gauze fan that was marked down to 79 cents and a bunch of artificial flowers she wouldn't be caught dead in. If only the woman who had no bargains for which she had never found any use lying up on her closet shelves; if only the woman who had never spent her money on cutglass, when she needed a dishpan, lectured her husband on the subject of economy, my word, but wouldn't it be as quiet as a Quaker meeting?

We all know that servants are one of the inscrutable instruments of Providence for continually reminding us that all happiness is transitory and that any morning we may have to get up and get the breakfast. We can not understand for the life of us why a cook should have as many caprices and as unsettled a temper as a prima donna or why she always has

servants had as much knowledge and ability as you ought to have, and as you expect them to have, they would not be in anybody's kitchen at that price. The trouble is that we expect a cordon bleu at a scullery maid's wages and we grumble because we do not get it. Don't you really think now that the mistress being as unreasonable as the maid is is at the bottom of the servant question, and that if you were thoroughly capable of managing your end of the business there would not be so many hitches in hers?

Then there is gossip. Is it not the funniest thing on earth how we disapprove of it in theory and practice it in private? "So shocking," we say, with a self-righteous shudder, "the way some people talk about their neighbors. Really, it has gotten so

those of us who get our heads together and say, "Now, mind, I do not vouch for a word of this, and for heaven's sake do not say I told you, but—" and then we launch out on the full tide of slander.

Another thing that should appeal to our sense of humor, if not our consciences, is the highly moral attitude we take towards other people's follies when we are guilty of just the same things. When we hear that the Newriches have moved up town and given a ball at which they cut every single one of their old friends who knew them in the days when old Newrich kept a corner grocery and Mrs. Newrich used to tend the counter in his absence, who so virtuous as we? What scathing commentaries we can make about people toadying and flunkying to the rich! But is it quite by chance that Mrs. Bullion's card is always conspicuously on the top of our own card receiver? Is it by accident that we leave the invitation to Mrs. Society's swell reception, with her coat of arms topmost, where it will be seen by every caller? Could anything, short of total paralysis of the tongue, prevent us from dragging the name of our distinguished relative, Major General Fightem—although he is a forty-seventh cousin—into the conversation at every turn, although we never mention little Sally Salesgirl, who is our dead sister's only girl? Ah, madame, if we shot at no other one's folly until we had first brought down our own, the arrows of our satire would molder in their quiver.

Sometimes we let ourselves grow sour and discontented and disgruntled. We feel unappreciated. We have no friends. People may be civil enough, but we are outside of their affection, and no heart bids us come in and warm ourselves at its fire. We say bitter things about the selfishness of the world. We mock at friendship and deride the fickleness of love. Suppose you look at yourself to see what you have done to deserve love before you complain of not having it. If you see there a woman whose tongue is like a two-edged sword in the hands of a ruthless savage, who cuts and slashes heedless of whom she may wound—if you see a woman to whom a witticism is dearer than a friend—what right have you to expect to be liked? If you see a woman who has put innumerable petty tyrannies on her husband, who has scolded and complained, and who has never done anything to make herself attractive or agreeable, don't you think she is pretty nervy to pose as a martyr because he seeks elsewhere the pleasure he does not find at home? If you shut yourself up in your own interests, what earthly reason have you to complain because people let you alone? Nobody goes about prying open clam shells unless there is at least a hint of something worth having inside.

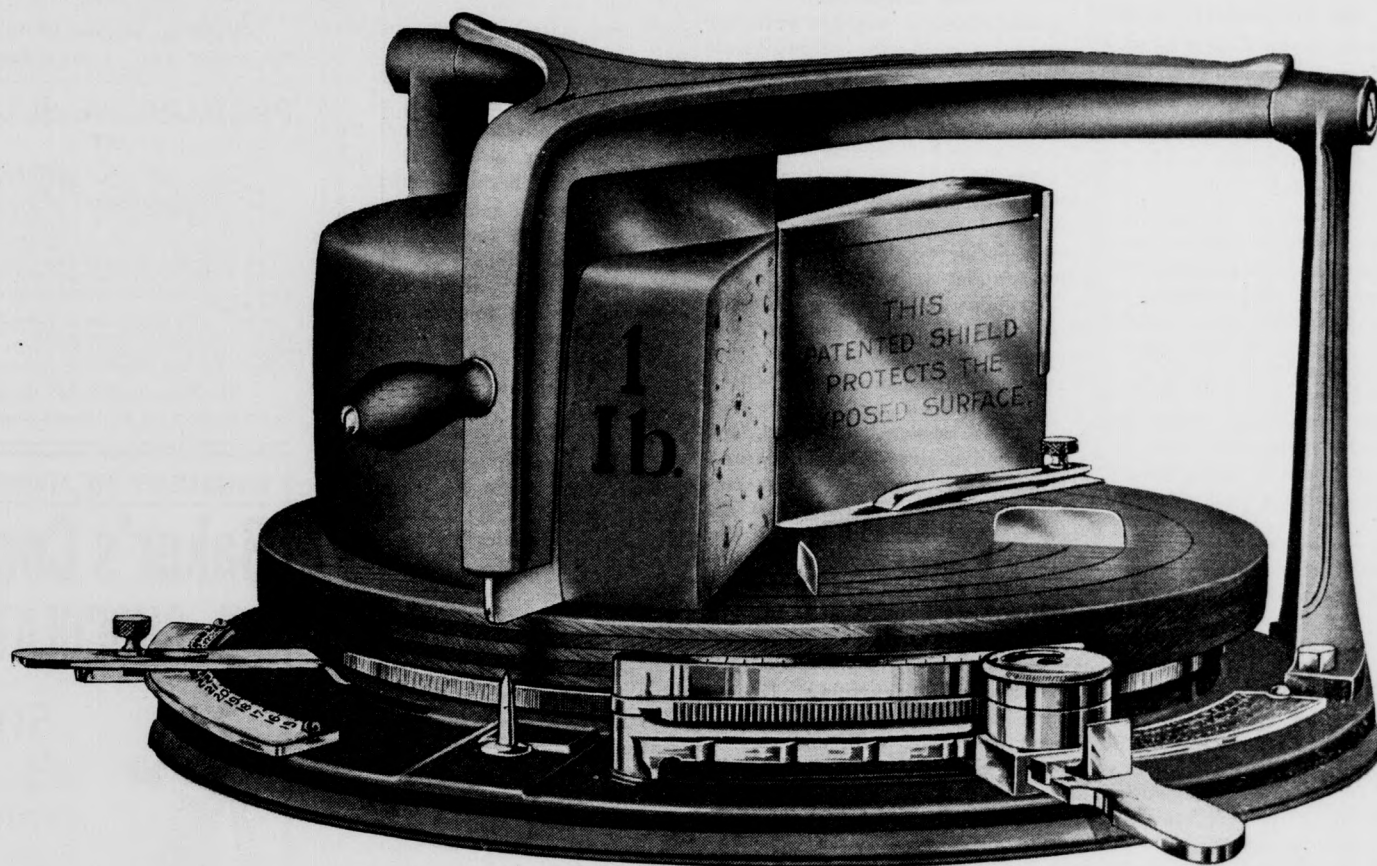
To one who looks at it rightly the fact that life is but a mirror that gives us back our own reflection is full of consolation. Every woman knows how that is. She sees a daily miracle take place before her dress-



Dorothy Dix

a fatal perversity about letting the roast burn when there is company, and, above all, it is an unfathomable mystery how a housemaid can make up beds for twenty years and never learn how to tuck a sheet in so it will stay at the bottom. But before we blame the women below stairs too much, let us look at the one above. Do you see the image of one who understands her own business so well she knows how to instruct another in it? Do you see one whose temper is so fully under control it fits her to govern her subordinates? Or do you see a woman who calls her irritability nerves and who is so ignorant that she is at the mercy of every hireling? After all, if your servants lack judgment, system, management, how much intelligence do you expect to hire for \$3 per week? If your

that a reputation that can stand a season of pink teas and church fairs has to be made out of armor plate." But—come now, be honest—is there a single mother's daughter of us who can look her mirror squarely in the face and not stand before it self-convicted? Not of gossiping, that is so vulgar, don't you know, but of "telling things." Sometimes I think that we who make such protestations of not gossiping are about the meanest and most dangerous of the lot. A recognized scandalmonger is like a thief who has served a term in the penitentiary. Every one locks up their valuables when she is about. It is always the one whom you never suspected—the trusted servant or friend—who robs you. Those who really do the harm—who blast reputations and break up homes—are



Are You Getting Your Eyes Open?

Did you ever buy something just because you thought it would answer the purpose and perhaps enable you to save a few dollars? Can you remember a single instance of this kind where you haven't wanted to boot yourself for doing it?

Perhaps you bought one of those cheap Cheese Cutters that looked so good in the pictures and "listened" so good on price? If you did we can imagine just how you feel. We've had some of the same kind of bargains offered us in our time. We're all built over the same last, only it takes some of us longer to learn the good old lesson that you "can't get something for nothing."

We thought it would only be a question of time until the people had enough of cheap cutters; and true enough, our prophecy is fulfilled. The cheap cutter has come and gone, leaving only a trail of cast iron junk and a harvest of barren regrets.

Wouldn't you really like to indulge your fancy and satisfy a longing for something worth while, and equip your store with the finest Cheese Cutter in the world, and at the modest price of \$20.00?

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The Computing Scale Co. = Dayton, Ohio

ing table, in which "a rag and a bone, and a hank of hair" is changed into whatever looking apparition fashion demands. May we not hope that she will carry the lesson thus learned a little farther and think it just as much worth while to straighten out the tangles of her temper as the tangles in her hair and as important to add the fragrance of gracious deeds to her life as it is to make her garments sweet with sachets of violets? Sure it is that the world gives us back our own. If we give it nothing but frowns and selfishness and rudeness, we see our own unloveliness reflected in dislike on every face, but if we give it smiles and love and cheer, it comes back to us in sunshine that makes the days glad and beautiful. If you do not believe it, try the experiment and see for yourself.

Dorothy Dix.

Tall People Dwell in the Country.

The highest humans of Europe come from the shores of the North Sea and the Baltic in the British Isles. Scandinavia, Finland and Estonia. These people are characterized by long heads and fair or light brown hair, and are termed the Nordic race. This term is coextensive with Teutonic, the designation more commonly employed, but more liable to misunderstanding. Another zone of tall populations stretches up through the Balkan Peninsula into Central Europe as far as the Tyrol, and a third is situated in the Caucasus. These latter populations are broad headed and probably represent a race which entered Europe at the close of the ice age. Short statures predominate in two great centers, Russia, where the population in the main is broad headed, and the Italian and Iberian Peninsulas, where long headedness is the rule. The remaining populations of Europe are intermediate in stature. Dr. Deniker finds that there has been a distinct increase in stature during the last half century among several of the European populations, chiefly those which have participated in the general amelioration of social conditions and improvements in hygiene without being to a great extent subjected to urbanizing influences. Great Britain is thought to present the highest average stature of Europe, although this may be an overestimate, based on the rural population, which is distinctly in the minority and distinctly above the city measurements.

Recent failures of registered mail to reach the parties addressed have caused the Department to issue an order that such mail must be delivered to no one but the addressee in person, not even upon his written order. If it can not be delivered to the person addressed, it must be returned to the sender or otherwise disposed of under regulations applicable to undeliverable registered mail. The wrapper of registered matter is required to be examined before delivery to see if it bears a restrictive indorsement, failure to notice which will no longer be accepted as an excuse.

ONE WOMAN'S LIFE.

Simple and Truthful Story of Sorrow and Happiness.

Brooke Gardner was five years my senior, a good-looking fellow, gentle and of a very loving disposition. He had to leave school at 18 and go to work in order to help at home, although, as he had kept up his studies at night, he was well informed. But he had only his salary of \$75 a month, and—as I found afterward—could hardly decide whether it would be right for him to leave home, let the responsibility fall on a younger brother still in school and start out for himself.

Russell Vernon—brother of Clara, my dearest friend—was just my own age, tall, handsome, self-willed, and accustomed to everything he wanted. His father was a successful manufacturer, and looked forward to the time when Russell would join him in the business and share the responsibility.

But Russell had other ideas; he wanted to study medicine, yet he had not then shown any marked tendency to settle down to anything. He belonged to clubs, played golf well, danced well, sang well, and was a favorite with the girls generally. In fact, he was altogether too much of a "ladies' man," and when certain ugly reports began to be circulated the kind friends one always has came to me at once with the tales. Strange to say, it happened that before people began to talk he had told me one evening of a new friend of his that had greatly aroused his sympathy.

"She is a stranger here and her husband is a brute. He drinks and does not help provide for her, and although he has joined the Marathon Club the women do not pay her any

attention and she is having a pretty hard time of it."

He never mentioned her name at any time and referred to her afterward only once or twice in a vague way. Young and sympathetic, he had been unable to judge her for what she was, and he was ready to fight her battles. When not at our house he was at hers, and as the gossip grew my people began to object.

Then, as I have said, came my first problem. Brooke surprised me by proposing one evening on the way home from a party, at the same time explaining his position and saying it might be several years before he could marry; that while he did not believe in long engagements, in the circumstances he felt he must speak. I had such a strong admiration for his manly way of putting his case that although I did not really then think I should accept I asked for a few days to consider it.

The very next night Russell called. We had a delightful evening at the piano and it was 11 o'clock when he started to leave. "I'll have to make it 'good by,' too," he said, "for I am going to take a short business trip for father. I want to ask you a question, though, before I go."

He looked at me in a curious way, and instantly I realized what it would be.

I had never been mercenary, but suddenly there flashed through my mind all he had to offer—money, social position and a life of ease. And I liked him, too. Then as quickly the picture of the alternative—a long engagement, hope deferred, and maybe years of struggling with a small income.

But Brooke's clear, calm eyes seemed fixed upon me. I remembered his spotless character, I realized as never before his years of unswerv-

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ing devotion, and I knew what my answer must be. Without premeditation I looked Russell frankly in the face and slowly shook my head. I was aware that intuitively he knew what had decided me, for he hastily repeated "Good-by" and went away.

So I accepted Brooke. Young as I was, I seemed at once to know what it means to have the love of a strong, earnest, pure-minded man, and I found that I cared for him as I never had cared for anyone else. We expected to have to wait a long time, but he was offered a better position within six months, at a salary of \$100, and his father being able about that time to realize on some property long considered unsalable, Brooke could leave home, and we were married within a year.

We did not have enough ahead to set up housekeeping, yet did not want to board, so when a friend whose husband traveled offered to rent her first floor furnished we were delighted. It was all arranged before the wedding, and we came back from our little trip and settled down as happy as if the place had been our own.

That beautiful first year! I had thought I knew Brooke before, but I was not prepared for the considerate, patient, tender yet boyishly light-hearted fellow he proved to be. What puzzled me most at first was his insistence on helping me about my work. There was not a great deal, but I was not strong, and we could not afford to keep a maid.

So, no matter what I was doing, he would follow me around all the time he was at home, taking a hand at everything. We had a lot of fun over it when he tried to sweep or wipe dishes, and when there was nothing to do he would sit down wherever I happened to be and read the paper aloud. Having gone into an office as soon as I left school, I knew little myself of housekeeping, and we had some odd experiences. But before the year was over even that little bit of work proved too much. Mother came to help me a while, and our first anniversary witnessed the advent of a son.

What a dear, good baby he was! He looked like Brooke and inherited his happy, sweet disposition. It was a good thing he did not take after me, for I had always been quick and nervous and not very strong. Baby had to have his father's name—that was positive—and he was at once dubbed "Junior" by the family, a name that has clung to him ever since.

Mother could not stay long after this, and then came my second problem. I knew little about housekeeping, but nothing about babies. I had never even been around where they were, but a young matron friend sent me a year's back numbers of a baby magazine, and I began reading up on theory, while my young son gave me all I desired in the way of practice.

Acting on the doctor's advice, I soon accustomed him to feeding but once in the night, so I could usually rest well; then he would awaken

about 5, be happy until I fed him at 6, and play with his fingers while I dressed and prepared breakfast. We had converted a clothes basket into a movable crib, and this he enjoyed in the dining-room while we ate and later I cleared away the dishes. Then after my room was put in order I would give him his bath, dress and feed him and put him to sleep.

If he awakened in time I would take him to market with me before noon, but if he slept late we would go out in the afternoon. Brooke was gone all day, so we could suit our own pleasure.

I soon found, however, as the bad weather came on and there were fires to attend to, that taking care of a baby and keeping house at the same time was no easy task. We could not afford to keep help, but the washerwoman's little girl would come and take baby out for an hour in the carriage while I straightened up. I did not like to complain, yet often before a meal was ready to go on the table I would be too weak and faint to eat, and Brooke began to look worried.

The climax came one night when the baby was unusually restless and would not go to sleep, and I had to stay with him so long that the dinner burned to a crisp. To add to my troubles Brooke had to stay at the office that night—he could not send me word—and it was 10 o'clock before he came in. By this time I was in a highly nervous condition over his unusual delay, and after I had had my cry out and he with his loving patience had quieted me we settled down to review the situation.

The result was we decided to accept mother's invitation to come home and board for a while. Within a week we were able to make the change, and before our second anniversary came around a little daughter graced the house.

Later we decided to have a house of our own.

How proud we were of our home! I had now learned to manage the children. I was strong again, and we had perfectly delightful times getting things in order. Brooke stained and varnished the floors himself at night, for we had no carpets and he wanted to save the painter's wages. We bought a few small rugs for the downstairs rooms and some pretty cotton mats for the bedrooms, and by keeping the floors waxed and shining they did not look bare. The curtains I made myself, using swiss for the living-room and fine cheesecloth for the windows on the second floor.

But my dishes! I shall never forget my first dishes. Strange to say, I had never paid any particular attention to china, and when I went to buy, with only a limited amount of money, I had no idea what to get. I saw every tableful as a blur, and I did not recognize what I had selected when it was delivered. Every piece had a great sprawling pink and green chrysanthemum, and for years—until one Christmas came a set of dainty blue Meissen—they were a perfect eyesore.

Of course we wanted to entertain

our friends in the new home, but after careful figuring we decided that the only way would be by giving little periodical dinner parties. They were a great success, too, and no one ever suspected the days before and after when we would have only a rich vegetable soup or a dish of baked beans, or baked potatoes and baked apples for our dinner in order to make up for it. We had to meet the monthly payments on the house whatever happened, and Brooke's clothes were beginning to look decidedly shabby when the panic came and he lost his position.

He never complained, but to this day it makes me heartsick when I think of all the sacrifices he made that summer. Of course he took the first work he could get, but it happened to be selling real estate on commission. Imagine that—after a financial crisis! I knew he walked the streets to save car fare (although he would never admit it) and went without his luncheon, too, because he would come home so pale and tired; but he always had a smile for the children, a loving word for me. But what broke my heart was my accidental discovery that his watch had gone to pay the water tax.

I was getting along the best I could, too. I had the laundress now only half a day every two weeks to wash the heavy pieces, and I did all the small things myself, drying in the house so the neighbors would not notice, and the ironing I did a little at a time, as I could. Through answering an advertisement I procured

YOU Should send us your name immediately to be placed on our list for Xmas catalogue of post cards and booklets.

Suhling Company, 100 Lake St., Chicago

ONE CUSTOMER writes us to-day "Your Plum Jam is the finest thing we ever saw."

The other varieties of goods we pack are just as good as our Plum Jam. We can ship you right now an assortment of Orange Marmalade, Grapefruit Marmalade, Plum Jam, Fig Jam and Blackberry Jam, 2 doz. 1 pound glass jars to case at \$4.25 a case, in 5 case lots freight paid; or in 1/2 doz. 1/2 gal. stone jars to case at \$4.40 a case, in 5 case lots freight paid. Give us a trial order for 5 cases, subject to confirmation, or write us for a sample first. We will make good.

H. P. D. Kingsbury

Redlands, California

(Where the oranges come from)

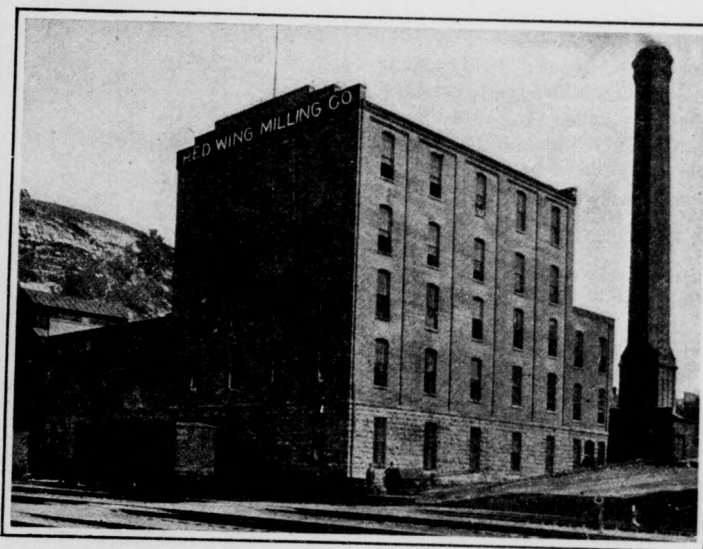
W. S. Ware & Co., Distributors

DETROIT, MICH.

The Mill That Mills

BIXOTA FLOUR

In the Heart of the Spring Wheat Belt



The excellent results women are daily obtaining from the use of Bixota Flour is creating confidence in its uniform quality.

Grocers handling the line know this—and the result is that all recommend Bixota.

Stock Bixota at once if you want more flour business at better profits.

Red Wing Milling Co.

Red Wing, Minn.

S. A. Potter, Michigan Agent, 859 15th St., Detroit, Mich.

a magazine agency, and two afternoons a week, when my sister would come and stay with the children, I solicited subscriptions—in the next village.

A friend connected with the Woman's Exchange in town, suspecting our difficulties, offered to get me some orders for embroidering table linen, and often after dinner, while Brooke would read aloud some fascinating book from the public library I would embroider until midnight.

The hardest part came with the winter, when we needed coal. Finally, as we saw our supply getting lower and lower and no immediate prospects for getting more, we shut off the furnace entirely, used the grate in the living room and ate in the kitchen. Both the living room and the kitchen faced south and west and we had plenty of sunshine; and as we kept everything clean and shining, somehow the house never looked cold. We had a nice little oil heater that warmed the bedroom when we wanted to undress the children, so we never actually suffered.

We were rather short of bedclothes at first, but I cut up a couple of my old worn out dresses, one of mother's old skirts, some discarded trousers and the woolen scraps from the rag bag and pieced together a good warm quilt. But it never would have taken a prize for beauty!

Needless to say, I did all the children's sewing and trimmed my own hats. I had learned that much the first year; but it was hard when I could not even get new material. I was so in dread of people recognizing the old trimming that for a while I used black almost entirely.

I quickly saw the predicament I was likely to be in for clothes. Brooke had a nice evening suit, bought before we were married, so he was all right, but after thinking my wardrobe over and knowing I could get nothing new for at least a year, I selected two of the best of my old evening gowns, studied fashion notes and the big shop windows for style, then bought paper patterns that I thought would be most likely to cut to advantage and went to work.

The first, when finished after two weeks' struggle, cost me a dollar and a half, but it fitted well and Brooke said it was very becoming. The other took more time, as I had so many other things to do, but it cost less and was fully as satisfactory. The material in each had been good when new. I freshened by cleaning and pressing and no one ever thought that I made them myself.

Brooke's business suit, however, got past all mending. He had to have another and we at last scraped together enough to buy one, ready made. But I turned actually faint and sick when he came in wearing his new purchase. He, whose clothes had always been of such good quality and correct cut! The trousers were light, almost on tan, and big to bagginess; the vest was a fancy cotton mixture and the coat a cheap blue serge. I was too completely discouraged to say a word, yet as he had

worn them I knew they could not be returned.

"Don't you like them?" he asked, anxiously. "You see, I never bought 'hand-me-downs' before, and a whole suit cost so much I just could not buy one of them after I happened to see this morning how badly you needed shoes. I looked around and found these things, and I've saved enough to buy shoes for both Junior and you!"

He was so pleased over his economy I could not find fault, but I could not speak, and I simply buried my face in my hands and cried.

A week later we noticed that Dorothy did not seem well. She could not go to kindergarten on Monday, and by Tuesday we decided to send for the physician. I had my misgivings, but when he pressed his thumb into her fat little pink chest, and removed it, leaving a white mark, I knew from his face what the verdict would be.

"You'll have to prepare for quarantine at once," he said. "Get the boy away immediately, and I'll come back to-night."

When Brooke heard the news over the telephone his first question was, "Did you send for a nurse?" But I would not hear to that. I knew I would have to stay either in or out of the room, and I never could leave my baby! Brooke came home at once, took Junior to mother's, helped me clear our room of all curtains, rugs, clothing and unnecessary furniture, and then kissed us good-by.

Then for five weeks a red card warned people from the door, and Dorothy and I had things to ourselves. The first two or three days I was pretty anxious, but fortunately the case proved a light one, and after a while she could sit up in bed and enjoy the pictures, books and games that mysteriously kept appearing on the dinner tray. Brooke would stay at home until mother or sister came at 9 o'clock in the morning, and they remained to get his dinner (and ours) at 6, so the house was never alone. As the bathroom was connected with my room, I never had to leave the apartment.

A big doctor bill followed. This worried us considerably as the months slipped by and we found ourselves with a good sized balance unpaid. It was now midsummer, and I remember I was putting up a few strawberries I had bought cheap from a peddler, when the doctor stopped to ask me to run in and see a sick neighbor. (Strange how they always sent for me!) I did not hear the bell, and he walked through to the kitchen. "Oh! Preserving strawberries! How I love them! But we can not get a girl, and my wife is not strong enough to do such extra work."

An idea struck me.

"Let me pay the balance of our bill that way, Doctor," I exclaimed. "I have been putting up a little fruit at a time until I have probably a dozen quarts altogether, and I'll get the rest as it comes along."

"I should be more than pleased, if you are willing to let me have it. I'll give you 75 cents a jar, if that is sat-

isfactory. It is what I paid the other day at the delicatessen."

The result was the bill was soon wiped out. But I had no more jars, the later fruits were higher, and we lived that winter on stewed prunes, dried peaches and apple sauce.

By spring the real estate business had improved considerably. Brooke was put on a regular salary of \$100 a month, but, with the house payments and the replenishing of our wardrobes, it kept us still figuring pretty close. The children were growing rapidly, and costing more every year, yet we managed to keep out of debt, but more often than not it was by going without something we wanted. The Christmas seasons were always the hardest, for we wished to remember all the family in some way, and it often taxed my ingenuity to the utmost to make the only five-dollar bill we could spare cover the dozen relatives on each side.

In fact, many a time it came down to a box of home-made candy or a 5-cent doll, daintily dressed, for the little nephews and nieces. As for Brooke and myself, we were so happy to be free from debt, well and together, that we did not pretend to go through the formality of making presents for quite a number of years.

Then came the fall when Clara was to be married, and as her dearest friend I wanted to give her a luncheon. It took days of study to decide on the best I could get for the money I could afford to spend. My chrysanthemums were lovely that year, so the house was profusely dec-

Flour Profits

Where Do You Find Them, Mr. Grocer?

On that flour of which you sell an occasional sack, or on the flour which constantly "repeats," and for which there is an ever increasing demand?



is the best "repeater" you can buy. Your customers will never have occasion to find fault with it. When they try it once they ask for it again because it is better for all around baking than any other flour they can buy. Milled by our patent process from choicest Northern Wheat, scrupulously cleaned, and never touched by human hands in its making. Write us for prices and terms.

BAY STATE MILLING CO.
Winona, Minnesota

LEMON & WHEELER CO.
Wholesale Distributors
GRAND RAPIDS, MICH. KALAMAZOO, MICH.

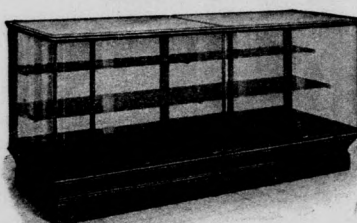
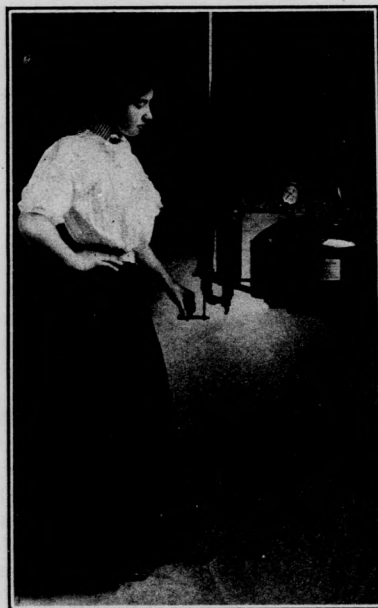
So Simple

That any woman or child can operate the

Ideal Junior Lighting Plant

Perfectly Safe
Absolutely Automatic
No Smoke or Soot
Brightest Light Known
1/4c per hour
for 500 candle power

Ideal Light & Fuel Co.
Reed City, Mich.



Display Case
No. 600

Have you ever considered that the interest on \$1,000 in modern fixtures means an outlay of only \$50 per annum. That it also means success. An era of unexampled prosperity is on its way. Now is the time to take advantage of low prices and quick deliveries. Do not delay but act now.

GRAND RAPIDS SHOW CASE CO.
GRAND RAPIDS, MICH.
Branch Factory Lutke Mfg. Co., Portland, Ore.
The Largest Show Case Plant in the World

orated with the snowy blossoms. I used canned corn to make a white cream soup, the breasts of chickens for a white salad, a home-made pineapple sherbet for a white ice and then served bar-le-duc for dessert—white preserved currants over cream cheese, with thick cream. The luncheon was pronounced "a dream" by the enthusiastic girls, and nobody knew that we lived on chicken legs and wings for days to come.

Russell came on for his sister's wedding. He had never married, and after the experience that had made home uncomfortable had gone to New York and become a member of the stock exchange. As he expected to stay for several weeks he had brought his touring car and was treating all his friends to long, delightful rides.

A couple of days before the wedding one of the bridesmaids in town gave a matinee party, and the five of us girls were met as we came out of the theater by Russell with his machine to take us home. One by one he dropped the others and I saw he was going to have the drive to Edgerton with me alone. As he turned in that direction he slowed down, for he could make the run in a few minutes. He spoke at once.

"Brooke tells me that the real estate people may want him to take the New York office in the spring."

I suppose he noticed me start, for he added: "He said he had thought it best not to tell you until it was definitely settled, but as I may not have another chance to speak, I want to say a word now. If you do move East, settle in the city. Take an apartment in town where you can get out, go occasionally to a theater or concert and see something of life. Since I have been home I have seen the desperate struggle you are making to get along—doing your own work and striving to make ends meet—and it has made me sick. I can see—I know. You keep a smiling face to the world, but you are simply killing yourself with hard work."

We had reached the edge of the village. It was only another mile to the house. I looked at him as earnestly and as frankly as that other time when he had tried to speak.

"Thank you, Russell, for your interest. But home is home. The one here is nearly free; and if I am able to help pay for one that might cost more in a new place I shall be only too glad to do what I can. To some natures there are things more killing than hard work."

With a gesture of dismay he stopped the car and assisted me down. "I had hoped I could help you, but I might have known better. May brighter days be before you. Good-by."

Within a month Brooke was called to Baltimore by the illness of the head man there. He expected to be gone only four or five weeks, but he was detained four months. I did not feel afraid to stay alone, and the children were big enough to be a great deal of company, as well as a lot of help. We got along nicely and

were saving all we could in order to be prepared in case we had to move East.

A children's dancing class started, and both Junior and Dorothy wanted to go. I would not touch a penny that had been laid away, but with only three of us home we could spare one room, and I rented that to a school teacher. It brought in enough to pay for the lessons and all the clothes we had that season besides.

The evenings were long with Brooke away. The children would get their lessons and then go to bed, but I was strangely wakeful. So, when a friend showed me how to make "hooked" rugs from woolen rags I would sit up until late working. I traced a simple pattern on the under side of the sacking, which gave me a chance to exercise taste and skill, and by spring I had two nice rugs for the bedrooms.

Discouraged as I would get over the enforced delay, Brooke always kept cheerful. Before leaving he had opened a bank account in my name and arranged to have his salary deposited to my credit so that I would not have to go in town after it. I protested at this, but he insisted that I would need all I could get, and as his expenses would all be paid he said I could send him anything he might need extra.

It was because of the children that I think I missed him most. Dorothy was apt to get impatient and willful, and that always made me nervous, but when Brooke was around he would invariably say:

"Never mind, mamma. Be patient; you can never teach her by scolding. Your own quiet, loving manner will have much greater effect."

And he was never cross himself. The nearest he ever came to being angry with either of them was when Junior on one or two occasions became disrespectful to me.

Brooke's skillful management of the Baltimore branch won for him the New York agency. It was hard to leave the old home, but we came on, looked over the ground and decided to settle in one of the suburbs along the Hudson. The salary, now increased to \$2,500 a year, looked big, but experience had taught us to go slow. We found a house we could about pay for with the proceeds of the Edgerton place, and the children started to school.

No more struggling to get money for even second-hand books. Everything free in the New York schools. But of course we economized in every possible way. Brooke converted a packing case into an icebox until we could afford to get the kind we wanted, and he enameled an old bedroom set with white in order to fix up a dainty room for Dorothy. Without telling anyone my plan, I bought a cheap, pretty wall paper, covered with pink roses, and put it on her room myself. Weren't they all surprised!

The children seemed to grow overnight. It was as if one day I was running after little folks, and the next entertaining young people. Dor-

othy had developed a good voice, and a woman teacher in town who had heard her sing came to see about lessons. I frankly told her it was out of the question then, but before she left, finding she was in distress over disappointment about getting an evening dress, I offered to make it in exchange for the lessons. From that time on Dorothy had her instruction in singing, but no one was ever able to find out where Miss Blank had all those charming blouses made.

Strange as it may seem, we had never let the children know how scarce money was. Pride, I suppose, kept us silent. But when Junior became a high school senior and was getting not only unruly but extravagant as well, I thought he should be told. I quietly talked to him one night when we happened to be alone, telling him of his father's life and my own, of sacrifices that explained many puzzling things he could remember, and then exactly where we stood at that time. We were sitting before the grate in the firelight. As I talked I seemed to live over all those hard times again and I finished as in a dream.

Junior's voice startled me.

"Dad's a brick and you are, too. And you're not going to be ashamed of me, either. Mother, I'll drop all the frat lingoes to-morrow, and I'll graduate if I have to study day and night to do it!"

He did, too, and as valedictorian. We were able then to send him to Columbia, although on a narrow margin, and this, his second year, he

Mica Axle Grease

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

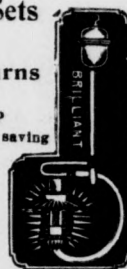
Hand Separator Oil

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

STANDARD OIL CO.
GRAND RAPIDS, MICH.

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.

All Kinds of Cut Flowers in Season

Wholesale and Retail

ELI CROSS

25 Monroe Street Grand Rapids

A HOME INVESTMENT

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

HAS REAL ADVANTAGES

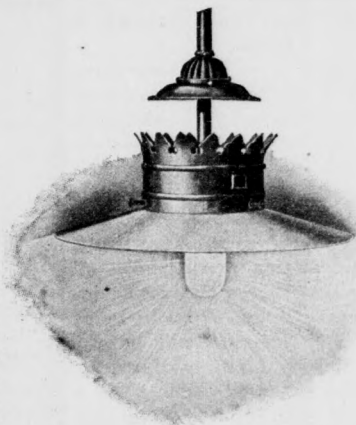
For this reason, among others, the stock of

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.

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.

has earned a partial scholarship. He is standing well, and next season will make nearly all his own expenses.

Dorothy wanted very much to give a party on her 17th birthday, and Junior urged it, too. Brooke and I figured it all over by ourselves, but we found it would cost \$50. He even offered to go without a new overcoat, but I would not hear of that, and I knew the children would not take a pleasure at such a sacrifice. At the same time they both had many nice friends among the best people in town, and I wanted to introduce her properly.

So we discussed the matter all together, with the result that Junior gave \$15 out of his fall term's spending money (a big slice), Brooke \$15 out of his vacation fund (shortening his outing by half a week), and Dorothy and I each \$10 out of our season's allowance for clothes. You see, we have always had to live within our income, so the children have acquired the habit.

The party was a most enjoyable affair, and now Miss Dorothy is one of the most popular girls, and she has the reputation of being a capable housekeeper, as well as an expert needlewoman. Rumor has it she is soon to wed the son of one of our wealthiest old families, but the engagement will not be announced until after she graduates.

Our home is pretty, well furnished and paid for. The day has but twenty-four hours, and mine is an active life. And with my church work and the time I have always kept for Brooke, it is, I believe, a reasonably useful one. Our circle of friends is not large, but it includes many interesting people.

After more than twenty years of married life I am still young, my son and daughter are the admiration of all who know them, and my husband (who has always come up to my highest ideals) is more than ever the lover. I am successful—decidedly—but I can not help recalling the words of Ruskin:

The path of a good woman is indeed strewn with flowers, but they rise behind her steps, not before them.

Advertising That Hurts Instead of Helps.

To say that there is advertising that hurts would seem to be paradoxical, for advertising is essentially a helper, and if it hurts, "advertising" would seem to be a misnomer. There are a number of merchants who, thinking they have discovered an inexpensive way of advertising, proceed to plaster their names all over rocks and fences and confidently wait for the inrush of trade which they evidently imagine will be the result of this desecration of nature. Imagine the outraged feelings of a man who is rambling through the woods and meadows, uplifted by his beautiful surroundings, and feeling that he might be a poet if he tried very hard. Suddenly, turning a corner, he discovers the very interesting fact that "Brown's Hats Are Best," painted in yellow on a picturesque rock. Would he dash off and purchase a Brown hat? It is to be fear-

ed that he would like to consign Mr. Brown to outer darkness, and gloat over the resulting weeping and wailing and gnashing of teeth.

If retailers, when they feel the insane desire to waste money, would confine themselves to painting their names upon broken rocks that have been blasted up by on-marching civilization, all would be well. No particular harm would result, and the slight expenditure would be as effectually wasted that way as any other. But to deliberately destroy the beauty of nature by daubing up a rugged rock in the midst of beauty surroundings is not only waste, but loss. Those nature-lovers who encounter the outrage would be very likely to take a violent dislike to the gentleman responsible. Even those upon whom the trees and flowers are wasted would not be very susceptible to the wiles of a painted atrocity on a rock.

The tin sign that is tacked on trees is not a much better advertising medium than the painted rock. A tin sign on a tree has an irresistible attraction for a rock in the hands of a small boy, and the merchant who wishes to be represented by a piece of bent, perforated and dilapidated tin would do well to use this method of advertising. The writer when a boy spent many happy hours destroying signs of this character, and still looks back on this period of his life with considerable pride.

Advertising of this kind is altogether out of harmony with the surroundings among which it is placed. People who talk bosh may say that the mind, as it is at rest, is in a particularly impressible state at such times, and that the advertisement therefore takes effect. It does. But if the receiver of the effect had his way and happened to be of a bloodthirsty turn of mind, he might chop the advertiser up into little pieces and sing comic songs over the remains.

In conclusion, let it be said that if the money expended in this waste were devoted to some legitimate channel of advertising, such as newspaper, judicious out-door advertising or novelty advertisements, it would yield much greater returns, and would leave the retailer's conscience unsmirched.—American Hatter.

How He Explained.

The dissatisfied voter had dropped out of his regular party and tried something else at the previous election. When he appeared to register for the next primary there was some hitch in the proceedings.

"Didn't you vote the Prohibition ticket last time?" enquire the clerk.

"Yes," responded the voter, unabashed.

"How do you explain that?"

"Well, you see," he explained, with charming frankness, "I was drunk at the time and didn't know what I was doing."

The clerk accepted the explanation as quite satisfactory, and took him back into the fold again.

Most men who talk about saving their country confine their efforts to the saving of a goodly portion of it for themselves.

Coke Is Like Oysters

In one respect only, however, and that is in the fact that it is in the greatest demand during those months containing the letter "R."

This is one of those months and you can, to your advantage, figure that there is a round saving of \$2.00 per ton in buying our Genuine Gas Coke instead of hard coal for your Furnace, Stove or Grate.

There is a lot of inferior coke in the market, but if you will buy *our* Genuine Gas Coke, made and sold by us, you'll get the best fuel you ever used.

Prompt delivery and satisfaction guaranteed.

GAS COMPANY.



ALWAYS on the move, because every cook knows its excellence and purity—its absolute goodness.

Sixty-Six Years of Superiority

have proved its merit.

Doesn't that argue in its favor? In nearly every home in your neighborhood

KINGSFORD'S OSWEGO CORN STARCH

is found indispensable in preparing all kinds of delicious desserts—equally invaluable for improving every-day cooking: sauces, gravies, soups, jellies and many other dishes.

Advertising now in progress will further stimulate sales.

Are you in line?

T. KINGSFORD & SON, Oswego, N. Y.
National Starch Company, Successors

COMMON BAR

To the Promotion and Continuance of Prosperity.

Written for the Tradesman.

For fully two years half a dozen of the business men of Bronson had been trying to proselytize the half a hundred other business men of the town to the thought that an organization of citizens to promote the commercial, industrial and educational interests of the community would be a splendid step in advance.

And, finally, after a call signed by forty-eight of the 156 business men in town, asking that a meeting be held, had been published in the Daily Pursuivant, the meeting was held and the Citizens Association organized by the election of officers and by fifty-six men paying their annual dues of five dollars each.

And the next day?

The next day there was a well-defined rumor about town that the citizen elected to the presidency of the Association had so manipulated the election of officers and the appointment of committees that the platting and sale of a lot of land owned by the President was to be the chief business of the organization.

And then another thing:

It was claimed that the man appointed to be Secretary of the Citizens Association—at \$500 a year—had taken the position on his own guarantee to add 200 citizens to the membership of the Association and to be the means of bringing five new industrial enterprises, employing an aggregate of at least 150 men, to the town within twelve months.

In its editorial comment on the new public welfare body the Daily Pursuivant said: "The Citizens Association begins well and has a large opportunity confronting it. It has also many pitfalls to evade, and the chief among them are the jealousies of mean men and the dreams of good men."

That this was indiscreet journalism was immediately evidenced by the sudden development of chilliness and suspicion toward and in relation to each other on the part of the officers and members of the Association in their efforts to differentiate as to who were merely mean and who were simply good.

But the Association lived, in spite of gossip, in spite of jealousies, in spite of editorial comment and in spite of the fact that at the end of the year the Secretary had secured only sixty-two of the 200 new members he had promised to obtain, and that while the Association had expended nearly \$100 in correspondence, by letter and wire, in entertaining prospective owners of prospective new industrial enterprises and in sending committees to investigate various other prospects, not one new industry had been secured.

Of course, this was somewhat disheartening, but, as the President remarked in his annual address, "Rome was not built in a day." This tedious and antique platitude would have passed unheeded at the annual meeting had it not been that the chair-

man of the Bottom Lands Reclamation Committee in his annual report asserted, with no little acerbity, that the work of his Committee was the most important and valuable of all the other efforts undertaken by the Association.

At this the chairman of the Committee on Municipal Sky-Line observed that he could not permit so selfish and unjust a claim to pass unchallenged. "No one doubts that the 80 rod ditch built across the bottom lands through the efforts of our esteemed friend's Committee," he continued, "has been a success; no one wishes to rob our friend of all the credit due him, Mr. President."

At this point the President declared the gentleman out of order and the Rev. Mr. Walkley said a few words relative to harmony, good feeling and co-ordinate effort, at which the reporter for the Daily Pursuivant assumed a bored attitude.

Just here the most mild mannered man in the Association, in a gentle voice and with oleaginous articulation, ventured the opinion that individual pride is a natural human quality; and that where really sincere effort results in positive good—no matter who exerts such effort, no matter where the good results are most in evidence—the entire community profits thereby; and that is why our Citizens Association is in existence. We are, all of us, doing our level best and, believing this most thoroughly, I care not who takes to himself the special credit because it is a moral certainty that someone, somewhere, will award a little of that credit to myself and to every other member of this splendid body; and for one I have great faith in the magnificent position held by our organization in the estimation of this public, and I stand ready to pay \$10 a year dues instead of \$5, as a drop in the bucket toward continuing our Association in its splendid efforts."

"That's the kind of talk," observed the President as another rather stout, rather florid, rather excitable individual jumped to the floor. "It is all well enough, this talk about splendid efforts, but what I want to hear about is as to splendid results! And to get such news I will pay \$50 a year as a member instead of \$5. I am not in business for my health, neither am I a resident of this city because I can not help it. Where I came from—a town not nearly so large as this one—the business men are not only a unit in every effort to get new factories, to attract conventions, to improve local conditions, to protect shippers against any unjust exactions of freight carriers, and all that sort of thing, but they are not afraid to dig down. Why, they raised \$4,000 by subscription in less than ten hours to secure a new factory employing seventy-five men. And I want to say right here and now, I am about sick of being one of eight or ten men to put up for every public welfare proposition, letting forty or fifty other men as well able to give as I am go Scot free. I am about done and don't you forget it."

"I would like to enquire," asked the

quiet, oleaginous speaker, "if the \$4,000 bonus raised in the town where my friend came from was used?"

"It was," replied the gentleman addressed.

"And did the town get the factory?"

"It did."

"Did it prove a good investment?"

"It did not. It was a genuine bunco game. But it showed that the people of the town are not a lot of tight-wads. And it would be worth \$4,000 to prove such a fact to the people of this town."

"Mr. President," came from a gentleman who sat at the opposite end of the table, "is it a fact that this Citizens Association is formed to provide easy berths and fat salaries for one or two people? I ask this because I have heard such an assertion made as describing a positive fact."

Half a dozen members were on their feet in an instant and each one, with the work of some standing committee on his mind, declared that such a charge was untrue and no man who voiced it knew what he was talking about. All were attempting to speak at once when a prominent manufacturer, cold, deliberate and clear headed, asked the President as to the question under discussion, and the President, temporarily puzzled, at last replied that the proceedings were more in the nature of an informal gathering, an annual round-up to get the members more close together and to strengthen the unity and co-operative spirit of the business men of Bronson in an effort to advance the general welfare of the city.

"Then there is no question at present before the Association, Mr. President?" continued the manufacturer.

"There is no specific question," responded the President.

"Then I move, Mr. President, that the Bronson Citizens Association do now adjourn sine die."

And the meeting adjourned amid great confusion, so that when the Daily Pursuivant closed its report the next morning these words were used: "As foreshadowed in these columns a year ago, the Citizens Association was confronted by a large opportunity and it had many pitfalls to evade, chief among them being the jealousies of mean men and the dreams of good men."

Charles S. Hathaway.

New York City will never become reconciled to the sheath gown. Early one morning this week there was a crowd at the corner of Dey street that blocked traffic on the cars and on the sidewalks. Everybody was trying to look over everybody else's shoulder, and everybody was asking "Where's the fight?" and "Anybody killed?" Suddenly the crowd parted. The big corner policeman was seen helping a woman on a car with one hand and shading his eyes with the other. The first sheath gown had appeared below Fulton street and it made a sensation. It will not be shown again in that locality by the same wearer.

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FOREST FIRES.

Their Origin on Railroad Right of Way.

Put in the form of a question, nine men out of ten would answer promptly, "By sparks from a locomotive." So well grounded is this opinion that probably no one but a railroad claim agent would attempt to refute it. No doubt you all have at some time, especially at night, observed sparks issuing from the stack of a locomotive. You have also observed that fires frequently spring up along the right of way, but it is doubtful if any one of you ever was able to trace the spark from the stack to the point of origin of fire. This connection is assumed, and so strong is the assumption that even the law is based upon it. If the locomotive passed by and the fire sprang up and damage was done the railroad company is made liable, and without further proof or facts. But the law further provides that if the locomotives are properly equipped with spark arrestors and ash pans with closed end doors then the railroad company is not liable; the assumption being that the locomotive did not set the fire, that is, no spark arrestors or proper ash pans "guilty." With spark arrestors and ash pans with closed end doors then "not guilty," and that regardless of the facts. Unfortunately, the law does not say what shall constitute safe and proper equipment in this respect. The railroad company must prove to the satisfaction of the jury that the locomotives are properly and safely equipped in that respect. Each jury may have a standard of its own and I think that the most of you can forecast the result when the claimant is a private individual and the defendant a railroad corporation. But let us assume that we have an intelligent and impartial jury. What facts can be placed before them as to the proper equipment for the prevention of fires? Modern locomotives are provided with an extension front or smoke box. This is an iron or steel cylinder the same size as the barrel of the locomotive boiler and extending in front of it five or six feet. Into this chamber the smoke and fine cinders are drawn and discharged through the flues of the boiler. On top of the extension front is located the smoke stack, a small short and insignificant affair, and the draft is created by the exhaust of the steam into the base of the stack, the exhaust being periodical although the draft is correspondingly pulsatory, that is, when the locomotive is working hard the draft will be very strong, almost lifting the fire from the grates and taking a considerable quantity of small cinders through the flues with the smoke, and if there was nothing to prevent they would be thrown out through the stack, but there is placed in the extension front, between the lower part, where the cinders are discharged, and the upper part, where the stack is situated, a wire net or screen intended to pre-

vent as much as possible the hot cinders from being discharged by way of the stack. There has been much discussion and experimenting by superintendents of motive power as to what size of wire and mesh this screen should be, but I think it is now conceded that the wire should be not smaller than No. 10 gauge and three meshes to the inch. I have blue prints showing the arrangement of screens or netting in locomotive smoke boxes, also full size drawing of the netting. I have also a sample of the netting. Netting for this purpose must be very strong to stand the strain of the exhaust draft and not be quickly destroyed by the sulphur fumes of the burning coal and must be sufficiently open so as not to clog up and obstruct the draft. This netting looks coarse, but then you must consider that the diameters of three wires cover 4-10 of an inch, which leaves only 6-10 to be divided into three spaces, or 2-10 of an inch for each mesh. If I attempt to pass a common lead pencil through it only the point shows on the other side and not a cinder larger than a grain of wheat will pass through it. Furthermore, you must understand that this netting is placed at an angle of about 45 degrees so that cinders striking it at that angle are usually knocked back into the front end, even although they are small enough to pass through the mesh. For this reason but very few of the small hot cinders direct from the fire box pass the netting and are discharged alive. Afterwards, however, when the locomotive is in heavy exhaust in starting up or upon a grade, the dead cinders are frequently and repeatedly drawn up and dashed against the screen again and again and many are broken up and finally pass through, so that a large proportion of the cinders discharged are really old dead ones. Sitting in the front car of a train you will hear them rattling down upon the roof. You may see them falling in the water in the ditches beside the track. If you stand upon the right of way they will pelt you in the face, but they are not red hot as you may have supposed. I have a sample of these small cinders taken from the right of way. They are merely small particles of burnt coal and contain no more combustible matter. They may have been thrown out hot, but they will not continue to burn. On leaving the stack they are drenched with steam, and as soon as they come in contact with the cold air are quickly cooled. I have also a sample taken from an extension front where they accumulate in considerable quantities and are discharged through the cinder chute in the bottom of the extension front at the cinder pit in the yard at the end of the division run. I have often watched the discharge from a smoke stack at night, when the sparks, if alive, are visible, and observed that locomotives equipped with netting as fine as what I have throw out but few sparks, and they very seldom remain visible for a distance

of over five or, at the most, ten feet from the top of the stack. If you are riding on a train and see the sparks streaming back past the car windows, or, in fact, lighting on the right of way one hundred feet or more from the stack, you may rest assured that the netting is either too coarse or has holes in it. But do not mistake cinders which you may hear on the roof or see fall into the water for live coals. Now let us look briefly at the ash pan: I have a blue print drawing of one. The ash pan is placed underneath the fire box to catch ashes, coals or cinders that fall through the grate. It is made of iron and should be provided with doors or dampers at both ends so that when they are closed it becomes a tight box from which no coals or fire can escape. The end doors can be opened so as to clean out the pan, which is usually done at the cinder pit in the yard, or at an appointed place where the section man can take care of the contents. If any coals should fall from the pan they drop between the rails on the ballast, where there is nothing to catch fire, and it is seldom that they are blown out from between the rails by the wind. I think I need say but little more about the ash pan; if poorly constructed and carelessly used it is dangerous, but if well made and properly used it is reasonably safe. You can travel for miles along a railroad track and very seldom find a fresh coal, and if the section men had to depend upon live coals from the ash pan to light their pipes they would seldom enjoy a smoke.

The past summer, during a time of drought, a farmer complained to the State Fire Warden that a certain railroad was running its locomotives without spark arrestors and setting fires along its line. He probably had in mind the old wood burning locomotive of thirty years ago whose stacks were crowned by a large fine gauze netting. The Fire Warden had a deputy go and examine the locomotives, and as front end after end were opened and nettings examined, also ash pans inspected, the deputy became enthusiastic as to the care and expense taken, and said to the Superintendent of Motive Power that he considered it impossible for locomotives so equipped to set fires. I am not so certain that locomotives never set fires, but after careful investigation I am satisfied that a large proportion of the fires which originate upon railroad right of ways spring from some other source than the locomotive. What is there along a railroad right of way that is so apt to catch fire and burn? Throughout the northern part of the State in the timber districts when roads are first constructed there are often considerable brush and logs left lying along the route on account of the season of the year or because this material is green or wet. It is difficult to burn and is usually left until a more convenient time. If left until a time of drought it is dangerous, but this is only a temporary condition and soon

passes away. But there are other conditions which are perpetual. Autumn leaves often gather in considerable quantities in the ditches and beside fences. They usually fall too late in the fall to burn that season, but in the early spring they add to the material for fires. The old ties taken from the road bed are also a troublesome lot of rubbish to dispose of except by burning, which is usually done after they get dry by the section men, and the safety in so doing depends entirely upon the care and discretion used in their disposal. But the most common and troublesome source of fire along a railroad right of way is the June grass. Right of ways are not pastured and the first grass grows quickly and by early summer and dry weather is as dead and parched as tinder. It is in this grass that fires most frequently spring up and are usually charged to sparks from the locomotives. Section men know that sooner or later the most of their right of way will burn over, and the sooner the safer and less danger of spreading. It is not customary for railroad officials to instruct the section men to set fire to this grass on account of the supposed increased liability, but if the grass gets afire the section men usually let it run, stopping it at right of way limits to prevent it from spreading to adjoining property. Yet it is often noticed that some considerable portion of the dry June grass does not burn even in a season of long drought. Go with me to one of these strips of unburnt grass. Look carefully among the roots and you will find a large number of the small cinders thrown from the stack of a locomotive. A square rod of this grass no doubt receives daily hundreds of these bits of cinders direct from the stack and yet it is not set on fire. To all appearances you could open a keg of gun powder and let these little particles fall into it by the score without danger of an explosion. If you were to scratch a match and after lighting your pipe throw it down, it is not likely you would have to repeat the performance before you would have the grass all ablaze, and this brings me to the other side of the question: Right of way fires are constantly springing up in a dry time and if they are not set by locomotives how do they originate? I attribute many of these fires, as well as those which start in our forests, to the handy little match and the smoking habit of our people. Sit with me in the rear seat of a smoking car on a hot dry day, almost every window will be raised and almost every man and boy smoking. Notice what is done with the little match; it almost invariably goes out of the window. Now a match well lighted is a choice bit of kindling, and although the blaze may have gone out it still carries a considerable amount of combustible matter and furnishes a nice live coal for some time. It is not like a burnt out cinder and it would not be safe to drop it into an open keg of powder, and yet passen-

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gers will light match after match and throw the partly consumed and perhaps still burning fire stick out of the window to be carried by the wind of the train into the ditch or among the dry grass on the right of way, and when the cigar is well nigh consumed give two or three good strong pulls at it and then throw the burning stub after the matches. Now a cigar stub well lighted is about as dangerous a device for carrying fire as can be contrived, to say nothing about cigarettes and pipes, the burning heel of which is usually knocked out by reaching out of the window and rapping it on the outside of the car; and passengers are not the only offenders, the train men, especially freight crews, usually smoke in the cars and outside, also the section crews nearly all smoke way up and down the line and are equally careless with their burnt matches, cigar stubs and pipes. Neither is this all that the railroad right of way is made use of, for a large amount of foot travel, men and boys, berry pickers, lumber jacks, hunters, fishermen and hoboes, smoke and are criminally careless as to what they do with their matches and cigar stubs. What more natural than, when the section men stand back to let a train pass, to take the opportunity to hit the pipe and drop the match in the grass at their feet, or the man walking the track to throw his cigar stub to one side in place of between the rails on the ballast?

I think enough has been said to show the almost countless initial causes of fire from the smoker. No doubt nine-tenths of the men smoke, and you may think that this does not apply to you, but I intend that it should. You may not be able to set anything afire in your own city, but you are too careless to be permitted to run at large upon a railroad right of way or in our Northern woods in time of drought. In order to avoid being considered too personal I will admit that you may be careful, but you are only one. What about the other one hundred fellows who are as careless with their fire as the Devil? Let us try a little experiment: I have a small cinder which I will heat to a cherry red, then pass it through the air about as far as it would travel if thrown from a stack into a bunch of dry grass taken from a railroad right of way. It does not seem to set the grass afire. Now, how many half-burnt matches can you drop into it before it is all ablaze? I will say nothing about farmers and settlers who set fires, they are outside of the railroad right of way, but I hope they will be spoken to.

Now, what are the remedies? The railroad companies have done much in the way of netting and ash pans, but, no doubt, they would be willing to do more.

1. I would suggest putting wire screens over all windows in smoking cars and compartments to prevent matches and cigar stubs from going outside.

2. Prohibit smoking upon right of

way, both employes and others. A pretty hard rule to enforce, especially with section men, but there are hundreds of factories and mills and yards where such a rule is enforced. I noticed the other day in an account of a fire in a mill yard in Saginaw that it was supposed to have been set by a cigar stub. Lumbermen are more afraid of the smoker with his matches, cigars and pipes than of the locomotives, for they operate through yards daily without danger, where it would cost a man his job to be caught smoking.

3. Prohibit the carrying of matches loose in the pocket, and make the penalty the same as for carrying concealed weapons; the matches are the more dangerous. If matches must be carried, require a double barreled match safe, one for the unused matches and the other for those that have been used.

4. I have been told that in Sweden, and perhaps in other foreign countries, a man smoking in the woods must have his pipe covered, and that might be a good regulation in this country, but what about the man who smokes cigars. I can only think of a fine wire net or muzzle built on the plan of a baseball catcher's mask.

5. If we must devise plans for the smoker, then make everyone provide an asbestos lined pocket in which to put his pipe, cigar stubs and burnt matches. Some of these suggestions may sound ridiculous and absurd, but let me tell you that the fires which occur along the railroad right of way and in our Northern forests are no joke.

John J. Hubbell.

Discovery of the Lamp Chimney.

The comfortable and convenient lamp chimney of every-day use is to be attributed to a child's restlessness. Argand, a native of Switzerland, a poor man, invented a lamp, the wick of which was fitted into a hollow cylinder, that allowed a current of air to supply oxygen to the interior as well as the exterior of the circular frame. The lamp was a success, but its inventor had never thought of adding a glass chimney, and probably never would have thought of it had not his little brother been playing in his workroom while Argand was engaged with the burning lamp. The boy had gained possession of an old, bottomless flask, and was amusing himself by putting it over various articles in the room. Suddenly he placed it over the top of the lamp, and the flame instantly responded by shooting with increased brilliance up the narrow neck of the flask. Argand's ready brain at once caught the idea, and his lamp was perfected by the addition of a glass chimney.

Notice It.

"People usually try to do as they are done by."

"For instance—"

"Whenever some one is run down by a motor car a lot of folks begin running down the cars."

ADAPTATION TO CONDITIONS

One of the Greatest Forces a Man Can Command.

Adaptation to circumstances in any emergency is one of the greatest forces which a man can command. In its true sense this adaptability is a lever which may move worlds; misinterpreted and misunderstood, however, it becomes a slothful first aid to Failure and abides with it as a last companion to the distressing end.

Every one recognizes this man who accepts the false idea of adaptability. As a boy he was recognized by his playmates as always unperturbed. "O, I don't care," was his set speech of dismissal of disappointment and difficulties. As a man he became envied of a certain class of men because he always took things easy. "What's the use?" became his set figure of speech.

In this man one may see an adaptation to circumstance that is universal in every application to life. It is absolute and unquestioned in its force and effect. The type has said to himself that he is willing to use the true adaptability to circumstance only to that extent which stops short of interfering with his slothfulness; nothing is worth while if he is to be disturbed in mind or body.

Yet often in the expression of that true adaptability in its truest sense, the wisest man must avail himself of this misinterpreted adaptability to its fullest extent.

The difference, however, is that the slothful man has decided not to try adaptation for the reason that it involves effort; the wise man, considering all the powers of mind and body which he can bring to bear, sees that however eager and willing he may be to expend effort, they will not avail. The one man quits because he won't expend effort; the other quits, philosophically, because he has not enough effort to expend. And unless this wisest man can use this fool's philosophy philosophically when the time comes, he lacks in adaptability to his circumstance.

War illustrates this application of adaptability. It requires more wisdom, knowledge, and foresight in a great general to decide upon the time and circumstance of surrender than is required in the general who decides to demand that surrender. To surrender and remain a hero is a far harder test of adaptability than is involved in victory which makes the hero.

One of the best stories I ever have heard attesting to the faculty of true adaptability is that of the soapmaker who put a new brand of soap upon the market. It satisfied the maker in every respect until suddenly some one handling it dropped the soap into the water, where it floated like a chip. Nothing of the kind ever had been heard of and every one present was aghast at the possibilities. The man of adaptability, however, caught his inspiration from the calamity. "I have it," he exclaimed: "we'll advertise it as the soap that floats!"

The opportunity offered to adapt-

ability as a means is toward accomplishment. The master of adaptability may use it aggressively or passively. He may storm all obstacles or he may wait until time removes them. But as he avails himself of this adaptability to its best ends the storming or the waiting is the best means to those ends.

Who is not pleased and enlivened in coming into touch with the active, effective man who has mastered the science of adaptability? We may recognize that in meeting the man he has a selfish purpose behind his call, but when he has gone, having attained his ends, we are pleased to remark how cleverly he did it. Rob a man of every dollar he possesses by some especially clever adaptation to all circumstances and conditions pertaining to him, and that man will find a certain pleasure in telling minutely how it was done!

I recall an old story told years ago of an irrigation scheme which was planned somewhere in Colorado. Two great rivers of inexhaustible supplies of water ran parallel, leaving rich lands between which needed only irrigation ditches to make them productive. The first necessity was a main ditch which would carry the main volume of water for the lateral ditches.

But just midway the scheme a sudden great question arose. The engineer charged with the work planned to build the ditch so that water from river No. 1 would run into river No. 2. Some one interested declared that river No. 2 ran on a higher level than river No. 1. The engineer fought his opposition and fought hard, but he failed to convince the doubters. Finally they sent east for a noted engineer, adaptable and commanding expedients to his ends. He looked at the situation.

"Dig the ditch," he said; "if the water won't run from river No. 1 into river No. 2, it will run from river No. 2 into river No. 1."

Just common sense? Certainly. That is all that adaptability contemplates. If a man be in a great hurry to reach the second floor of a modern office building and as he enters the door, sees the elevator that is going up already jammed to the doors, common sense turns him at once to the stairway. Before the elevator reaches the floor he may be entering the office he seeks.

This is adaptability to circumstances—maybe in high degree. Yet it is only experience working together with common sense.

John A. Howland.

Temperance Movements.

"George," spoke his better half, "you are interested in the temperance movement, are you not?"

"Why, certainly I am," he answered.

"Well, suppose you go out and make a few of them with the pump handle. I am in need of a pail of water right away."

People who are afraid of being called cranks always let some one wind them up.

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DEFINITE FOREST POLICY.

We Should Be Lifters Rather Than Leaners.

There is a good deal of diversity of expression among experts in defining forestry, but all agree that the salient feature of it is the continuance of the processes which underlie the business for an indefinite period with a more or less constant output of forest products without depleting in any way the ability to continue the process. Michigan has been a lumbering State, and lumbering has oftentimes been called forestry; but there is nothing in the past or present methods in lumbering which accords with the accepted definition of forestry. The lumberman either takes the best, with no thought of the future growth upon the land, or else he makes a clean sweep of everything that is merchantable, expecting to pass on to other fields after the stripping process is completed. The wholesale slaughter of baby trees eliminates from most of our methods of handling woodlands the essential feature of forestry. In connection with handling the woods areas of the State there is little thought given to the prevention of fires, which are the greatest enemy of forestry.

Forestry in Michigan, if it existed, would comprehend areas owned and managed by the State in the interests of all the people, but the State has no forests. With any broad view of forestry prevailing in our State, the individual owner of forest lands should have at least the same protection that a householder or an owner of a block in the city has at the hands of the State. Nothing of this kind exists. The owners of forest lands are taxed to the limit under the general theory of taxation, which at least includes benefits to the persons taxed, and still the two things that would contribute most largely to the benefit of forest owners are thought very little of in the use of the money secured from this taxation. I refer to protection from fire and the development of roads. The owners of the woods of this State ought, under a system of forestry in the interests of all of the people of the State, to be protected even from themselves, and still there has been nothing done which requires the man who is lumbering from his wood areas to burn the waste after cutting the timber, and thus from his own processes the greatest danger to his standing timber, fire, finds plenty of food of his own developing. Aside from this, forestry presupposes men equipped to carry on its processes. We have no men of this character to-day in Michigan. The education through our schools or through our methods of handling timber has not been leading in this direction. So it seems to me that I am perfectly correct in my initial statement that Michigan has no forestry.

But what have we in lieu of forestry? First, may I mention we have an ideal, and this must always precede successful and useful activity. The dreams of to-day will be the successes of to-morrow. The men who

are thinking out things and furnishing ideals will always have to be sneered at and scoffed upon as either dreamers or impractical idealists. We have been undergoing this ordeal in connection with forestry during the last quarter of a century or more. The men who have been thinking out things logically in connection with the duty of our State as affecting its forest heritage have been put aside, wafted disdainfully away by the people who claim to be severely practical in their thoughts and in their methods. The man who stands to-day the peer of any forester in America, and of whom we are proud to say, "He is one of the most useful citizens of our own State," has been referred to by these practical men as "an impracticable Dutchman." All these things have their influence upon the feelings of the people who are looking forward to the greatest interests of the future Michigan, but they do not for one moment quench their ardor or discourage them or prevent them from the continuance of their aggressive campaign which will result finally in the conversion of all the people to the advocacy of a well-defined forest policy that shall be a leading feature of our statecraft.

Public opinion is coming our way. A recognition of a proper ratio between forest and cultivated land as an important element in the well-being of our State is obtaining general recognition, and the usefulness of forests in contributing to the essential industries of the State is admitted by every thoughtful citizen. Once accepting these statements, the importance of real forestry to the State must also make its successful appeal to the people.

There is only one way to continuously furnish the raw material so needful from our forest areas, and that is, to adopt an intelligent system of forestry. People who have looked up from their own individual interests and noted the larger ones which affect all the people of the State begin to understand that Michigan has a place upon which to build a future forest domain. The delinquent tax lands owned by the State are very generally accepted to-day as the future forest domain of the State. We have scattered woodlots over the whole southern part of the Lower Peninsula which are yet unspoiled by thoughtlessness and carelessness in the removal of the forest growth. These will receive greater thought and protection as the years go by and they will form a great feature of the future forestry of Michigan. We have some large forests, particularly of hardwood, that still remain uncut. We are beginning to understand their value and the importance of protecting them and the necessity of exercising some thoughtfulness in connection with the rights of the owners of these lands, and the importance of legislation which shall induce these owners to put their woodland areas into a permanent forest domain, thus increasing the volume of taxable property and assisting the State to take care of its natural growth.

We now have an awakened senti-

ment in connection with the fire problem. Never before in the history of the State have so many people become aroused concerning the duty of the State to protect itself from this arch enemy. If I mistake not the temper of our citizens, the coming Legislature will be compelled to enact a workable law for the prevention of forest fires and the officers of our State will be obliged to enforce this law. We also have a considerable number of our public-spirited citizens not only acquainting themselves with the elements of successful forestry, but giving sufficient study to the matter so that they shall be able to assist in the guidance of the future forestry of the State. We have a little forest reserve with its nursery accompaniment which has served its purpose of furnishing an object lesson in the protection of the babies and in the regeneration of waste lands. And there is the beginning of an educational plan in our State through the University and the Michigan Agricultural College for the development of forest experts who will be equipped to carry on this most important work in a business-like administration of our forest cover.

And last, but not least, we have this Association organized by public-spirited citizens for the purpose of agitating this whole forest matter and the bringing home to the people of the great questions involved therein so that the obligation resting upon all of us to adopt a rational forest policy will be carried out.

What, then, is the immediate obligation upon ourselves? It seems to me that there can be no question about it. It is to hold up the hands of the idealists until all of us catch the spirit of their enthusiasm and to feel that each one of us has a real responsibility in connection with the foundation of our future Michigan forestry, which lies in the enactment of the proper laws for the protection and maintenance of a Michigan forest domain and the recognition of the importance of individual land owners who are willing to make their forest holdings a part of this general plan, and while reaping their individual benefits are willing to contribute largely to the well-being of all the people of the State through the adoption of modern forest methods in the harvesting of the products from their forest acres. In the light of the tremendous losses which have followed in the trail of fire during this year, may we not be quickened to this responsibility and be lifters rather than leaners in the great work of crystallizing in our State a definite forest policy?

Charles W. Garfield.

Satan's Wiles.

"Now, Willie, you know I told you not to go in swimming, and yet you have been in the water."

"I know it, ma, but Satan tempted me."

"And why did you not tell Satan to get behind you?"

"I did, and he kicked me in."

ISOLATED IDEAS

To Divert the Business Man's Burdened Mind.

Written for the Tradesman.

He who possesses a well rounded character does business on the square.

We commend a person for living within his income, when, in fact, he could not live without it.

The one who solicits orders is quite apt to be offended if he receives a command.

He who fails to do his duty is in danger of being called up that he may be called down.

The possession of wealth should not alone absolve any one from doing his share of the world's work.

As a rule he who regards the public as his prey is not a praying man.

We condemn a fellow man for not improving his opportunities, when, in reality, the opportunities which are presented to him could scarcely be improved.

Why should not merchandising be called a profession when those who sell goods often make great professions?

He who faithfully discharges his duties need not fear a discharge.

I do not want the whole world until the world becomes better; therefore I must help to make it better.

After thought, I shall not want the whole world after it becomes better, because it is not best.

A man must locate permanently before he can be said to be well started in business.

How can a man settle up before he settles down?

Can one be said to be doing a paying business who does not pay his creditors?

How can a business be said to be branching out when it absorbs and condenses into one several separate enterprises?

Why does a store shut up at closing time and a mill shut down?

Why do people always walk up to a desk, a door, a window or a building?

He was inspired, and then he aspired. He frequently perspired, continuously respired and finally expired. But he never simply spired but once.

Re means again. He reposed for a portrait. He stored the goods in the basement, and when they were somewhat damaged he restored them on the highest floor. He repaid the loan, but he did not pay it twice.

When we are tired we sit down; after we recline we sit up. When we discover a person sitting in a chair how can we tell whether he is sitting down or sitting up? If he looks tired he is sitting down. If he appears rested he is sitting up.

In means in; ex means out; pre means before. We intended to go ex to outend invitations to our real and beforetended friends.

When the compositors pound on their sticks the funny man makes his exit, but I suppose the linotypist is rattle proof. E. E. Whitney.

If you don't see what you want, be philosophical and want what you see.

Have Your Own Way About It

When you decide that you want Lily White Flour you have good reasons for reaching that decision.

When you order Lily White Flour you have every right in the world to insist on getting what you order.

Don't be put off with substitutes or imitations which are claimed to be "just as good."

They are not "just as good" and no substitute or imitation of the original ever is.

There is no "just as good" flour in the market.

There is no flour like Lily White. It was never made in any other mill than ours and never can be.

Lily White

"The Flour the Best Cooks Use"

Has been for years and is now the most popular flour on this market and is far and away the best seller.

If any one tells you a different story from this they are not telling the truth.

Success is the most prolific breeder of jealousy that ever came over the pike and Lily White has been one of the greatest successes that ever happened in the flour line.

Therefore, certain interested parties make a noise like sour grapes whenever it is mentioned.

Don't believe 'em. They're jealous, that's all.

VALLEY CITY MILLING COMPANY

Grand Rapids, Mich.

Above is a reproduction, exact size, of one of our recent newspaper advertisements.

MADE IN MICHIGAN.

Some Facts Regarding Our Most Staple Products.*

What an encyclopedia of information must I have been in the estimation of your Committee on Speakers for this occasion, and what a marvel of self assurance was I that I was not in the least stunned by my assignment for this evening.

Isn't it glorious for a man to have such supreme confidence in himself as to undertake to talk about the "Manufactured Products of Michigan"—or of any other one of our great commonwealths, for that matter?

And is it not an easy thing, a mere triviality, to contemplate a State having over 77,000 square miles of territory, not including 1,500 square miles of lake, and a population of over five and a half millions of people?

This reminds me of a story told by an officer of the United States Regular Army who, on a tour of inspection around the Mackinaw country, put into a very remote, small and discouraged port on the shores of Lake Michigan, and as his steam launch was made fast at the tiny dock he was cordially greeted by half a dozen French fishermen who lived there. Engaging them in conversation he learned that the crops had been a failure, lumbering operations had decreased very materially, the fishing season had been poor and altogether the outlook was not reassuring. "Too bad, too bad," said the army officer, "but you must not get discouraged, boys; Michigan is as fine a State as there is in the Union and good times are coming."

"Dass so, dass so," responded one of the younger Frenchmen. "She have come now. Las' night we haf four"—holding up two fingers of each hand—"twin come by us las' night."

What shall I talk to you about? You gentlemen are dealers in implements; as a rule, you handle only implements pertaining in one way or another to the tilling of the soil. You know much more accurately and much more intimately than I do about the products of the soil, how they are obtained and in what volume; where they are produced, where they are sold, and all that, and I am not going to exhibit my ignorance upon that phase of my topic to you gentlemen.

Because.

No matter what I might assert as a fact as to grains, vegetables, live stock, fruits, hay, cord wood, wool, eggs, and all the rest, it is a moral certainty that on each article I would stumble so badly that instantly I would see some one of you lean over and, shaking your head, whisper something to a neighbor derogatory to my rectitude.

No, I am like the old political spell-binder who, having delivered a lung testing, ear splitting oration to a miscellaneous audience, was about to drive away to his next appointment when the chairman of the meeting

said gleefully, "You hit 'em hard, Congressman. There wasn't one of 'em could contradict a word you said."

"Sure thing," said the Congressman, "I didn't come here to be contradicted or to be called a liar."

Speaking of farm implements, I wonder—let me read you something from the last chapter of J. Fenimore Cooper's novel, entitled, "Oak Openings." This tale is one of white men and Indians right in the vicinity—as many of you know doubtless—of the city where we are now gathered. It was written sixty years ago and tells of things as they were in this neighborhood during the summer of 1812. It tells about a pioneer of Kalamazoo county, the late Basil Harrison, who in the story is known as Benjamin Boden, or by the sobriquet, "Ben Buzz the Bee Hunter." More than that, in the last chapter (written and added to the original tale in about 1855) it tells of the genesis of the reaping and mowing machine of to-day in the following words:

"The peculiar ingenuity of the American has supplied the want of laborers in a country where agriculture is carried on by wholesale" (he is speaking of the township of Prairie Ronde and the village of Schoolcraft, fifteen miles south of here), "especially in the cereals, by an instrument of the most singular and elaborate construction. This machine is drawn by sixteen or eighteen horses, attached to it laterally, so as to work clear of the standing grain, and which move the whole fabric on a moderate but steady walk. A path is first cut with the cradle on one side of the field, when the machine is dragged into the open place. Here it enters the standing grain, cutting off its heads with the utmost accuracy as it moves. Forks beneath prepare the way, and a rapid vibratory motion of a great number of two edged knives"—the original of the cutter-bar in use to-day—"effects the object. The stalks of the grain may be cut as low, or as high, as one pleases. Afterward the standing straw is burned or fed off upright.

"The impelling power which causes the great fabric to advance also sets in motion the machinery within it. As soon as the heads of grain are severed from the stalks they pass into a receptacle where, by a very quick and simple process, the kernels are separated from the husks. Thence all goes into a fanning machine, where the chaff is blown away. The clean grain falls into a small bin, whence it is raised by a screw elevator to a height that enables it to pass out at an opening to which a bag is attached. Wagons follow the slow march of the machine, and the proper number of men are in attendance. Bag after bag is renewed until a wagon is loaded, when it at once proceeds to the mill, where the grain is soon converted into flour.

"As respects this ingenious machine, it remains only to say that it harvests, threshes, cleans and bags from twenty to thirty acres of heavy wheat in the course of a single summer's day. Altogether it is a gigantic

invention, well adapted to meet the necessities of a gigantic country."

While I have no wish to question the accuracy of Mr. Cooper's description, I am assured by an old resident of Schoolcraft that the machine was truly gigantic, it being about ten feet square and eight feet high and made of heavy squared timbers, mill construction, and weighing over four tons. But it was a failure and was permitted to lie abandoned in a field about half a mile north of the village, as a famous play resort for children, until finally it disappeared, piece by piece. Unfortunately I am unable to give to you the name of the inventor; but I can assure you it was not McCormick.

The manufactured products of Michigan?

Who can name them?

We all know about the copper in the Upper Peninsula, but how many of us know that the city of Detroit is one of the most important, if not the most important, centers in the country for the production of articles made of copper and of brass? We know, all of us, in a general way of the enormous production of iron in our Upper Peninsula, but how many of us know that the State of Michigan produces more stoves and ranges than any other state in our land? How many of us realize that the most extensive car building plants in America are located at Detroit? How many of us know that the State of Michigan produces over half of the total output of salt in this country each year? The same may be said as to the production of gypsum.

I wonder if all of you know that you are in one of the largest and most important paper manufacturing centers in the world. Kalamazoo is known as the "Celery City." It might with equal accuracy be called the Vehicle City, the Paper Center, the Regalia Metropolis, the Peppermint Capital, the Playing Card Headquarters, the Anglers' Haven or the Gas Light Resort.

It is a very difficult matter, this giving an intelligent review of the manufactured products of Michigan. Things are developing all the time. In the little city of Hillsdale is located the largest factory in the country engaged exclusively in the production of gasoline motors. And look at Lansing, with its automobile interests,



\$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

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WE PAY INTEREST ON DEPOSITS, BOTH ON CERTIFICATES AND IN
OUR SAVINGS DEPARTMENT

*Address delivered by E. A. Stowe at annual banquet Michigan Retail Implement and Vehicle Dealers' Association at Kalamazoo, Nov. 11, 1908.

which, it is predicted, will soon cover all of Ingham and part of Clinton and Eaton counties.

How many of you gentlemen appreciate the fact that the greatest silk mills in the United States are at Belding, Michigan, and that a visit to that pretty little city is well worth the while of any citizen having the time to spare.

How many here realize that the city of Detroit is the greatest producer of pharmaceutical preparations in the country and that in that city are handled more raw dye stuffs than at any other point in America?

And coming to my own beloved city, Grand Rapids, she is the Heart of the World in the manufacture of high and medium grades of furniture. In that city also are located the largest factories for the production of carpet sweepers; of gypsum preparations for decorative and sanitary purposes and of sticky fly paper. And our city stands sixth among American cities in the excellence and volume of half-tone engraving and color printing produced.

To my mind the manufactured products of Michigan, of all Michigan, are so well, so widely and so favorably known, and they are being so widely managed, that we would better turn our attention to the undeveloped resources of Michigan. We can not stand still; we must not go backward.

What are our undeveloped resources?

Well, for example, it is known beyond any question, it has been proven

by boring tests that in Bay, Saginaw, Shiawassee and Gratiot counties there are upward of fifty millions of tons of good coking coal; that in Clinton, Eaton and Ionia counties are millions of cords of good sandstone; that other millions of tons of salt are there awaiting—what?

Two factors: Cheap power to do the mining and cheap transportation to get the products to market.

And we have both of these factors at our finger tips.

Geology tells us that during the glacial epoch the whole of Michigan was buried beneath several thousand feet of ice, which flowed in a southerly direction; that beneath the flow clay, gravel and sand were deposited; that the direction of streams was influenced. Lake Michigan was a great glacier and Lake Erie was not in existence. The waters from Lake Superior and farther north came down Lake Huron to Saginaw Bay and, cutting a channel in a southerly and westerly direction, created what are now known as the watersheds of the Saginaw, the Shiawassee, the Maple and the Grand Rivers.

The late Prof. Alexander Winchell, L. L. D., Michigan's State Geologist, tells of these things in a report he made in 1872 and says that the waters thus grinding their way across from Saginaw Bay to Lake Michigan found an outlet to the Mississippi River and so to the Gulf of Mexico by way of what he calls "The Chicago Outlet," and which is now known as the "Lakes-to-the-Gulf Deep Waterway."

With deep waterway associations in every state along the Mississippi, the Missouri and the Ohio Rivers; with our Federal Government committed to the transforming of internal waterways to channels 22 feet deep, it is high time that we people of Michigan aroused ourselves to the end that we may become a part of such National development.

Prof. Winchell says that the Grand-Saginaw Valleys constitute a natural waterway from Lake Michigan to Saginaw Bay and that at no point between the lake levels is there an elevation greater than eighty-two feet to overcome. Mr. Lyman E. Cooley, probably the greatest of American hydraulic engineers, says that the route is entirely without an engineering problem as to its being transformed to a waterway twenty-one feet deep.

The State of Ohio is preparing to build two deep waterways from Lake Erie to the Ohio River; New York State and Pennsylvania are planning to build a deep waterway from Lake Ontario to Pittsburg; Indiana is planning to build one waterway from Toledo to the Ohio and another from Lake Michigan to the Ohio, and both of them deep channels; Wisconsin is planning to build one from Green Bay to the Mississippi.

Where will the cities and villages of Central Michigan find themselves in this revolution?

Mr. Cooley says the Grand-Saginaw route is the best one in existence for a trunk line waterway, and that if it is built it will be tapped by lat-

erals to all points in Central Michigan.

Good. But that is not all. If it is built we will get the cheap power and the cheap transportation to make and market our coal, our salt and our sandstone, now unavailable; it will reclaim thousands of acres of land not now on the tax rolls; it will protect scores of cities and villages from overwhelming losses by floods each year; it will bring the ocean ports to our very doors and it will make a continuous, prosperous, industrial center of all Central Michigan, able to compete with all the world.

And so I say, we can not stand still, we must not go backward. We can not afford to stand idly by and see Ohio, New York, Indiana, Illinois and Wisconsin steal away our opportunity.

We must wake up and look ahead. We must see the situation as it will be twenty-five years hence, according to how the people of Michigan decide and act during the next three or five years. Our manufactured products will compare favorably to-day with those of any commonwealth; but there is a National deep waterway policy alive and we will lose our prestige, our courage and our hopes if we fail to get in quickly and surely on that policy.

A Calamitous Catastrophe.

Master—I'm sorry to hear, Pat, that your wife is dead.

Patrick—Faith an' 'tis a sad day for us all, sir! The hand that rocked the cradle has kicked the bucket.

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THE COMING CHANGE.

Person Best Fitted To Welcome Return of Prosperity.

Written for the Tradesman.

A rumor was rife on every tongue, "Hard Times is about to depart, and Prosperity is returning." As it spread abroad throughout the land all the people rejoiced.

And they held a meeting to arrange for a grand celebration, at which all would gladly bid adieu to the grim monster, Hard Times, and extend a hearty welcome to his fair and bountiful successor.

Who should be the orator of the occasion?

A young gentleman of wealth and leisure got up and, with an air of easy nonchalance, half seriously, half humorously, volunteered his services. "Things have gone pretty hard with me the past year. My stocks have shrunk in value and my income was cut right in two. I lost heavily in some bank failures. I have been compelled to retrench in a most drastic manner. I had planned to buy a yacht, but found I couldn't spare a cent for it. I have driven my last year's automobile all season and I sold a race horse—not one of my best ones, it is true, but still a good little mare of some promise, which I really hated to let go. I call all this pretty tough. So if you want someone who can make a howling farewell to Hard Times and give a jolly welcome to Prosperity, I am your man."

No sooner was he seated than a society belle arose and, with a pout of her rosy lips and a toss of her pretty head exclaimed: "That's just all a man knows about it! Driving a year-old automobile and selling a third-rate race horse indeed! What do such things amount to? A woman suffers far more from these dreadful financial depressions. When my papa died, according to his will my fortune was placed in the hands of a sort of guardian or trustee. That man was bad enough before, but since the panic he has become a perfect ogre. He preaches economy until I am sick of the very word. I never go to him for money until I am obliged to have it, and then he doles out the tiniest little bit and charges me over and over again to make it last just as long as possible. And the impudence of him! Said I should not have but four new gowns at a time when I actually needed six! Told me I could get along without embroidered silk hose—'lisle thread stockings plenty good enough for any girl,' and so on and so on. He thinks I ought to dress myself on just so many hundred dollars a year, and it is so few hundred that I am really ashamed to name the figure. I had made all my plans to spend the summer abroad, but he set his foot right down, and I had to put in my time at a flat little summer resort on this side. If anyone knows about the privations of Hard Times, I am sure I do, and I should be very glad to welcome Prosperity."

Next a capitalist, a tall man of dignified demeanor, got upon his feet.

"It is we Atlases of Finance, we who bear the world of business on our shoulders, who must take the brunt of the battle in these sad monetary crises," he averred. "Severe losses decimate our fortunes. Of the means we have left, a great part is tied up in ventures very likely unprofitable, but which we can not, at once, dispose of, while the remainder of our money must lie idle, for no one can tell in such times as these through which we have just passed what investments are, and what are not, safe and judicious." In closing, he added that while he did not want to push himself forward in an unseemly manner, still if it were desired that he should be the speaker on the great occasion, he would be entirely willing to respond.

Then a man who was a sort of

Here the philosopher observed that his remarks, although freighted with his deepest wisdom, were falling upon unheeding ears. He sat down.

A professional man now told how his business had decreased and his fees had been lowered, while his expenses continued as high as ever.

Following him a man who worked on a salary talked a little while. He said that during hard times salaried people were very generally envied by others. He showed that this feeling is almost groundless, for, except in the cases of Government employees and the high officials of large corporations, salaries are apt to be cut to the lowest living notch, and even at the reduced pay, one stands in constant fear of losing the position.

No sooner was he seated than a leading manufacturer arose. Graph-

whitening and his face showed deep lines of anxiety. He told briefly what stagnation in trade had meant to him. He spoke of slow sales and slower collections, and the struggle he had made to pay his bills and support his family. "But," he said in conclusion, "there are others who have suffered more severely than I have. Here is an honest, industrious laboring man whom I have known for years. It seems to me that he, or someone like him, is best qualified to give Prosperity a proper welcome."

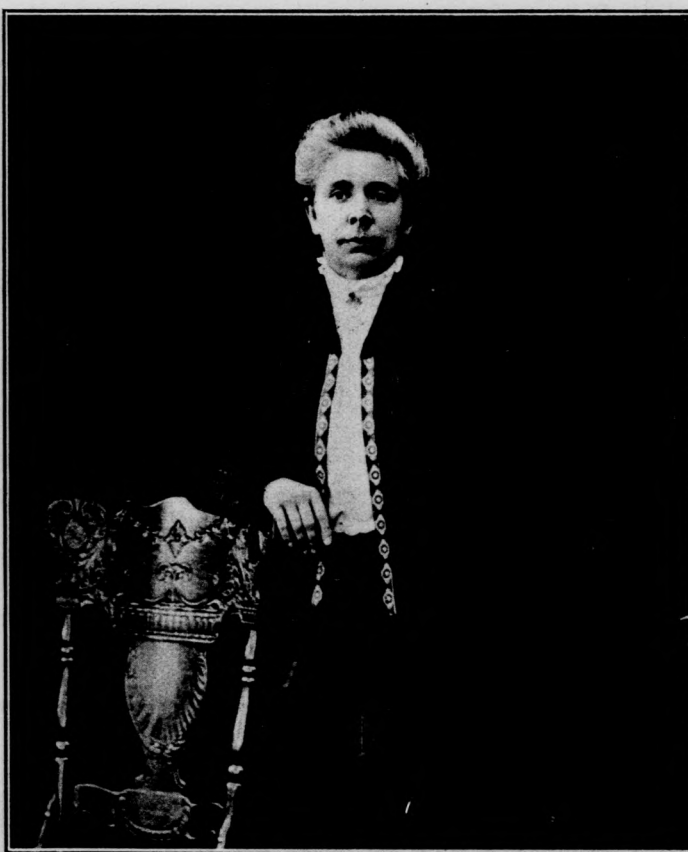
Then there stood before the people a man with hard, rough hands, and dressed in common working clothes. He talked with the sturdy eloquence which is often the gift of the unlettered. He said that "to the working man hard times means not a shearing off of superfluities but a lack of necessities; not fewer luxuries but less bread. When he can not sell his toil Hunger lurks perilously near."

The assembly was visibly moved, and he would have been chosen orator for the coming occasion had he not gone on to say, "But there are those who are fighting the wolf from their doors, who lack the strength that lies in my brawny arms." With that he stepped into the audience for a moment, and then led out before the view of all the people an aged woman, who earned at the washtub a scanty subsistence for herself and her feeble husband. The hair was thin on her temples, her shoulders were bowed by long years of labor, and her dress was old and patched.

"It is not for the likes of me to talk to all you way-ups and great ones," she began, "much less to make a speech at the grand celebration you are planning; but I shall be mighty glad to see Hard Times go and Prosperity come back. I used to work at my tubs early and late when everybody said that money was plenty, but ever since the panic it has been far harder for me to get along. I don't get so many washings to do—some of my old families do their own—and the ladies who still send me theirs say they have to economize and they want me to do a big basket for a little money, and mend for almost nothing. My old man can't get hardly anything to do, the light jobs being all picked up now. And it used to be that the families I worked for threw quarters and halves my way for every little thing, but now I guess they need 'em all themselves."

The pathos of the poor old figure appealed to every heart. The wealthy old man of leisure sat speechless, his eyes fastened upon her. The society belle hung her head in shame. "This old washerwoman shall make the speech," was whispered throughout the assembly. "The rounded periods of the most finished orator could not speak as do her bent back and water-soaked hands!"

The old woman did not hear what they were saying and went on: "Still, I think hard times aren't really so bad for us old ones as they are for the young ones. We don't have so much to lose for we shall soon be



Ella M. Rogers

philosopher asked the attention of the assembly for a few moments. He had inherited considerable property, and so could give his time to thought and study. "Perhaps it might be best that I make the speech," he modestly suggested, "for the reason that I look at the subject from all sides. An occasional slackening in the activity of commerce is necessary and inevitable. A period of adversity generally proves beneficial in the long run. So," he continued, "I should be able to show Hard Times that, in spite of his grim exterior, we recognize his good qualities, and while not exactly loath to see him go, still we appreciate the valuable lessons he has so skillfully taught us. And doubtless," he went on to say, "I can give Prosperity some excellent suggestions. She is a good soul, but inclined to be too indulgent and exuberant."

ically he portrayed the losses caused by idle factories and rusting machinery. He closed his remarks with these words: "While I do not wish to seek for myself the honor of being chosen as the speaker for this illustrious occasion, still I hold that the selection ought to be made from among manufacturers, for they certainly feel financial stringency worse than anyone else. In a panic they are hit first and hardest, and they never resume full work until after every other business has gotten back to normal."

The people listened to his claims with some attention, but still they delayed in making their choice.

At someone's suggestion a merchant next took the floor. He was a typical man of his class, one who conducted a small retail business on his own capital. His hair was fast

*A few of the many reasons
why stock in the Citizens Telephone Co.
is a safe investment*

IT IS essentially a home institution, almost entirely owned by local stockholders. Its pay rolls and dividends are disbursed in the localities in which they are earned.

Any business based on public necessity is absolutely safe, and telephone communication ranks second only to necessities of life, like water. History proves that the telephone business is the least affected, if at all, by panics and financial depressions, and from its inception development has been unchecked. The business of the Citizens Telephone Company has increased forty fold in its twelve years of existence. Epidemics and strikes cannot interfere with the automatic service.

There are no bonds or mortgage debts or preferred stock and no inflation. Every shareholder has equal rights and privileges and equal value for his money. There are no rival elements among the stockholders fighting for control. They are a large body with small average holdings.

The Pooling Agreement safeguards the shareholders from the danger of the majority of the stock being acquired by interests adverse to the prosperity of the company.

Dividends are paid four times a year from the earnings of every quarter, and stockholders have the benefits of the profits as earned at times when they need them. Forty-five dividends paid in eleven years and a quarter, without a break, justify future expectations.

For further information or particulars call upon or address the secretary of the company.

done, but the child in the home where bread is scarce loses all the good that life might bring it." Then she placed before them a child a few years old and took her seat.

It was a little boy, whose puny body was already stunted for lack of food and light and air. His face was thin and wan and pitifully old. The child was silent, not from the sweet bashfulness of unspoiled childhood, but from the shrewd caution of childhood prematurely aged. Although he spoke no word, all knew that for this child, for thousands of such children, all that men hold dear, physical growth, mental development, moral uprightness, all the possibilities of life except mere existence itself, were being crushed under the iron wheel of Want. Men groaned. Women wept. And, as with a great wave of common feeling, all declared that a child of the very poor could best bid farewell to Hard Times and most fittingly welcome the coming of Prosperity.

Quillo.

Friends Who Are Friends Only During Prosperity.

Written for the Tradesman.

At the time no one save Balcher himself and Darnton knew to a certainty why the two men parted company so suddenly. Balcher had been manager for Darnton for five years, and had pushed the big store ahead wonderfully. Darnton used to go to Europe, and off hunting big game and leave Balcher to run the whole concern. Balcher always had all the say in hiring and discharging help, and in buying goods and fixing prices. He drew a large salary and seemed to be on the way to a partnership, therefore there was wonder in the commercial circles of Bowner when Balcher walked out of the store one evening with a frown on his face and did not return.

Of course people who didn't know the truth of the matter concocted stories to suit themselves. The vicious declared the manager had been fired for crookedness in his accounts. The failures thought he had been fired because he was no good. The charitable declared that he was out for a rest after a long service. But there were few of this sort, for a large majority of men and women will assign evil motives instead of good ones whenever they are in doubt.

After leaving the big store Balcher lounged for a time about his old bachelor apartments and seemed to take life easily. When he wearied of that he decided to go out into the tall timber and shoot at things. He wasn't much of a hunter, but he knew that he would get plenty of fresh air and exercise whether he bagged any game or not.

"There's Marshall," he thought. "He's always been urging me to go up North on a hunting trip. I heard him saying a few weeks ago that he was going up in October, and he'll be getting ready about now. I think I'll just about connect with that party."

When Balcher called at Marshall's residence he wasn't at home, so he handed out a card and told Mrs. Mar-

shall exactly what he wanted to see her husband about.

"Oh, yes," said the lady. "I've often heard Harry speak of you. He'll be glad to have you go, I'm sure. I think he is figuring on getting away next week."

"That will just suit me," said Balcher. "Tell him to call me on the 'phone or drop me a line, or, better still, come up and see me."

On his way back to his rooms Balcher passed the wholesale house for which Marshall sold goods. Marshall was a good salesman, and traveled with the best, so the ex-manager felt quite like congratulating himself on the company he was going North in. When he came to the wholesale house he determined to step in and see if Marshall had returned from his trip and what arrangements he had made for the outing. As he entered the store and moved back toward the offices he saw Marshall moving from desk to desk on the other side of a glass partition.

He threw up a hand in greeting, and waited for Marshall to come out and talk with him as of old. Herebefore the salesman had almost broken down the partition to get to him, but then he was manager and was buying goods of the firm. On this occasion Marshall didn't put any glass partitions in peril by his haste to meet Balcher. In fact, he made no effort to meet him. He just bowed and went on about the business he was engaged in. All at once the ex-manager seemed to be in strange and hostile territory. The big room in which he stood didn't seem like the old store where he had been greeted so effusively in times past. He felt like a man out of place.

"Is that really Marshall?" he asked himself, hoping that he had made a mistake in supposing the person he saw behind the partition to be his old friend. Yes, it was Marshall. There was no doubt of that.

"Is it a sure thing that he recognized me?" was the next question. There was no use in denying the recognition. Marshall knew who it was, all right. Balcher stood in the outer room for a short time and then turned toward the door. Marshall looked at him as he passed out but did not attempt to delay his departure for a friendly greeting.

"I see," thought Balcher, as he walked down the street, "I was manager when he was so good to me. Now I'm out of a job."

Marshall did not call him by 'phone, did not drop him a card, did not call on him in connection with the hunting trip. He went off on his trip later with a party of merchants and the successor of the ex-manager. Balcher was angry, but he made no sign. When Marshall returned from his outing he crossed the street to avoid Balcher.

"I have found one man out, anyway," thought the ex-manager, after passing the salesman on the street. Then he smiled in a self-satisfied way and paused to greet the Rev. Grabbit, whose brother he had given a fine position, and who had been very effusive in his greetings on all possible

and impossible occasions. The Rev. Grabbit did not see Balcher. At least he passed right along looking another way. And from that time on Balcher never made an effort to continue the friendships he had made when he was manager. If the old-timers came to him in a friendly way he met them in the same spirit. If they froze up when they saw him he passed them by without a word.

It was a bit lonely in the town for the ex-manager. He was naturally a friendly sort of fellow, and it annoyed him to lose his faith in so many people. The man's experiences were not unusual in character, although he thought they were. He had thought he had a good many friends in the working force at the store, but now a lot of the employees were very cool when he met them on the street, and some of the were impudent. Well, why not? They believed Balcher could no longer be of use to them, and conducted themselves accordingly, which is the way of the world. Staunch ships on the high seas do not keep the company of derelicts unless they are towing them. It seemed to be the general impression that Balcher would soon need towing, so the cute ones let him alone.

But the end of all vacations must come, and Balcher was to get into the swim again the first of the year. He had inherited a lot of money and bought out the big store where he had served as manager, stipulating only that he should have a play spell before the deal was made known. If Marshall and the others had known this Balcher would have had fewer dull days, but, then, perhaps it is just as well that it was not known. It is worth a lot of trouble to find out about the people one regards as friends. In the light of the facts, the tales set afloat regarding Balcher seemed funny, and it was a pity they were not denied at once, but it was the man most interested who let them go, and no one else save Darnton could correct them.

One day Balcher came upon Martins in the street and walked him over to the big store, passing into the private office which had been fitted up for his use when he should be ready for it. Marshall and a number of employees who had been too cautious to consort with a supposed derelict, were in the outer office, and could hear what was going on in the private room.

"Martins," Balcher was saying, "I want you to come in here the first of the year and take charge of the sales end of the business."

"So you're coming back as manager?" asked Martins.

"I've bought out the business," was the reply. "I have virtually owned it ever since I went on my vacation."

Martins came near having a fit, and Marshall and the other listeners, who had been wondering what Balcher was doing in there, looked at each other as if they were seeing things double. Marshall was there to sell goods, and he began to see that he was on the wrong tack trying to sell to the acting manager. He began to think that Balcher was just as good

a fellow as he ever was, and made ready to rush into the private office as soon as Martins should get out.

The employees who had given Balcher a pretty good imitation of the Arctic cicle during the long polar night began to observe a feeling of faintness at the pit of the stomach. When Martins walked out of the private room with a smile as sweet as a bucket of sugar on his face Marshall made a grab for him, but the new chief of the sales department wasn't looking that way. Then Marshall stepped into the presence of the man he wasn't able to recognize when he thought him out of a job. Balcher looked up as he entered, but did not rush into his arms.

"Hello, old man!" cried the salesman. "Where have you been keeping yourself? Glad to see you in the swim again."

The frost in the new proprietor's eyes was fit to crack the lenses in the glasses Marshall wore. He sat waiting, without saying a word.

"I suppose you are busy," said the salesman, beginning to feel the refrigerator-like atmosphere of the office. "I can talk orders to you later on."

"The only thing I want of you," said Balcher, "is the space you occupy, the air you breathe. Get out. Orders are not coming your way."

"Pretty good!" said Marshall, with a sickly smile.

"It goes," said Balcher. "A man who isn't loyal to those who have conferred favors upon him can't be trusted in business."

"I don't know what you mean," stammered the salesman.

"You will understand in time," was the reply. "Kindly step outside while you think it over."

Marshall went out wiping the frost from his face and cursing himself for a short-sighted idiot. He might have known that Balcher would get to the top again, he was thinking, and governed himself accordingly.

"I'm not discharging these men," said Balcher to the manager as he handed him a list of the smart ones who had put on dog over him, "because they failed to treat me civilly when I was down and out, as they believed. I gave them their jobs, and they should have been loyal, but that is not the point. I'm firing them because they haven't the sense to know a live one from a derelict."

"That seems to be a sufficient cause," laughed the manager. "I notice that you promote Martins."

"He's the only man in the high-salaried force who has sense enough to be loyal to benefactors. This is impersonal. It is business. Such men usually are faithful."

And, really, isn't it a good test of a man's fitness for a good business position?

Alfred B. Tozer.

A Problem.

Earnest Female—Professor, I hear you are a great ornithologist.

Professor—I am an ornithologist, madam.

Earnest Female—Then could you kindly tell me the botanical name for a whale?

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The Fourth National Bank

Under the Clock on Campau Square

PROSPERITY RECIPES.

Sure-Thing Remedies Suggested for Slow Trade.

Written for the Tradesman.

If you go down the street some morning with a crutch, limping and grumbling along with the rheumatism, or with a bruised foot, every other acquaintance you come upon will put his hand sympathetically on your shoulder and reel off a remedy for the affliction.

If you fail to sell your stock of goods at a profit, or do not succeed in collecting what is due you, and decide to withdraw from trade, your friends, to a man, will take it upon themselves to tell you how you might have made a howling success of your business.

I have no doubt that already William Jennings Bryan has been informed, verbally and by wire and letter, by numerous thousands, how he might have won out in the recent election. The average American citizen is always there with the remedy, no matter what the difficulty.

And especially will the average citizen flood the market with prosperity recipes. He has an active brain, and wants to see things running smoothly, so he sets himself at work on the problem, which is better than not thinking at all. In consequence of this willingness on the part of the population to help the country up the steep hills, there are now plenty of prosperity recipes on the market, but, for all that, I'm going to offer one I got the other day from a druggist. I believe it to be the only real one in captivity, with the name blown in the bottle and warranted not to run down at the heel, or anything like that.

There was a man sitting on the counter in the drug store saying that the only way to bring increased prosperity to the country is to talk prosperity, in season and out of season, continually and convincingly. He said that the people who got scared and curtailed their operations and hid their money in old tin cans last fall hadn't recovered, and the only way to square up things was to preach confidence in the people and the resources of the country until they became ashamed of themselves and got into the swim again. That was his remedy for slow trade. Confidence talks. Let folks understand we're too nery to lie down and whine because Wall street takes a trick now and then.

"Out in the county I came from," said the druggist, after the man had run down, "there are a river, a dam, a pond and a mill. We of the village enjoyed the rumble of the mill very much, for it meant prosperity to us. Farmers came to sell their wheat and corn, or to get them ground, and spent their money in the village stores. There were a good many clerks, and shoemakers, and blacksmiths, and harnessmakers, and laborers employed in the village who wouldn't have been there at all only for the mill.

"But one day, much to the consternation of the villagers, the old

mill stopped. The miller offered no explanation for the calamity, and so no one knew just what the trouble was. The merchants and others who depended on the trade of the farmers for their living declared the miller was trying to kill the town. It was the universal opinion that if the miller would keep his machinery going everything would go on just as it always had, and farmers would block Main street with their teams again.

"In reply the miller said that he had worked a good many years in the mill and was tired. Besides, business was a little dull, and he thought he'd go down East to visit his relatives for a few months. In the meantime, if the business men wanted to run the mill, there it was. His old foreman was out of a job, and he would

back and asked the foreman what they were making at the mill, the reply was that they were making a noise. And that was right.

"You fellows are all right," said the miller to the President of the Association, when he came to surrender the keys of the mill, 'but you didn't go back far enough in your quest for increased prosperity. That, I find, is a common fault. You thought the mill made a noise like prosperity, and wanted it kept going. You turned on the water, but you didn't go out and dig up anything for it to grind. You didn't begin far enough back. When the electric road wanted to come here you wouldn't give a cent. The company ran their line through a good wheat country and carried the product to a town twelve miles away

consumer. I hope they won't continue to do so until there is a general smash. You may figure on the prosperity of the farmer, the manufacturer, the merchant, but none of them can be prosperous unless the consumer is in good shape financially. The consumer is at the bottom of everything. Look out for the consumer, the man who in the end lays down the cash for the things which are grown and manufactured, and you will win out.

"There are two things which the consumer must have in order to keep things moving. He must have Work, and he must have Profit. Give him work without profit and you have a dead country. Give him work with profit and you have the best country under the sun. Work without profit means cheap everything, means the employment of those only who deal in cheap provisions and cheap clothing. Work with profit means the employment of those who produce fine things of life.

"I presume it sounds queer to hear me talking about profit in connection with the working men of the country. Why shouldn't we call their surplus above actual living expenses a profit? Anyway, they must have the profit, no matter what you call it. Upon this profit depends the prosperity of the land. It is this profit which enables the worker to get married, to buy furniture, to purchase a lot, to build a house, to educate his children, to set himself up in business, to form a nest-egg for the establishment of vast enterprises. Take away this profit, and you take the heart out of the business world. Only those handling the cheapest provisions and the cheapest goods can do business with the consumer. The time will come when the business men of the country will be obliged to see that this profit for the consumer is forthcoming.

"How are they going to begin? I don't know. What I do know is that the beginning must soon be made. By business men I don't mean the retailers especially. I mean the big business men, the big manufacturing companies, the big carrying companies, the companies standing between the producer and the consumer. These are the people who must learn that it will not always answer to give a worker just enough to keep him alive. Oh, yes, and the time will come, too, when the retail merchant will receive more consideration at the hands of the big concerns.

"One trouble is that the labor of the consumer is often a drug in the market. The big men bring this about as often as they can, forgetting that if they cut down the profits of the consumers they also cut down their ability to buy. Some of these big men bring foreigners over here to take the place of American workmen because they will work cheaper. Most of these foreigners are producers in a way, but they are not consumers. Too many of them live in the slums of the cities, patronizing only their own dealers, and eventually take their savings back to the old country. How many stores would be left in the big



Alfred B. Tozer

see them through. So a little association was formed and the water-wheel turned round again and the rumble of the mill gladdened the ears of the villagers.

"The foreman ground up what grain there was on hand and what little came in and went fishing above the dam, where there were bullheads almost a foot long. These bullheads would bite at red flannel, thinking it the real thing, and hold onto it until they were landed on their backs on the grassy bank. The foreman used to think of the members of the Association and the fish in connection with each other, but he never said anything, for he was getting a good salary for little work. There wasn't any jam of farmers' teams in the streets. There wasn't any profit in the mill. When the miller came

from the mill. When the good roads people wanted to improve, the highways hereabouts you voted the proposition down. Now the farmer can carry a bigger load of wheat to the rival towns, and there he goes. Of course he does his trading where he sells his crops. It is all right to shout prosperity, but you've got to do something to keep prosperity coming your way. You can't make good times running machinery when there is nothing for it to do, any more than you can boom things by buying double stocks of goods on enthusiasm supplied by the wholesaler when there is no market for the stuff already on your shelves.

"The villagers," continued the druggist, "overlooked the producers until it was too late. The business men of the country are now overlooking the

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cities if all workmen, all consumers, were like these imported men? Mighty few, I can tell you that.

"The railroad companies are into this foreigner game head and ears, that is, most of them are. When the two-cent law went into effect in this State the railroads said, 'We'll cut wages to make ourselves whole.' When there was talk of lower freight rates they said, 'We'll take the difference out of our men.' When the price of materials goes up the manufacturer is likely to say, 'I'll discharge a few men and make the others do more work, or I'll cut wages.' There you are. It is always the consumer who gets the worst of it.

"I can't see how the thing is going to be adjusted, but it must be, for all that. For one thing, the employers might give the preference to men who have families to support, for they are consumers in the truest sense of the term. They might quit bringing cheap foreigners here. They might do their best to see that the workers and consumers get a profit on their work, but they won't. Carnegie doesn't know what to do with his millions. How many of the workmen who built his fortune for him have homes of their own? The railroads are piling up millions for the few men in control. How many of their men, outside the skilled ones, own homes, or are any good as consumers of the products of the country—except pork, potatoes, corn, flour and cotton? The miller told the villagers to go back and dig up something to grind before they set their mill in motion. I say that prosperity promoters must go back and see that consumers have something to buy with before they talk to retailers about doubling stocks and keeping things going.

"Oh, I don't know how it will be done, but in some way the profits of labor must be more evenly divided. That sounds like Debs, doesn't it? Well, I'm not a Debs man. I'm a druggist, and I want employers to pay wages so the workers can patronize me. I don't want the provision man to get all the money there is spent in the town. I want the business of the country balanced up. The way to make prosperous times is to give the consumer work and give him a profit. Give him something to buy with and he'll buy. And his buying will give employment to others. Go back, back, back to the man with the hard hands and fix things so he can consume the products of others, and you have the problem solved."

The druggist is something of a dreamer, but I think he is right when he declares that enough attention is not paid to the consumers. Prosperity must begin there. It is foolish to start a mill with nothing to grind. It is foolish to carry stocks when there is no one to buy. It seems to me that the druggist's recipe for prosperity is already being used by many employers. There are plenty of men who are making sacrifices to keep up the purchasing power of the workers of the country. It is understood that the producer is also the consumer, and that he must be

looked after. A man who goes to a live town with a proposition to start a factory receives plenty of encouragement if he proposes to employ men of family and pay good wages. If his interests call for cheap help he will receive no attention at all. Give producers, who are the consumers, work and a Profit, and the prosperity problem is solved. Alfred B. Tozer.

Little Gifts Form an Excellent Incentive To Trade.

Written for the Tradesman.

In a little village or small town matters pertaining to store life and store methods and store merchandise get more talked about than in the larger places and if you can get several persons interested enough to draw them inside your particular trading building their influence is going to give a shopping impetus to many more of their kind.

I have often proved this to my own satisfaction by offering some special inducement to get people to coming my way. I would ask them to "tell their friends," and this "telling of friends" is a great deal more productive of good results than would be the broadcasting of circulars if left in the hands of the average incompetent small boy, whom I have repeatedly seen throwing a bunch of handbills in the street, to be trampled on by horses and pressed into the mud by wagon wheels—just like their equivalent in money being tossed in a fiery furnace.

Children are a good medium for the advertisement of articles that especially appeal to their likes. Anything in the way of a gratuity is talked about among them with profit to the one catering to their peculiarities.

Lead pencils that cost me half a cent apiece I have occasionally given out with a 15 cent box of candy. This was always like so much "bread cast on the waters." At those times the kids flocked to my candy counter in dozens. A lead pencil is always needed, always being used up, always getting lost, and when a child can have one like finding gold dollars rolling up a hill he is more than likely to take advantage of the opportunity to acquire it. Seen in his hand it is naturally enquired about by his comrades, who are crazy at once to become equally fortunate.

An inexpensive knife given with a suit of clothes goes a long way toward making yourself popular with growing young folk. It gets noised among them that "So-an'-So got a knife for nothin' with his new clothes," and straightway every boy-child hearing of the "find" "desires with strong desire," when he needs a new suit, to go to "that place where you get a knife thrown in."

Aluminum thimbles spell but a small outlay "when the returns are counted." Distributed to little misses they, like the cheap lead pencils and knives, are going to do some tall talking for your place of business.

It goes without saying that the tall talking is not going to be half so effective if your name is omitted from these pleasing douceurs. It is

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Patent Medicines
Druggists' Sundries
Stationers' Supplies
Blank Books
Sporting Goods
Hammocks

The sale of our Holiday Goods for the season of 1908 has been most satisfactory indeed. We will keep our stock in shape to help you out later in the season as your additional wants develop.

The next meeting of the State Board of Pharmacy will be held at Grand Rapids, Nov. 17, 18 and 19. Candidates for examination are invited to make our store their headquarters and inspect our collection of crude drugs, chemicals, etc.

not necessary to have this so large as to disfigure the goods. Any small printing will catch the eye and sink in the memory. On aluminum thimbles have the lettering in black, if possible to obtain them so, as this is more noticeable than are raised letters.

Once I sent a batch of these thimbles to an old maids' sewing society, and they did me more good than they did the women, I am sure. I didn't hear the last of them for a month. They many times repaid their cost.

Whistles and marbles to small boys and tiny dolls to little girls are also a good investment for any merchant.

A folding foot-measure or a pocket match or stamp-holder is appreciated by the men.

With the ladies a small flowering plant, in season, with a dollar's worth of groceries is a drawing card. To be a success the plants must be in a thrifty condition. Geraniums seem to be a favorite with most of the sex and red is the color preferred by the majority. Have your name penciled or painted on the jar. This may become obliterated but the cheerful blossom will not allow you to be forgotten.

Never allow a pair of oxfords to walk out of your store without a horn in the pocket of the wearer. This convenient article will cause the donee to "rise up and call you blessed" every time he puts the low shoes on. For higher shoes purchased I always donate an extra pair of nice quality laces. I always quietly refer to this fact, and the thanks I am certain to receive are out of all proportion to the cost of the strings. No matter how well-to-do a person may be, he always appears tickled to get a pair of laces without having to pay for them. Likewise this statement is true of a button hook. I believe if a fellow had forty million of them around the house he'd still want one more hook.

Never give away something that is merely a togglement—something that is going to get out of order in a very short time. Such a present is only spelling anathemas for the one foisting it. An object that is useful and stays the way it should is a delight, but the opposite only makes a person righteously provoked at the giver.

Whatever it is the gift need never be large. 'Tis not the size of the thing bestowed, 'tis the fact that it is without cost that "takes."

If you've never tried this scheme my advice is to adopt it at once—in a small way at first, until you become convinced in your own mind that the plan has merit. But I have no doubt whatever as to the outcome—I know beforehand just how the trial will terminate.

'Tis the same something-for-nothing idea that tempted Eve in the Garden of Eden, and if you try the scheme you will find it will work every bit as well with her sons and daughters of naught eight as it did with her. Josephine Bradkins.

The Smallest Grocery.

The march of progress in Boston and the razing of one of its business blocks has disclosed the fact that that city has for some time enjoyed the distinction of possessing what was probably the smallest grocery store in the United States.

Its measurements are 3x3½ feet, although a few inches had recently been added. This store holds the proprietor, a large man, a telephone, three cases of eggs, a quantity of tea, coffee, condensed milk and other canned goods and it has a tiny refrigerator, although this is not entirely within the store's confines.

A customer does not enter the store when making a purchase, but stands on the sidewalk. A window is opened, business is transacted, goods passed out, money exchanged, with both makers of the bargain satisfied. The proprietor says the small rent, \$10, is the secret of his success. When there is a small margin of profit on groceries there is little to be made by the grocer who has a big rental and the expenses of teams and delivery service.

One of the riddles of keeping so small a shop has been solved by this grocer's experience. How to keep a large enough stock on hand in small quarters has been a conundrum too hard for many, and when one examines the little ice chest filled with butter and cheese the question naturally arises, "What would he do if I purchased two extra ounces of cheese to-night?"

Yet, in this remarkable little store a business of not less than \$8,000 a year was transacted and—naturally—at a good profit.

Coffee Crops Increasing in Mexico.

The Spice Mill quotes an authority on the Mexican coffee-growing industry that the crop for the coming season, the harvest of which begins the latter part of October and lasts until April, is estimated as likely to amount to over 92,000,000 pounds, against 33,000,000 pounds the previous year. This rapid increase is stated to be due in part to the larger interest in this staple, as a result of Mexican coffee having been awarded a grand prize at the St. Louis Exposition.

Progress

has many agents, but none more effective than the telephone.

Don't lag behind the time in which you live.

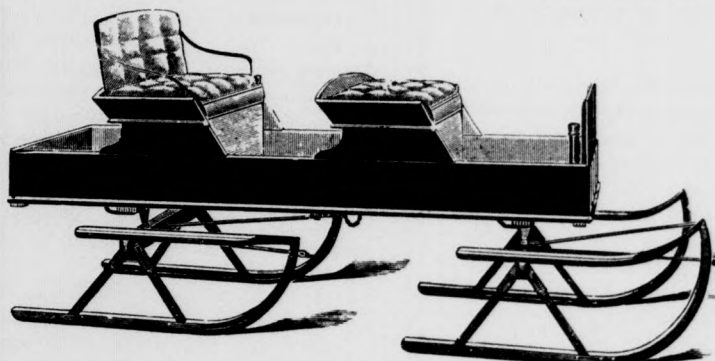
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Belknap Farm, Freight and Pleasure Sleighs



The Belknap Sleigh is still conceded the best to be had at any price. Secure the agency in your territory. Prompt shipments and satisfactory dealing. ❀ ❀

Belknap Wagon Co., Grand Rapids, Mich.



Mo-Ka COFFEE

GUARANTEED!

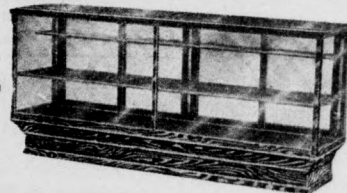
What Does It Mean? It means this: that when you buy a case of

MO-KA Coffee

the Quality and the Sale of every pound are absolutely guaranteed by the

Valley City Coffee & Spice Mills
Saginaw, Mich.

High Grade
Popular Price



SAVE MONEY

Buy Direct
from
Manufacturer

and cut out the jobber's profit. We make show cases of every description and guarantee them to be unequalled values because they are better built and only best of materials are used. We pay freight both ways if goods are not as represented. Catalogue and prices upon application.

GEO. S. SMITH STORE FIXTURE CO., Grand Rapids, Mich.

PURE OIL

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.

NEW YORK MARKET.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Nov. 7.—Now come on apace the days of "buckwheats and sassingers" and the grocer's harvest time. Everybody has to eat almost every day. They can put leather patches in the seats of their trousers and so beat the tailor for awhile; they can let their hair grow, and so beat the barber until good times come again. But the retailer—he goes on forever and, if he is not always wreathed in smiles, it must be because he does not know what to do with his money. We are told by the papers that business at once took on a "boomy" aspect with Taft's election, but it would not be fair to say that everything is in full blast for such is by no means the case. Jobbers generally, however, are pretty well contented with the outlook, and if we can only worry through the winter without soup houses we will be on the high road to prosperity.

Speculative coffee, which was so active last week as to cause some excitement, has slumped, and at the moment is depressed, owing to "lower European advices." The spot article is dull and, as usual, buyers are taking only small lots if they are grocers, although some roasters are said to be taking rather more liberal supplies than usual. In store and afloat there are 3,647,860 bags, against 3,987,108 bags at the same time last season. At the close Rio No. 7 is worth, in an invoice way, 63½@65½c. Milds are quiet and good Cutcuta is worth 9½c. East Indias show no change.

Granulated sugar took a tumble on Thursday and was quoted at 4.80c by some refiners, while others asked 4.90c. So much of a drop was unexpected and it seems to have been a "mistake." If so, it will probably soon be rectified. A little more business was done at the decline, but there is still room for improvement, which is bound to come—in the course of a year.

As has been the case for a long time in the tea trade, the call seems to be very largely for low grades. A little more enquiry has sprung up for Congous, which for several weeks were almost unsalable and, taking the whole tea market, there is, perhaps, a rather better feeling than existed a month ago, although quotations are absolutely unchanged. It is somewhat cheering to observe that they are no lower anyway.

Rice is quiet. Supplies, while not overabundant, seem ample for the existing demand and quotations are without change in any particular. Mills in the South are said to be complaining of the high cost of the rough product. Some Honduras stock—fancy—has sold at well held rates and Japans are also doing well. Good to prime domestic, 5@5½c.

Spices show no change in any particular. There is simply the usual everyday requirement and buyers are taking light supplies. Prices are unchanged.

Molasses is doing better—with the oncoming of winter and a good trade is looked for by holders. New stock is showing good quality and calls for the same have been sufficiently numerous to keep the market pretty well stocked up. Syrups are steady and in rather more liberal supply.

Canned goods, especially tomatoes, are doing better, and some large lots are said to have changed hands on the basis of something like 70c as the bottom. The tendency is toward a higher level. Corn and peas—and, in fact, the whole list—are held with more confidence and the outlook is encouraging.

Butter has advanced and top grades are held at 29½@30c, with the chances favoring a further rise. This has called more attention to storage stock. Held goods of special grading, 27½@28c; extras, 26½@27c; Western imitation creamery, 20½@21c; Western factory, 18½@20c; process is being more sought for and is worth 22@24½c.

Cheese is quiet and full cream can not be quoted at over 13¼@14¼c, which figures have prevailed for some time. Receipts have run ahead of the demand and the supply is piling up. Exporters are doing nothing.

Eggs are up another peg and quoted at 32@32½c for fresh gathered firsts; seconds, 29@31c; nearby grades are as high as 46@48c.

His Dearest Wish.

A certain Congressman is the father of a bright lad of 10, who persists, despite the parental objection and decree, in reading literature of the "half-dime" variety.

"That's a nice way to be spending your time," said the father on one occasion. "What's your ambition, anyhow?"

"Dad," responded the youngster, with a smile, "I'd like to have people tremble like aspen leaves at the mere mention of my name."

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 have the price.

We have the sort.

We have the reputation.

SHIP US YOUR FURS

Crohon & Roden Co., Ltd.

37-39 S. Market St. Grand Rapids, Mich.



Ground

Feeds

None Better

WYKES & CO.
GRAND RAPIDS

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

M. O. BAKER & CO.

Toledo,

Ohio

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,
Phone Cit. 5746 Grand Rapids, Mich.

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 car lots or bag lots without getting our prices—we can make you money.

WATSON & FROST CO., Grand Rapids, Mich.

I BUY AND SELL Eggs, Creamery, Dairy and Renovated Butter, Oleomargarine, Cheese, Apples and other fruits, Sweet Potatoes, Pop Corn, Honey, Nuts, Poultry, Veal and Hogs. Cooling rooms, best location, best outlet, quick returns.

Do You Buy or Sell any of the above articles? If so, are you dealing with me?

If not, it means a loss to both of us.

Why not stop the loss? Take the matter up with me today.

References: Michigan Tradesman, Grand Rapids National Bank, Commercial Agencies, Grand Rapids Wholesale Grocery Trade.

F. E. STROUP, 7 North Ionia St.

Grand Rapids, Mich.

BAGS

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

ROY BAKER

Wm. Alden Smith Building

Grand Rapids, Michigan

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

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

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.

W. C. Rea

A. J. Witzig

REA & WITZIG

PRODUCE COMMISSION

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

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

REFERENCES

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

Established 1873

Testimonials in Retail Advertising.

If we could gather together all the advertising matter used by every mail order concern of any importance, and go carefully through it, we would find nine out of every ten using testimonials from former customers. In other words, rarely do we find a mail-order concern doing business without the use of some form of testimonial.

In fact, next to advertising the goods themselves, it is the most essential part of an "Advertising Plan"—especially is this true in the case of a new business, or the exploiting of a new article. It assures the prospective customer that confidence may be placed in the concern; and it must not be forgotten that it assists materially in bringing the prospective buyer to a realization of the fact that the goods must be just as represented.

Good, live, enthusiastic testimonials are the drawing cards that have led many to send in an order, which otherwise might not have been sent. They are of vital interest and importance to all sorts of mail order advertising.

Let us now try to picture in our mind as much retail advertising as we can think of. After doing this let us see how many have used any testimonials. What do we find? No testimonials. Wonder why? Would not they be as useful to the retail concern as to the mail order house?

Of course, the retailer does not need them quite so much as the mail order man, but could he use testimonials to advantage?

The writer has in mind a retailer who sold a certain kind of heating stove to his customers one winter. The next winter he used from quarter-page to full-page advertisements, with a suitable illustration of the stove and two or three paragraphs setting forth its merits and special features. The remaining space was used for a list of names of the people of the town who bought one of these stoves last winter.

Of course, some of the town's most prominent people had purchased one, and their names were listed in the advertisement.

I afterward asked him about this method and he gave me to understand that it was the very best kind of advertising.

If the people whom you see every day and associate with think a certain article is O. K., doesn't it stand to

reason that their letting the dealer use their names in an advertisement is a very high recommendation for the article; and if you are in need of such an article, don't you think you would give that one so highly praised by the people of your town, whose truth and veracity you are acquainted with, some consideration?

But you're a dealer and want to sell as much as you can. If you think you would buy something advertised in this manner, haven't you a faint idea that your customers might say something about a certain article you are handling that would influence others?

Of course there might, in some cases, be considerable trouble in securing testimonials to be used in retail advertising—but if you go at it in the right way you can convince your customers that it will do them no harm, while it will do you an immense amount of good.

"In the mouths of two or three witnesses shall every word be established," is a good motto for the retailer as well as the mail order man.—Brains.

One on the Lawyer.

The lawyer who cracks jokes at the expense of the witness often gets more than he gives. The following incident in a divorce trial is told by a Milwaukee lawyer:

The witness was an elderly lady and the lawyer was a confirmed bachelor.

"How old are you?" asked the lawyer.

"I am an unmarried woman, sir, I do not think it proper to answer that question."

"Oh, yes, answer the question," said the judge.

"Well, I am 50."

"Are you not more?" persisted the lawyer.

"Well, I am 60."

The inquisitive lawyer then asked her if she had any hopes of getting married, to which she replied:

"Well, I haven't lost hope yet, but I wouldn't marry you, for I am sick and tired of your palaver already. So you can consider yourself refused."

All men are equal—so long as they remain in the bachelor class.

Most people die before reaching the age of discretion.

VOIGT'S CRESCENT

You Need Selling Points

MR. GROCER:

To be able to talk enthusiastically about your goods it's necessary for you to know what to talk about. You must know more concerning those goods than the price. When you recommend a certain brand, be able to tell why, and in a manner that convinces.

If you're using VOIGT'S CRESCENT in your own home you get proof three times a day that the flour is just what it should be, and when some lady asks you to recommend a good flour you can do so. You can talk right from the shoulder.

If you don't use VOIGT'S CRESCENT in your own home you're missing two mighty important things—good selling points and a good living.

Tell the boy to take up a sack.

Voigt Milling Co.
Grand Rapids, Mich.

VOIGT'S CRESCENT

HOLLAND RUSK

(Prize Toast of the World)

moves off the shelves so fast, even active flies don't get a chance to alight.

Then with a substantial profit on every package, don't you think it's the kind you ought to sell?

Put in a stock today and make more money.

Holland Rusk Co.
Holland, Mich

Retails



LARGE PACKAGE

10¢

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.

FOOTE & JENKS' PURE FLAVORING EXTRACTS

(Guaranty No. 2442)



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 & Jenks, Jackson, Michigan

BAKER'S BRAZIL

SHRED COCOANUT
FRANKLIN BAKER CO.
PHILADELPHIA PA U.S.A.

FRESH FROM THE SHELL

¶ Because we shred over twice as many cocoanuts as any other firm, we get our nuts oftener and naturally they last only half as long. Result: fresher when used and better goods.

¶ This is one reason why Baker's Coconut excels all others in taste. Send for samples.

THE FRANKLIN BAKER CO.**Philadelphia, Pa.**

BRANDS: Brazil, 5c packages.

Premium, 10 and 20c packages.

Table Talk, in bags, sold as bulk

OUT IN FULL FORCE.

Implement and Vehicle Dealers at Kalamazoo.

Kalamazoo, Nov. 10.—The fifth annual convention of the Michigan Retail Implement and Vehicle Dealers' Association opened at the Auditorium in this city at 2 o'clock this afternoon.

Mayor Milham delivered the address of welcome, to which Vice-President L. C. Mount, of Homer, responded.

President Dunham then delivered his annual address, as follows:

What is the Michigan Implement and Vehicle Dealers' Association and what does it stand for?

This is the question frequently asked and, as the work of the Association takes on greater form and its results show out more plainly, the question is more frequently asked, as one after another improved condition is noticed and the study of their history traced back only to find that if our Association was not the originator, it was at least found advocating it. Thus much of modern improvements has found our Association one of its strongest allies or staunchest advocates until dealers everywhere, especially those more advanced in association work, are led to speak in commendatory tone of our Association, and others who know less of its makeup, and yet note its results, are led to ask, "What is the Implement and Vehicle Dealers' Association and whence comes its great and increasing power?"

We are fighting the battle for human rights, for equality of opportunity, for honest government, for intelligent public interest, for justice to ourselves and to all interested.

Our Association has been presented to the dealers as a beneficent organization, devised in their interest and laden with promises that would seem easy of fulfillment.

These claims have been honestly presented to the dealers' attention, they are true, but there are certain conditions which lead to embarrassment and sometimes to failure.

While we deprecate the thought that there are certain classes who prey upon the masses, we must still recognize the fact that society is, has been and must continue to be divided into classes, each determined in its own interest to establish for itself such position as its power and intelligence may command.

This fact, long ago learned and put to practical use by men actuated by a desire to augment their wealth and power, has effected hurtful discriminations against dealers, in which individual effort has struggled along unaided by the wholesome association offered by an organization like the Implement and Vehicle Dealers' Association. These damaging influences of combination made by other classes in their endeavor to advance their own interests will continue until we unite our forces for self-protection. To this end we need and must have not a few counties or a few states, but an organization as broad as the nation, whose banner shall wave on every breeze and over an honest, determined, united, unselfish membership.

We recognize the evils and mistakes of the past and are not blind to those of the present. For the improvement of the future depends on the organization of men everywhere to struggle for the better and higher things. This the Association does and can do, because it is practical and helpful to the dealer, because it holds up the hands of the jobber or the manufacturer who is worthy and points with indignation to the interest of the individuals or the manu-

facturer or jobber who is unworthy.

Then let us strive so that when the question is asked, it can be truthfully said, "Our Association is a leader among the powers for the good of all that is brightest and best." Then will the service of our Association in the highest sense be a public service and make for the prosperity and happiness of the people. Then let us remember what William McKinley said in a public address: "The American people (the implement and vehicle dealer) want only what is right. They are not asking for what is an impossibility." They are not asking that the jobber or the manufacturer shall take care of them, but they are asking that the manufacturer or the jobber shall so regulate and administer their affairs as to give them the fullest opportunity for their own development and the development of their business and for the realization of the best and highest hopes and aspirations.

Promptness is an important requisite for the success of all affairs, either of a public or a private nature. The business man who is successful is the man who does things on time. He gives his orders for his goods before his supply in his store is exhausted. He pays his bills when they come due. His correspondence is given his prompt attention. When he makes an engagement to meet a person at an appointed time he is there at the time named. In short, he does things when they should be done and that makes him successful. The same principle applies to our Association. The member who derives the full benefit of membership is the one who is present at our annual meetings on time, who leads in discussions and who is present to open each meeting exactly at the hour fixed. This matter of promptness is necessary for the success of the Association. The Secretary must be prompt in arranging the programme for each meeting and must be prompt in the collection of the dues. Promptness represents the difference between running an association and allowing an association to run itself.

One thing that works against the highest usefulness and the ultimate fulfillment of the optimistic promises of the Association is the individual selfishness of certain of its members, or rather of working the interest of the Association to the perfection of some plan that shall be of direct or immediate profit to the individual, without a due regard to what effect it may have on the Association at large, on the whole fabric of our organization, to which the interests of one individual or class of individuals can not and must not be made supreme, else mischief will follow. It must not be assumed that there is a design of any class to oppress our industry. Nevertheless, it is oppressed and will be until we can perfect our organization so as to effectually overcome that oppression. This needs strength, numerical strength and intelligent strength, and this means that while we are training the intelligence of our present membership we must reach out and secure a much greater membership, and the greater work that lies before us is the extension of our Association into every section as rapidly as thorough organization can do it.

The first lesson needed is that selfishness always defeats itself. In our efforts, first, as individuals we must overlook the possible effects on us individually, and look rather to general effects. If you are doing your best, do not refuse the help of others for fear that their ambition may give them an opportunity to overshadow your position or accomplishments, and as an organization let us seek only those things that shall be of common good. As an organization, if we stand for a

"square deal," asking nothing more and consenting to nothing less, because our power or strength gives promise of obtaining it, we shall and ought to fail. If we sit meekly down and are content with anything less then we most surely deserve the disadvantages and discriminations which will be found working to our injury.

W. A. Pilkington, of Des Moines, Iowa, then delivered an address on the Obstacles of Retailers, after which President Dunham appointed committees on Auditing, Resolutions, Question Box and Nominations.

This evening Dr. Chas. B. Morrell, of the Sheldon School of Business Science, Chicago, lectured on the subject of Salesmanship a Profession.

Secretary W. L. C. Reid will present his annual report to-morrow morning as follows:

It gives me great pleasure to submit this, the fifth annual, and my third annual report of the Secretary's office, and before presenting the work that has been done, allow me to congratulate you upon the large attendance and deep interest shown by your presence here.

A man can not work all the time and do his business justice. The constitution may be able to stand it, but the brain demands a rest, or at least a change, which is equivalent to a rest. Too many business men look upon a vacation or a trip of this kind as a luxury or as an expense which they can not afford. They overlook entirely the fact that the scope of a man's success is sure to be limited to the knowledge which he acquires in regard to his business. There is no better way to augment his knowledge, broaden his ideas and profit by suggestions than by attending a convention in his line of business and being an active member of such an organization. Every dealer should plan ahead and once each year, or oftener if possible, get away from his business cares. What if it does cost \$25 or \$50 to take a trip of this kind? It may momentarily seem like an unnecessary expense, but the money spent in this way will prove a good investment, just as sure as you are born. It will be better for you, your family and your business.

Membership.

On looking over our records I find that forty-five of our 108 charter members are still active members, fifty-nine have been with us for four years, 103 for three years, 104 for two years, 194 for one year; and we have sixty-six new members this year. We had sixty-seven members paid at Saginaw and 169 since, fifty-nine who paid in 1907 have not renewed at this time (Nov. 1), and eighty who paid in 1906 have not renewed, making our membership who have not signified their with-

Fur Coats Blankets Robes, Etc.

Is Your Assortment
Complete?

We Make Prompt
Shipments.

Ask for Catalog.

Brown & Sehler Co.

Grand Rapids, Mich.

WHOLESALE ONLY

SAVE YOUR MONEY

Tungsten Lamps
must burn in a
vertical position

Don't Buy
New Fixtures

The Benjamin Adjustable Tungsten Adapter enables you to use Tungsten Lamps on any fixture. Changes position of lamps to the vertical.

Cat. No. 99 Net Price 45c

Manufactured and For Sale by

Benjamin Electric Mfg. Co.

Chicago, 42 West Jackson Blvd.
New York San Francisco

Auction Sale of Used Autos

Saturday, Nov. 14, 1908

at my Sales Room

1-5 Lyon St., Grand Rapids, Mich.

I will publish a list of Cars which will be offered on each of the four days previous to the sale in all of the Daily Papers. If you have a car for sale bring it in, if you want a car be sure and attend the sale.

S. A. DWIGHT

Automobile Dealer

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 riveted.

They fill the bill for carriage,
wagon, sleigh or automobile.

Drop us a card for new catalogue. Your jobber has this line.

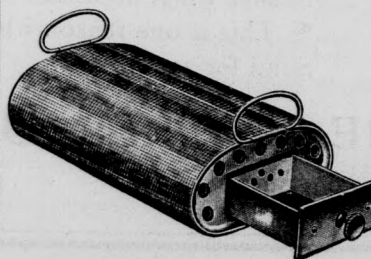
Clark Coal Is Best

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



drawal or gone out of business 375. Forty-two of our members went out of business and two died in 1906 and 1907, and since our last convention fifteen members have gone out of business, but we have not lost a single member by death that I know of.

We have not had a solicitor this year, but our Mr. F. M. Witbeck has sent in eighteen new members and renewals, and four have been secured by honorary members.

Directors' Meetings.

We have held three directors' meetings since the last convention. The first was held immediately after the Saginaw convention, when we organized for the year. The second was held at Lansing Jan. 29, at which time arrangements were made for sending each member of our Association the Bulletin; to make personal investigations by a member of the Board, where necessary, in settling complaints; also to notify members upon written request of any parties who were furnishing goods to catalogue houses. Reports of officers and chairmen of committees were also received. The last meeting was held at Kalamazoo Aug. 18, at which time arrangements were made for having headquarters at the Detroit and Grand Rapids Fairs to secure members and advertisements for the souvenir programmes. Reports were made by the officers and chairmen of committees, also on various investigations.

Letters.

We have sent out to our members six general letters and to all the dealers on our list four. We have also sent a letter to all the manufacturers on our list in regard to the two resolutions adopted at our last convention relative to direct sales and regular dealers. We have also sent two letters to our honorary members. These, with the other correspondence of our office, have made 10,000 letters and 3,000 postal cards which have been sent out.

In response to our requests for list of dealers we have received seventy-two replies, and to the requests for list of manufacturers and jobbers, fifty-eight replies. We have also received thirty-four requests for information in regard to manufacturers selling goods to catalogue houses.

Committees.

A good deal of the work of the Secretary is in connection with our committees and we wish to take this occasion to thank the chairmen of the committees, especially the Complaint Committee, for the good work they have done. The past three months have been almost entirely devoted to the programme.

Insurance.

On account of the absence of the chairman of our Insurance Committee, I will take time to speak more about that feature of our Association. We believe our members do not understand and appreciate the importance and advantage of our insurance. This is due partly to the fact that a large number of our members have their insurance placed with the hardware associations and of these we can only ask that they divide with ours, as it is as cheap and secure. The others do not want to change for various personal reasons. We wish to assure our members that we are more fortunate than any other association of business interests, as we have the benefit of ten years' experience and accumulations of the Reciprocal Underwriters. No other State association has been permitted to secure this without a guarantee of 100 members to start with. It is safe and cheap and has been in successful operation for ten years and stands as high as any in the world. We should be willing to sacrifice our personal feelings for the sake of the saving and benefits. Ten of our members have taken out this insurance in sums

of \$1,000 to \$7,000, with a total of \$25,000. We ought to have at least 100 more subscribers at this meeting.

Complaints.

We have had a larger number of complaints than ever before in one year, but we believe our members do not appreciate the fact that most of our work in correcting the abuses of the trade has to come from the complaints. It may be the word complaints is not the best one to use. It might be better to call it Arbitration Committee, for we find a large number of members object to making complaints, as they do not want to be complainers. There are two classes of members who could help the Association greatly if they would wake up and do their duty. One class think we can not do anything; the other think it will hurt some good fellow citizen. Let the Association know of all the irregularities in your territory and see if they can not improve the conditions.

Loyalty.

It is easy for us to agree to anything when we are under the enthusiasm of a good meeting, but it is the determination to do our duty when alone that counts. We had a practical demonstration that we have a number of loyal members right after the Saginaw convention, when a number of them refused to do business with a manufacturer who was selling some of his goods to a mail order house, and the result was, as it always will be, the said manufacturer was thereby shown the strength of our organization and decided to be loyal to the dealers. Let us each resolve to be loyal to our Association, loyal to each other and loyal to the loyal manufacturers.

Auctions.

A number of our members have been subjected to loss of trade and demoralization of their buggy business this year. One source was from a dealer and former member of our Association who ordered four carloads of buggies from four different manufacturers in this State for future delivery. He was well rated and when he ordered these cars shipped to other towns than his own, it would seem that the manufacturers would have known that it was not regular, even if they did not know the buggies were to be sold at auction, and it would be within our duty to ask the manufacturers to at least investigate such shipments before making them in the future. In this case the dealer lost money on each sale and made a very disastrous failure and caught some of the manufacturers. The other source was a manufacturer who was appointed receiver of a defunct carriage manufacturer, who claims to be disposing of the stock under the order of the court, and who admits it has been very demoralizing to the regular trade, but claims he has been unable to dispose of them in any other way. Where complaints have been made we have advised our members to use their influence with the local banks to refuse to handle the paper from such sales and to get their town board or council to make a license so high as to keep such business out of the town, with good results. These cases show the necessity of having a good peddlers' license law.

Prison Twine.

You are all familiar with the failure of our Committee to accomplish anything with the Governor and Board of Control in the marketing of prison twine, but it was through no fault of the joint committees of the Hardware Association and our Association, as we were not in a position to make a bid for the State's output, and they secured more from the Gleaners' organization than they could from any other source. We were requested by a number of members to send them sample balls of the

prison twine, but the Warden refused to sell any except on orders from the Gleaners, and the few balls we secured from other sources showed a very uneven length and about equal quality with what is known as Plain Tag twine, which costs the dealers less than the prison got for its twine. We do not know what the prison authorities will do about marketing their twine this season, but we should do all we possibly can to secure the passage of a law protecting the users of binder twine by requiring the labeling of each ball with a guaranty of the material used, the average length per pound and the tensile strength.

In conclusion, I wish to call your attention to the fact that by the change of date of our annual meeting we have only had eleven months to report. We hope you will be greatly pleased with the reports from our Federation and committees and that the good fellowship and inspiration of this convention will increase your respect and co-operation for our Association and be the cause of greater aspirations in the future.

You can not tell much about a man's musical ability by the way he blows his own horn.



TRADE **IDEAL** MARK.

"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.

OUR LINE OF PIANOS

Weber, A. B. Chase, Fischer, Franklin, Hobart M. Cable, Hoffman and many others. Price, \$150 and up Cash or easy payments.

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

Use Tradesman Coupons

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.

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

Watch This Page

In our next issue

Becker, Mayer & Co., Chicago

Little Fellows' and Young Men's Clothes

G. J. Johnson Cigar Co.

S. C. W. El Portana
Evening Press Exemplar

These Be Our Leaders

Increase Your Profits 10 to 25 Per Cent

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.

N. SHURE CO.

Wholesaler-Importer
220-222 Madison St. Chicago

Buckwheat

Just what the name indicates. We furnish the pure, strong buckwheat flavor. We manufacture buckwheat by the old fashioned stone method, thus retaining all the buckwheat taste. Insist on getting **Wizard Buckwheat Flour**. Send us your buckwheat grain; we pay highest market price.

Grand Rapids Grain & Milling Co.

L. Fred Peabody, Mgr.
Grand Rapids, Michigan

PREVENT FOREST FIRES.

We Should Treat the Subject in Sober Earnest.*

No other country in the world could stand the terrible losses by fire which we experience in the United States. We not only burn up our brush and timber for clearing agricultural land, but we carelessly let the fires enter upon the broader domain of splendid forest growth and practically obliterate it. Then, at an enormous cost, we work up our trees into valuable lumber and at a tremendous expense put this raw material into buildings that are fire traps and continue the conflagration. We grunt and complain at the taxes which we pay that come once or twice a year, but pay little attention to the far greater assessments upon our resources made through our own carelessness and criminality. It is only when the individual gets hit hard that we hear any groan as a result of this profligacy.

The other day a gentleman of character and wealth met me on the street and said, "Why don't your Forestry Commission do something to stop these fires? What are you spending your time and money planting trees for when fire comes in and destroys in a few hours more value than lies in years of planting? Just now I have a call from the North where a firm I am connected with has thousands of cords of wood which are menaced by fire and which will probably be burned up. We have called on the Governor and the State Fire Warden and we can get no assistance. This is a pretty state of affairs."

This man has been gathering his wealth from the timber resources of our State; he has been leaving behind him the debris of his business which has furnished food for a holocaust. I have never been able to get him interested in the forest problem of our State; he has never invested a dollar in even a membership fee to this Association; none of the agitation in the interests of a rational fire law has made any appeal to him, but now that his thousands of cords of wood are at stake he sits up and the situation appalls him. I was very glad to say to him in his criticism of the Forestry Commission that we had spent a thousand dollars in trying to secure a useful fire law and in giving an object lesson of the best methods of preventing fire where we had spent one dollar in planting trees.

About the same time a man greatly interested in tanbark accosted me and said, "There is a tremendous loss coming from the thousands of cords of tanbark which will be destroyed through this terrible conflagration which is sweeping over our State. Just think of the loss not only to the men who have been getting out bark, but to our large tannery interests, reducing our output and lessening the amount of help we can employ and in a general way hampering a great

industry. It seems to me as if your Forestry Commission ought to be doing something to stop this terrible loss of property." I had the pleasure of remarking to him, "We have been trying to tell you this for a good many years, and if the loss of this tanbark has awakened you to the importance of enacting a rational fire law in our State so that you and your friends will do something to help, perhaps this loss, which seems so terrible to you, will be a benefit to the State."

The owner of a large tract of splendid timber land said to me, "We have been running our mills for several years on logs which have been brought to us from other people, saving a splendid lot of timber for our final cut, which would require some years of lumbering to clean up. This great fire has run over this entire tract, destroying a great amount of the timber and rendering it necessary for us to immediately cut off the balance. If you people who have been agitating the forestry question had centered your endeavors in trying to have some sensible legislation in regard to forest fires, you would have directly accomplished something worth the while in place of being called 'sentimental enthusiasts.'"

I confess to some irritation from this remark and, perhaps, answered him more sharply than I ought when I said, "I am glad your timber is burned up. Your method of lumbering has been such as to prepare the way for this conflagration which has done you an immense financial harm. But there seemed no other way in the hands of Providence to reach a large number of people in our State except to try them by fire. The Forestry Commission and the State Forestry Association have been for years saying that the greatest enemy to the forest was fire and the most important duty of the State was to prevent fires and to enact a practical fire law. We, perhaps, have not been very smart, but we have done the best we could to awaken the people to a proper consideration of this subject. What argument and illustrations from outside have failed to do, this terrible ordeal of fire has accomplished in making some of you people feel that you have a duty in the matter."

And here we are at this annual meeting of the State Forestry Association devoting a session to the consideration of forest fires. If with these terrible pictures immediately before us we can make our statements and arguments more effective in arousing the people, so that they shall demand of the Legislature something of real value in assisting us to prevent conflagrations in the future, we shall still have hope.

The men who have been most largely responsible for the losses have simply said, in answer to our appeals for a rational method of lumbering so as to reduce the fire menace, that our plans were impracticable, that fire was inevitable; but, inasmuch as it has come home to some of them in so emphatic a manner, may we not expect an unusual amount

of support for our contention that politics should not for one moment enter into forest fire legislation; that the interests of all the people demand that we shall treat this whole matter in sober earnest, and we shall not in planning our legislation try to put out fires by some good method, but rather we shall exhaust ourselves in the effort to prevent fires?

Just the Kind.

A lecturer was touring through the country recently and delivered an address before an audience in a country schoolhouse.

In the course of his remarks he reviewed the agricultural prospects of the country, and as an illustration told a story of a poor farmer who had died, leaving to his wife the farm heavily mortgaged. He said that the widow set to work with a will and succeeded with one year's wheat crop in paying off the entire mortgage.

When he had completed his lecture the gentleman shook hands and greeted the members of his audience. One middle-aged man finally approached him thoughtfully and began:

"I say, mister, you told a story 'bout the widow raising a mortgage on one year's crop?"

"Yes, my friend, that was a true story. It happened only two years ago."

"Well, sir, could you tell me who that widow is? She's just the kind of woman I've been looking for all the time."

Cross-Country Run

Knowing travelers take a cross-country run every Saturday. The race ends at the

Hotel Livingston
Grand Rapids, Mich.

the ideal place to spend Sunday.

Salesmen—Men with Grit and "Go"—It's Your Chance

I want a few reliable salesmen to canvass the retail trade. Samples in coat pocket. Don't worry trying to revive dead lines. Get one with breath in it now. It's a boom year for you if you connect right. Get wise to the "Iowa Idea." Straight commission. New and very profitable for both the salesman and retailer.

(Mention this paper.)

BOSTON PIANO & MUSIC CO.

Willard F. Main, Proprietor

Iowa City, Iowa, U. S. A.

HEKMAN'S DUTCH COOKIES

Made by

VALLEY CITY BISCUIT CO.

Not in the Trust

Grand Rapids, Mich. Denver, Colorado



The Man We Are After



is the man who has had trouble, well—in getting a line of shoes that will hold his boy's trade—we've got something for him—

H B Hard Pans

A line of shoes that will save all his worry and fuss and bother. A few thousand progressive dealers are handling this line now and we know from the way re-orders are coming in that they are pleased—mightily.

The fact is that we know how and are making a shoe that will wear like—well, most dealers say like iron.

These H B Hard Pans run uniform—one pair just as good as another.

Made for one dealer in each town. Order a case to test on your hard wear boys trade.

H. B. Hard Pan Blucher
8 inch Top Large Eyelets
Carried in Stock 6-11



Herold-Bertsch Shoe Co.

Makers of the Original
H. B. Hard Pans

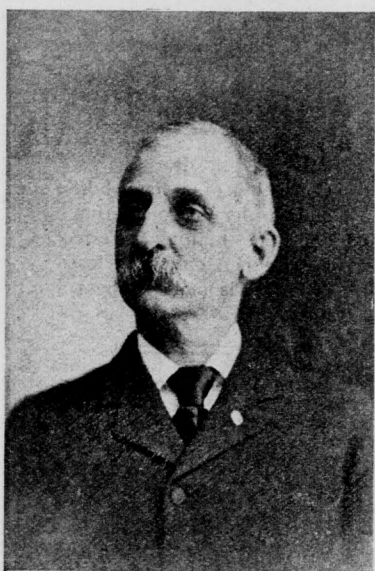
Grand Rapids, Mich.

*Address delivered by Hon. Chas. W. Garfield at annual convention State Forestry Association.

TRUE FRIENDSHIP.

What It Means To the Traveling Man.*

A friend is one who is attached to another by affection, one who entertains for another the sentiments of esteem and respect, which lead him to desire his company and to seek and promote his happiness and prosperity. Now, real friendship is of slow growth and it flows from the heart and can not be frozen by adversity. The first law of friendship is sincerity. There can be no friendship without confidence and no confidence without integrity. We may appreciate and admire wealth, beauty, learning and talent, but true friendship is what captivates the heart. We all know from experience that when we are undecided or troubled about a matter, our first thought is to go and talk it over with our friend; and right here is where the opportunity



is afforded to prove his friendship, when he makes our trouble his own and gives us not only advice but true sympathy. The saying that a man must work out his own salvation is good, so far as it goes, but the knowledge that you have a true friend behind you—one who expects you to do your level best—is often an incentive for you to put forth one more mighty effort when you are well nigh discouraged. Your friend is optimistic. He takes a cheerful view of the situation and so enthuses and encourages you that the whole aspect is changed and you make up your mind to be up and doing and make the best of things as you find them. He was wise as well as true.

To my mind, there is no business conducted in this broad land of ours that depends so much upon confidence and friendship as the implement and vehicle trade. I can look about me and see many an evidence of this. A great many worthy young men who have been good and true and made the acquaintance of not only the representatives of manufacturers, but in many instances the proprietors have been given credit far beyond their financial responsi-

bility by knowing that integrity and true manhood were back of all that; no question was ever raised as to their success. I might go on and enumerate a great many of my acquaintances; one appears to me at this moment of whom I would like to speak:

One day, in a distant town, I was transacting business with an implement dealer and was introduced to the gentlemen in the room. Among them was a young man with whom I chanced later to get in conversation and gave him my card. Time rolled on. In my mail one morning I received a communication asking for prices on goods. I consulted the map and found the town was situated some eight miles distant from a railroad. One cold winter day I made the drive, not knowing whom I was to meet, but to my surprise and gratification it was the young man to whom I had given the card. We immediately proceeded to business and, before receiving his order, I asked this young man something of his responsibility and prospects. His reply was, "All I have in this world is an honest heart and an open hand." It is needless to say that I recommended credit being extended to him and he did a thriving business the first year, and I am happy to say that when the account matured, the money was in the bank to pay the bill. He has grown to be a respected and influential citizen in the community in which he lives, and I am glad to say he is a member of this organization, as well as one of my best friends. I refer to Frank M. Witbeck.

Some of the warmest friends that I have to-day were formerly customers of mine. You little realize what friendship means to the traveling man as he is going about from place to place and is received by his customers as a friend. It has been my good fortune not only to be received as a friend, but many times to be invited to their homes, in which I have been most pleasantly entertained, and I am happy to say in some instances I have been able to reciprocate by inviting them to my own home.

The implement and vehicle dealers of Michigan not only have been a very important factor in the way of distributing goods, but are honored citizens in their own communities. A great many of them have been called to very responsible and honorable positions. I remember very well going to Lansing at one session of the Legislature and there meeting at least a dozen of my former friends and customers in the implement and hardware trade, members of both bodies, and to-day you have as a member of your organization an honorable citizen holding a position whose duties require him to look after the interests of every business man in the State of Michigan, and I say to you without any flattery that there is not a Railroad Commissioner in the United States who stands higher in the estimation of both shippers and railroad officials than our friend, C. L. Glasgow.

There is a little incident I would like to relate at this time in connection with Mr. Glasgow, showing something of the character of the man, and of what he would do for a friend. A few years ago, when I was traveling, I chanced to meet one evening, at a railway station, Mr. Glasgow with several gentlemen. I jokingly called his attention to the fact that no one should leave home so near election time, as I saw from the preparations that he was out on a hunting trip, going north. He called me to one side and said: "I have been working for a long time to elect a friend to office and it seemed hopeless, although I made every effort to get pledges for him, but with some I could not succeed, so I have planned this hunting trip. While I sacrifice my own vote, I am doing something for my friend, for in every instance these men would have voted against him."

You can keep this under your hat, my friend.

Movements of Michigan Gideons.

Detroit, Nov. 10—The Griswold House meeting last Sunday evening, led by Wheaton Smith, was one of the most interesting yet held. The usual singers and helpers were present and many new faces. Among these were P. C. Kautz, President of Kalamazoo Camp, who gave testimony and aided in song. During the opening Sam. Collier entered the parlor and desired to express his feelings. He had heard the opening song service and was attracted from his room by the songs he had heard before, as he had a good Christian home, but sin had caused his downfall and he desired peace of mind and heart. The Scripture read was the 51st Psalm, and the theme was from the tenth verse, "Create in me a clean heart, Oh God, and renew a right spirit within me." In commenting on the chapter read the leader addressed the most of his message to the brother who wanted a new life and said in part: "Jesus Christ came to separate the precious from the vile. He speaks the word and it comes to pass. The word of God shall stand forever. He stretched out the heavens; hung the lofty arches with brilliant lamps; created the earth and the sea by the word of His power; and these shall all be changed; but He remains the same. The word of our God and that grace which is brought with it to us and wrought by it in us shall stand forever. Whenever every creature-comfort withers and fades a Christian has the best of all consolations left: The word of God shall stand. He is faithful in His promises. We often break the promises we make with God, but He never fails with the promises to us. Being faithful, we should trust His promises. Suffer not the carnal reasoning of the flesh and the devil to put you to the stand. The world and the devil may prove false, but God has been and always will be faithful, and I need but refer you to your own experience, to the danger seen and unseen which he has protected you in, and which He has led

you through and turned darkness into light. He has been your unerring guide, even when you did not know how to ask His counsel."

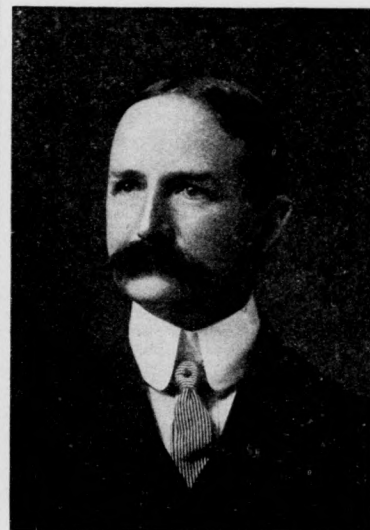
Geo. S. Webb gave his testimony, telling the brother how he had been saved from the same sin which had caused him to fall. Never has there been a meeting of more interest and power than this one of song and praise.

Aaron B. Gates.

Death of Thomas F. Dryden.

Thomas F. Dryden, aged 47 years, for the past year retail sales manager of the Edwards & Chamberlin hardware store, at Kalamazoo, died Monday evening at Bronson Hospital, where he underwent an operation Sunday for stomach trouble. Mr. Dryden had been ill about six months with a malady described as an "hour-glass stomach," which was manifested by the recurrence of severe pains in the region of the stomach every hour.

Deceased was formerly engaged in

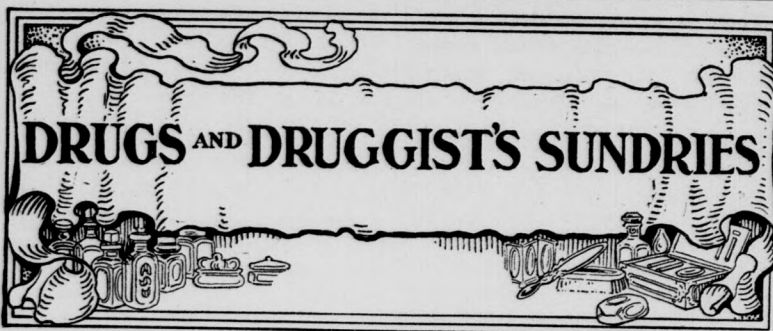


the hardware business at Allegan under the style of S. S. Dryden & Son. He came to Grand Rapids several years ago to take a position as traveling salesman for Foster, Stevens & Co. April 1, 1907, he engaged to cover Southern Michigan for the Worthington Hardware Co., of Cleveland. A year later he took the position he filled at the time of his death.

Deceased leaves a widow and two daughters. He was a member of the Masonic fraternity and the U. C. T. The funeral was held in Allegan this forenoon, being attended by the following representatives from this city: Mrs. Harry Hydorn, Mrs. E. Hoskin, Walter Ryder, Frank H. Spurrier, W. S. Burns, Geo. Alexander and N. Graham.

An Alma correspondent writes: L. G. Parslow, who had charge of the shoe department of the Lee Mercantile Co., has accepted a position as traveling salesman for the Alma Skirt Co. He will cover the State of Illinois and leaves Saturday night to take up his new work. He has not decided yet whether to take his family to Illinois or continue to have his home here.

*Address delivered by John A. Hoffman at annual convention Michigan Retail Implement and Vehicle Dealers' Association.



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.

Dangerous Way of Labeling.

It will surprise every careful pharmacist to know that so many of the profession are careless regarding the label question. It is strange that any pharmacist of great experience, and indeed any one of less knowledge, does not realize the great danger that may attend the pasting of one label over another. I believe that few pharmacists can be found who have not observed how frequently bottles are brought into their stores bearing from two to five labels, one covering another. It is a well-known fact that after a certain number of labels have been pasted upon a bottle or package they will in time loosen, and often cleave off, just like the signs on a billboard. If the package were always used for the same preparation, little or no harm might ensue, but those cases are the exceptions. The prevalent custom of covering up one's competitor's labels with those of one's own is, while it seems business-like, a bad practice. The old labels should be scraped or soaked off, or, better still, set aside, and a clean bottle or container substituted. It is a commendable rule for a pharmacist to label every package, box, bottle, etc., that goes from his shop, but he should see to it that no old label be left on.

A striking example of the dangers incident to careless labeling was recently brought to the notice of the board of pharmacy where a paneled vanilla bottle had been used for carbolic acid, and where the label for the acid hung by one corner, revealing the directions that vanilla labels usually bear. If the vanilla had happened to be a light-colored product, and the acid so dispensed had been of a pinkish hue, many a housewife in her hurry might have used it in flavoring some wholesome pudding for a sick child. An active mind can picture many dangers that might come from such a careless practice. Every poison should bear the name of article and name and address of seller; and since those are printed in red ink, how easy for one to come off the

bottle and display another red label of a far less dangerous drug.

In conclusion, my caution is for all to be careful, and for some to stop the dangerous practice mentioned instanter.
 Judson B. Todd.

Supplying Industrial Needs.

A line of business little developed by druggists is the supplying of chemicals for industrial purposes. Sulphuric, muriatic and hydrofluoric acids, oxide of manganese, saltpeter, sal soda, etc., are used in numerous shops and are seldom bought in bulk. An occasional newspaper advertisement, a few circulars, or a window display being sufficient to draw the attention of employers or mechanics who are likely to be interested. Attractive and instructive window exhibits are easily devised if a little information on the uses of the chemicals is obtained from some tradesman customer.

It is surprising how business may be worked up in these lines. Frequently mechanics use unsuitable or unsatisfactory substitutes because they are not aware that the article which they desire may be obtained so easily. Often, for example, they use chalk for marking off purposes when soapstone is more accurate and convenient. Of course, most of the buying is done by employers, but many small requirements are filled by the employes themselves.

Gilbert Howe.

Process for Waterproofing Cloth.

Without considering the methods by which cloth is waterproofed with rubber, there are several processes in practical use by which cloth is rendered non-absorbent of water—and for all reasonable purposes waterproof—without materially affecting its color or appearance, greatly increasing its weight, or rendering it entirely air-proof. These depend mainly upon the reaction between two or more substances in consequence of which a substance insoluble in water is deposited in the fibers of the cloth.

Lowry's Process: Soften 4 ounces of glue in cold water and dissolve it together with 2 ounces of soap in a gallon of water, by aid of heat and agitation. The cloth is filled with this solution by boiling it with the liquid for several hours, the time required depending upon the kind of fiber and thickness of the cloth. When properly saturated, the excess of liquid is wrung out, the cloth is exposed to the air until nearly dry, then digested for five to twelve hours in the following solution: Alum, 13 ounces; salt, 15 ounces; water, 1 gal-

lon. The cloth is then finally wrung out, rinsed in clean water, and dried at a temperature of about 80 degrees F.

Paut's process requires a small quantity of oil, but in other respects it resembles the above. The formula follows: Sodium carbonate, 1 pound; caustic lime, one-half pound; water, 2 and one-half pints. Boil together, let the mixture stand to settle, then draw off the clear lye and add to it 1 pound tallow, one-half pound rosin, previously melted together. Boil and stir occasionally for half an hour; then introduce 3 ounces of glue (previously softened) and 3 ounces of linseed oil, and continue the boiling and stirring for another half hour. In waterproofing, one-half ounce of this soap is mixed with 1 gallon of hot water, and in this the goods are placed for about 24 hours, according to thickness and character. The pieces are allowed to drain until partly dried, then soaked for six hours or more in a solution prepared as follows: Aluminum sulphate, 1 pound; lead acetate, one-half pound; water, 8 gallons. Shake together, allow to settle, and draw off the clear liquid. Wring out after rinsing and dry at a temperature of 80 degrees.

Thornton Douglass.

How To Make Aromatic Waters.

Here is the most satisfactory process for making this class of preparations that I have ever tried. Take the proper proportions of oil and talcum or other absorbent powder and put them into a large mortar, add the water, triturate and then pour the mixture into a stock bottle without filtering. From time to time draw off a small quantity of the liquid, filtering and catching the filtrate in the shelf bottle.

An aromatic water made in this way possesses a finer flavor than a product which is filtered immediately after making. Moreover, the full strength is retained for a long time. Perhaps this is to be explained by the fact that when one removes the excess of oil the aroma weakens in consequence. If the shelf bottle should become empty, it takes only a few minutes to filter enough water for use.

Robert C. Bicknell.

The Drug Market.

Gum Opium—Is weak and tending lower.

Morphine—Is unchanged.

Quinine—Is steady.

Epsom Salts—Continue high. Domestic manufacturers can not fill orders.

Glycerine—Has advanced and is tending higher.

Haarlem Oil—Has declined.

Cubeb Berries—Are very firm and tending higher.

Juniper Berries—Have advanced.

Oil Peppermint—Has declined and is tending lower.

Oil Spearmint—Is very dull and has again declined.

Buchu Leaves—Have again advanced.

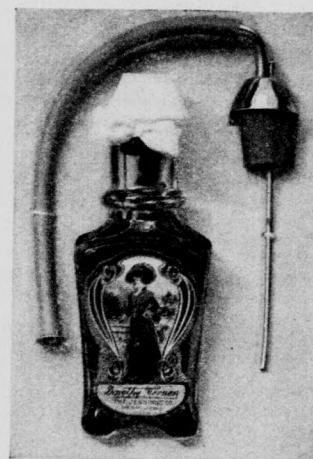
Quince Seed—Has advanced.

A woman seldom knows what she wants or what she can't have.

Dorothy Vernon

Juvenile Package

Original—Novel
 Unique



Consisting of a small bottle of Dorothy Vernon Perfume and the Jennings Perfect Individual Atomizer enclosed in a handsomely embossed box. * * * * *

Send for sample dozen
 or gross



Showing use of the Jennings Perfect Individual Atomizer.

The Jennings Company
 Perfumers
 Grand Rapids, Mich.

The Celebrated Royal Gem Lighting System
 with the double cartridge generator and perfected inverted lights. We send the lighting systems on 30 days' trial to responsible parties. Thousands in use. Royal Gem cannot be imitated; the Removable Cartridges patented. Special Street Lighting Devices. Send diagram for low estimate.

ROYAL GAS LIGHT CO.
 218 E. Kinzie St., Chicago, Ill.

Henry Smith
FLORIST

139-141 Monroe St.
 Both Phones
 GRAND RAPIDS, MICH.

WHOLESALE DRUG PRICE CURRENT

Acidum			Ammonia		
Aceticum	6@	8	Aqua, 18 deg.	4@	6
Benzoicum, Ger.	70@	75	Aqua, 20 deg.	6@	8
Boracie	12@	15	Carbonas	13@	15
Carbolicum	16@	22	Chloridum	12@	14
Citricum	50@	55	Aniline		
Hydrochlor	3@	5	Black	2 00@	25
Nitrosum	8@	10	Brown	80@	100
Oxalicum	14@	15	Red	45@	50
Phosphoricum, dil.	44@	47	Yellow	2 50@	30
Salicylicum	13@	15	Baccae		
Sulphuricum	75@	85	Cubebae	24@	28
Tannicum	38@	40	Juniperus	8@	10
Tartaricum	38@	40	Santalum	30@	35
Alcali			Balsamum		
Copaiba	1 75@	1 85	Copaiba	65@	75
Cubebae	2 15@	2 25	Peru	75@	85
Erigeron	2 35@	2 50	Terabin, Canada	75@	85
Evichthos	1 00@	1 10	Tolutan	40@	45
Gaultheria	2 50@	2 60	Cortex		
Geranium	70@	75	Abies, Canadian	18@	20
Gossypii Sem gal	3 00@	3 10	Cassia	20@	25
Hedoma	40@	45	Cinchona Flava	18@	20
Junipera	30@	35	Buonymus atro.	60@	65
Lavendula	30@	35	Myrica Cerifera	20@	25
Limons	1 30@	1 40	Prunus Virgin.	15@	18
Mentha Piper	1 75@	1 90	Quillaja, gr'd.	15@	18
Menta Verid	5 00@	5 10	Sassafras, po	25@	30
Morruhuac, gal.	1 60@	1 75	Sassafras, po	25@	30
Myricia	3 00@	3 10	Ulmus	20@	25
Olive	1 00@	1 10	Extractum		
Picis Liquida	10@	12	Glycyrrhiza, Gla.	24@	30
Picis Liquida gal.	94@	100	Glycyrrhiza, po.	28@	30
Rosae oz.	50@	55	Haematox.	11@	12
Rosmarini	90@	100	Haematox, 1s	13@	14
Sabina	90@	100	Haematox, 1/2s	14@	15
Santal	90@	100	Haematox, 1/4s	16@	17
Sassafras	85@	90	Ferru		
Sinapis, ess. oz.	40@	45	Carbonate Precip.	15@	18
Succini	40@	45	Citrate and Quina	2 00@	25
Thyme	40@	45	Citrate Soluble.	55@	60
Thyme, opt.	1 60@	1 70	Ferrocyanidum S	40@	45
Theobromas	15@	20	Solut. Chloride	15@	18
Tigilil	10@	12	Sulphate, com'l.	7@	8
Potassium			Sulphate, com'l, by	70@	75
Ri-Carb	15@	18	Sulphate, pure	7@	8
Richromate	13@	15	Flora		
Bromide	18@	20	Arnica	20@	25
Carb	12@	15	Anthemis	50@	60
Chlorate	12@	15	Matricaria	30@	35
Cyanide	30@	40	Folia		
Iodide	2 50@	2 60	Barosma	40@	45
Potassa, Bitart pr	30@	32	Cassia Acutifol.	15@	20
Potass Nitras opt	7@	10	Cassia, Acutifol.	25@	30
Potass Nitras	6@	8	Salvia officinalis	18@	20
Prussate	23@	26	Uva Ursi	8@	10
Sulphate po	15@	18	Gummi		
Radix			Acacia, 1st pkd.	65@	70
Aconitum	20@	25	Acacia, 2nd pkd.	45@	50
Althae	30@	35	Acacia, 3rd pkd.	35@	40
Anchusa	10@	12	Acacia, sifted sts.	18@	20
Arum po	20@	25	Acacia, po	45@	50
Calamus	20@	25	Aloe, Barb	22@	25
Gentiana po 15	12@	15	Aloe, Cape	22@	25
Glycyrrhiza nv 15	12@	15	Aloe, Socotri	45@	50
Hellebore, Alba	12@	15	Ammoniac	55@	60
Hydrastis, Canada	2 50@	2 60	Asafoetida	35@	40
Hydrastis, Can. po	2 50@	2 60	Benzoicum	50@	55
Insula, po	2 00@	2 10	Catechu, 1s	13@	14
Ipecac, po	2 00@	2 10	Catechu, 1/2s	14@	15
Iris plox	35@	40	Catechu, 1/4s	16@	17
Malapa, pr	25@	30	Comphorae	70@	80
Maranta, 1/2s	35@	40	Euphorbium	40@	45
Podophyllum po	15@	18	Galbanum	40@	45
Rhei	75@	80	Gamboge, po. 1	25@	30
Rhei, cut	1 00@	1 10	Gauliacum po 35	35@	40
Rhei, nv	75@	80	Kino, po 45c	45@	50
Sanguinari	18@	20	Mastic	75@	80
Scilla, po 45	20@	25	Myrrh, po 50	50@	55
Senega	85@	90	Opium	5 00@	5 25
Sermentaria	50@	55	Shellac	45@	50
Smilax, m	25@	30	Shellac, bleached	60@	65
Smilax, off's H.	45@	50	Tragacanth	70@	75
Spizella	1 45@	1 50	Herba		
Symplocarpus	25@	30	Absinthium	45@	50
Valeriana Eng.	15@	20	Eupatorium oz pk	20@	25
Valeriana, Ger.	15@	20	Lobelia oz pk	25@	30
Zingiber a	12@	15	Majorium oz pk	28@	30
Zingiber j	25@	28	Mentra Pip. oz pk	23@	25
Semen			Mentra Ver. oz pk	25@	28
Anisum po 20	18@	20	Rue	39@	45
Anium (gravel's)	13@	15	Tanacetum, V.	22@	25
Bird, 1s	4@	5	Thymus V. oz pk	25@	28
Cannabis Sativa	7@	8	Magnesia		
Cardamon	70@	80	Calcined, Pat.	55@	60
Carul po 15	15@	18	Carbonate, Pat.	18@	20
Chenopodium	25@	30	Carbonate, K-M.	18@	20
Coriandrum	12@	14	Carbonate	18@	20
Cydulium	75@	80	Oleum		
Dinterix Odorate	2 00@	2 10	Absinthium	4 90@	5 00
Foeniculum	7@	8	Amygdalae Dulc.	75@	85
Foenugreek, po.	7@	8	Amygdalae, Ama	8 00@	8 25
Lini	4@	5	Anisi	1 75@	1 85
Lini, gr'd. bbl. 2 1/2	3@	4	Aurantii Cortex	2 75@	2 85
Lobelia	75@	80	Bergamili	3 75@	4 00
Pharlaris Cana'n	9@	10	Cajuputi	85@	90
Rapa	5@	6	Caryophilli	1 10@	1 20
Sinapis Alca	8@	10	Cedar	50@	55
Sinapis Nigra	9@	10	Chenopadii	3 75@	4 00
Spiritus			Cinnamoni	1 75@	1 85
Frumenti W. D. 2	00@	2 50	Citronella	50@	55
Frumenti	1 25@	1 50	Conium Mac	80@	90
Juniperis Co. O T 1	65@	70	Syrups		
Juniperis Co O T 1	65@	70	Acacia	50@	55
Saccharum N E 1	90@	1 10	Aurantii Cortex	50@	55
Sot Vini Galli	1 75@	1 85	Ferri Iod	50@	55
Vini Alba	1 25@	1 30	Ipecac	50@	55
Vini Oporto	1 25@	1 30	Rhei Arom	50@	55
Sponges			Smilax Off's	50@	55
Extra yellow sheeps'	1 25@	1 30	Senega	50@	55
wool carriage	1 25@	1 30	Tinctures		
Florida sheeps' wool	1 25@	1 30	Aloes	50@	55
carriage	1 25@	1 30	Aloes & Myrrh	50@	55
Grass sheeps' wool	1 25@	1 30	Anconitum Nap's F	50@	55
carriage	1 25@	1 30	Anconitum Nap's R	50@	55
Hard, slate use.	1 25@	1 30	Arnica	50@	55
Nassau sheeps' wool	1 25@	1 30	Asafoetida	50@	55
carriage	1 25@	1 30	Atropine Belladonna	50@	55
Vetvet extra sheeps'	1 25@	1 30	Aurantii Cortex	50@	55
wool carriage	1 25@	1 30	Barosma	50@	55
Yellow Reef, for	1 25@	1 30	Benzoin	50@	55
slate use	1 25@	1 30	Benzoin Co.	50@	55
Alcali			Cantharides	50@	55
Acacia	50@	55	Capsicum	50@	55
Aurantii Cortex	50@	55	Cardamon	50@	55
Cajuputi	85@	90	Cardamon Co.	50@	55
Caryophilli	1 10@	1 20	Cassia Acutifol	50@	55
Cedar	50@	55	Cassia Acutifol Co	50@	55
Chenopadii	3 75@	4 00	Castor	50@	55
Cinnamoni	1 75@	1 85	Catechu	50@	55
Citronella	50@	55	Cinchona	50@	55
Conium Mac	80@	90	Cinchona Co.	50@	55
Alcali			Columba	50@	55
Acacia	50@	55	Cubebae	50@	55
Aurantii Cortex	50@	55	Digitalis	50@	55
Cajuputi	85@	90	Ergot	50@	55
Caryophilli	1 10@	1 20	Ferri Chloridum	35@	40
Cedar	50@	55	Gentian Co.	50@	55
Chenopadii	3 75@	4 00	Guaiac	50@	55
Cinnamoni	1 75@	1 85	Guaiac ammon.	50@	55
Citronella	50@	55	Hyoscyamus	50@	55
Conium Mac	80@	90	Iodine	75@	80
Alcali			Iodine, colorless	75@	80
Acacia	50@	55	Kino	50@	55
Aurantii Cortex	50@	55	Lobelia	50@	55
Cajuputi	85@	90	Myrrh	50@	55
Caryophilli	1 10@	1 20	Nux Vomica	50@	55
Cedar	50@	55	Opil	50@	55
Chenopadii	3 75@	4 00	Opil, camphorated	50@	55
Cinnamoni	1 75@	1 85	Opil, deodorized	50@	55
Citronella	50@	55	Quassia	50@	55
Conium Mac	80@	90	Rhatany	50@	55
Alcali			Rhei	50@	55
Acacia	50@	55	Sanguinaria	50@	55
Aurantii Cortex	50@	55	Serpentaria	50@	55
Cajuputi	85@	90	Stromonium	50@	55
Caryophilli	1 10@	1 20	Tolutan	50@	55
Cedar	50@	55	Valerian	50@	55
Chenopadii	3 75@	4 00	Veratrum Veride	50@	55
Cinnamoni	1 75@	1 85	Zingiber	50@	55
Citronella	50@	55	Miscellaneous		
Conium Mac	80@	90	Aether, Spts Nit 3f	30@	35
Alcali			Aether, Spts Nit 4f	34@	38
Acacia	50@	55	Alumen, gr'd po 7	3@	4
Aurantii Cortex	50@	55	Annatto	40@	45
Cajuputi	85@	90	Antimoni, po 4	4@	5
Caryophilli	1 10@	1 20	Antimoni et po T	40@	45
Cedar	50@	55	Antifebrin	20@	25
Chenopadii	3 75@	4 00	Antipyrin	20@	25
Cinnamoni	1 75@	1 85	Argent Nitras oz	53@	58
Citronella	50@	55	Arsenicum	10@	12
Conium Mac	80@	90	Balm Gilead buds	60@	65
Alcali			Bismuth S N	1 65@	1 85
Acacia	50@	55	Calcium Chlor, 1s	9@	10
Aurantii Cortex	50@	55	Calcium Chlor, 1/2s	10@	12
Cajuputi	85@	90	Calcium Chlor, 1/4s	12@	14
Caryophilli	1 10@	1 20	Cantharides, Rus.	90@	95
Cedar	50@	55	Capsici Fruc's af	20@	25
Chenopadii	3 75@	4 00	Capsici Fruc's po	22@	25
Cinnamoni	1 75@	1 85	Cap'i Fruc's B po	15@	18
Citronella	50@	55	Carmine, No. 40	4@	5
Conium Mac	80@	90	Carphylus	20@	25
Alcali			Cassia, ructus	35@	40
Acacia	50@	55	Cateacum	35@	40
Aurantii Cortex	50@	55	Centaria	10@	12
Cajuputi	85@	90	Cera Alba	50@	55
Caryophilli	1 10@	1 20	Cera Flava	40@	45
Cedar	50@	55	Crocus	30@	35
Chenopadii	3 75@	4 00	Chloroform	34@	38
Cinnamoni	1 75@	1 85	Chloral Hyd Crss 1	35@	40
Citronella	50@	55	Chloro'm Squibbs	90@	95
Conium Mac	80@	90	Chondrus	20@	25
Alcali			Cinchonide Germ	38@	42
Acacia	50@	55	Cinchonidine P-W	38@	42
Aurantii Cortex	50@	55	Cocaine	2 80@	3 00
Cajuputi	85@	90	Corks list, less 75%	75@	80
Caryophilli	1 10@	1 20	Cresotum	45@	50
Cedar	50@	55	Creta	75@	80
Chenopadii	3 75@	4 00	Creta, prep.	5@	6
Cinnamoni	1 75@	1 85	Creta, precip	9@	11
Citronella	50@	55	Creta, Rubra	5@	6
Conium Mac	80@	90	Cudbear	24@	28
Alcali			Cupri Sulph	8@	10
Acacia	50@	55	Dextrine	7@	8
Aurantii Cortex	50@	55	Emery, all Nos.	8@	

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

California Prunes
Olives
Dry Peas

DECLINED

Cove Oysters
Mixed Nuts

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Cereals	2	
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Confections	11	
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Wicking	9	
Woodenware	9	
Wrapping Paper	10	
Y		
Yeast Cake	10	

1	2
ARCTIC AMMONIA	Oysters
12 oz. ovals 2 doz. box. 75	Cove, 1lb. 85@ 95
AXLE GREASE	Cove, 2lb. 1 60@ 1 85
Frazer's	Cove, 1lb. Oval 1 20
1lb. wood boxes, 4 doz. 3 00	Plums
1lb. tin boxes, 3 doz. 2 35	Plums 1 00@ 2 50
3 1/2 lb. tin boxes, 2 doz. 4 25	Peas
10lb. pails, per doz. 6 00	Marrowfat 95@ 1 25
15lb. pails, per doz. 7 20	Early June 1 00@ 1 25
25lb. pails, per doz. 12 00	Early June Sifted 1 15@ 1 80
BAKED BEANS	Peaches
1lb. can, per doz. 90	Pie 90@ 1 25
2lb. can, per doz. 1 40	No. 10 size can pie 3 00
3lb. can, per doz. 1 80	Pineapple
BATH BRICK	Grated 1 85@ 2 50
American 75	Sliced 95@ 2 40
English 85	Pumpkin
BLUING	Fair 85
Arctic	Good 90
6 oz. ovals 3 doz. box 40	Fancy 1 00
16 oz. round 2 doz. box 75	Gallon 2 50
Sawyer's Pepper Box	Raspberries
Per Gross	Standard @
No. 3, 3 doz. wood bxs 4 00	Col'a River, falls 1 95@ 2 00
No. 5, 3 doz. wood bxs 7 00	Col'a River, flats 2 25@ 2 75
BROOMS	Red Alaska 1 35@ 1 50
No. 1 Carpet, 4 sew 2 75	Pink Alaska 90@ 1 00
No. 2 Carpet, 4 sew 2 40	Sardines
No. 3 Carpet, 3 sew 2 25	Domestic, 1/2s 3% @ 4
No. 4 Carpet, 3 sew 2 10	Domestic, 1/2s @ 5
Parlor Gem 2 40	Domestic, Must'd 6% @ 9
Common Whisk 90	California, 1/2s .11 @ 14
Fancy Whisk 1 25	California, 1/2s .17 @ 24
Warehouse 3 00	French, 1/2s .7 @ 14
BRUSHES	French, 1/2s .18 @ 28
Scrub	Shrimps
Solid Back 8 in. 75	Standard 1 20@ 1 40
Solid Back, 11 in. 95	Succotash
Pointed Ends 85	Fair 85
Stove	Good 1 00
No. 3 90	Fancy 1 25@ 1 40
No. 2 1 25	Strawberries
No. 1 1 75	Standard
Shoe	Fancy
No. 8 1 00	Tomatoes
No. 7 1 30	Good @ 1 10
No. 4 1 70	Fair 95@ 1 00
No. 3 1 90	Fancy @ 1 40
GALLONS	Gallons @ 2 75
W. R. & Co.'s 25c size 2 00	CARBON OILS
W. R. & Co.'s 50c size 4 00	Barrels
CANDLES	Perfection @ 10 1/2
Paraffine, 6s 10	Water White @ 10
Paraffine, 12s 10	D. S. Gasoline @ 13 1/2
Wicking 20	Gas Machine @ 24
CANNED GOODS	Deodor'd Nap'a @ 12 1/2
Apples	Cylinder @ 34 1/2
3lb. Standards 2 25@ 2 50	Engine @ 22
Gallon 2 25@ 2 50	Black, winter 8 1/2 @ 10
Blackberries	CERIALS
2lb. 1 25@ 1 75	Breakfast Foods
Standards gallons @ 5 50	Bordeau Flakes, 36 1lb. 2 50
Baked 85@ 1 30	Cream of Wheat 36 2lb. 4 50
Red Kidney 85@ 95	Egg-O-See, 36 pkgs. 2 85
String 70@ 1 15	Exello Flakes, 36 1lb. 4 50
Wax 75@ 1 25	Exello, large pkgs. 4 50
Blueberries	Force, 36 2lb. 4 50
Standard 1 35	Grape Nuts, 2 doz. 2 70
Gallon 6 25	Malta Ceres, 24 1lb. 2 40
Brook Trout	Malta Vita, 36 1lb. 2 85
2lb. cans, spiced 1 90	Maple-Flake, 36 1lb. 4 05
Clams	Pillsbury's Vitos, 3 dz. 4 25
Little Neck, 1lb. 1 00@ 1 25	Ralston Health Food 36 2lb. 4 50
Little Neck, 2lb. @ 1 50	Sunlight Flakes, 36 1lb. 2 85
Clam Bouillon	Sunlight Flakes, 20 1lb. 4 00
Burnham's 1/2 pt. 1 90	Vigor, 36 pkgs. 2 75
Burnham's pts. 3 60	Voigt Cream Flakes 4 50
Burnham's qts. 7 20	Zest, 20 2lb. 4 10
Cherries	Zest, 36 small pkgs. 2 75
Red Standards @ 1 40	Roll'd Oats
White @ 1 40	Roll'd Avena, bbls. 6 85
Corn	Steel Cut, 100 lb. sks. 3 40
Fair 75@ 85	Monarch, bbl. 6 60
Good 1 00@ 1 10	Monarch, 90 lb. sacks 3 20
Fancy 1 45	Quaker, 18 Regular 1 50
French Peas	Quaker, 20 Family 4 65
Sur Extra Fine 22	Cracked Wheat
Extra Fine 19	Bulk 3 40
Fine 15	24 2 lb. packages 3 50
Moyen 11	CATSUP
Gooseberries	Columbia, 25 pts. 4 15
Standard 1 75	Snider's pints 2 25
Hominy 85	Snider's 1/2 pints 1 35
Lobster	CHEESE
1/2 lb. 2 25	Alme @ 15
1 lb. 4 25	Elme @ 12
Picnic Tails 2 75	Gem @ 15 1/2
Mackerel	Jersey @ 14
Mustard, 1lb. 1 80	Warner's @ 15 1/2
Mustard, 2lb. 2 80	Riverside @ 15
Soused, 1 1/2 lb. 1 80	Springdale @ 14 1/2
Soused, 2lb. 2 75	Brick @ 15
Tomato, 1lb. 1 50	Leiden @ 15
Tomato, 2lb. 2 80	Limburger @ 19
Mushrooms	Pineapple @ 40
Hotels @ 24	Sap Sago @ 22
Buttons @ 28	Swiss, domestic @ 16

3

CHEWING GUM	
American Flag Spruce	55
Beeman's Pepsin	55
Adams Pepsin	55
Best Pepsin	45
Best Pepsin, 5 boxes	2 00
Black Jack	55
Largest Gum Made	55
Sen Sen	55
Sen Sen Breath Perf	1 00
Long Tom	55
Yucatan	55
Hop to it	65
Spearmint	55

CHICORY

Bulk	5
Red	7
Eagle	5
Frank's	7
Schen's	6

CHOCOLATE

Walter Baker & Co.'s	
German Sweet	24
Premium	39
Caracas	31
Walter M. Lowney Co.	
Premium, 1/2s	32
Premium, 1/4s	32

COCOA

Baker's	39
Cleveland	41
Colonial, 1/2s	33
Colonial, 1/4s	35
Epps	42
Huyler	45
Lowney, 1/2s	36
Lowney, 1/4s	36
Lowney, 1/2s	36
Lowney, 1s	40
Van Houten, 1/2s	12
Van Houten, 1/4s	20
Van Houten, 1s	40
Webb	72
Wilbur, 1/2s	35
Wilbur, 1s	40

COCOANUT

Dunham's 1/2s & 1/4s	26 1/2
Dunham's 1/2s	27
Dunham's 1/4s	28
Bulk	12

6	7	8	9	10	11
Spring Wheat Flour Roy Baker's Brand Golden Horn, family... 5 60 Golden Horn, baker's... 5 50 Duluth Imperial... 4 35 Wisconsin Rye... 4 35 Judson Grocer Co.'s Brand Ceresota, 1/2s... 6 50 Ceresota, 1/4s... 6 40 Ceresota, 1/8s... 6 30 Lemon & Wheeler's Brand Wingold, 1/2s... 5 90 Wingold, 1/4s... 5 80 Wingold, 1/8s... 5 70 Worden Grocer Co.'s Brand Laurel, 1/2s cloth... 6 10 Laurel, 1/4s cloth... 6 00 Laurel, 1/8s cloth... 5 90 Laurel, 1/2s cloth... 5 90 Laurel, 1/4s cloth... 5 90 Wykes & Co. Sleepy Eye, 1/2s cloth... 6 20 Sleepy Eye, 1/4s cloth... 6 00 Sleepy Eye, 1/8s cloth... 5 90 Sleepy Eye, 1/2s paper... 5 90 Sleepy Eye, 1/4s paper... 5 90 Meal 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 Buffalo Gluten Feed... 31 00 Dairy Feeds Wykes & Co. O P Linseed Meal... 32 50 Cottonseed Meal... 30 00 Gluten Feed... 30 50 Malt Sprouts... 25 00 Brewers Grains... 28 00 Hammond Dairy Feed... 25 00 Oats Michigan carlots... 51 Less than carlots... 53 Corn Old... 80 New... 68 Hay No. 1 timothy carlots... 10 00 No. 1 timothy ton lots... 11 00 HERBS Sage... 15 Hops... 15 Laurel Leaves... 15 Senna Leaves... 25 HORSE RADISH Per doz... 90 JELLY 5 lb. pails, per doz... 2 25 15 lb. pails, per pail... 55 30 lb. pails, per pail... 98 LICORICE Pure... 30 Calabria... 23 Sicily... 14 Root... 11 MATCHES C. D. Crittenden Co. Noiseless Tip... 4 50 @ 4 75 MOLASSES New Orleans Fancy Open Kettle... 40 Choice... 35 Fair... 20 Good... 22 Half barrels 2c extra MINCE MEAT Per case... 2 90 MUSTARD 1/2 lb., 6 lb. box... 18 OLIVES Bulk, 1 gal. kegs 1 40 @ 1 50 Bulk, 2 gal. kegs 1 20 @ 1 40 Bulk, 5 gal. kegs 1 15 @ 1 35 Manzanilla, 3 oz... 75 Queen, pints... 2 50 Queen, 19 oz... 4 50 Queen, 28 oz... 7 00 Stuffed, 5 oz... 90 Stuffed, 3 oz... 1 45 Stuffed, 10 oz... 2 40 PIES Clay, No. 216 per box... 1 25 Clay, T. D., full count... 60 Cob... 90 PICKLES Medium Barrels, 1,200 count... 6 50 Half bbls., 600 count... 3 75 Small Half bbls., 1,200 count... 4 75 PLAYING CARDS 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 Tourist... 2 25 POTASH 48 cans in case Babbitt's... 4 00 PROVISIONS 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 Dry Salt Meats S. P. Bellies... 11 1/2 Bellies... 11 1/2 Extra Shorts Clear... 11 1/2 Lard Compound... 8 1/2 Pure in tierces... 11 80 lb. tubs... advance 1/2 60 lb. tubs... advance 1/2	50 lb. tins... advance 1/2 20 lb. pails... advance 1/2 Smoked Meats Hams, 12 lb. average... 12 Hams, 14 lb. average... 12 Hams, 16 lb. average... 12 Hams, 18 lb. average... 12 Skinned Hams... 14 1/2 Ham, dried beef sets... 21 California Hams... 8 Picnic Boiled Hams... 14 Boiled Hams... 21 Berlin Ham, pressed... 9 Minced Ham... 9 Bacon... 14 @ 17 10 lb. pails... advance 1/2 5 lb. pails... advance 1 8 lb. pails... advance 1 Sausages Bologna... 7 Liver... 7 Frankfort... 7 Pork... 7 Veal... 7 Tongue... 7 Headcheese... 7 Beef Extra Mess... 14 50 Boneless... 14 50 Rump, new... 14 50 Pig's Feet 1/2 bbls... 1 00 1/4 bbls, 40 lbs... 1 80 1/2 bbls... 3 80 1 bbl... 8 00 Tripe Kits, 15 lbs... 80 1/2 bbls, 40 lbs... 1 60 1/2 bbls, 80 lbs... 3 00 Casings Hogs, per lb... 30 Beef, rounds, set... 25 Beef, middles, set... 70 Sheep, per bundle... 90 Uncolored Butterine Solid dairy... 10 @ 12 Country Rolls... 10 1/2 @ 16 1/2 Canned Meats Corned beef, 2 lb... 2 50 Corned beef, 1 lb... 1 50 Roast beef, 2 lb... 2 50 Roast beef, 1 lb... 1 50 Potted ham, 1/2s... 45 Potted ham, 1/4s... 45 Potted ham, 1/8s... 45 Deviled ham, 1/2s... 45 Deviled ham, 1/4s... 45 Potted tongue, 1/2s... 45 Potted tongue, 1/4s... 45 RICE Fancy... 7 @ 7 1/2 Japan... 5 @ 6 1/2 Broken SALAD DRESSING Columbia, 1/2 pint... 2 25 Columbia, 1 pint... 4 00 Durkee's, large, 1 doz... 4 50 Durkee's, small, 2 doz... 5 25 Snider's, large, 1 doz... 2 35 Snider's, small, 2 doz... 1 35 SALERATUS Packed 60 lbs. in box Arm and Hammer... 3 10 Deland's... 3 00 Dwight's Cow... 3 15 L. F... 3 00 Wyandotte, 100 lbs... 3 00 SALT SODA Granulated, bbls... 85 Granulated, 100 lbs. cs. 1 00 Lump, bbls... 80 Lump, 145 lb. kegs... 95 SALT Common Grades 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 Warsaw 56 lb. dairy in drill bags... 40 28 lb. dairy in drill bags... 20 Solar Rock 56 lb. sacks... 24 Common Granulated, fine... 80 Medium, fine... 85 SALT FISH Cod Large whole... 7 Small whole... 6 1/2 Strips or bricks... 7 1/2 @ 10 1/2 Pollock... 5 Halibut Strips... 13 Chunks... 13 Holland Herring Pollock... 4 White Hp. bbls. 8 50 @ 9 50 White Hp. 1/2s. 4 50 @ 5 25 White Hoop mchs. 60 @ 75 Norwegian Round, 100 lbs... 3 75 Round, 40 lbs... 1 90 Scaled... 13 Trout No. 1, 100 lbs... 7 50 No. 1, 40 lbs... 3 25 No. 1, 10 lbs... 90 No. 1, 8 lbs... 75 Mackerel Mess, 100 lbs... 15 00 Mess, 40 lbs... 6 20 Mess, 10 lbs... 1 65 Mess, 8 lbs... 1 35 No. 1, 100 lbs... 14 00 No. 1, 40 lbs... 5 80 No. 1, 10 lbs... 1 65 No. 1, 8 lbs... 1 35 Whitefish No. 1, No. 2 Fam... 3 50 100 lbs... 9 75 @ 3 50 60 lbs... 5 25 @ 1 90	10 lbs... 1 12 8 lbs... 92 SEEDS Anise... 10 Canary, Smyrna... 4 1/2 Caraway... 10 Cardamom, Malabar... 1 00 Celery... 15 Hemp, Russian... 4 1/2 Mixed Bird... 4 Mustard, white... 10 Poppy... 9 SHOE BLACKING Handy Box, large 3 dz... 2 50 Handy Box, small... 1 25 Bixby's Royal Polish... 85 Miller's Crown Polish... 85 SNUFF Scotch, in bladders... 37 Maccaboy, in jars... 35 French Rappie in jars... 43 SOAP J. S. Kirk & Co. American Family... 4 00 Dusky Diamond, 50 8oz... 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 Marseilles, 100 cakes... 5 80 Marseilles, 100 cakes 5c... 4 00 Marseilles, 100 ck toilet... 4 00 Marseilles, 1/2 bx toilet... 2 10 A. B. Whisley Good Cheer... 4 00 Old Country... 3 40 Soap Powders Lautz Bros. & Co. Snow Boy... 4 00 Gold Dust, 24 large... 4 50 Gold Dust, 100-5c... 4 00 Kirkoline, 24 4lb... 3 80 Pearline... 3 75 Soapine... 4 10 Babbitt's 1776... 3 75 Roseine... 3 50 Armour's... 3 70 Wisdom... 3 80 Soap Compounds Johnson's Fine... 5 10 Johnson's XXX... 4 25 Nine O'clock... 3 35 Rub-No-More... 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots... 9 00 Sapolio, half gro. lots... 4 50 Sapolio, single boxes... 2 25 Sapolio, hand... 2 25 Scourine Manufacturing Co. Scourine, 50 cakes... 1 80 Scourine, 100 cakes... 3 50 SODA Boxes... 5 1/2 Kegs, English... 4 1/2 SPICES Whole Spices Allspice... 10 Cassia, China in mats... 12 Cassia, Canton... 12 Cassia, Batavia, bund... 28 Cassia, Saigon, broken... 48 Cassia, Saigon, in rolls... 55 Cloves, Amboy... 22 Cloves, Zanzibar... 16 Mace... 65 Nutmegs, 75-80... 55 Nutmegs, 105-10... 25 Nutmegs, 115-20... 20 Pepper, Singapore, blk... 25 Pepper, Singp. white... 25 Pepper, shot... 17 Pure Ground in Bulk Allspice... 14 Cassia, Batavia... 28 Cassia, Saigon... 55 Cloves, Zanzibar... 24 Ginger, African... 15 Ginger, Cochon... 18 Ginger, Jamaica... 25 Mace... 65 Mustard... 18 Pepper, Singapore, blk... 17 Pepper, Singp. white... 28 Pepper, Cayenne... 20 Sage... 20 STARCH Corn Kingsford, 40 lbs... 7 1/2 Muzzy, 20 lbs... 5 1/2 Muzzy, 40 lbs... 5 Gloss Silver Gloss, 40 lbs... 7 1/2 Silver Gloss, 16 lbs... 6 1/2 Silver Gloss, 12 lbs... 8 1/2 Muzzy 48 lb. packages... 5 16 lb. packages... 4 1/2 12 lb. packages... 6 50 lb. boxes... 4 SYRUPS Corn Barrels... 33 Half barrels... 33 20 lb. cans 1/2 dz. in cs. 2 10 10 lb. cans 1/2 dz. in cs. 2 10 5 lb. cans 1/2 dz. in cs. 2 10 3 1/2 lb. cans 2 dz. in cs. 2 10	Pure Cane Fair... 16 Good... 20 Choice... 25 TEA Japan Sundried, medium... 24 Sundried, choice... 32 Sundried, fancy... 36 Regular, medium... 24 Regular, choice... 32 Regular, fancy... 36 Basket-fired, medium... 31 Basket-fired, choice... 38 Basket-fired, fancy... 43 Nibs... 22 @ 24 Siftings... 9 @ 11 Fannings... 12 @ 14 Gunpowder Moyune, medium... 30 Moyune, choice... 32 Moyune, fancy... 40 Pingsuey, medium... 30 Pingsuey, choice... 30 Pingsuey, fancy... 40 Young Hyson Choice... 30 Fancy... 36 Oolong Formosa, fancy... 42 Amoy, medium... 25 Amoy, choice... 32 English Breakfast Medium... 20 Choice... 20 Fancy... 20 India Ceylon, choice... 32 Fancy... 42 TOBACCO Fine Cut... 54 Cadillac... 54 Sweet Loma... 34 Hiawatha, 5lb. pails... 55 Telegram... 30 Pay Car... 30 Prairie Rose... 49 Protection... 40 Sweet Burley... 44 Tiger... 40 Plug Red Cross... 31 Palo... 35 Hiawatha... 41 Kyo... 35 Battle Ax... 37 American Eagle... 37 Standard Navy... 37 Spear Head, 7 oz... 47 Spear Head, 1 1/2 oz... 47 Nobby Twist... 55 Jolly Tar... 39 Old Honesty... 43 Toddy... 34 J. T... 38 Piper Heidsieck... 69 Boot Jack... 86 Honey Dip Twist... 40 Black Standard... 40 Cadillac... 40 Forge... 34 Nickel Twist... 52 Mill... 32 Great Navy... 36 Smoking Sweet Core... 34 Flat Car... 32 Warpath... 26 Bamboo, 16 oz... 27 I X L, 5lb... 27 I X L, 16 oz. pails... 31 Honey Dew... 40 Gold Block... 40 Flagman... 40 Chips... 33 Kiln Dried... 21 Duke's Mixture... 40 Duke's Cameo... 43 Myrtle Navy... 44 Yum Yum, 1 1/2 oz... 39 Yum Yum, 1lb. pails... 40 Cream... 38 Corn Cake, 2 1/2 oz... 26 Corn Cake, 1lb... 22 Plover Boy, 1 1/2 oz... 39 Plover Boy, 3 1/2 oz... 39 Peerless, 3 1/2 oz... 35 Peerless, 1 1/2 oz... 35 Air Brake... 36 Cant Hook... 30 Country Club... 32-34 Forex-XXXX... 30 Good Indian... 25 Self Binder, 16oz. 8oz... 20-22 Silver Foam... 24 Sweet Marie... 32 Royal Smoke... 42 TWINE Cotton, 3 ply... 20 Cotton, 4 ply... 20 Jute, 2 ply... 14 Hemp, 6 ply... 13 Flax, medium N... 24 Wool, 1 lb. balls... 8 VINEGAR 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 WICKING No. 0 per gross... 30 No. 1 per gross... 40 No. 2 per gross... 50 No. 3 per gross... 75 WOODENWARE Baskets Bushels... 1 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	Bradley Butter Boxes 2lb. size, 24 in case... 72 3lb. size, 16 in case... 68 5lb. size, 12 in case... 63 10lb. size, 6 in case... 60 Butter Plates No. 1 Oval, 250 in crate... 35 No. 2 Oval, 250 in crate... 40 No. 3 Oval, 250 in crate... 45 No. 5 Oval, 250 in crate... 60 Churns Barrel, 5 gal., each... 2 40 Barrel, 10 gal., each... 2 55 Clothes Pins Round head, 5 gross bx... 55 Round head, cartons... 70 Egg Crates and Fillers Humpty Dumpty, 12 doz... 20 No. 1 complete... 40 No. 2 complete... 28 Case No. 2 fillers 15 sets 1 35 Case, mediums, 12 sets 1 15 Faucets Cork lined, 8 in... 70 Cork lined, 9 in... 80 Cork lined, 10 in... 90 Mop Sticks Trojan spring... 90 Eclipse patent spring... 90 No. 1 common... 85 No. 2 pat. brush holder... 85 12lb. cotton mop heads 1 40 Ideal No. 7... 85 Pails 2-hoop Standard... 2 15 3-hoop Standard... 2 35 2-wire, Cable... 2 25 3-wire, Cable... 2 45 Cedar, air red, brass... 1 25 Paper, Eureka... 2 25 Fibre... 2 70 Toothpicks Hardwood... 2 50 Softwood... 2 75 Banquet... 1 50 Ideal... 1 50 Traps Mouse, wood, 2 holes... 22 Mouse, wood, 4 holes... 45 Mouse, wood, 6 holes... 70 Mouse, tin, 5 holes... 65 Rat, wood... 80 Rat, spring... 75 Tubs 20-in. Standard, No. 1... 8 75 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 Washboards Bronze Globe... 2 50 Dewey... 1 75 Double Acme... 2 75 Single Acme... 2 25 Double Peerless... 4 25 Single Peerless... 3 60 Northern Queen... 3 50 Double Duplex... 3 00 Good Luck... 2 75 Universal... 3 65 Window Cleaners 12 in... 1 65 14 in... 1 85 16 in... 2 30 Wood Bowls 13 in. Butter... 1 25 15 in. Butter... 2 25 17 in. Butter... 3 75 19 in. Butter... 5 00 Assorted, 13-15-17... 2 30 Assorted, 15-17-19... 3 25 WRAPPING PAPER Common straw... 1 1/2 Fibre Manila, white... 2 1/2 Fibre Manila, colored... 4 No. 1 Manila... 4 Cream Manila... 4 Butcher's Manila... 2 1/2 Wax Butter, short cut... 13 Wax Butter, full count... 20 Wax Butter, rolls... 10 YEAST CAKE Magic, 3 doz... 1 15 Sunlight, 3 doz... 1 00 Sunlight, 1 1/2 doz... 50 Yeast Foam, 3 doz... 1 15 Yeast Cream, 3 doz... 1 00 Yeast Foam, 1 1/2 doz... 58 FRESH FISH Per lb. Whitefish, Jumbo... 20 Whitefish, No. 1... 15 Trout... 9 Halibut... 10 Herring... 7 Bluefish... 16 Live Lobster... 23 Boiled Lobster... 28 Cod... 10 Haddock... 8 Pickrel... 13 Pike... 8 Perch... 6 Smoked, White... 13 Chinook Salmon... 15 Silver Salmon... 12 1/2 Mackerel... 12 1/2 Finnan Haddie... 12 1/2 Roe Shad... 9 Speckled Bass... 9 HIDES AND PELTS Hides 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 Pelts Old Wood... 20 Lamb... 35 @ 65 Shearlings... 25 @ 60 Fallow No. 1... 5 No. 2... 4 Wool Unwashed, med... 17 Unwashed, fine... 13 CONFECTIONS Stick Candy Standard... 8 Standard H H... 8 Standard Twist... 8 1/2 Jumbo, 32 lb. cases Extra H H... 8 Boston Cream... 10 Big stick, 30 lb. case... 8 1/2 Mixed Candy Grocers... 7 Competition... 7 1/2 Special... 8 1/2 Conserve... 8 Royal... 8 1/2 Ribbon... 10 Broken... 10 Cut Leaf... 8 1/2 Leader... 9 1/2 Kindergarten... 9 Bon Ton Cream... 10 1/2 French Cream... 10 Star... 10 Hand Made Cream... 17 Premio Cream mixed... 14 Paris Cream Bon Bons... 10 Fancy—in Pails Gypsy Hearts... 14 Coco Bon Bons... 14 Fudge Squares... 13 Peanut Squares... 11 Sugared Peanuts... 12 Salted Peanuts... 12 Starlight Kisses... 11 San Blas Goodies... 13 Lozenges, plain... 55 Lozenges, printed... 60 Champion Chocolate... 12 1/2 Eclipse Chocolates... 14 Eureka Chocolates... 16 Quintette Chocolates... 16 Champion Gum Drops... 9 Moss Drops... 10 Lemon Sours... 10 Imperial... 11 Ital. Cream Opera... 12 Ital. Cream Bon Bons... 12 Golden Waffles... 13 Red Rose Gum Drops... 10 Auto Bubbles... 13 Fancy—in 5lb. Boxes es 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 7 10 H. M. Choc. Lt. and Dark No. 12... 10 Bitter Sweets, as'd 1 25 Brilliant Gums, Crys... 60 A. A. Licorice Drops... 90 Lozenges, plain... 60 Lozenges, printed... 65 Imperial... 60 Mottos... 65 Cream Bar... 60 G. M. Peanut Bar... 60 Hand Made Cr'sms 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 00 Ten Strike No. 2... 6 00 Ten Strike, Summer assortment... 6 75 Scientific Ass't... 18 00 Pop Corn Cracker Jack... 3 25 Checkers, 5c pkg. cs 3 50 Pop Corn Balls 200s 1 35 Azulikit 100s... 3 00 Oh My 100s... 3 50 Cough Drops Putnam Menthol... 1 00 Smith Bros... 1 25 NUTS—Whole Almonds, Tarragona... 15 Almonds, Avica... 15 Almonds, California sft. shell... 12 @ 13 Brazil... 12 @ 13 Filberts... 13 Cal. No. 1... 13 Walnuts, soft shell... 15 Walnuts, Marbot... 13 Table nuts, fancy 13 @ 16 Pecans, Med... 13 Pecans, ex. large... 14 Pecans, Jumbos... 16 Hickory Nuts per bu... 16 Ohio new... 16 Cocoanuts... 12 1/2 Chestnuts, New York State, per bu... 12 Shelled Spanish Peanuts 7 @ 7 1/2 Pecan Halves... 55 Walnut Halves... 32 @ 35 Filbert Meats... 27 Alicante Almonds... 42 Jordan Almonds... 47 Peanuts Fancy H. P. Suns 6 1/2 @ 7 1/2 Roasted... 8 @ 8 1/2 Choice, H. P. Jumbos... 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 Portana33
Evening Press32
Exemplar32

Worden Grocer Co. brand
Ben Hur

Perfection35
Perfection Extras35
Londres35
Londres Grand35
Standard35
Puritinos35
Panatellas, Finas35
Panatellas, Bock35
Jockey Club35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
35 1/2 lb. pkg. per case 2 60
38 1/4 lb. pkg. per case 2 60
18 1/2 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass5 @ 9 1/2
Hindquarters6 @ 10
Loins9 @ 14
Rounds6 @ 8 1/2
Chucks6 @ 7 1/2
Plates6 @ 4 1/2
Livers6 @ 6

Pork

Loins@ 10 1/2
Dressed@ 6 1/2
Boston Butts@ 9
Shoulders@ 8 1/2
Leaf Lard@ 11 1/2
Trimnings@ 8

Mutton
Carcass@ 9
Lambs@ 10
Spring Lambs ..@ 10

Veal

Carcass6 @ 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 10
60ft.1 35
70ft.1 60

Cotton Windsor

50ft.1 30
60ft.1 44
70ft.1 80
80ft.2 00

Cotton Braided

40ft.95
60ft.1 35
60ft.1 65

Galvanized Wire

No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1lb.....
White House, 2lb.....
Excelsior, M & J, 1lb.....
Excelsior, M & J, 2lb.....
Tip Top, M & J, 1lb.....
Royal Java
Royal Java and Mocha.....
Java and Mocha Blend.....
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids,
Lee, Cady & Smart, De-
troit; Symons Bros. & Co.,
Saginaw; Brown, Davis &
Warner, Jackson; Gods-
mark, Durand & Co., Bat-
tle Creek; Fielbach Co.,
Toledo.
Peerless Evap'd Cream 4 00

FISHING TACKLE

1/2 to 1 in.6
1 1/4 to 2 in.7
1 1/2 to 2 in.9
1 3/4 to 2 in.11
2 in.15
3 in.20

Cotton Lines

No. 1, 10 feet5
No. 2, 15 feet7
No. 3, 15 feet9
No. 4, 15 feet10
No. 5, 15 feet11
No. 6, 15 feet12
No. 7, 15 feet15
No. 8, 15 feet18
No. 9, 15 feet20

Linen Lines

Small20
Medium26
Large34

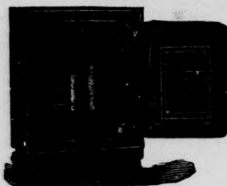
Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's, 1 doz. Large ..1 80
Cox's, 1 doz. Small ..1 00
Knox's Sparkling, doz. 1 25
Knox's Sparkling, gr. 14 00
Nelson's1 50
Knox's Acidu'd. doz. 1 25
Oxford75
Plymouth Rock1 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, large3 75
Halford, small2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.



Holiday Goods In Plenty

Now it is a question of getting the goods.

You have waited until the last minute, until the uncertainty of the election was over—to order your Holiday stock.

You have done just what thousands of others have done.

The rush is on—and many are doomed to disappointment.

We foresaw conditions, and are prepared to meet them.

Our tremendous stocks are as yet unbroken.

And they are full of the things you will need—if you are to end the year with a profit.

But you are almost sure of disappointment—unless we have your orders right away.

If you haven't our Santa Claus catalogue, ask for book No. J 691.

It is time for action N-O-W.

Butler Brothers

Wholesalers of good merchandise for every demand. New York, Chicago, St. Louis, Minneapolis, with complete sample houses at Baltimore, Omaha, San Francisco and Dallas.



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 Exchange—A 17-room, three story house, in good repair, for stock of boots and shoes. House in Grand Rapids, value \$4,600. Geo. W. Cain, South Haven, Mich. 139

Profits up to \$500 monthly, placing premium vending machines. Investment of \$11 will start you. Any retail merchant or clerk can more than double or triple his income, working during portion of spare time only. Write to-day. Be first in your town. Full particulars from Premium Vending Co., 347 Sixth Ave., Pittsburg, Pa. 138

Great bargain if taken at once near Cleburne. Farm consisting of 915 acres, 250 acres under cultivation, 50 acres in Alfalfa, 30 acres good oak timber, can be grubbed, 40 acres bottom meadow, can be broken, balance in pasture. Good buildings, price \$41 per acre. For further particulars address J. M. Musil, Cleburne, Kansas. 137

Merchants—Did you ever think of how to invest a little spare cash and increase your commercial rating several thousand dollars? Buy 160 to 1,000 acres of cheap land, always increasing in value. It serves a double purpose. Special bargains in cut over lands. Any size tract. Wisconsin and Michigan. Write to-day. Grimmer Land Co., Marinette, Wis. 133

I want a stock of general merchandise, clothing or shoes. Give full particulars as to size and lowest price. W. A. Bash, Macomb, Ill. 136

If you want a business, groceries and general merchandise in live town, 12,000 population, good location, write McCormick, 870 East 8th St., Traverse City, Mich., for proposition Nos. 1, 2, 3 or 4 on this stock, fixtures and real estate. 135

We offer for sale the controlling interest in several good country banks in Kansas, Missouri, Iowa, Texas, New Mexico, Oklahoma and Nebraska. It will pay you to investigate. If interested write to J. G. Streen Investment Company, 926 Baltimore Ave., Kansas City, Mo. 132

Timber For Sale—Eighty-four square miles of standing timber, consisting of spruce and tamarack, on Lake Winnipeg, Province of Manitoba. Would also sell in connection therewith, well-equipped mill steamer and two large barges. (No attention will be paid to letters from agents.) For further particulars address H. P. MacMahon, Traders' Bank Chambers, Winnipeg, Man., Canada. 131

For Sale—Good clothing and gents' furnishing store; business established 30 years; best location in a growing city of 6,000, located in the central part of Ohio. Address M. Hirsch, Wapakoneta, Ohio. 130

For Sale—Fine tract virgin longleaf yellow pine timber, 100,000,000 feet in Alabama, below Montgomery, on L. & N. R. R.; includes 11,271 acres land in fee. I will sell this tract at a great bargain. Address owner, John Allyn Campbell, Auditorium Annex, Chicago, Ill. 129

I have twenty good improved farms, small and large, for sale. Price, \$10 to \$20 per acre. Terms reasonable. F. McDonald, Montgomery, Tex. 141

For Sale—\$4,000 stock of hardware, new 11 years ago. Sales for the year, over \$15,000 and can readily be increased. Business not overdone. Located in the county seat within a rich farming and dairy country. If you wish a business of this kind, this is worthy of your investigation. Charles Freligh, Elkhorn, Wis. 140

For Sale—Grocery at No. 201 East Lake street, Minneapolis, fine double corner store, steel ceiling, fine fixtures and clean stock. Stock, fixtures, horses, sleighs, wagons, \$4,500. T. O. Dahl, Administrator. 142

For Sale—A clean stock of hardware and building. Stock will invoice about \$3,000. Would take in trade a small farm or piece of land near some good town in Indiana. If you want a location where trade is bound to increase address C. M. Comer, Twelve Mile, Ind. 127

Stores, business places and real estate bought, sold and exchanged. No matter where located, if you want to get in or out of business, address Frank P. Cleveland, 1261 Adams Express Building, Chicago, Ill. 125

For Sale—Onyx Soda Fountain, which cost \$1,100, for \$300. C. S. Jandorf, Grand Rapids. 114

For Sale or Exchange—\$1,500 stock of hardware. Reason for selling, have other business. Home Investment Co., 301 Board of Trade Bldg., Grand Rapids, Mich. Phone 2826. 126

To Exchange—Stock of up-to-date millinery and masquerade suits; value \$5,000; located in the Nelson House Block, Rockford, Ill. Established 18 years; doing big business; cheap rent, long lease. Will take clear city or farm property. Quick deal. Write or call James Geraphy, Rockford, Ill. 119

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. 116

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

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

J. W. Robinson, Trustee of the Lee Mercantile Co., Alma, Michigan, will offer the stock of the said company at public sale at 2 o'clock in the afternoon of the 17th of November. Any person desiring to secure a good stock in a good town will do well to purchase this stock.

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 \$6,000. Oconto Falls Real Estate Co., Oconto Falls, Wis. 106

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 130,000 cedar posts. Price \$100,000, all cash. No agents. G. F. Sanborn Company, Ashland, Wis. 99

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 23 years. Best trade. Great location. Harry J. German, Bank Bldg., Allentown, Pa. 85

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

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

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

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—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

Wanted—Everybody having goitre (big neck) send stamp for free book. Dr. Swabey, Walkerville, Mich. 84

For Sale—McCasky account register; good as new; 280 accounts; \$75 on payments, \$70 cash. James Simcox & Son, Patoka, Ill. 92

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 \$9,000. Annual sales, \$25,000. Address No. 35, care Michigan Tradesman. 35

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 Giard, Ill. Write us your wants.

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 McCasky account register, cheap. Address No. 548, care Michigan Tradesman. 548

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.

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

HELP WANTED.

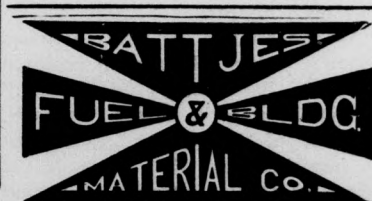
Wanted—Experienced salesmen to sell rubber boots and shoes from Toledo in Michigan, Ohio, Indiana and Illinois, for an exclusive rubber house. Answer, giving experience and what particular territory desired. Also what amount of guaranteed salary required on a commission basis. P. O. Drawer 616, Toledo, Ohio. 118

SITUATIONS WANTED.

Experienced grocery clerk wants steady position, references, present employer. Address Box 580, Otsego, Mich. 134

Young man with eight years' experience in groceries and general merchandise, desires position. All references. Address No. 123, care Michigan Tradesman. 123

Want Ads. continued on next page.



Here Is a Pointer



Your advertisement, if placed on this page, would be seen and read by eight thousand of the most progressive merchants in Michigan, Ohio and Indiana. We have testimonial letters from thousands of people who have bought, sold or exchanged properties as the direct result of advertising in this paper.

THE AUTOMOBILE INDUSTRY.

The growth of what may properly be termed the automobile craze is one of the phenomena of recent years. Considering the high cost of these motor cars, the great number of them in use and the enormous development of the industry are remarkable facts, particularly when it is remembered that to a very large extent, if not to a preponderating extent, the use of the automobile is monopolized by pleasure seekers and the world of sport.

Statements of the General Manager of the American Motor Car Manufacturers' Association reveal a development of the automobile industry in this country that will surprise many people. He stated that it was "safe to say" that automobile sales in 1903 amounted to considerably less than \$8,000,000, while in 1907 they had reached over \$105,000,000. The amount of capital invested in the industry and trade is stated at \$198,000,000 and the number of men employed in one way and another at 108,000. It is said that there are 253 builders of automobiles, although only 123 are set down as "beyond the experimental stage," and that 500 different trades are involved in making the machines and their different parts and appliances and in furnishing materials for the industry and its appurtenances. Foreign cars are still imported, but at the same time American cars are exported, and the tendency is to an increase of exports and a decrease of imports in this line.

These are certainly remarkable figures, especially when there is every reason to believe that the industry is still in its infancy. It is true that the financial disturbances of the past year have held the demand for automobiles in check to a considerable extent, but it has not entirely checked the growth of the business. So far the demand has been almost entirely from people who desire to use the machines for pleasure or for sport, but there are indications that the use of motor vehicles is steadily extending in commercial traffic. Delivery wagons of various sorts are now in use and the makers of automobiles confidently believe that eventually motor vehicles will be used almost altogether in the transportation of merchandise, both heavy and light, through the streets.

There can be no doubt that the employment of motor vehicles for trade purposes instead of draft animals would be a great improvement in large cities where street traffic is heavy and frequently congested. There would be a great saving in time, and, therefore, it would be possible to handle a greater bulk of merchandise in a given period. There would be less noise, less dust, and the streets would be free from the filth which is inseparable from the use of animal traction.

The one drawback to the progress of the automobile is the senseless craze which so many people develop for excessive speed and reckless driving. There is no excuse whatever for automobiles to exceed reasonable

speeds in public roads, particularly in crowded city streets. Pedestrians and owners of horse vehicles have as much right to the use of the streets and roads as the owners of automobiles, and every instance of excessive speed on the part of the owner of an automobile should be punished just as reckless driving of a horse-drawn vehicle would be punished. An automobile driven at breakneck speed is even more dangerous than a horse vehicle recklessly driven, because the speeding automobile, making little or no noise, gives no warning of its approach.

In course of time the price of automobiles will be cheapened sufficiently to greatly extend their use and it is to be hoped that the fever for reckless speed will also subside. But even if the automobile should in the future be used less for pleasure than now, it is certain to gain in popularity for commercial and utilitarian purposes. The possibilities of the horseless vehicle are too great to ever permit the automobile industry to languish and decline as the bicycle industry did, as the outlook for the former is based upon something much more substantial than a mere passing fad of fashionable people.

Important Matters Before Saginaw Board of Trade.

Saginaw, Nov. 10.—A project for the establishment of a wholesale dry goods house in this city was launched at the regular monthly meeting of the Board of Trade directors. This question came up upon the presence of a committee of Saginaw Council, No. 43, U. C. T., consisting of O. D. Gilbert, M. V. Foley and George F. Dice. Mr. Gilbert stated that the project had been agitated and that he had friends in view who were enthusiastic over the scheme and that they would in all enlist capital to the amount of \$200,000. M. V. Tanner was present and stated that the idea was a good one and that it was what Saginaw wanted for the benefit of the wholesale lines in the city to better hold the trade here. Mr. Symons also spoke on the plan and favored it, also stating that a wholesale dry goods house would better hold the trade of the wholesale houses in all other lines. The matter was referred to the Committee on Industries, which will consider it and report at the next meeting.

Max Heavenrich reported that it would be a nice thing to hold a big Thanksgiving service at the Auditorium Thursday, Nov. 26, from 10 a. m. to 12 m., for the citizens of Saginaw of all denominations. He offered a resolution to the effect that the Mayor recommend the service and to appoint a committee of ten to meet with the Committee from the Board of Trade, and confer as to speakers and other numbers on the programme. Adopted.

As per request at the previous meeting, Max Heavenrich reported prices he had secured on "booster" buttons bearing the slogan, "Saginaw, the City of Opportunity." Lots can be furnished by the thousand at prices of from six-tenths of a cent

apiece to fourteen cents. The cheap ones would be of celluloid and the better ones gold plated. A lengthy discussion resulted in the adoption of a resolution to order 5,000 of the cheap buttons for \$35 to be used for general distribution at conventions, and 1,000 of the better buttons to be placed in the hands of merchants for sale to all who wish them. The supply can be then replenished as needed, upon short notice. Mr. Heavenrich stated that he could get the buttons in time for the conventions which will meet here this month and the Industrial Exposition.

J. W. Symons, chairman of the Committee on Rivers and Harbors, reported that he had been given a rough estimate of the cost of the proposed 20 foot channel by United States Assistant Engineer Kent, now in charge of the present river dredging. On a 20 foot deep, 200 foot wide channel the cost would be between \$700,000 and \$800,000 and would require the removal of about 6,214,000 cubic yards of material from the river bottom. He will be asked to also give an estimate on a 400 foot channel from the head of the river to Crow Island, the idea in view being the alleviating of danger in spring floods.

Col. C. McD. Townsend was heard from in regard to the widening of the Pere Marquette bridge and others which do not have the proper openings to enable big boats to come through to Saginaw. The Pere Marquette bridge was most widely discussed. It has two openings, one of 65 feet and the other 62½ feet. The Board voted to advise the War Department that it was the sense of the Board that this bridge's spans should and must be widened to the necessary width to enable boats to come through. This matter is one of great importance and it is desired to have it disposed of as soon as possible as on the bridge being widened depends the coming of the D. & C. boats here next summer.

It was moved by J. W. Symons that the Board become a member of the Rivers and Harbors Congress that holds its convention at Washington in December, in response to an invitation recently received. President Linton will appoint delegates sometime within the next few days.

The Grand-Saginaw Valleys Deep Waterway Association will meet in the Board of Trade rooms, this city, Nov. 12. Important business regarding the proposed canal across the State will be discussed and perhaps steps taken for a permanent name for the Association. An invitation has been sent to the Bay City Board of Trade to attend.

Max Heavenrich, chairman of the Committee on Industries, reported negotiations under way between three concerns with good prospects of landing one of them in a short time.

The permanent convention fund idea, discussed at the last meeting, was again taken up and favored. No action will be taken until Chairman Wallis Craig Smith returns to the city.

President Linton made several enquiries and recommendations in con-

nection with the stone road system for the county. A. Robertson, chairman of the Committee, was also present, and advocated a full discussion of the subject with the citizens of the county for the purpose of deciding upon the routes and general plan of action. This was referred to the Committee on Public Improvements.

TRIUMPH OF THE RIGHT.

Gov. Hughes owes his election to his own stalwart character and strength. His record as Governor has been excelled by none and the intelligent people know it. He did right as he saw it, courageously handing out favors to none and winning every time when he appealed to the people. The people have confidence in him and he deserves it. He fought his battle almost single handed and alone and the credit of the splendid victory belongs to him. There was a half dozen times greater fight made on him than on Taft. The independent papers of the State, without an exception, were for Hughes, and so were the independent voters. His election is a remarkable personal triumph and it is an equal triumph for the right. It would have been a terrible setback to the cause of good government had he been beaten. It would have discouraged and disheartened those who are hoping and trying for higher standards in public life and government. It establishes a precedent and hereafter any officeholder can dare to do right and run again. The people can always be depended on to defend a moral issue such as was foremost in his campaign.

Naturally.

The Preacher—We never realize the full value of anything until we lose it.

The Bereaved Widow—That's so; especially if the thing lost is insured.

BUSINESS CHANCES.

For Sale—Stock of hardware, furniture, implements and undertaking, doing a good business; located in live railroad division town. At a bargain. No trade. Address Box 71, Chadron, Neb. 143

For Sale—Market and grocery, doing \$80 to \$100 a day. Rent \$20. Eight miles from Chicago, good town. Owner is in other business and has not the necessary time to look after this business. Address No. 144, care Michigan Tradesman. 144

BEST BANQUET In One ELGIN BRAND BUTTER, Pound Cartons BURNS CREAMERY Co.

Have five plants. Can always supply your wants. Write for prices.

Main Office, 80 Louis St., Grand Rapids

**TRADE WINNERS.**

Pop Corn Poppers, Peanut Roasters and Combination Machines.

MANY STYLES.

Satisfaction Guaranteed.

Send for Catalog.

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



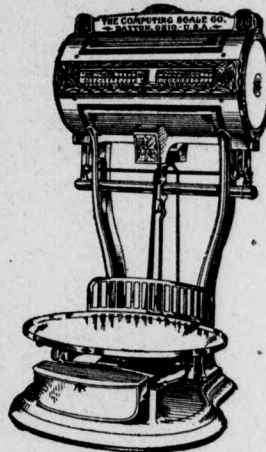
YOU OUGHT TO KNOW that all Cocoa made by the Dutch method is treated with a strong alkali to make it darker in color, and more soluble (temporarily) in water and to give it a soapy character. But the free alkali is not good for the stomach. Lowney's Cocoa is simply ground to the fineness of flour without 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.

There's
ONLY ONE
WHITE
HOUSE
COFFEE

—and its proprietors, the big Boston and Chicago coffee-roasting firm, Dwinell-Wright Co., are very jealous in protecting its name and very zealous in preserving its integrity.

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., 58 State St., Chicago. Date.....

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

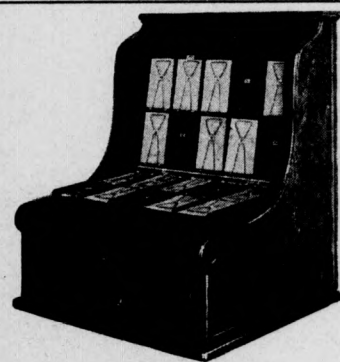
Street and No. Town

Business

State



MONEYWEIGHT SCALE CO., 58 State St., Chicago



Handle Accounts Without Loss

It is a fact that a large percentage of **LOSSES** in the Retail Store are caused by **LACK OF INFORMATION AND SYSTEM**.

People are allowed to **OVERTRADE** because the **BOOKS ARE NOT POSTED** up to the minute and **YOU DO NOT KNOW** just **HOW LARGE** their accounts are.

FORGETTING TO CHARGE is another source of **LOSS**.

KEEPING BOOKS is a source of **EXPENSE** that **EATS UP** a part of the **PROFITS**. It makes no difference who keeps the books, it requires **TIME** and **TIME IS MONEY**.

THE McCASKEY ACCOUNT REGISTER SYSTEM handles all accounts with but **ONE WRITING**, and gives you **COMPLETE INFORMATION** regarding **EVERY DETAIL** of your business **INSTANTLY**.

NO COPYING OR POSTING.

It's **UP-TO-DATE**.

CUT OUT THE LOSSES.

Write for our free Catalog.

THE McCASKEY REGISTER CO.

27 Rush St., Alliance, Ohio

Mfrs. of the Famous Multiplex, Duplicate and Triplicate Pads; also the different styles of Single Carbon Pads.

Grand Rapids Office, 41 No. Ionia St. Detroit Office, 500 Lincoln Ave. Agencies in all Principal Cities.



GOODYEAR WELT

Established 1864

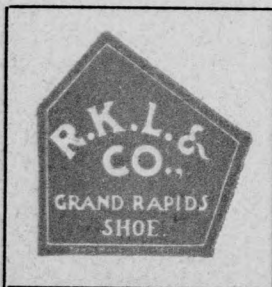


ORIGINAL HARD PAN

Oldest and largest manufacturers of shoes in
Grand Rapids. Honest made shoes from the
best of leathers. ❁ ❁ ❁ ❁ ❁ ❁ ❁

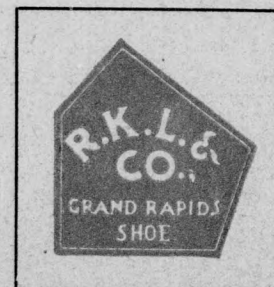


Before buying for spring see our line, which is
complete in every detail, comprising all the
new styles and colors, made on snappy lasts
at popular prices. ❁ ❁ ❁ ❁ ❁ ❁ ❁



STAR LINE

Rindge, Kalmbach, Logie & Co., Ltd.
Grand Rapids, Michigan



EASAGO ELK SKIN