



## 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.

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

A Michigan Corporation organized and conducted by merchants and manufacturers located throughout the State for the purpose of giving expert aid to holders of Fire Insurance policies.  
We audit your Policies.  
Correct forms.  
Report upon financial condition of your Companies.  
Reduce your rate if possible.  
Look after your interests if you have a loss.  
We issue a contract, charges based upon amount of insurance carried, to do all of this expert work.  
We adjust losses for property owners whether holders of contracts or not, for reasonable fee.  
Our business is to save you Time, Worry and Money.

For information, write, wire or phone

**Policyholders Service & Adjustment Co.**  
1229-31-32 Majestic Building, Detroit, Michigan

Bell Phone Main 2598

## ELECTRICAL SUPPLIES

Do You Want

**NEW DESK LIGHTS  
NEW SHADES  
NEW WINDOW LIGHTS**

Tell Us Your Wants—We Will Give You Prices

**M. B. Wheeler Electric Co.**

93 Pearl Street

Grand Rapids - - Mich.



## You'll Wear A Thanksgiving Smile

From the day that you stock the Ben-Hur Cigar. It will mean that you have brought within the reach of your customers a mellow, rich, delightful smoke which never changes and of which they will never tire. They'll take new interest in the "Naked Beauty" of a cigar and this will mean much to your till, Mr. Dealer.

**GUSTAV A. MOEBS & CO., Makers**  
Detroit, Mich.

WORDEN GROCER CO., Distributors, Grand Rapids, Mich.

On account of the Pure Food Law  
there is a greater demand than  
ever for

## Pure Cider Vinegar

We guarantee our vinegar to be  
absolutely pure, made from apples  
and free from all artificial color-  
ing. Our vinegar meets the re-  
quirements of the Pure Food Laws  
of every State in the Union.

**The Williams Bros. Co.**

Manufacturers

Picklers and Preservers

Detroit, Mich.

## Every Cake



of FLEISCHMANN'S  
YELLOW LABEL YEAST you sell not  
only increases your profits, but also  
gives complete satisfaction to your  
patrons.

**The Fleischmann Co.,**

of Michigan

Detroit Office, 111 W. Larned St., Grand Rapids Office, 29 Crescent Av.

Makes Clothes Whiter—Work Easier—Kitchen Cleaner.

**SNOW BOY WASHING  
POWDER.**

**GOOD GOODS — GOOD PROFITS.**



# MICHIGAN TRADESMAN

Twenty-Sixth Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 25, 1908

Number 1314

## 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. Under Arrest.
4. News of the Business World.
5. Grocery and Produce Markets.
6. Discussion.
7. Key to Success.
8. Editorial.
9. Old Associations.
10. Window Trimming.
11. Spices.
12. Forestry Legislation.
16. The Wrong Number.
17. Selfish Success.
18. The Dead Horse Game.
20. Facing a Crisis.
24. Stoves and Hardware.
26. Men With Brains.
28. Woman's World.
30. Hazards in Adversity.
32. Review of the Shoe Market.
35. Told in Rhyme.
36. Butter, Eggs and Provisions.
37. New York Market.
38. On the Coast.
39. Keep Open Sunday.
42. Drugs.
43. Drug Price Current.
44. Grocery Price Current.
46. Special Price Current.

### AN OPPORTUNITY LOST.

When Rabbi Kahn, of this city, undertook recently to lambaste the daily press for devoting too much space and attention to rehearsals of details not wholesome, he made the mistake of failing to suggest substitutes or alternatives which might be made profitable. Then, too, he overlooked the hackneyed newspaper apology that publishers are not publishers for the sake of their health. Newspaper making is a business enterprise engaged in for the purpose of making money, and this fact should not be forgotten.

The distinguished Hebrew pastor, having the courage of his convictions, voiced them in elegant and no uncertain terms, as he has a perfect right to do in this land of free speech and Extra Editions upon the slightest or no provocation. Doubtless the reverend gentleman has, as most of us have done, dropped a vagrant penny into the hand of the vociferous newsboy with his well-learned patter: "All about the suicide," or "forgery" or "great scandal" or "horrible murder," or "frightful accident," and so on, to find, after the active gamin has vanished, that the thrilling bit of daily history comes from West Virginia, the Saskatchewan country or the Pan Handle of Texas and has no possible interest for the man who lives in Grand Rapids; and to learn, also, that if the event had been local it was not of sufficient importance to warrant an Extra at 2 o'clock p. m., when the regular edition would be due only an hour or so later.

Realizing that extras are for the purpose of padding circulation affidavits mainly and so increasing the value of advertising space, and possessed with a desire to secure the publication of cleanly and beneficial items in place of things that have a degrading influence, it would have been diplomatic and wise had the Rabbi offered suggestions accordingly.

The average daily newspaper pub-

lishers are required to think hard, most of the time and sometimes his versatility goes on a strike. And so they would have appreciated the Rabbi's effort had he submitted a schedule of display-heads for use as needed, something as follows:

"All About the Dreadful Discovery of a Person Able to Perform Physical Labor, by the C. O. S."

"Thrilling Purchase of a Steel Range in Preference to a Fireless Cooker."

"Terrible Suspense of a Salesman Trying to Get Ten Dollars for a Twenty Dollar Overcoat."

"Ruthless Destruction of a Refuse Can on Monroe Street."

"Bewildering Experiences of a Stranger in Search of Street Signs in Grand Rapids."

"Startling Revelations by Rabbi Kahn," and others of a like character. In this way the foolish principals in criminal exploits, the unfortunate victims of fire, electricity, drowning and accident would be permitted to escape notoriety and the extra editions of the daily papers would be just as welcome to the refuse cans and other receptacles for useless rubbish as at present.

### THE WATERWAY.

On Thursday, Dec. 3, at Bay City, will be held the next meeting of the Grand-Saginaw Valleys Deep Waterway Association and there will be a goodly delegation present from Grand Rapids and other points along the valleys of the Grand, the Maple, the Shiawassee and the Saginaw Rivers.

It is not at all strange that a vast majority of our business men do not at once comprehend the largeness of the purpose of this Association; not strange, even, that some few good citizens do not hesitate to declare, off hand, that the matter is visionary.

They have given no previous thought, indulged in no study whatever on the subject. They do not know that the distance from lake level at Grand Rapids to lake level at Saginaw is less than 100 miles; they do not realize that the character of the river beds which are to be deepened to 22 feet is such that it will be simply a matter of dredging; they do not know that the completion of such a waterway as is proposed will forever remove all danger of damage by floods to property along the proposed route.

All of these things are assured facts guaranteed by engineers who have studied the problem and who do not express opinions haphazard.

It is also known, beyond peradventure, that this channel from Lake Michigan to Lake Huron can be built with only four locks. The proposed Lake Michigan and Toledo

canal, by way of Fort Wayne and the Maumee River, is 200 miles long and will require ten locks. It is believed, also, that the Grand-Saginaw waterway can be built for \$20,000,000.

Finally, the average citizen takes it for granted, seemingly, that the new Association expects to build the canal. It would be just as fair to assume that the Municipal Affairs Committee of the Board of Trade expects to build or rather rebuild the city of Grand Rapids. The problems in the hands of that Committee are purely along the lines of education, just as is the problem of the Deep Waterway Association. Both are efforts to increase public knowledge and appreciation of conditions that are potent and to develop public opinion along lines that are valuable.

### AWAIT FURTHER DETAILS.

Last week Congressman Edwin Denby, of Detroit, highly entertained an audience of ladies and gentlemen which tested the capacity of the lecture hall at the Public Library, and it was the gentleman's second presentation here of the same subject—The Panama Canal.

Mr. Denby is a great, big, courtly man, with nothing of the lecturer about his personality or methods, and he had the splendid judgment to give his hearers more of pictures than of talk. Not that Mr. Denby, with his strong, deep voice, his clear enunciation and his thorough familiarity with and interest in his topic, is not a good speaker, but that he had pictures galore which needed but a word or two orally to make them speak.

The recent reports by wire of great landslides at the Gatun Dam were foreshadowed by Mr. Denby's pictures and explanations in such a way that all who heard him will readily understand just what is said to have happened. The danger of landslides along the route of the Panama Canal and the question as to how this peril may be minimized constitute one of the chief problems of the enterprise. So it is evident that whatever has happened in the Canal zone recently in the line of a landslide did not come as a surprise. This divests the press reports of a considerable portion of the purely sensational phase suggested. The engineers in charge of the tremendous undertaking and all the men working under them knew of the possible danger, and the fact that no loss of life is reported indicates that they were prepared and able to seek safety in the emergency. And so, when the calm, accurate and complete reports of the disaster are given to the public, it is very probable that the matter will not appear so serious as at present alleged.



## UNDER ARREST.

## Cheap Jewelry Fakir in the Morton House Block.

C. R. Turnpaugh is the name of a man who accepts responsibility for a jewelry sale of "Manufacturers' Samples" which is now being conducted in this city and which sale, in the opinion of the City Attorney, is in violation of a city ordinance adopted by the Common Council January 21, 1907, entitled "An ordinance to license and regulate transient tradesmen doing business in the city of Grand Rapids."

By the terms of this municipal regulation transient merchants are required to pay a license fee of five dollars a day for a period of three months. At the end of this time, if the city officials are convinced that the enterprise is to be permanently located in the city, the Common Council may refund the total fee that has been paid, if that body votes in favor of such action.

Acting upon the opinion of the City Attorney, a warrant was served on Turnpaugh by the police department and he was placed under arrest. Arraigned before Police Justice Hess, the defendant, represented by Hon. Peter Doran, as attorney, pleaded not guilty, asked for a jury trial and was admitted to bail. John Rauh, saloonkeeper, being accepted as bondsman. The examination is on call for Tuesday, Dec. 1, before Justice Hess.

The City Attorney and the police department have been very active since the case came up and have secured evidence, as they believe, which will result in the conviction of the defendant. On the other hand, Mr. Doran is very confident of an acquittal on the ground that the ordinance in question is in restraint of trade, because the terms as to license fees are prohibitive and have the character of unfair and illegal legislation. The indications are that the case will go to the Circuit Court.

It is learned through the police department that Turnpaugh has been for a year and a half operating a similar store in Detroit and that, despite the efforts of the police department of that city, they have been unable to uncover much information relative to the man and his business. It is also known that Turnpaugh has another store of the same kind in Dayton, Ohio.

As to the result of the efforts now making in Grand Rapids little can be predicted. It is but another chapter of a long-continued and unsatisfactory story. There are two Circuit Court decisions, one by Justice Hooker, of the Saginaw Circuit; another in a cause tried in Bay City, which seems to sustain the ruling that city ordinances so framed that prohibitive license fees are in restraint of trade are unconstitutional. There is also a Supreme Court ruling in the case of Charles Schermehorn, of Allegan, which resulted in a similar decision; and so far as is known in the City Attorney's office there has been no deci-

sion in such cases favorable to the prosecution.

As the late William H. Seward once declared, "There is a law higher than the constitution." It is an old fact, well known, that fakirs and fly-by-night manipulators in all departments of trade exist to the detriment of square-dealing, law-abiding and tax-paying merchants. And in treating with the unscrupulous, law-dodging tricksters and cheats one feels that the higher law should be enforced. These cheats and rascals have no personal interests anywhere beyond their reckless cupidity and their determination to swindle at whatever cost.

As to Turnpaugh, the very fact that he has been in business in Detroit a year and a half and has thus

ment store you are given a guarantee by a merchant you know and can find at any time, whereas Turnpaugh gives no guarantee and, so far as anyone knows, is wholly irresponsible.

It is an old and disreputable game Turnpaugh is engaged in and in his very slight sense of honor and morals he may well gloat and chuckle over the seeming inability of the authorities to put him out of business. From the standpoint of the laity it would seem that a complaint of obtaining money under false pretenses could be made, with proper care and thoroughness, to hold against such fakirs. If he is not selling "Manufacturers' Samples" it should be an easy matter to prove the fact, and if he is not giving one dollar, one dol-



far outwitted the police in their efforts to get at his record is good evidence that he does not conduct his business openly and above board as an honest merchant should.

He advertises "Manufacturers' Samples, \$1, \$1.50 and \$2 values, your choice for 25 cents." No sane man believes such a proclamation, and yet the store where this lot of worse than pinchbeck jewelry is exhibited and sold is crowded much of the time. While there may be, merely as "a stall," a few articles worth from a dollar to two dollars, the salesmen are very careful to evade selling one for 25 cents as often as possible.

A very large majority of the articles displayed are about the same quality that one can buy at from 10 cents to 20 cents each at any of our reputable department stores or even at the 10 cent store. There is this difference even then: At the depart-

ment store you are given a guarantee for 25 cents that should be susceptible of proof.

At all events all reputable citizens, knowing the shady nature of the enterprise, should give it wide berth, and it would not be at all a bad idea if the owners or agents of vacant stores all over the State of Michigan should decline to accept as tenant any transient merchant until he has proven the character of his business and shown conclusively that it is worthy of recognition.

"Restraint of trade" is a much abused phrase just as is the term "prohibitive," and they are made to cover a multitude of sins. It is unlawful to deal in any way dishonestly and it seems to be impossible to define with absolute accuracy in every case and legally that which is honest and that which is dishonest.

## Dispels Delusion of Alcohol.

Alcohol delusions are being dispelled by the twentieth century science. Von Helmholtz, the eminent physicist, declared that the smallest quantity of alcohol served effectively while its influence lasted, to banish from his mind all possibility of creative effort; all capacity to solve an abstruse problem.

Prof. James declares that the reason for craving alcohol is that it is an anesthetic even in moderate quantities. It obliterates a part of the field of consciousness and abolishes collateral trains of thought.

In Germany many practical experiments have been made to test the basal operations of the mind. In one of these the subject sits at a table, his finger on a telegraph key. At a given signal he releases the key.

It was found that when an individual had imbibed a small quantity of alcohol his reaction time was lengthened, though the subject believed himself to be responding more promptly than before.

In more complicated tests the keys would be released more rapidly than before the alcohol was taken, but the wrong key would be pressed much more frequently. It was computed that after consuming eighty grams of alcohol to a man for twelve successive days the working capacity of that individual's mind was lessened from 25 to 40 per cent. The power to add was impaired 40 per cent. and the power to memorize was reduced 70 per cent. Forty to eighty grams of alcohol are equal to a half bottle or a bottle of ordinary wine.

Prof. Aschaffenburg declares that the moderate drinker who consumes his bottle of wine as a matter of course each day with his dinner, and who doubtless would declare that he never is under the influence of liquor, in reality is never sober from one week's end to another.

Dr. Henry Smith Williams says of the moderate drinker that in the light of what science has revealed he is tangibly threatening the physical structures of stomach, liver, kidneys, heart, blood vessels, nerves, brain; that he is unequivocally decreasing his capacity for work in any field, that he is lowering the grade of his mind, dulling his higher esthetic sense, and taking the fine edge off his morals; that he is distinctly lessening his chances of maintaining health and longevity, and may be entailing upon his unborn descendants a bond of incalculable misery.

## Ready to Go.

An old Scotchman who was threatened with blindness consulted an oculist.

"Will you have a little stimulant?" inquired the Doctor.

The old Scotchman smacked his lips in eager anticipation.

"Ou, aye, I'll tak' a drink o' anythin' you have handy," was the quick rejoinder.

"Ah, that's the trouble!" exclaimed the oculist. "You'll have to stop drinking or you'll lose your eyesight."

The old chap pondered a moment. "A', weel, Doctor, it doesna much matter. I hae seen everythin' that's worth seein', anyway."



**Why He Changed His Epitaph.**

The stubbornness with which some prospects will stick to an objection when he knows that they are wrong is one of the most discouraging things a salesman has to meet.

I have discovered a plenty like that, but never such an example of mulishness as the man whom I induced to change his epitaph. This is the way it all came about:

I was on my rounds through the Middle West selling prepared paint when I landed one day in a town that was new to me—a little Wisconsin town of three thousand population. I set out at once to reconnoiter for prospects, and in answer to my inquiries I was told that a splendid big mansion had been built on the outskirts of town and that the contract for the painting of this house with its barns and outbuildings had been given to the local painter, one Hoskins by name. People smiled when they told me this and said it was no use to call on Hoskins because he mixed his own paints and had a name for making himself very formidable to salesmen who tried to sell him the prepared article.

I called around and dropped in on Hoskins and found him gilding a chandelier. When he came down off the step-ladder I presented my business card, and he asked me ironically if this were not my first visit to town. I inquired what made him think that I had not visited this town before, and he said he supposed it must be my first trip as no salesman of prepared paints ever called upon

him the second time. The first time usually finished them, I inferred.

I inquired jokingly if he had any contagious disease that would cause the salesmen to avoid him. He said "no," but that he was sixty years old, had been a painter for forty-three years, and had never used a gallon of paint that was prepared by anyone else than himself—that for this reason his objections to prepared paint were generally considered unassailable.

He added that he had concluded to have engraved on his tombstone: "Here lies a painter that never used prepared paint of any kind."

I asked him if he believed in progress and if he watched the great strides of all manufacturers. He replied that he supposed the manufacturers were getting ahead, but that as he did not expect to work but a few years longer he would not begin to experiment with their products at this late day, being perfectly satisfied with the paints he had prepared for himself.

Mr. Hoskins was affable, however, when he found that I was not combative, and he readily accepted my invitation to dinner at the hotel. After dinner I found that he had about thirty minutes before he intended to go to work. I asked him what he charged an hour for his time when under contract, and he replied, "35 cents." I thereupon offered him \$1.00 to give me the remaining thirty minutes if he would take this time to escort me to one of his jobs that he had painted two years back, that I

might talk over with him the condition of the paint and compare it with specimens of my own. I promised that if I found it in as good condition as might be expected had our paints been used on the job I would secure him a position with my firm as an expert paintmaker at a salary of \$3,000 a year.

He would not accept my proposition to pay him a dollar for thirty minutes, and insisted on returning at once to the job he had on hand. I accompanied him, urging the advantages there would be for him to wake up and keep abreast of the times, and explaining what that prejudice of his was likely to cost him in yearly profits. Presently he pointed out a large sign over a dry goods store, which he said was his work, and which he was going to do over as the sign was weather-beaten. He asked me the quantity of my paint it would take to do the work. He laughed at me and said that it was impossible to fool him with such a statement—that it would take more paint than that.

I answered that I would stand the expense of a test if he would re-paint the sign with my paint, so as to prove whether what I had said was true or not. To my surprise he accepted my offer on condition that I would let him put my paint in one of his tubs so that no one would know he had not prepared it.

A telegram called me away from town that night, and it was two weeks before I returned. I wasn't so much surprised as pleased to find that Mr. Hoskins had sent an order for a large

quantity of our paint—it was clear he intended to paint the big house on the outskirts entirely with our paint and to provide himself with a sufficiency for a couple of other contracts he had on hand.

I dropped in on him, and while we were duly fraternizing he made the remark: "I guess I'll change that epitaph on my tombstone. Instead of having 'Here lies a painter that never used prepared paint,' I guess I'll have 'Here lies an old fossil who might have been rich if he hadn't hung onto his prejudice too long.'"—Salesmanship.

**Preferred Jewelry.**

Henry E. Dixey, the brilliant comedian, was talking about the impish precociousness of the messenger boy.

"Only yesterday," said Mr. Dixey, "a young millionaire I knew rang up a messenger boy and handed the lad a bouquet of mauve orchids worth \$100 or more.

"Take these, boy," he said, "to Miss Flo Footlites, of the Gay Burlesquers Company."

"Ere parting with the orchids the young millionaire gave them a long admiring glance.

"They're beauties, aren't they?" he said to the little boy. "Do you think Miss Footlites will be pleased?"

"Well, boss," the lad replied, "last night when I took a similar bunch to Flo I overheard her remark that she'd rather have a bracelet than all the bloomin' flowers in New York."

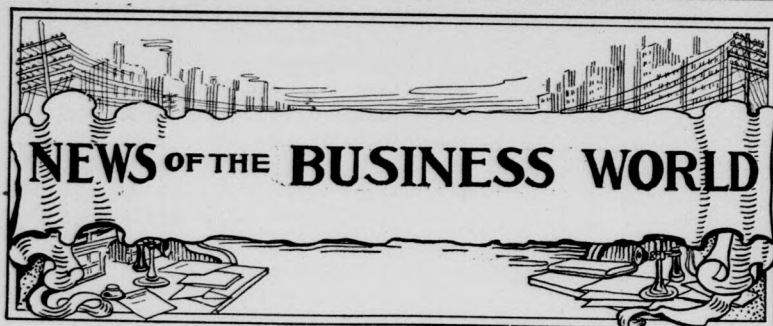
## OF INTEREST TO YOU

When a grocer sells cheap baking powders he invites dissatisfaction. The cake being spoiled by the powder, all the ingredients will be classed as inferior, to the discredit of the grocer who sold them. The sale of lower-cost or inferior brands of powders as substitutes for the Royal Baking Powder, or at the price of the Royal, is not fair toward the consumer, and will react against the reputation of the store.

Royal is recognized everywhere and by every one as the very highest grade baking powder—superior to all other brands in purity, leavening strength and keeping quality. It is this baking powder, therefore, that will always give the highest satisfaction to the customer; and a thoroughly satisfied customer is the most profitable customer that a dealer can have.

Ask your jobber for Royal Baking Powder. In the long run it yields more profit to the grocer than the low-priced alum brands.





### Movements of Merchants.

Pontiac—A grocery store has been opened by F. J. Schmidley.

Mackinaw City—Tolman & Fisher have opened a meat market.

Otsego—Smith & Myers have closed their meat market here.

Bronson—A new meat market will be opened by Frank Flanders.

Lake Linden—A grain and feed business will be conducted by August Loyal.

Hubbell—A hardware store will be opened by Herbert and John Tre-villian.

Jasper—Elmer E. Carncross is succeeded in general trade by E. Clough.

Monroe—M. I. Stevens is succeeded in the grocery business by Aloysius Heil.

Lansing—H. B. Walker has purchased the stock of the Opera House Pharmacy.

Lansing—A meat market is to be opened at 213 Washington avenue by H. H. Curtis.

Shelby—Wm. Butler and D. D. Rankin have purchased the Steketee Basket factory.

Kalamazoo—A new grocery and meat market will be opened by Robinson & Wynn.

Port Huron—J. J. Harper succeeds Geo. K. Schnoor in the cigar and tobacco business.

Decatur—Roy Bond succeeds Theo. Trowbridge in the implement, grain and produce business.

Vermontville — Thomas Barningham is succeeded in the meat business by Nelson Kettinger.

Battle Creek—The Poulson Mercantile Co. has decreased its capital stock from \$50,000 to \$10,000.

Laingsburg — John Jakeways is succeeded in the meat business by Millard Sleight and Fred Wilts.

Flint—I. E. Close, who conducts a grocery at 405 Detroit street, has taken as a partner F. H. Haskell.

Saginaw — Rich Bros., clothing dealers, have dissolved partnership, Adolph Rich retiring from the firm.

Grand Ledge—E. M. Briggs has been made trustee of the bakery and confectionery stock of Harry C. Parkes.

Harbor Springs—Weaver & Clement will continue the grocery business formerly conducted by Mr. Crawford.

Clarksville—M. T. LaMonte & Co. are closing out their stock of shoes and clothing preparatory to retiring from trade.

Hancock—The new store of the Hancock Furniture Co., which will

be managed by Richard Barkell, is now ready for business.

Reed City—V. W. Montgomery has purchased a site upon which he intends to erect a brick store for his meat market in the spring.

Montgomery—The St. John Bros. stock of dry goods, furnishings and shoes has been sold to J. W. Mitchell and Edson Bengé.

Negaunee—The grocery stock of Dominic Mussatto has been purchased by Dominic Dighera. Mr. Mussatto is about to engage in the same line of business in Swanzy.

Plymouth—The Plymouth Lumber & Coal Co. has been incorporated, with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Ravenna—A firm has begun business here under the name of the Ravenna Skirt & Cloak Co., which will be conducted by Mrs. Mary Schmidt, formerly of Muskegon.

Dowagiac — Roy Bond succeeds Theodore Trowbridge in the produce, implement and grain business, having been employed by Mr. Trowbridge for some time in the past.

Holland—P. S. Boter & Co. have purchased the store building which they have occupied for the past three years with their clothing stock and contemplate remodeling same to a considerable extent.

Petoskey—W. S. Kenyon has leased the brick building on the corner of Mitchell street and Woodland avenue. He will move his grocery stock into the one store and Mrs. Kenyon will occupy the other store with her millinery stock.

Eaton Rapids—Herbert W. Knapp, familiarly known throughout the State as "Booster," died at the home of his parents early Monday after a long sickness of typhoid fever. Mr. Knapp was a popular local clothing man and had many friends in Michigan. He was born here twenty-nine years ago and always lived here.

Lansing—The Lansing police are looking for a suave individual who gave his name as Chas. F. Maynard, and who has been flooding the city with worthless checks. "Mr. Maynard" appeared at a local bank Saturday and said that he had \$600 in a bank at Owensville, Ind., which he wished to have transferred to his account in the Lansing institution. In this way he secured a check book which he immediately proceeded to utilize. Several merchants and one boarding house keeper took checks which they now find are useless, as the Owensville bank officials say that "Mr. Maynard" is unknown to them.

### Manufacturing Matters.

Onaway—The Lobdell & Churchill Lumber Co.'s sawmill is now running both day and night.

Cadillac—The St. Johns Table Co. has 100 men at work and orders are coming in so well that a full winter's run is assured.

Manistee—The planing mill of Patrick Noud is being expanded by a large addition. The old factory is being overhauled and new machinery installed.

Cadillac—The Cadillac Veneer Co. has all it can do and expects to put in ten hours a day all winter with the entire force, which is now at its maximum.

Cadillac—The Cadillac Manufacturing Co., maker of heading, will run to full capacity two months, with indications that there will not be a let-up before spring.

Detroit—The Vulcan Gear Works has been incorporated with an authorized capital stock of \$25,000, of which \$13,000 has been subscribed and \$5,000 paid in in cash.

Newaygo—E. M. Averill, who is now in the West, contemplates returning to this place and engaging in the manufacture of apple and onion crates in the Converse manufacturing building.

Eaton Rapids—The Island City Pickle Co. has merged its business into a corporation under the same style, with an authorized capital stock of \$18,000, of which \$9,000 has been subscribed and paid in in cash.

Detroit—The Elite Perfume Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$10,000, of which \$6,000 has been subscribed and \$1,254.68 paid in in cash and \$2,301.92 in property.

Ontonagon—The Ontonagon Lumber & Cedar Co. has bought a new engine, which was added to its logging equipment. This company does considerable logging by rail, using its own engines to haul timber from the camps to the mills.

Ontonagon—The C. V. McMillan Co. has surrendered its charter and disposed of its lands in Ontonagon county to the Greenwood Lumber Co. The Greenwood people also have bought the cedar yards of the Worcester Co. at this place.

Pontiac—A corporation has been formed under the style of the Pontiac Woodenware Co., which will conduct a manufacturing business, with an authorized capital stock of \$5,000, of which \$2,500 has been subscribed and \$530 paid in in cash.

Cadillac—Cobbs & Mitchell, Incorporated, and the Mitchell Bros.' Company say that after January 1 all their interests, including the iron furnace, will run ten hours a day until spring. The force will be gradually increased in mill, flooring and chemical plants.

Bancroft—A cheese factory and creamery is to be opened, the officers of the company being President, Eugene Harris; Vice-President, Mr. Murray, of Byron; Secretary, H. W. Parker; Treasurer, E. P. Sherman. Plans are being made to begin operations in the factory in the course of a month.

Wells — Extensive improvements are being made in the Mashek Chemical plant which is controlled by the I. Stephenson Co. The improvements will increase the capacity of the plant about 30 per cent. Instead of being able to consume about ninety-six cords of hardwood every twenty-four hours, 130 cords will be used in the same period of time.

Elk Rapids—The sawmill of the Elk Rapids Iron Co. has started on its season's cut about two months earlier than last year. This will give employment to more than 100 men in addition to those employed in the camps. The prospects are for a much longer cut than usual, as the forest fires swept much of the holdings and the timber will have to be milled to save it.

Chassel—The Worcester Lumber Co. closed its sawmill for this season's run last Saturday. This mill is one of the largest and best equipped mills in the Upper Peninsula. The mill will be thoroughly overhauled during the next month and put in condition for a winter run. A "hot pond" will be provided to receive the logs when they arrive by rail and as soon as sufficient timber has accumulated winter sawing will begin.

Petoskey—The Petoskey Block & Manufacturing Co. is erecting a new factory to replace the one recently burned and will soon be turning out blocks again. The new plant will cost about \$100,000, or 25 per cent. more than the old factory. The city gives the company a fifty year lease of the ground and the \$5,000 insurance money received on the building destroyed by fire, the company, in turn, agreeing to pay out \$100,000 in wages within five years.

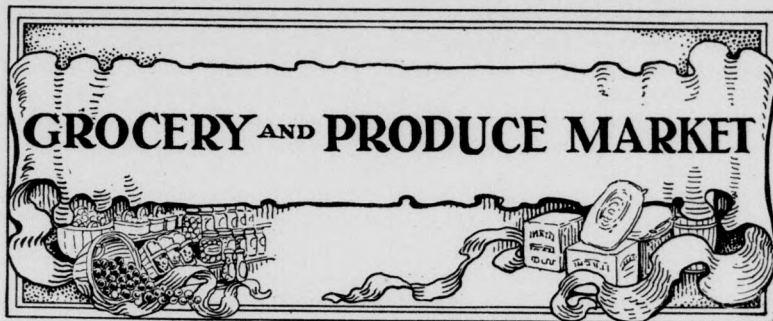
Jackson—Wm. J. More has been appointed receiver for the Fassett Ice Cream Co. The action is brought by Alfred C. Fassett, who is one of the partners in the company with J. Walter Rogers, who alleges that he formerly conducted the business on a profitable basis prior to his partnership relations with Mr. Rogers, but that during his absence in the West, on account of ill health, Mr. Rogers had allowed the business to dwindle.

An enterprising Washington business house has for several years furnished Thanksgiving dinners complete, and they have proved a popular institution. This year they prepared and have now ready for delivery 1,500 dinners. Orders were received for many more, but the scarcity of high grade turkeys prevented their acceptance. For \$2.19 the following articles are furnished neatly packed in a large, strong basket, for which no charge is made: A large, plump turkey, cranberries, celery, sugar corn, potatoes, plum pudding, mixed nuts, coffee. The firm states that this forms a sumptuous dinner for five or six persons.

He is a foe to truth who would try to defend it with error.

The holy life is the one that is healthy all the way through.





### The Produce Market.

Apples—Fancy New York fruit commands \$3.50 for Greenings, \$3.50 @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 firm on solids and prints of all grades. There is an active consumptive demand for everything in the butter line and the market is very healthy throughout. A continued good trade is looked for. Fancy creamery is held at 30c for tubs and 31c for prints; dairy grades command 25c for No. 1 and 18c for packing stock.

Cabbage—75c per doz.

Carrots—\$1.50 per bbl.

Celery—30c per bunch.

Chestnuts—17c per lb. for New York.

Citron—60c per doz.

Cocoanuts—\$5 per bag of 90.

Cranberries—\$10.50 per bbl. for Late Howes from Cape Cod.

Eggs—The market is firm at the recent advance. The demand is active and the supply of all grades short. A healthy market can be reported and it will likely continue healthy, with an active demand for some time to come. Local dealers pay 27@28c on track, holding candled fresh at 30c and candled cold storage at 25c.

Grape Fruit—Florida commands \$3.75 for 70s and 80s and \$4 for 54s and 64s.

Grapes—Malagas command \$5@6 per keg, according to weight.

Honey—13c per lb. for white clover and 11c for dark.

Lemons—Messinas are in fair demand at \$4.25 and Californias are slow sale at \$4.50.

Lettuce—Leaf, 10c per lb.; head, \$1 per doz.

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

Oranges—Floridas, \$3; Navels, \$3.50.

Parsley—40c per doz. bunches.

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

Potatoes—The market is a little weaker than a week ago. Outside buying points are paying 45@50c. Local dealers are selling in small lots at 70c.

Poultry—Paying prices: Fowls, 7½@8c for live and 8½@9½c for dressed; broilers, 9@9½c for live and 10@11c for dressed; ducks, 8@9c for live and 10c for dressed; geese, 10c for live and 13c for dressed; turkeys, 14@15c for live and 16½@18c for dressed.

Quinces—\$1.50 per bu.

Squash—1c per lb. for Hubbard.

Sweet Potatoes—\$3.75 per bbl. for kiln dried Jerseys.

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.

### Call Customers by Name.

A good memory is essential to a salesman and can be put to no better use than storing away for future reference the names of customers. It is a very trivial thing to call a person by his name, but seeming trifles are often big factors in trade building, and this little mark of interest sometimes serves to break down a barrier of reserve and establish that friendly footing so desirable to be attained.

People invariably like to be called by their names and appreciate the courtesy. It is a delicate manner of conveying the impression that their trade is recognized and appreciated by the store.

Of course, it is not always easy to ascertain the name of every one who buys, but if a clerk gives his attention to the matter he will frequently hear one customer address another. The best way to get familiar with names is to encourage the customer in as many instances as possible to allow their purchases to be delivered. This plan is particularly good for druggists just starting in a new locality to follow.

In this way he not only soon acquires a speaking acquaintance with a large number of customers, but if he is careful to put down every address in a book for that purpose he will not be long in making a good mailing list of those who would be most likely to be interested in any communications he might wish to send out.

### Fitted Too Well.

A clergyman in an interior town married a woman from whom he received a dowry of \$10,000 and a prospect of more. Shortly afterwards, while occupying the pulpit, he gave out a hymn, read the first verse, and proceeded to read the fifth, commencing:

"Forever let my grateful heart," then he hesitated and exclaimed: "The choir will omit the fifth verse." Some of the congregation read the verse for themselves and smiled as they read:

Forever let my grateful heart  
His boundless grace adore,  
Which gives ten thousand blessings now,  
And bids me hope for more.

### The Grocery Market.

Sugar—The market on refined is without change. Federal is still offering granulated at 4.60 (in 100 barrel lots), Arbuckle is quoting 4.65, Warner is holding at 4.70 and Howell and American are undertaking to obtain 4.80. Michigan granulated is going out on a 4.60 basis. The raw sugar situation shows no radical change. As long as the refiners continue to be at loggerheads it is difficult to foretell the market.

Tea—The market continues steady and prices remain firm in nearly all lines except Congous and Pingsueys, which continue weak. It is the general impression that sales will increase after the first of the year, as stocks in the hands of retailers are light. Japan siftings and nibs are unusually high. Formosas are moving better than at any time during the year.

Coffee—Rio receipts have been so heavy of late that the markets of the country are glutted with goods. The receipts of actual coffee at Santos keep very heavy, and evidently the syndicate interests are beginning to be worried. Through their American representative, Herman Sielcken, of New York, they issued early last week a vituperative statement against those who had aided in creating the general impression that the corner in Brazil coffee was likely to collapse. Mild coffees are unchanged. High grades are steady and unchanged. Medium and low grades are more or less a drug and are weak. Java and Mocha are unchanged and quiet.

Dried Fruits—Apricots are quoted at another advance on the coast, but secondary markets in the East show no change. The demand is light. Raisins are unchanged and very dull. Present prices, however, are ½c above the lowest point for seeded. Currants are active at ruling prices. Dates, figs and citron are in good demand at ruling prices. Prunes are very dull at unchanged prices. Peaches show an advance of ¼@½c from the lowest point, but the demand is only fair.

Syrups and Molasses—Compound syrup is in fair demand at unchanged prices. Sugar syrup is wanted moderately at ruling prices. New crop molasses is coming forward in good shape, the receipts showing good quality and moving out well at moderate prices.

Cheese—The market is firm at unchanged prices. The trade are having a normal consumptive demand. Stocks of all grades are light and the market is healthy and strong. The chance is against any material change in the near future.

Provisions—There has been no change in price during the week. Both pure and compound lard are firm and unchanged and in normal demand. Dried beef, canned meats and barrel pork are all dull at unchanged prices. The demand throughout is quiet.

Fish—Cod, hake and haddock are unchanged in price and in fair demand. Salmon is quiet and unchanged in price, this applying to all

grades. Sardines are in light demand, prices of all grades being about maintained. Norway mackerel seem a little firmer, although no appreciable change has occurred up to the present time. The demand is very fair. Irish mackerel are partially neglected, possibly because much of the fish available now are winter caught and not of very good quality.

### Dangers Lurking in Buttermilk.

Fatalities attributed to the drinking of poisonous buttermilk have been very common in the press notices this season. Possibly the increase has been due to the growing popularity of this refreshing summer beverage and the attending heavier consumption, rather than from greater carelessness in its production and holding. But, whatever the cause, it is certain that the preparation of the product in many cases should receive greater care.

The wholesomeness of properly made and preserved buttermilk, natural or artificial, is above suspicion but as with all milk products which owe their identity to bacterial development, there is always danger of contamination with poison forming organisms, if defective raw material is used, if perfect cleanliness is ignored during manufacture or if immediate cooling to a safe point is neglected.

Good buttermilk can not be produced either from poor cream or skim milk, and prolonged holding of either at high temperature jeopardizes the quality of the finished product. The absence of that clean, acid taste should be taken as a danger signal by the manufacturer. Buttermilk destined for use as a human food should be confined to that derived only from clean flavored raw material, without even a suggestion of putrefactive change. In no case should it be held at a higher temperature than 45 degrees until consumed.—N. Y. Produce Review.

Cement has proved of practical value as a building material and it promises to become useful for other purposes. The Pennsylvania Railroad is making an extensive and thorough experiment with cement telegraph poles. A long stretch between Pittsburg and Chicago has been fitted up with cement poles, and the trials will continue throughout the winter. This territory is one of the most wind and storm swept portions of the whole system, and it is for this reason that the test is made there. It is claimed that the cement poles are not so easily blown down or broken as those of wood. Should this experiment prove that cement is of practical value for telegraph, telephone and trolley poles, it will speedily come into general use. An immense quantity of comparatively young trees are cut every year for poles and a satisfactory substitute will greatly help the good work of forest preservation.

It takes a lot of piety to stand up against prosperity.

It takes more than good living to make the good life.



## DISCUSSION.

## Are Women Formed for Business Deals?

Written for the Tradesman.

"What a vast change in people since I was a boy," said Schoolmaster Tanner with a long drawn sigh. He sat on the steps of the cross-roads store and watched a farmer dickering with a woman across the way. The farmer had late berries and early peaches in stock and seemed doing a fairly good stroke of business with the woman, who was cattle-buyer Jim Durand's wife.

"What was that, Tom?" queried Sam Havens, the liveryman, who came from the store in time to catch a part of the other's remarks.

"About the difference between now and then, Sam."

"Now and when, old man?"

"Now and in the fifties and sixties. People are so much different, you know, Sam."

"No, I don't know any such thing," returned Havens, thrusting an ample wad of finecut between his jaws and seating himself alongside the meditative schoolmaster. "I can't see that the world has changed one bit in the last twenty years."

"Perhaps not so much in twenty years, but in forty there has been an immense change."

"And I am not admitting that either," grunted the liveryman. "There has not been a change in a thousand years, Tom. Take down your Bible and you will read of things in human nature in the days of Moses that are an exact counterpart of what is taking place to-day in the human mind. I tell you them old prophets knew a thing or two that we moderns might copy with big advantage to ourselves. But what set you to thinking along this line, Tom?"

"See that rig over there?"

"Couldn't help it unless I was blind, old man."

"Well, I was noting with what ease that farmer is doing business with Mrs. Durand. She has a knack for trading that our mothers did not possess. Nobody thought of doing business with a woman when I was young. Women and children were supposed to be house bodies and not formed for business deals. It is different nowadays, however."

"In what particular?"

"You need showing, I see," and old man Tanner grinned.

"Yes, I reckon I do. Women can't do business now any better than they could a century ago. It is not in a woman to do a thing like that, you know."

The schoolmaster regarded the speaker with a pitying smile.

"You don't believe what I am saying, eh?" grunted the liveryman, shifting his quid. "I can soon convince you."

"There is no chance for argument, Sam," asserted Tanner. "We all know the business woman of to-day; she has taken the center of the field and is fully equal to her masculine brother in the sharpness of her deal. The woman merchant, overseer and factory manager have come to stay. They

have usurped the places once thought to belong exclusively to men, and I can't see as there is any chance for an argument in that direction. We will soon have women statesmen, women campaign managers, in fact, the ever present female in every walk in life."

"Oh, yes, that's true—"

"But it wasn't true in old times."

"That's because women have stepped out of their proper sphere. I'm not admitting that they can do business all the same. They aren't cut out for anything of the kind."

"How then do you account for so many successful business women, Sam?"

"That's easy. The men simply tolerate the fair sex as traders; nobody wants to discourage them, of course, but the fact remains that women are not cut out for business life and never will be."

"The facts disprove your theories, Sam," declared old Tom Tanner.

"Well, I've something beside theories to go on, Thomas. I was once in trade myself."

"Were you? I had forgotten that."

"It wasn't here. Down in the east part of the State before I came West I ran a truck and berry farm. I might have made a success of it had it not been for the women—perhaps I ought to say widows."

"You interest me, Sam. I never heard of this before."

"No," with a laugh, "I don't often talk about that episode in my life."

"Well, talk about it now, won't you?"

"I will give you a bit of my experience," said Durand. "I sold most of my truck, fruit and the like, on the road and in a nearby village. There were forty widows and a dozen old maids—bachelor girls now days—lived on the road and in town. Some of these traded with me, and such a time of it as I had."

"I have yet to see the woman who values her word, Tom. She seems to think anything goes with a horrid man. The Widow Guilford played me for a sucker and won the game. She was as smiling as a basket of chips, as glib-tongued as a Green-back orator, and she so loved to deal with an honest gentleman like myself! She did deal with me, too, all right. I sold her garden truck and fruit and she always came out whenever I passed to sample my goods even if she did not buy."

"Rather a good customer I should say."

"Oh, yes, you might call her that. I distinctly remember one order she gave me that has stuck in my crop to this day. The weather that summer was hot and sultry and the berries ripened fast. I had my hands full looking after the fruit. There was an overplus that year and many fruit growers never picked their raspberries."

"And they went to waste on the bushes?"

"Certain they did. Not so with mine, however. I had built up quite a respectable trade in the small fruit line, having a superior class of that sort of goods. A lot of the widows

patronized me, and I could have had a scrap with every one of them had I stood for my rights. I learned that summer never to contradict a woman. Let her lie if she wants to, she imagines it is her privilege and thinks nothing of it."

"Mrs. Guilford drove up to my place one evening and looked over my patch of blackcaps. They were beauties, and she admired them in extravagant language. She ordered two crates, and I could fetch them at my convenience. My berries were so nice she wouldn't have anybody's else, not for the world. I told her I might fetch them on the next Saturday."

"The best time ever," she declared. 'I ain't a Sunday woman anyhow, and if my work runs into that day it doesn't matter.' I was pleased at this for I saw I was going to have a hard time to save the crop. Customers were captious and mighty particular. One had to be very smooth not to offend one of the dear women; the men once they ordered a thing always took it and said nothing. Mrs. Guilford drove home full of happy feeling. You see, she had got me to throw off on the price of the berries because the delivery was to be on Saturday, when nobody likes to do up fruit."

"Well, I managed to get most of my berries harvested and sent away. I started for the Widow Guilford's with two as handsome cases of berries as ever graced a wagon. Arrived at the house, a fine modern mansion, I was met at the door by a simpering miss of 17—Miss Dotty, the widow's daughter. 'Mamma has decided not to take your berries,' she said with a meant-to-be-winning smile."

"Now this exasperated me. I was tired and hot from a long siege in the berry field and not amenable to soft soap or a feminine smile. 'Your mother ordered the berries,' I said, 'and they are here. Tell her I wish to see her.' Miss Dotty said her mamma was ill with a sick headache and could not see callers. 'She will see me,' I declared, setting foot into the hot kitchen. And then there before me lay the milk in the cocoanut: a bushel basket nearly full of measly looking blackcaps. The girl's face flushed as she hastily informed me that her mother had purchased the bushel of blackcaps of a Mr. Brown at half price and did not care to buy any more, surely not at the price I asked."

"And this was the way that woman crawled out of it. Her sick head was of course a sham. She had left her daughter to lie out of the scrape. Of course I was not deceived. I insisted on seeing the widow and finally Dotty called her. She came in looking red and defiant. 'I can't afford to pay such prices as you ask,' she coolly assured me. 'I have a right to buy where I can buy cheapest. If you were reasonable—but it's too late now. I have all the berries I want.' With that she turned her back and spoke to 'Dotty dear' about her canning process, ignoring me entirely."

"That was rather aggravating," agreed the schoolmaster.

"I should say it was. What could I do? Hold the widow to her bargain in a court of law, and become the laughing stock of the town? I knew better than that."

"What did you do?"

"I drove a mile out of my way to give those berries to a crippled old shoemaker, who had a hard time to get along. I was satisfied to do this, but as for doing any sort of business with a woman, count me out. There's no dependence to be placed in one of them."

"There is a wide margin for difference of opinion," declared the schoolmaster thoughtfully. "I know a woman in the store business who as a clerk in a big dry goods emporium was not considered very bright, yet who has won for herself a place in the business world, and is to-day one of the leading merchants of her town; she is a widow at that."

"An exception of course. You can not tell me a thing about women as traders. A woman's word isn't worth powder to prime an old flintlock. I am not saying that all women are liars, but they seem to think, when dealing with a horrid man, any sort of thing goes. No, as for me, I prefer the male biped to deal with every time."

"There's the farmer talking to Mrs. Jim Durand. What do you imagine he would say on this subject?" queried Tom.

"You might ask him and see," said Sam Havens, rising and going back into the store.

"I believe I will sometime," mused the old schoolmaster. "I rather think Sam is too much of a pessimist where the gentler sex is concerned."

Old Timer.

## Human Engine Most Efficient.

The human engine has a daily intake of 8½ pounds of food, water, and air, yet out of this modest supply the body generates power far exceeding in amount and in direct and economic usage that produced by the best engines of his own invention.

The waste seen in the engine, due to friction and to loss of power in getting at its work, so to speak, is largely obviated in man's own body. While only a small percentage of power for the coal burnt is returned to us by our finest engines, our own body yields a generous amount, indeed, having regard to its small fuel consumption.

If we think that a man's heart alone in twenty-four hours expends 120 foot tons of energy, for a sufficient to raise that weight one foot high, we may see how admirably living nature orders her ways of income and expenditure.

The profit in the form of the power of doing work which is secured from solid, liquid, and air is most handsome.

Most wonderful of all, from the scientific point of view, is the thought that all man's achievements, physical and mental alike, represent part of the profit accruing from the transformation of what he eats into what he does.



## KEY TO SUCCESS.

## Do Your Work Better Than Your Neighbor.

The eagle conscious of his might can soar aloft to sublime heights and traverse the ether fields on buoyant pinions, while the goose must remain on the ground and waddle about within its own circumscribed area.

Men may be likened unto eagles and geese. Some are ambitious to reach the highest point, strong in their energy to overcome every difficulty, and will let nothing thwart or retard them in their progress to their desired destination. These are the eagles who scorn the force of circumstances and rise triumphantly above them.

There are others, however, who are content to remain on the ground, plodding and groveling along in the same old rut, seeing no farther than the tips of their own noses and never able to penetrate beyond the boundary line of the narrow limits which confine their well nigh useless lives. These are the geese, the weak, vacillating, lazy individuals, devoid of ambition and with no objective point for which to labor and strive. They pass through existence in a state of torpor, or at least apathy to their surroundings, careless, if not oblivious, to all that should interest and compel them to take an active part in the great arena in which Providence has placed them.

Whenever we come to a study of the men who have made their marks deep in the world's history we find that they were enabled to do so by the sharp chisel of perseverance and the mallet of determination. They were not drones, but were up and doing all the time. While others were idling they were toiling, while others slept they were awake, alive to every opportunity which they could seize to further their designs. They availed themselves of every minute and made the seconds count to the best advantage.

No man can hope to keep pace with the world's progress if he fails to equip himself for the march, otherwise he must lag behind or drop out of the ranks. He must buckle on the armor of courage and take the sword of perseverance in his hand to carve his way to the front.

It may be taken as a general rule that there are no jumps in the careers of successful men; their progress is a steady march, every step a logical and well earned success. There are a few exceptions, of course, but these only serve to emphasize the rule.

If you want to gain reward you must do something that merits reward. If you want to get out of the common rut you must do something out of the common.

It is the employe who accomplishes something out of the ordinary, something that others do not or can not do, who gains approval and promotion over the heads of those who have been longer in the service of the establishment, but who, like the geese, have been content to waddle along in the confines of their narrow

limits without making effort to get beyond the boundary line.

The man who takes pains with his work, who endeavors to do better than his neighbors, who shows originality in his methods, is sure to come in for attention. He has not long to wait for recognition, his ability compels it, and employers are only too willing to give him his just deserts.

Employers are not slow to detect the shirks, the schemers, who try to dodge their duties at every turn, who only make pretense when the eye of the supervisor is cast in their direction, who think every minute an hour until the bell sounds, and keep constant watch on the clock until the hands point the hour of release.

These individuals forfeit all trust, they are dishonest to themselves as well as to their masters, because they waste the time of both. They have no real object in view, save to kill time, and their only ambition is to secure their pay at the week's end.

How different with those who live for a purpose. They put forward every endeavor to make to-day find them further advanced in their desires than yesterday and look forward to to-morrow to add to their attainments. It is a constant progression with them towards the wished for end. They command attention and merit approval on their actions.

It is only natural that employers should pick them out for advancement, for they make the interests of the firm their own. No need to keep a watchful eye on them; they are as industrious when the master's back is turned as when he is present, and the latter is cognizant of this fact.

Being alive to the interests of your employer is safeguarding your own and is the key which always unlocks the door of promotion.

Anticipate the wants of your employer. Keep yourself alert to the things which need to be done, to every little detail that demands attention. Don't be stingy with your labor. Your hands were made to work and your brain to think and plan, so don't spare either. The used key is always bright.

The man who is afraid he will do more work than he is paid for will never advance. Selfishness will bar his promotion.

Generosity of service, good will towards others, absence of jealousy—these are qualities which employers admire and are willing to recognize.

When you see a man of splendid abilities under a foreman of less education, be sure that the man of splendid abilities has defects somewhere, that there is a weak spot, a hole in the armor to admit the barbs of criticism.

Try to make your work as satisfactory as possible. Do not blind yourself to your own defects, be the severest critic of yourself. Never be satisfied with what you have done or are doing, ever and always aim at perfection, although you may never be able to hit it. Let your motto be: "Excelsior."

The man who, like Adam Bede, always drives a nail straight and

planes a board true is the one whom men employ at good wages. With thousands of men out of employment everywhere, the great concerns are still looking for competent employes.

Madison C. Peters.

## Men Win by Directing Their Youth.

Ask most men of ripened worldly experience the one thing in their lives which they regret. Somewhere you will discover that most of them are nursing consciousness that they did not "find themselves" soon enough as young men. They let too many young years run away from them.

Youth is disposed to have its fling. It would need another estate wholly to escape the promptings which come to the young head on the young shoulders. But in these later years especially, when so much of the world's work is in the hands of the young man, it is more than ever devolving upon him to get a line on himself. So many of the world's ways and means are new—so many of the world's arts are to be learned in the scientific and technological schools—that the young man must be both student and worker.

Time was when the educated young man took his classical course in college as a student and became a worker when he became apprentice to his work. Before he was fitted to master his calling he might expect to be middle aged. To-day in many special lines of effort he leaves school prepared to take up his work.

But here again the disposition of the young man who comes from school too often minimizes the necessity for further learning of the world. Youth asserts itself again. Things which by world comparisons may be judged as trivial and unimportant later are discovered to be stepping stones; things which appear important are without future bearing for him.

Not long ago I was sitting in the inner office of a corporation while two young specialists in the organization were talking to the veteran head of the establishment. One of these young men already had done more than any one to make the business possible. Perhaps he felt his position in the house. Certain things to his point of view had gone wrong in the business and he was making a formidable list of them to his veteran manager.

Never have I seen a more striking example of how much experience and judgment count against the promptings of inexperienced youth than in this little business session. Out of half a dozen marked criticisms on the part of the younger, more active man, scarcely one of them was left for further consideration when they had been canvassed by the man of thirty years' experience in the ways of men and things. How and why such conditions existed were as clear to him as were his explanations of these conditions. Yet this young man had received all the advantages of college and technical education; the other had none of them. The larger world of men and

things had been his university and he had been a star student in it.

It is this necessity for the wider schooling of the world which needs to be pressed home to the young man. He must mix acceptably with it if he shall hope for results. It is not to be stampeded or taken by assault. Treaty pacts, for the most part, must influence. If the young man be ignorant of this outer world's history, tastes, prejudices and desires, how shall he succeed?

Several years ago I was a guest of a successful business man at his old home farm. One day in the wagon sheds between the barns he pointed upward to a small ox yoke hanging to a wooden peg. He had made it when a boy, and there in the woods had used it for "breaking" calves and young cattle to the yoke. Looking back upon this crude instrument of transportation in those early days, he told me that he could see wherein that one wooden yoke had taught him his first lasting lessons in the amenities of life.

Not only did the breaking of the animals call for his patience and persistent determination but these young cattle were his to hook up and make the social and party rounds of the countryside in a bob-sled. Handling his cattle, he learned also to mix with his fellows. The medium for all this was the wooden yoke which for years had been hanging in the old barn, a memento of the time when he was taking his first lessons of life. Doubtless the influences which my friend credited to these wooden bows were discerned in his afterlife of business success.

It is this which I would press home to the young man. He can not be too alert to the significance of all that he comes in touch with in the life of the outside world. There is no phase of life which may not yield to him, under observation, something by which his after course may be directed and shaped. He can not too soon learn the face of Opportunity. He can not too quickly cast off the nonessentials which would clog his progress.

In this age of the young man much is expected of youth. But youth, inherently, has no greater capacity than always. It is by curbing youth and directing it that the young man conserves it to his ends.

John A. Howland.

## American Oil for Athens' Streets.

Motoring makes dustless roads. During the famous autocar tests in the Ardennes, Belgium, the entire circuit was treated with tar, with distinct satisfaction but inordinate expense, over a cent a square yard, considering the short duration of the dustlessness.

The Belgian government is carrying on elaborate experiments through the minister of public works with a view to annihilating the dust. It is thought that no other city in the world has the pronounced nuisance of dust as has Athens.

During the spring especially, when residence in the Greek capital would otherwise be delightful, winds prevail which sweep the land.





DEVOTED TO THE BEST INTERESTS  
OF BUSINESS MEN.

Published Weekly by  
**TRADESMAN COMPANY**  
Corner Ionia and Louis Streets.  
Grand Rapids, Mich.

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

**Subscription Price.**  
Two dollars per year, payable in advance.  
Five dollars for three years, payable in advance.  
Canadian subscriptions, \$3.04 per year, payable in advance.

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

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

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

Entered at the Grand Rapids Postoffice  
as Second Class Matter.

E. A. STOWE, Editor.

O. L. Schutz, Advertising Manager.

Wednesday, November 25, 1908

Turkey cold and turkey hot;  
Turkey both ways, like as not;  
Turkey pie and turkey stew,  
Turkey fricassee, a few;  
Turkey chopped and turkey braised;  
Turkey till you're nearly crazed;  
Turkey in the form of roast;  
Turkey all chopped up on toast;  
Turkey weak and turkey stout;  
Turkey with and "turk" without;  
Turkey soup, fit for a king;  
Turkey doped with everything;  
Turkey frizzled, ditto mash,  
Then the last stage—turkey hash.  
Turkey morning, noon and night,  
Till the bird is out of sight.  
That is what we have to pay  
For the glad Thanksgiving day.

#### UNREASONING FEAR.

One of the most remarkable popular as well as professional movements in the field of sanitation is the general uprising against "consumption," or, as it is technically termed, "tuberculosis."

It is one of the commonest diseases with which the human race is afflicted, and it is charged with causing more deaths among the general population than any other, and even than many of the bodily disorders combined. But from the earliest times it was regarded as practically incurable and largely hereditary, being transmitted from parents to children and passing on through succeeding generations.

The first movement made in the uprising against consumption was based on the idea that it could be cured by life in the open air, exposed to sun and wind. The next idea was that the disease is seldom or never handed down through families from generation to generation, but that it is extremely contagious and is propagated from the sick to their attendants and near friends by contact and close association.

The notion of the curability of consumption at once aroused a spirit of benevolence that manifested itself in the forming of societies whose object is to increase among the people

a knowledge of the disease and promote and popularize the establishing of institutions where the sick may be treated according to the most enlightened means. To further these benevolent designs a national association and numerous state or auxiliary organizations have been formed whose object is the study and prevention of the disease. A circular letter recently issued by the National Tuberculosis Association sets forth:

Every other day sees a sanatorium, association or dispensary for the treatment or prevention of tuberculosis established in this country, is a statement issued to-day by the National Association for the Study and Prevention of Tuberculosis. During the months of September and October sixteen associations, ten sanatoria and five dispensaries, were started or provided for in the United States, making a record of achievement in antituberculosis activity never before equaled in any country of the world. The stimulus for this wave of philanthropic endeavor has been derived largely from the recent International Congress on Tuberculosis.

From one end of the country to the other men and women of all ranks and classes are rising up to fight in the battle against tuberculosis. Including the recently formed societies there are at the present time 211 associations for the study and prevention of tuberculosis in the United States, with a total membership of over 20,000, all engaged in an active war on consumption. Never before in the history of the country has such an army been massed to fight against disease. And, with the present rate of increase sustained, it is estimated that the army will be doubled in size within a year. On Jan. 1, 1905, there were in the United States only twenty-four associations for the study and prevention of tuberculosis. By Jan. 1, 1909, there will undoubtedly be 250 such associations, an increase of over 800 per cent. The states which lead in the number of associations are: Massachusetts, with 26; New Jersey, with 22; New York, with 19; Michigan, with 16; and Pennsylvania, with 14. Thirty-five of the forty-six states have one or more associations.

These associations are all philanthropic in organization, and are composed of physicians and laymen both men and women, who are anxious to see the number of deaths from tuberculosis reduced.

This is all not only highly interesting, but is of large public importance. But it appears to be in course of bringing about conditions which are startling in no small degree. It is creating and propagating a general fear and horror of consumption which have long been felt towards plague, Asiatic cholera, yellow fever and smallpox. Until recently the consumptive patient did not inspire any such fear, but now that the people are being told that the disease stands among the worst, in the way of contagion and infection, there is great danger that consumptive patients will be forced out by strict quarantines and seized and hurried off to isolation hospitals or, in the lack of such institutions, treated with extreme neglect and cruelty, as was reported of a recent leprosy case in Nevada or Arizona, and of another in West Virginia, and of another in the National Capital.

Some such conditions are foretold in a proclamation of quarantine recently declared by the Governor of Texas and promulgated in the Texas official papers, the fact having been telegraphed far and wide and printed by the press in general. It declares quarantine against all persons afflicted with contagious and infectious diseases of all sorts, and requires that they shall not be admitted to the state, or, if admitted, shall be segregated from the remainder of the population. While tuberculosis is not mentioned as one of the diseases designated for detention and segregation, there is a general belief in

Texas and out of it that it is comprehended under the general term of contagious and infectious diseases.

It is a most serious matter to arouse an unreasoning fear or panic against any disease, because it drives people who are otherwise kind-hearted and humane to acts of extreme cruelty and inhumanity. All diseases can be handled without danger to the attendants, and this fact should always be kept in view, for the benefit not only of the unfortunate sick, but for the honor and safety of the living.

#### FOOLISH ALARMS.

They're at it again, are the Jingoes.

And this in spite of the fact that there is already existing a well-defined, broad and comprehensive entente cordiale between the British government, the government of Japan and the United States Government.

Listening to the Jingoes one learns that the recent deaths of the Emperor and Empress of China have just about precipitated a condition of rebellion in that land, which is being egged on by the Japanese; that the intense but temporary disturbance along the western end of the Black Sea has practically disrupted the German empire; that the Kaiser puts the whole blame of conditions upon his kingly Uncle Edward; that Russia is vigorously preparing for a "Route to India" campaign—aided surreptitiously (of course) by Turkey—by way of Turkey-in-Asia and Arabia.

And now comes little Dickey Hobson with a scolding for President Roosevelt because he has ordered the United States fleet to return home and leave our Pacific coast comparatively unprotected.

Ready to grasp any old sign of hope, and in spite of what Lord Roberts did really say by qualification, the alarmists put scare heads on an Associated Press report as to what "Bobs" told the House of Lords relative to possibilities in case Germany should lose her head and attempt to invade England.

It is practically the same old routine of senseless sensationalism, and costs nothing except for telegraph tolls, composition and space. Meanwhile, the governments of Great Britain, Japan and the United States of America are serene and diplomatic, knowing that there is no danger present for themselves or their dependencies; and, assured that business is reviving all over the continents, they can see naught but peace, prosperity and harmonious co-operation in the distance.

#### COME DOWN.

According to the daily press reports Congressman Joseph Cannon, of Illinois, has had his ear to the ground and is going to stand as Speaker of the House in favor of a revision of the tariff to permit the adoption and administration of a policy of readjustment.

That's good, Uncle Joe, but the people of the United States hope that you will go a bit farther. There are

a number of other valuable propositions already awaiting your co-operation. For example, there is the Appalachian forest idea and, in fact, the entire forestry problem, which you have so successfully held back; then there is the irrigation problem, a magnificent question, and the National plan for improving the internal waterways of the country.

In this connection it is being quite busily buzzed about the White House and in and around Fourteenth and Fifteenth streets that President Roosevelt will say a few forcible things upon these topics in the message he is soon to present to Congress, and that when President-elect Wm. H. Taft comes into the chair of the Executive he will do something more than merely talk upon these subjects.

And so, in the interest of political economy and industrial and commercial peace and prosperity, why not come down off your high horse for awhile?

The Pennsylvania Railroad Company recently furnished a special train for a week, running through the eastern counties of the state, carrying a number of instructors from the Agricultural School of the State College to the doors of the farmers to inform them what science can do toward successful farming. The train made seven stops the first day, and at each the farmers numbered from 100 to 500, all eager to hear what the instructors had to say on the several subjects. The result of the tour is held to have been remarkably successful, both instructors and farmers expressing their gratification with the experiment. The project is in every way commendable, and can not but eventually prove of great benefit to the farmers as well as to the development of the state's resources. The Legislature will be asked to make an appropriation to pay the expense of an agricultural instruction train that will visit all sections of the state next season.

Cobless corn is the coming agricultural novelty if an experiment now in progress proves a success. H. J. Sconce, of Bloomington, Ill., purchased a quantity of seed corn a year ago last spring in Indiana. In the shipment was a fresh ear, which, instead of the ordinary cob, had a core of husk, the grains being neatly wrapped on the soft foundation like peas in a pod. Mr. Sconce was impressed with the novelty of the find and decided to plant all the kernels he found on the freak ear. To his surprise the ears produced this fall were found to be exact reproductions of the single ear. He has decided to plant more of the corn next year, and will endeavor to improve it. He believes he has made a discovery that will increase corn production and prove a great benefit to growers. Cobless corn may become popular and profitable, but it will tend to depress the cob pipe industry. All great discoveries have some unfortunate drawbacks.

You can never fight a man's foes unless you are his friend.



## OLD ASSOCIATIONS.

## How They Cluster Around Our School Days.\*

My gratitude can not be expressed in recognition of the fact that I received the benefit of a two years' elective course in the Grand Rapids High School; and I say this in the face of the fact that, in those days, teachers were not fond of pupils electing the studies they wished to take up.

This course of study has since been supplemented by a course of many years in the Hard Knocks University of Every-Day Business, from which I have not yet graduated.

In all sincerity, I appreciate, very highly, the distinguished honor of appearing before this gathering of the embryo Alumni Association of the Grand Rapids High School.

Grand Rapids is my home and has been for many years; all of my interests are here; my ambitions center here and the busiest, best and happiest of my days have been spent here. I love this city and pray that the time may never come when, no matter what form the duty may take, I will be obliged to decline to contribute of my feeble effort in behalf of any project which is for the good of this community.

I believe the step you are now taking is for the good of Grand Rapids and, while it is undoubtedly presumptuous on my part to willingly undertake to act as proxy for such a scholar, such a teacher, such an altogether splendid citizen as Prof. E. A. Strong, I am free to confess that I rather enjoy the magnitude of my impudence.

Indeed, I am reminded of the somewhat reckless lad down in Lenawee county whose farmer father was an enthusiast as a stock raiser. This family lived about a quarter of a mile from our house and this boy—his name was John—had confided in me so far as to let me know that on the following Saturday he was going to ride "Dandy" for the first time. "Dandy" was a thoroughbred Hambletonian colt in which the father took great pride and upon whom every care and attention was bestowed, as a very valuable asset.

The Saturday arrived and John's father had gone to town, so that we two boys were unhampered in our proceedings. We led "Dandy" out of the stable and, after considerable effort, succeeded in getting bits and bridle adjusted on the youngster. The colt wasn't a particle vicious, but he was quicker than a cat and full of ginger, so that in spite of our best efforts, we couldn't get even a blanket and surcingle in place. At last, a good opportunity offering, John made a leap and landed squarely, bareback, astride the animal and off they went down the lane at a two minute gait.

I ran perhaps 40 rods after the pair, but they had disappeared over the meadow hill in the distance so that, fearful of all sorts of dire happenings, I made a cross-lots cut for home, cherishing the thought that I wasn't at all to blame for the escapade or whatever might happen in conse-

quence. When I had reached the road, about half way between John's house and mine, I heard a pounding of hoofs behind me and turning, saw "Dandy" coming along at an ordinary canter and nobody on his back. I stepped quietly into the roadway and the colt, seeming to recognize me, changed his gait to a walk and within half a minute I had his bridle in my hand and was leading him back to his stable. Very shortly I saw John coming on the run, and shouted, "Are you hurt?"

"Nope," came the reply "but I rode the little cuss."

"Spose'n he'd killed you?" I asked: "That's all right," he responded. "I wuz willin' to die a tryin'."

And so, my friends, with a full realization of the hopelessness of my effort to even appear as a feeble substitute for Prof. Strong, I feel as John felt. I am "willin' to die a tryin'."

"The value of Alumni organizations is the preservation of old associations."

Old associations. When does an associate grow old? When does a school day experience grow old? Ask Gaius Perkins if the old stone school-house-on-the-hill is not just as fresh in his affections to-day as it was in the early sixties; ask Charles H. Leonard, if the peals of the old school bell he used to ring are not just as clear in tone to-day as they were during the year he earned the first watch he ever owned. Ask any alumnus of any class in the sixties, seventies or eighties, if they would surrender any of the memories of those days, simply because they wear the weight of years. We all of us may grow older and our earlier associations may grow older, but, under contemplations that are fair and in all ways desirable, none of these things grow old.

It seems to me that no better medium can be devised to perpetuate a contemplation of such associations, such comrades, which shall be beautiful and satisfying through all time, than by the fostering of the Alumni Association.

As things go in these days of energy, ambition and abundant resource; in this time of electricity and wondrous mechanical achievement—it is next to impossible that all classmates should long remain amid the scenes and among the friends of school days.

For example, while I am unable to give the names, I am told that there are two of the foster children of the Grand Rapids High School in Government service in the Panama Canal Zone, and at least half a dozen more are at present residents in the Philippine Islands.

Does it require any very great stretch of the imagination to formulate the sentiment that would be expressed by any one of these, could they be informed as to the proceedings here this evening? Would they applaud or discourage the idea of perpetuating this Alumni Association and so perpetuate the friendships of long ago?

There is a quite common—but in my view of the matter, an incorrect—idea that human intercourse, to be successful, must be controlled by sim-

ilar tastes. For example, the school teacher must find his or her happiness almost entirely through association with teachers and through contemplation of the manifold phases of pedagogy; that the alumnus who is a furniture manufacturer can find no satisfaction except through social and business relations with some other maker of furniture.

In other words, congeniality is battered hither and yon by being confounded with "talking shop." Indeed it seems to me that this Alumni Association and the thousands of other like organizations all over the country are splendid factors in not only preserving old associations, but in widening the horizon of each individual member; it is a most reliable help, when properly maintained and conducted, toward keeping individual members out of this, that or the other rut in life which, when once it gets its grip upon a person, makes for the commonplace, the disappointing things in life.

The Alumni Association, as I see it, not only may keep old friends united in spite of geography and the years, but enables each member to contribute regularly and most beneficially toward the broadening and the encouraging of each other member. I have been told of a case in point. An alumnus of the University of Michigan went West a number of years ago and somehow—how is not now important—became proprietor of a saloon. He was also a D. Y. Z. or some other Greek letter chap and had prospered. His society was to have a reunion at Ann Arbor and he attended. Not one of his fellows knew of his business and he gave them to understand that he was engaged in mining enterprises. He returned to his home after having what he termed "the time of his life." He at once sold out his business and is at present and has been for a dozen years, the owner and manager of a large machine shop in San Francisco.

When asked why he changed his business he replied, "I felt like a cur every time I shook hands with a fraternity man."

To return to the congeniality view as developed by the influence of alumni associations. The genuine alumnus knows when to talk "shop;" whereas the other chap knows little else. Our great President, Theodore Roosevelt, an alumnus of Harvard, a statesman, diplomat, author, sportsman, woodsman and soldier, is too many sided to fit any "shop;" and yet, those who know, say that he is the most congenial companion for any sort of man he meets, imaginable. Moreover, it is said, that he himself bestows much of the credit of his adaptability upon his experiences as a Harvard alumnus.

After all, the beneficial influence through the preservation of old associations, as exemplified by the operation of alumni associations, is seen at its best value in the home town of the alma mater thus worshipped. The Grand Rapids High School represents the highest ideals of the best citizenship in the community; for half a century it has contributed largely, more largely than has any other single factor, to the realization of those

ideals; so that, purely as a matter of affection, of proud loyalty and enthusiastic purpose, the Grand Rapids High School Alumni Association has but one course to follow.

There isn't an alumnus of our high school who is not intensely proud of the fact, no matter how many normal schools, colleges and universities he may have since attended and graduated from. Not one of these would surrender the honor of being an alumnus of our high school on any consideration.

And it is that spirit that permeates every department of our city life; it is that force, impalpable and invisible, which for years has penetrated and influenced for good every department of human endeavor in our city.

What have the old associations to do with the generating of this spirit?

Ask the gray heads among your members, ask the children in the lower grades; ask the smart youngsters with their turned up trousers, who hope to join you next year or the year after. Nay, you can go much farther than that.

Ask the leading business men of Western Michigan—men who learned their lessons in the mills, the lumber camps, the shops, the stores and the offices. Find out if you can the keen satisfaction and pride they feel over the fact that their sons and daughters, their grandsons and granddaughters, their sons-in-law and their daughters-in-law are members of your Association.

Once in awhile, to be sure, you will find a cynic whose temperament and whose point of view are awry; who, in need of something to scold about, carps and sneers at each individual topic as it is presented, and so the high school alumnus and the college-bred man get their share; but, fortunately, characters of this sort are tremendously in the minority and are growing less numerous each year.

I am an optimist and to a very large degree my faith is based upon the steadily increasing influence of the American system of education and the fact that our high schools represent the genesis of good citizenship. Hundreds of thousands of pupils do not, for one cause or another, reach our high schools in person, but it is impossible for a worthy pupil to pass through the eighth grade or even the seventh grade of our public school without having his entire life influenced for good by the force of his hopes and his dreams as to the high school; while as for the graduate from our high school he is more jealous of that honor than of any other than may come to him. It is an honor that is genuine, which came to him first in his career as a man and it remains paramount in his estimate, throughout his life. And next to his reverence for his father and for the mother who bore him comes his veneration for the teachers who carried him along year after year; for the schoolmates who traveled the troubled way in his company and for the dear old alma mater who shared in his griefs and disappointments and rejoiced with him in his victories.

\*Address delivered by E. A. Stowe at meeting Grand Rapids Alumni Association.





### That Which Mystifies Man Interests Him.

What man can not quite fathom—that interests him. When a living person poses in a store window with so much natural dumbness that he is taken for one of his wax brothers the public like to try and make out whether they are being fooled or not. A young fellow dressed to resemble a Turk and stretched full length in a window fitted up like a den with a couch and Oriental lanterns, fabrics, etc., is a recent local example of fooling the public. A good many turned away from the exhibit to sell smokers' goods with the strongest kind of an idea that the apparent Turk was a wax dummy, as at times he sat or reclined on the couch in a perfectly unmoving position, the only perceptible approach to life being the winking of the eyelids, which the deluded ones supposed to be the result of some inside mechanism. At other times, however, the seeming dummy got up and walked around in his denny quarters, and if the people who imagined him to be composed of different elements to themselves had waited a while they would have had occasion to change their minds. Occasionally one will see goods or crepe paper of one color or varying tones drawn to a common center where there is a round or square opening left to enclose the head of a person—sometimes a man's or woman's, sometimes a child's. Lately the latter was observed in the same store where the aforesaid Turkish representative roamed at his pleasure, and the girl did more than just appear, for every so often she held up for perusal placards extolling the merits of the merchandise displayed on the floor of the window. Her presence accomplished a double purpose: she piqued the curiosity of people to know whether or not she was human and as they discovered their mistake they read the cards she held aloft. Such ideas brought to bear in a window impress the goods therein on the beholder's mind.

#### A Paradoxical Exhibit.

A window that seemed at first glance a trifle out of the way showed an immense number of Teddy Bears of all bear shades and sizes, all standing on their hind legs in eager expectation of securing a tempting morsel of dog biscuit held high in the fingers of a boy dummy as if for a hund. All over the background dog biscuits were affixed in a pattern. Bruins in the window instead of canines as one would naturally look for served to recall the goods advertised better than if the

latter were seen in conjunction with the animal food on sale. The same peculiar construction could be carried out to sell dog collars, dog blankets or anything else intended for the members of dogdom.

#### Curtains and Accessories.

In getting up a window to sell lace curtains and draperies the trim need not be restricted to just those two

acquainted with it. They need only to be "shown" and then these "people from Missouri" become customers for over-curtains.

Shades must not be forgotten nor neglected by the window trimmer. Never allow a display of lace curtains or draperies to go into a window without in some way there being a suggestion of shades. They need not be conspicuously placed, by any means, but they must be in evidence somewhere, somehow. Of course, being plain homely things, they do not add to the elegance of a display, but, nevertheless, they should receive their share of attention. It is much better to intersperse rolls of shade cloth among the prettier part—lace curtains, draperies, etc.—than to have a window made up wholly with the cloth as a whole-shade window would be insufferably ugly.

### Thanksgiving Days

The year is drawing to a close—

Howl, wintry winds, and pile, ye snows.

Another day of joy has come;

Now call the severed children home;

Kiss each dear girl, each happy boy;

Sing out your praise in notes of joy.

Grandpa and grandma recount again,

In happy days, of these now men,

Vie with the rest in sports and mirth,

In gladness praise God's gifts to earth.

Night comes too soon these happy days—

Grateful the light, cheering the blaze.

Dreams of the happy past will rise

As close at last the wearied eyes.

Years come, years go, life's duties press—

Sweet hope to meet where partings cease.

E. E. Whitney.

varieties of merchandise. Indeed, the window looks much better if one or two oak or mahogany stands are introduced or handsomely carved Japanese teakwood palm holders and tabourettes topped with marble or petrified wood. When the oak or mahogany stands are used very little wood should be left in sight as these are merely to drape goods over to show the beauty of the latter; but the stands from the Far East must not be covered up. The magnificence of the carving of the teakwood is to count as a part of the display; it must not be hidden "under a bushel," so to speak.

In an exhibit of lace curtains their arrangement should show different ways of fixing them in the homes. Lots of people haven't the slightest conception as to what an over-curtain is, and yet they may be charmed with the idea when they become

Cords and tassels should be brought to the fore along with curtains and drapery goods as they are often needed with a fitting-out of this merchandise; also poles, brackets and rings.

Turkish tabourettes are not made nearly as much of in any store that carries them as they should be. One furniture dealer makes this declaration:

"A lady can put her bouquet, perfume outfit or even her feet on them when she feels as men do when they rest their feet on their desks!"

"Finished in mahogany, white and gold or ebony the prize china tea-cups and saucers of the household never show to better effect than when setting on them."

There is some moral disease present when the sight of another's happiness gives us pain.

### Tea From the Flowers.

Tea, not from the leaves, but from the flowers alone of the plant, is rarely encountered in commerce. The petals, stamens, etc., are sun-dried, and the resulting tea is of a rich, deep brown hue of peculiarly delicate odor, and gives a pale amber colored infusion rather more astringent in taste than that from the average fair grade leaf. The taste for it is an acquired one, and even if this tea could be made commercially possible, it is doubtful if it would ever become popular.

The American tea trade could advantageously take a suggestion from the brick tea of the Far East. In our country, the tea dust, some of which is of good quality, is not properly utilized. In Europe it is a regular article of trade, and it is advertised and sold as tea dust. In America it is sold to thousands of cheap restaurants, who make from it the mixture of tannic acid, sugar and boiled milk which they sell as "tea." If, as in the Orient, this dust were compressed into bricks, good tea could be made from it, and the product would find a ready market through the multitude of uses for which it is adapted. A beginning in this direction has been made by the Pinehurst tea estate in South Carolina, and in Europe similar advances have been inaugurated.

The virgin tea (biepjcki-chi), so called from its use at Chinese weddings, is the sun-dried leaf intact, tied up with three strands of colored silk. After infusion, these fagotlike little bundles are pickled in vinegar and used as salad. This tea is sold in especially handsome silk-covered and glass-topped boxes. The rarest of all teas, and one that has never been known to reach this country, is a naturally sweet tea, produced in Western China on a very limited scale. Its culture is centuries old, and the secret has been jealously guarded from generation to generation. The saccharinity is probably due to grafting and years of patient study and care such as only the small Chinese tea farmer is capable of bestowing.—Scientific American.

### A Soft Answer.

One Sunday evening the old colored pastor of a church in the South stepped before his flock, and as was his habit began, "Well, breddern and sistern, what am de text to be dis ebening?"

There was a pause, and then a voice in a rear pew was heard saying: "Speak on pills!"

"What's dat?" asked the pastor.

"Speak on pills!" was repeated.

For a moment the old servant of the Lord seemed disconcerted. Recovering himself he began: "Pills! Pills! Well, breddern and sistern, dere am pills an' pills. Dere am quinine pills an' headache pills an' physic pills, an' dere am de kind ob pills our brudder in de rear pew takes when he has been out all night; but de kind ob pill dat I am goin' to speak about dis ebening am de gospel."



## SPICES.

## They Play an Important Part in the World's History.

Written for the Tradesman.

Spices have played an important part in the world's history. At one time they were worth their weight in diamonds, and whole provinces were mortgaged to obtain them. Daring navigators were induced to sail upon unknown seas to barter for the silks and spices of the Indies. Pliny paid what in our money would be equivalent to \$5 a pound for pepper, and later pronounced it somewhat tasteless, but his description of it made it one of the most generally sought spices. In ancient days kings paid their ransoms in spices, and during feudal times in England rents were paid in peppercorns, that is, whole pepper. Black and white pepper are universal spices. The world consumes some 43,000,000 pounds of pepper every year, and in reasonable quantity it is undoubtedly an aid to digestion.

There are parts of the world where even to-day spices are worth more than gold or silver, for in the Arctic regions they are essential to good health. A dash of pepper, a pinch of ground cinnamon, a little nutmeg, or a piece of ginger root revives the jaded appetite wonderfully in the most northerly parts of the globe. It is said that shipwrecked sailors have been known to fight more fiercely for an ounce of spices than for money.

Some writers have confessed their inability to write without the odor of some spice in the room. A great musician is believed to have composed his most noted work under the influence of cinnamon and cloves steaming in the kettle of preserve of a neighboring kitchen. After that experience he ordered cloves and cinnamon to be steamed in his own house whenever he wished to do any original work. The food of one man, however, very often happens to be poison to another. In the records of lunatic asylums there are accounts of patients who became violent if the odor of cloves, cinnamon, allspice or ginger was introduced into the room in which they were.

Mustard and cinnamon have antiseptic properties, and some surgeons wash their hands in mustard and water before performing surgical operations.

Almost everybody likes some form of spice, consequently the business in spices as a whole is always on the increase. In the fear that the source of supply would eventually become exhausted, chemists have made numerous efforts to manufacture artificial spices. In some cases they have succeeded to such an extent that inferior grades of most spices are adulterated. These are, of course, sold in bulk to a considerable extent, but the United States pure food law is beginning to interfere with their popularity among unscrupulous dealers.

As the Bible contains frequent allusions to cinnamon and cassia, it seems fair to assume that they are the oldest spices. As is well known, cinnamon is made from the finer grades of the bark of an evergreen

tree that is indigenous to the Island of Ceylon, and cassia is the coarser varieties of the bark of the same tree. Until a few years ago no systematic effort was made to plant and cultivate the trees, and their propagation depended entirely upon a bird known as the cinnamon eater, which ate the fruit of the trees and distributed the seeds or kernels around wherever it flew. This bird is said to be a species of wild dove.

Cinnamon and cassia contain tannin, and excessive consumption of either of them has much the same effect as excessive tea drinking. There exist some persons—not a great many in the United States—who are as much addicted to the habit of chewing cinnamon as some Americans are to tobacco chewing. Among the natives of Ceylon cinnamon eaters are common, especially among the men who strip the bark from the trees and dry it. The workers who grade it, however, often develop the chewing habit by first tasting a minute quantity of each lot and gradually increasing the amount, sometimes unconsciously. After a time their lips and throat swell, but this symptom of cinnamon poisoning soon passes away, and an intense desire to chew the bark is acquired.

Cloves have figured largely in the history of the world, and have been responsible for many atrocities. The Dutch and Portuguese realized the value of cloves in early times, and they made great efforts to get control of the supply. They tortured the natives of the Molucca Isles, and they quarreled among themselves. Whenever either of the above-named nations obtained complete control of the supply the trade in cloves was proclaimed a government monopoly, and any native who stole or sold a pound of cloves was punished by death. The Dutch government controlled the supply for many years, but in 1872 a cyclone destroyed most of the trees of the Molucca Isles, which are in the Malay Archipelago. The shrewd foresight of the government was then made apparent to the whole world. A gigantic supply of first-class cloves which had been kept in storage in sealed casks was placed upon the market, and although some of these casks were seventy years old the contents of them were in perfect condition.

The nutmeg has figured more largely in American history than any other spice. Ever since the ingenious New Englander made wooden nutmegs and shipped them to market at a big profit the term Connecticut nutmeg has been applied to all inferior grades of this spice. The United States imports two and a quarter million pounds of nutmegs every year, and the nuts are graded according to their size. Ground nutmeg is a popular sedative, stimulant and stomachic, according to the dose consumed, and many popular drinks owe their agreeable flavor to the fragrance of this spice.

Ginger, like pepper, is used in all civilized countries and in some that can not be classed as civilized. It is a tuberous root, and is easily pre-

served by boiling in syrup. It is an agreeable form of after-dinner sweetmeat, whether preserved or crystallized, but its sale in this form is limited in this country because it has never been properly advertised by either wholesale or retail grocers.

The gingers from which the ground products of commerce are produced are the cured and dried roots, prepared and graded. There are at least four kinds—Jamaica, African, Cochin and Calcutta. There are said to be other kinds, such as Japan and Bengal, but their price as quoted in the (London) Grocers' Journal would indicate inferior quality.

Jamaica ginger, it is almost unnecessary to say, is much the best in point of both flavor and strength. Nevertheless, there are wholesalers who have succeeded in convincing themselves that African and Indian gingers are stronger than Jamaica, and some of them show analyses of reputable chemists to support their assertions. But nobody professes to believe that other gingers have the fine flavor of the Jamaica product, which has a pungency and delicacy peculiar to itself, some part of which can be extracted by soaking in cold water.

The fiber of Jamaica ginger which is extracted in grinding is not worthless, but may be used in the manufacture of ginger ale. It must be admitted, however, that the best quality of this beverage requires the employment of some ginger of high grade in addition to the fiber.

The pieces of ginger root vary in length from two to six inches, with a number of irregular branches. They are yellowish-white on the outer surface; the inner part is almost white. Coated with whiting, this root becomes the "bleached" ginger of commerce, and although its price is at times as high as five cents per pound above the price of the natural root, its true spice value has been considerably reduced. The United States pure food law will probably make the sale of "whitewashed" (bleached) ginger a thing of the past where inter-state commerce is concerned, and before long the laws of all states are likely to prohibit the use as food of any form of whiting or whitewash.

African ginger has a flavor to which no objection can be made. In color it is darker than Jamaica, and the pieces are both thicker and rougher. The surfaces are somewhat flatter, so that it can easily be distinguished from other varieties. In making extracts three-quarters Jamaica to one-quarter African gives a satisfactory product, slightly dark in color, but for ground gingers the deep brown of the African root is considered objectionable.

With the single exception of Jamaica, all gingers are packed in bags or between a hundred and a hundred and fifty pounds. The bags weigh 2 per cent. of the total weight.

Cochin is graded by letters, A. being the best and D. the poorest. The greater part of the A. quality is sold in London or Hamburg, and an assortment reaches the other markets which, although marked "A., B., C.," consists chiefly of C. The better

grades of Cochin have about the same general appearance and color as Jamaica, but the inferior qualities are shorter and wrinkled. Cochin ginger is in reality only useful to produce a sufficiently light color when mixed with the dark African root after both have been ground.

Calcutta ginger is a dark root of distinctly inferior quality. It is usually rough and wrinkled. In the past, it has been chiefly employed by unscrupulous manufacturers to give a satisfactory appearance to ground "gingers" composed of wheat flour, corn meal and red pepper. This combination has disappeared from the market in most large cities, and the day is not far distant when it will have made its final exit, even from country stores.

Turning to the consumption of the common spices in our country, the unground goods, admitted duty free last year, weighed about fifty and a quarter million pounds, and were valued at \$4,135,000. In addition, five and a half million pounds of dutiable spices, valued at \$5,500,000, were brought into the country in a prepared condition, and the tariff collected was \$204,000. Lawrence Irwell.

## Which Foot Walks Faster?

You may think this a very silly question to ask, but it is not. It is a simple, demonstrable fact, which you can prove to your own satisfaction in a very few minutes.

If you will take a pavement that is clear, so that there will be no interference, and walk briskly in the center, you will find that before you have gone fifty yards you have veered very much to one side. You must not make any effort, of course, to keep in the center, but if you will think of something and endeavor to walk naturally you can not keep a direct line.

The explanation of this lies in the propensity of one foot to walk faster than the other, or one leg takes a longer stride than the other, causing one to walk to one side.

You can try an experiment in this way by placing two sticks about eight feet apart; then stand off about sixty feet, blindfold yourself, and endeavor to walk between them. You will find it almost impossible.

## Was Saving Her Legs.

Little Miss Caroline, aged 6 or thereabouts, was to be flower girl at a wedding. In planning her costume it was decided that she should wear pink socks which end about halfway to the knee. Miss Caroline has always worn socks instead of regular long stockings in the summer-time, so it surprised the bride about a week before the wedding to find her small attendant wearing stockings and looking uncomfortable in them.

"Why are you wearing stockings, Caroline?" she asked.

"I'm saving my legs for the wedding," was Caroline's reply.

And at the wedding, to Caroline's great joy, the exposed parts of her legs showed not a scratch.

The unanswered prayer finds its fruitage in the disciplined heart.



## FORESTRY LEGISLATION.

## What Should Be Done To Improve Existing Conditions.\*

In the discussion of the topic of Forestry Legislation we shall not enter into the pros and cons of forestry or of re-forestation. Such a discussion covers too large a field for the time at our disposal, and the good to be attained by the proper conservation of our forest holdings and by the re-forestation of our cut over lands, that our children's children may at least know what a tree looks like, is so generally conceded by members of this Association that it were folly to court discussion.

We shall, therefore, confine ourselves to legislation past, present and future, and to such legislation as has been enacted and applies in this commonwealth rather than abroad.

It is high time that the members of this Association should turn their attention to the passage and enforcement of laws which will protect them from forest fires and trespassers. Our homes and our factories in various places are assessed, and we pay the taxes more or less cheerfully in accordance with the protection we receive. In most of these places we get our money's worth in police and fire protection, etc., without further expense. This is not so with regard to our forest interests. We are taxed to such a rate that it is generally conceded that any block of timber must double in value in each ten years in order that the investment shall pay out. What do we get in return? Absolutely nothing. Do your woods get on fire? Put it out yourself. It is now, and has always been, useless to call for aid upon the official to whose salary you have contributed. Does some thief cut your timber, haul it away and sell it? Get up and hustle after him yourself, for there is no provision for the public police to aid you, although you have paid out your good money to swell the fund that provides for their monthly wage.

So far the laws which have been enacted have had in view the protection of the public forest lands rather than that of the individual.

It is generally conceded that fire is the worst enemy with which we have to deal in the successful management of forest areas and especially when we seek to solve the problem of reforestation.

Some fifty years ago a law was enacted which provided a maximum penalty of five years in the penitentiary and the payment of a sum double the amount of the damage caused by the malicious setting of fires in timber. This law has never been fully repealed. The execution of this statute was vested in the supervisor, justice of the peace and road commissioner of the township. Power was given these officials to compel citizens to respond to calls for the purpose of fighting fire. The township board could also fix a closed season, during which no fires could be set except by permit. This

law further provides that any person desiring to set fires for the purpose of clearing land or for any other legitimate purpose must give adjacent owners at least twenty-four hours' notice prior to the starting of the burn.

This appears to be a good law so far as it goes, but it seemed so decidedly unpopular that the officials did not care to enforce it. The fellow who wishes to clear off the half acre for potatoes sets the fire whenever the brush is sufficiently dry and the breeze brisk enough to fan the flames. The few bushels of tubers which he will harvest are of vastly more importance to him than all the forests of Christendom and the wind bloweth his fire where it listeth. The average township official has also more respect for this constituent's vote than for the interests of the non-resident timber holder.

This law was repealed in part and added to somewhat by the Legislature of 1902-3, which provides for the State taking an interest by making the Commissioner of the State Land Office Chief Fire Warden. His salary was fixed at \$500 per year and, as in the old law, the supervisors of townships were made fire wardens, with the same authority for calling out the citizens for the purpose of extinguishing fires. However, only \$50 can be expended in any one year in a single township, the supposition probably being that any decent fire would put itself out after being punched and poked \$50 worth.

Under this act the State was to pay one-third of the expense. Owing to the fact that the Chief Fire Warden had other ways in which to spend the \$500, and that the supervisors did not care to incur the other two-thirds of the expense upon their township, this law failed for want of proper execution.

Previous to this, in the session of 1898-9, was created the Michigan Forestry Commission, composed of three men. Two of these, Chas. W. Garfield and Arthur Hill, were appointed by the Governor and are still on the Commission. By virtue of his office the Commissioner of the State Land Office is the third member. This Commission found that it had some exceedingly hard tasks before it. It was some time before it could secure any land for the purpose of growing timber, although it asked only for the poorest soil in the State. Some of the State tax lands in Roscommon and Crawford counties were finally assigned for their use. The Commission was also greatly hampered in getting a suitable fire law passed whereby it could protect its holding. Their first success was the last law above stated, the original bill as offered by the forestry people having been shorn of all its best sections. In the meantime it was found that the enemies of the project, mostly office holders of the counties most interested, had secured the withdrawal from the hands of the Commission of the greater portion of the lands at first assigned to them. Of the lands so withdrawn we will take notice a little farther on.

Becoming satisfied after due trial that no progress could be made in the protection of young or old timber or on cut over land of any kind under this law, the Commission sought the passage of a better act at the hands of the Legislature of 1906-7 and their bill came out again, so changed by the mysterious workings of the great minds that had passed upon it that it was hardly recognizable as the document they had sent in.

By this act the State Land Commissioner was deposed and the State Fish and Game Warden was made the State Fish, Game and Forestry Warden at a salary of \$3,000. We are at present working under this law, which provides, in substance, that the State Game, Fish and Forest Warden shall have charge of the suppression and prevention of forest fires; that the supervisors of townships shall be fire wardens of the township in which they reside; that the State Warden shall appoint a fire warden for each surveyed township in which a supervisor does not reside; that the State Warden shall divide the counties into districts and appoint in each district a deputy State fish, game and forestry warden, provided that not more than ten such deputy wardens shall be appointed in the entire State. These deputy wardens shall have all the powers heretofore vested in the State game and fish wardens. Each deputy warden receives \$1,000 per year and necessary expenses.

It is the duty of the deputy wardens to go upon and familiarize themselves with the district over which they have charge as to the condition of the cut over lands, prairie lands and other lands where fires are most likely to start and spread, and to take such precaution as they may deem advisable and proper to prevent the starting or spreading of fires in their respective districts, and in doing so may enter upon lands and remove and destroy brush or other combustible material. They shall also give warning to settlers, hunters and others as to the dangers encountered by the setting of fires. They are authorized to employ assistance in the suppression of fires. They have direct supervision of the supervisor wardens. The State Warden is to provide and

sign an abstract of the penal laws of this act and provide for the posting of twelve of them in each district and one in each railway station on or before the first day of March in each year. Provision is made that each of the township wardens shall receive \$2 per day. He shall not receive pay for more than ten days' work in any one year for fighting fire, nor more than five days' pay for posting notices, and two-thirds of all payments made these township wardens shall be paid by the township and the other third by the State.

It would seem from the wording of this act that sufficient laws had been enacted and sufficient powers vested in a sufficient number of officials to have prevented at least some of the great fires that swept over that very portion of the State supposed to be protected by the law, being the territory lying north of town 20 north. It is not necessary to picture to the people here gathered the horrors of the last two months in connection with the forest fires.

The public in general, and the members of this Association especially, are more interested in the passage and enforcement of such laws as shall in the future prevent such fires and the consequent loss of life and property, 90 per cent. of the latter being in forests and forest products.

I am convinced that the failure of the present law is due directly to the indifference of the officials intrusted with its enforcement. This failure is chargeable to all alike from the State Warden down to the least appointment in his power. Of course there have been some brilliant exceptions among the supervisor wardens, but they are very few and so scattered that their labors were mostly wasted.

The State Game, Fish and Forest Warden made the statement before the Forestry Association at Battle Creek last week that with 2,000 miles of Great Lake coast and several thousand miles of inland lake and stream shore to patrol his ten deputies were kept busy in protecting the game and fish and could not be expected to give much time to the prevention of fires. This is granted.

It is evident from this statement that the executive of this department considers it as his first duty to protect the fish and game in order that

## WORDEN GROCER COMPANY

Grand Rapids, Mich.

The Prompt Shippers

\*Paper read before meeting of Michigan Hardwood Association, at Ludington, by F. E. Skeels.



the sportsmen of this and other states can get busy with the rod and gun in the open season. We do not wish to be understood as unfavorable to the protection of the fish and game. We would have the laws for this purpose made more strong and their enforcement more rigid. We

never hunt and seldom go a-fishing. Constant work in the woods has created a fellow feeling for the life of the wild and only necessity would compel us to kill. But is the protection of the six inch trout or the size of the mesh of the net used by the lake fishermen to be considered as of more value than the immense but rapidly decreasing forest wealth of this State? Is it of more importance to prevent some farmer boy from killing a bird or a deer a few days or weeks before the open season begins than to take such measures as shall prevent destructive fires from wiping out entire villages, causing the death of many of the residents? What would be said of the lumberman or merchant or manufacturer who did not make conditions such that the lives of his employees would at all times be safe?

The secret of the failure lies in the fact that the enforcement of the law for the prevention of fires is vested entirely in men who are appointed, or elected, because of other qualifications and for other purposes than the prevention or fighting of fires.

The State Game and Fish and Forestry Warden has stated that he knew nothing of forestry or of forest management, therefore he must have been appointed for his knowledge of the fish and game business, else why was he appointed at all? He has further stated that his ten deputies were busy along the streams and lake shores and that after the fires became serious he called them in to look after the fire warden duties. All of us know what the value of such service would be. The time for efficient fire fighting is in the beginning of the trouble, not after it has become a glowing furnace.

The supervisor of the township—we all know him and the purpose for which he is elected. His official oath is to the effect that he will perform the duties of his office according to his best ability and judgment. His first qualification in the eyes of his constituents is that he is a good judge of land values. Should he so assess his township that the bulk of the taxes are payable by the holders of large blocks of forest his good judgment is rewarded at the succeeding spring election. In the eye of the non-resident his judgment may be at fault, but that does not matter, and it is only after the timber is all gone, and the stump lands returned to the State for the non-payment of taxes, that the supervisor realizes that he has lost the golden egg and the goose that laid it. The supervisor is also expected to manage the business affairs of his township in an economical manner. Should he spend the fifteen days allowed him by law for the posting of notices, making reports and fighting fires and collect two-

thirds of his compensation from his township according to the statute provided he would probably be retired at the first township election unless his good judgment, before referred to, was so remarkably elastic as to cover this extra expense.

There are also certain times during the year when the supervisors of the townships are absent from their bailiwicks in attendance upon the meetings of the boards of supervisors at the county seat. During the recent fires, which destroyed lives and property in Alpena and Presque Isle counties and in other localities, every board of supervisors in the State was in session. We attended a play at an opera house in a northern county during the week of these fires and there met several supervisors, one of whom asked our opinion of the amount of damage the fires were doing on lands in his township.

That much for the statutes as they now exist.

Through the efforts of the State Forestry Commission, aided by the State Forestry Association, the same Legislature that passed the law just discussed also provided for the appointment of a Commission of Enquiry to look into the disposition of the State tax lands and the feasibility of reserving a portion of these lands for reforestation. Inasmuch as these are very largely cut over timber lands that might easily be reforested, if protected from fire, it is very proper to touch upon the report of this Committee, which is just out, and to make a brief sketch of the legislation recommended. The members of this Commission are R. D. Graham, C. V. R. Townsend, Carl E. Schmidt, Francis King, A. S. Palmer, Geo. B. Horton, D. B. Waldo, A. B. Cook and W. E. Osmun. There are no names of lumbermen in this roster and the Commission did fairly well considering this defect in its makeup. The brunt of the work devolved upon their executive agent, Mr. Charles B. Blair, of Grand Rapids. The Commission have gone into the investigation of the tax land business very thoroughly. They found that great carelessness had marked the manipulation of these tracts, they exposed dishonest methods, giving names of persons, dates and descriptions of parcels affected. They found that the lands that had been removed from the supervision of the State Forestry Commission in Roscommon county, before referred to, had been largely sold to land speculators, who had divided them into small parcels, ranging from city lots to fifteen acre plots, and resold them at a gain of from 1,000 to 2,000 per cent. upon the first investment, and that the purchasers of these small parcels had discovered the fraud, for the great bulk of these particular descriptions is worthless for farming, and had let the lands again revert to the State for non-payment of taxes. In this way the expense to the State for advertising these descriptions at the tax sales was considerably increased. For example, the State paid for advertising tax lands in Roscommon county in

1903, \$696.90, and in 1904, \$217.50, while in 1906 the State paid in the same county, \$1,855.10, and in 1907, \$2,655.10, or twelve times the amount paid in 1904. Inasmuch as these land sharks still own, and are still advertising, sand plains as good farms, and village lots for sale in the greater portion of this county, it behooves this good State of Michigan to sit up and take notice, or the public print shop will have to be located in Roscommon county to take proper care of the tax sales that will hereafter need advertising. But each member of this Association should get this report of the Commission of Enquiry and read for himself.

This Commission points out the remedy for all these evils, and we will touch upon them very briefly:

1. The head of the department having in charge the public lands as tax lands, and so on, shall be known as the "State Forest Warden." He shall also have charge of the fish and game.

2. The Warden shall divide the territory into districts, not exceeding twenty-five in number, over each of which he shall appoint a deputy warden who shall have charge of all fires, fish and game of his district.

3. The State Warden may maintain such system of protection as he deems advisable, in such districts as are in especial danger from firing. He can also co-operate with the National Government in fire protection and can call on and compel citizens to turn out and fight fire.

4. The State Warden shall provide and officially sign an abstract of the penal laws referring to fire prevention, and on or before March of each year shall cause same to be posted in conspicuous places in each district.

Section 5. Provides for extra help for especially dangerous seasons.

Section 6. Makes it the duty of each deputy to prevent the setting of forest fires, gives him authority to call out able-bodied men to aid in the work and provides penalty for persons refusing to respond to the call.

Section 7. Gives State Forest Warden and each of his deputies power to arrest, without warrant, any person found violating this law (same as game wardens now do with

violators of the game and fish laws), also provides that warden of one district may assist warden of adjoining district whenever necessary.

Section 8. Provides for the payment of men called out to help wardens.

Section 9. Provides fine and imprisonment for persons setting fires willfully, negligently or carelessly, the maximum penalty being a fine of \$100 or imprisonment for three months or both, and for the malicious setting of fire a maximum fine of \$500 and a maximum imprisonment of ten years or both.

Section 10. Provides a closed season from April 1 to July 1 and from Sept. 1 to Nov. 1, during which times no fires may be set except by special permit from the State Forest Warden or one of his deputies.

Section 11. Provides penalty for destroying or defacing notices posted.

Section 12. Provides for special care on the part of railroads to prevent fires.

Section 13. Provides same for owners or operatives of portable engines.

Section 14. Provides that the infliction of the penalties provided by this act shall not prevent the right of action by law for the recovery of damages from convicted parties, and provides for double amount of damages proven.

Section 15. Provides definition of forest fire as referred to in this act.

Section 16. Provides that all monies collected shall be paid into the State treasury.

Sections 17, 18 and 19. Provide for reports, name district affected as being north of town 20 and provide for the repeal of conflicting acts.

There is also recommended a statute which provides for the appointment of a Commission of Public Domain, to consist of five members, two of whom shall be appointed by the Governor from a list of men proposed by the regents of the State University, two members who shall be appointed by the Governor from a list of men proposed by the State Board of Agriculture, and the third member to be appointed by the Governor from his own selection.

This Commission shall have the management under the law of all public lands, of forests and forest



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interests, of all the interests of the State in connection with stream flow and control, and of the protection of game and fish. Members shall serve without pay but shall be reimbursed for all expenses.

Sections 3, 4 and 5. Provide that the State Forest Warden, and all deputies, and all matters of salary, except as provided by law, shall be subject to the direction of the Commission of Domain. Provision is made for the continuance in office of the present State Game, Fish and Forest Warden, and the State Land Commissioner for the terms for which they were appointed or elected, but their duties shall be under the supervision of the Commission of Domain.

Of course the above is a very brief abridgement of the entire text of the acts proposed by the Commission of Inquiry, and a careful reading of the report is due from the members of this Association that your influence may be used in support of some system that shall actually prevent forest fires, and regulate other matters that are not only of especial interest to yourselves but of considerable worth to the public at large.

At the meeting of the State Forestry Association held at Battle Creek last week, resolutions were adopted, all of which are covered by the above proposed laws offered by the Commission of Inquiry.

Personally, it is our opinion that no law for the prevention of forest fires can be enforced unless men with ability along that line are employed entirely for that purpose. It is sheer nonsense to expect the enforcement of such laws at the hands of county or township officials who are selected because of their especial fitness to perform certain duties that are in no way connected with the prevention of fires or the maintenance of forest growth.

I believe there is one point not touched upon that should be considered: Whenever a new highway is opened it is the custom to clear out the right of way for a certain width and no thought seems to be taken of the disposition of the logs, stumps and brush that are removed except to get them out of the particular path that is chosen for the roadbed proper. This debris is almost universally piled among the timber, if in the woods, that is standing on the sides of the new highway. If there is a field on one side of the new road, and woods on the other, the road fellows will always pile this waste stuff among the trees. In some recent trips over the burned areas of Emmet, Charlevoix and Cheboygan counties I found that, almost invariably where there was timber along the newer highways there was a strip from one to ten rods in width of badly damaged timber on either side of the new road. This is a matter that could easily be handled by legislation. All parties clearing out a right of way, for any purpose, should be compelled to destroy the brush and other rubbish by burning in the center of the track at the proper time and with proper care.

There is another practice that lum-

bermen should correct in their own work and that is the practice of felling tree-tops into adjacent timber. I could point out to you many strips of dead timber, from one to four rods wide, adjacent to old slashings, that would be alive to-day had it not been for the tops felled among the standing trees. If the slash burns in a very dry time these tops will burn, and any tree that is near enough is sure to be damaged badly if not killed outright.

I can assure you from experience, also, that it is anything but fun to trace a line along the edge of a timber tract that adjoins an old slash from which a lot of old tops reach away out into the timber.

I believe there are many lumbermen to-day who are insisting on little items of strictest economy in connection with their general logging operations, who are permitting this debris to collect in standing timber, thus overlooking a threatened loss that may wipe out in an hour all the saving acquired by the economy practiced in the other direction.

Therefore, when you return to the tall timber, give your orders to Mike and Jim and Tom not to fell any more tree-tops into standing timber that you know is not to be cut at once.

#### Flying Machine Principles From Nature.

Flying machines are inventions forestalled by nature. The largest flying creatures which have existed on the earth do not appear to have been birds, as at the present time, but animals of the lizard or reptile families.

In these the wings, instead of being covered by feathers, consisted of an extension of the skin membrane between the fingers, as in the bats of the present day. One of the largest of these flying reptiles measures 18 feet from tip to tip of the extended wings. The great expanse of wing has been obtained by a remarkable extension of one of the fingers of each hand or fore foot. These animals must have kept their position in the air on the principle of the parachute, as the buoyancy of the body would be small.

Their capability of steering themselves also would be limited, on account of the absence of a tail, but some species of the fossil pterodactyl possessed tails.

A flying machine in some forms gets its buoyancy by a cigar shaped balloon and motive power by the fan at the stern. This is worked by a compact oil engine, a large rudder being provided for steering purposes. This has the same effect as the tail of a bird.

Some flying machines have been constructed with large aeroplanes or wings instead of a buoyant balloon body, and have been fairly successful.

#### His Last Stand.

"So Nelson is dead. What killed him?"

"You know he had one foot in the grave!"

"Yes."

"Well, some one pulled his leg."

#### Doings In Other Cities.

Written for the Tradesman.

The adoption of slogans or rallying cries is the civic fad in Michigan at the present time. For example, we have "In Detroit Life is Worth Living," "Saginaw, the City of Opportunity," "In Kalamazoo We Do," "Muskegon, The City That Can't Be Stopped," while Bay City has adopted the cry, "Now, All Together." Ten dollar bills have also been hung up in Grand Rapids, Jackson, Traverse City and some other towns as drawing plasters to bring out slogans.

The Holland Merchants' Association has decided to take more time to investigate the plan of establishing farmers' rest rooms in that city. Reports from Albion, Battle Creek and other places indicate that it pays to cater to the farmer trade in this manner.

The Saginaw Board of Trade is taking steps to protect its official civic button by copyright.

There will be about seventy-five individual exhibitors at the Saginaw Industrial exposition, to be held Nov. 30 to Dec. 7, inclusive, at the new Auditorium in that city.

The latest plan suggested for financing the proposed electric road between Coldwater and Battle Creek is to sell \$150,000 worth of mileage on the road to defray building expenses.

Dowagiac has a civic improvement league and at the first annual meeting Mrs. F. H. Coddling was elected President and J. W. Scattergood Secretary. Chairmen were appointed in each of the three wards to have direct charge of the work.

The meat dealers of Lansing will affiliate with the grocers and a meeting of grocers and butchers has been called for Dec. 1, when a new constitution and by-laws will be adopted. One of the objects will be co-operation in the matter of eliminating unnecessary losses through bad debts, and both meat men and grocers will compile delinquent lists of customers.

An industrial exposition will be held in Buffalo, N. Y., Dec. 14-19, under the auspices of the Manufacturers' Club. All available space in the hall has been taken. Special rates have been secured on all trunk lines during the week from points within a radius of 150 miles.

The Morris Refuge Association of Philadelphia, organized to take care of the thousands of stray animals which wander homeless and starving in the streets of that city, has during the past ten months picked up 40,797 cats and 6,601 dogs. These animals are destroyed by humane methods, except in occasional instances where homes are provided for them or they are kept under the care of the Association. A small motor vehicle is used in going about the streets and picking up these derelicts of the highways, calling for them and removing them in response to telephone or other notices. The work is carried on from year to year entirely by voluntary subscription and, with an endowment of less than \$2,000, the Association performs a work of great public usefulness. In recognition of this the city last year

for the first time made an appropriation of \$1,000 to aid in the good cause.  
Almond Griffen.

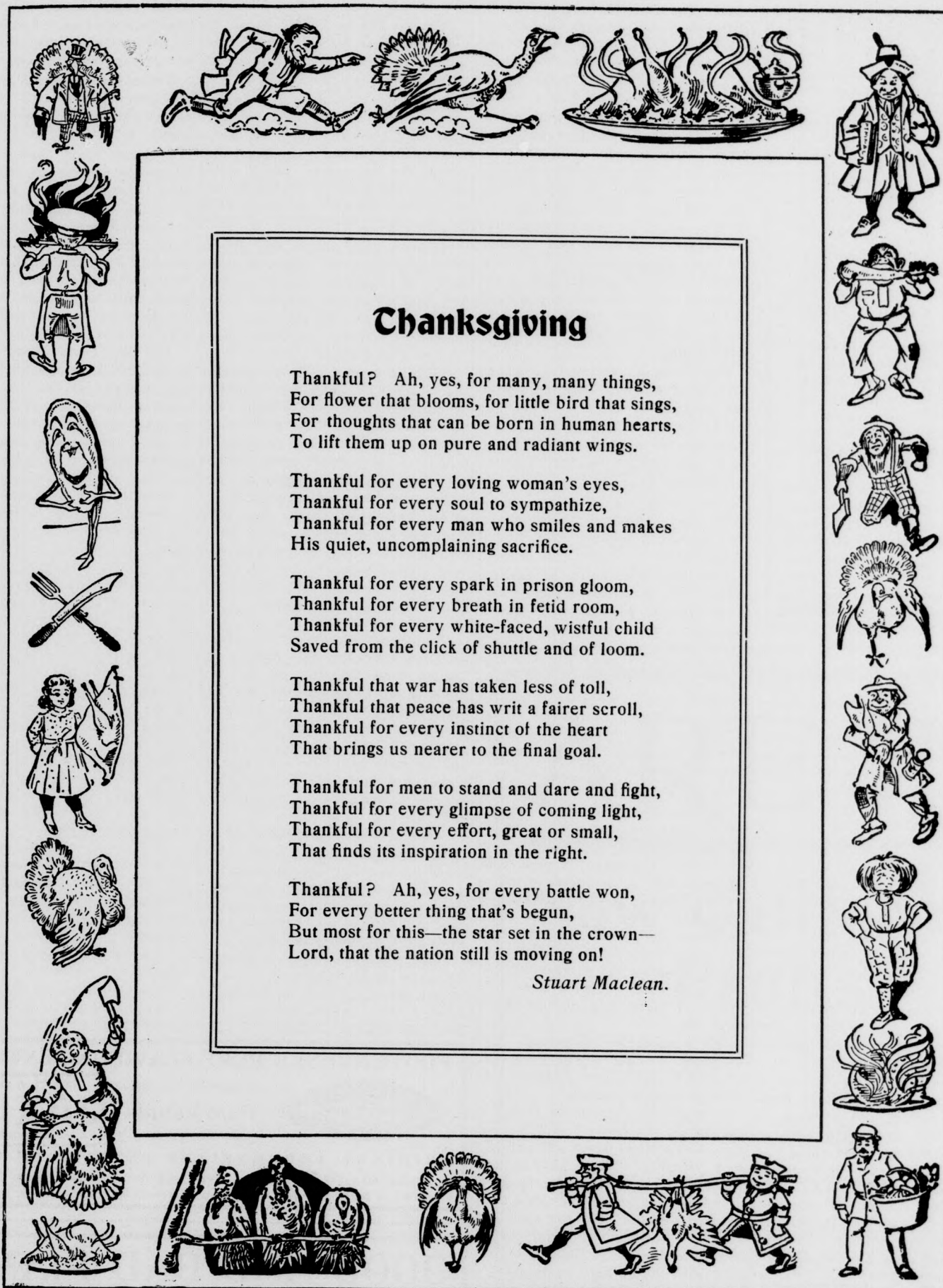
#### Only Practical Way To Escape Forest Fires.

Los Angeles, Cal., Nov. 19—I have been interested in what your correspondents write of the late forest fires in Michigan and I wonder if the people of the State generally appreciate the efforts of these men to reforest and protect your woodlands against forest fires; and while I am no longer a resident of Michigan, I lived fifty years of my life there, most of which I passed in the woods, and I used to boast that I had been to more sectional corners than any other man in the State, which might or might not be true. In looking over timber lands for myself or others to buy, I always looked for the fire risk, which is always plain to be seen by an experienced woodsman, and right there is the remedy for your greatest fires. If you wish to frame a law to protect your forests that will actually protect, make every one who cuts timber burn the brush and debris at a time of the year when it is safe to do so. What can you expect when you allow timber to be slashed over miles and miles of territory and there lie and dry until the extra dry season comes? Fire gets out in some part of the slashing and, if there is no wind, it soon creates one, and the history of all of your great fires tell you the rest. If you want to reforest Michigan and protect what woodland you have, make your slogan, Clean Up. Allow no one to leave a fire catch to destroy his own or neighbor's timber. Until you do this most of your work of reforestation will come to nothing. Have forest rangers in the form of active young men with good saddle horses to patrol the northern counties during the summer and fall. Pass a law similar to the Oregon law and fine every man \$1,000 and one year's imprisonment who starts a fire of any kind in the woods and leaves it or a camp fire with any live coals or fire whatever. One ranger could cover a county and call for help when he needed it. Just a little work would cut horse trails to connect old tote and logging roads over most of the northern counties. I have been over them all on foot, but have had to cruise timber three years on the Coast to find the value of a horse in the woods. It is a much easier task to prevent forest fires than many imagine, and it is an utter impossibility to stop one, if the conditions are right, after it is once started. You can not prevent fires except by having little for the fire to burn. You must burn the dry brush wherever and under whatever circumstances it accumulates. Don't think you can make a tinder box of your whole State and expect to escape fire.  
E. T. Merrill.

It is often worth while to do an apparently fruitless act for the sake of acquiring a helpful habit.

When people are hungry for the living bread it is folly feeding them lectures on agriculture.





## Thanksgiving

Thankful? Ah, yes, for many, many things,  
For flower that blooms, for little bird that sings,  
For thoughts that can be born in human hearts,  
To lift them up on pure and radiant wings.

Thankful for every loving woman's eyes,  
Thankful for every soul to sympathize,  
Thankful for every man who smiles and makes  
His quiet, uncomplaining sacrifice.

Thankful for every spark in prison gloom,  
Thankful for every breath in fetid room,  
Thankful for every white-faced, wistful child  
Saved from the click of shuttle and of loom.

Thankful that war has taken less of toll,  
Thankful that peace has writ a fairer scroll,  
Thankful for every instinct of the heart  
That brings us nearer to the final goal.

Thankful for men to stand and dare and fight,  
Thankful for every glimpse of coming light,  
Thankful for every effort, great or small,  
That finds its inspiration in the right.

Thankful? Ah, yes, for every battle won,  
For every better thing that's begun,  
But most for this—the star set in the crown—  
Lord, that the nation still is moving on!

*Stuart Maclean.*



## THE WRONG NUMBER.

## Showing How a Thanksgiving Basket Went Astray.

Written for the Tradesman.

It is a question whether everything that happens isn't, in the end, for the best, whether everything that is isn't right. Of course you won't believe in this doctrine if you have just fallen and broken your leg and lost your job. But think of the man who got the job! Perhaps he needs it worse than you do, and, besides, you may have held it too long already for the good of the boss. And, too, you may do some profitable thinking while petting your broken leg which may change the current of your whole life for the better.

There is Dudley Winchester. He can tell you something about this doctrine of the everlasting fitness of things. He will prove to you that a thing he once thought an error is broadening his nature and doing him good every day of his life. It cost him money, it is true, but he won't let you call it an error of judgment. He will tell you that it was to be, that it was so set from the time the waters condensed and covered the face of the Earth.

Dudley is chief clerk at Schoder's, a provision store which never seems able to handle its Thanksgiving trade. Customers have a way, at Schoder's, of ordering at the last minute and expecting the goods to meet them at the door when they get home. You know how such things go.

One night before Thanksgiving the delivery men were slow. That is, they seemed to be slow, for the piles of parcels on the floor grew fast, and the clerks grumbled at the kicks of customers. The night was cold, and it was raining suds, and the wrapping-paper swamp waiting for the wagons showed bogs of turkey, and sweet potatoes, and sugar, and celery, and flour, and the goodness only knows what, and it was 10 o'clock. The boss stopped at the reproachful array.

"Here's a basket for 24 Marion street," he said, "and the wagon will not go out that way again to-night. It left only ten minutes ago. That delivery boy must be getting careless. I don't know what to do with it, I'm sure."

Dudley picked up the basket, a round, bushel basket, stuffed to the top with good things, and immediately put it down again.

"It is a load, all right," he said.

"Yes, it's a load," replied the boss. "There's a turkey, and a roast of pork, and flour, and sugar, and tea, and coffee, and almost everything else in there. Some one seems to be stocking up for a month."

"Well," said Dudley, "I live out that way, and I can take it with me on the car in the morning. I've got to come down early anyway, and go right back home again."

"All right," said the boss. "If you get it out there early there ought not to be much of a kick. It is paid for, anyway."

"I'll have it there early, all right," replied Dudley. "I don't know exactly where 24 Marion street is, but

I've a tongue in my head and I can find it."

When Dudley got to number 24 Marion street, the next morning about 8 o'clock, he found a little bit of a red cottage sitting in a desolate yard. The grass on each side of the path was bent and ragged with much wind, and there was a general look of decay about the place. The house was one-story, and the ridge boards were bent like the shoulders of old men. The cloth shades were drawn at the window by the door, and clean white muslin curtains showed.

When Dudley knocked at the door a little old man with faded black eyes and white hair opened it, remaining out of the draught behind the door, except his head, and looking out with amazement on his face. Dudley pushed the basket against the door and walked in with it, placing it in front of a parlor cook stove of the vintage of 1860, in which a slow fire was burning.

The old man tottered over to the basket and swept a worn hand from one package to another. Then he looked up at Dudley.

"Is this for me?" he asked, eagerly, as if afraid that it would disappear through the floor.

"Sure thing," said Dudley. "Look at the card. This is 24 Marion street, isn't it? Yes, it belongs here. And it is paid for."

This last remark as he glanced around the wretched interior. You could have put about all there was in the room on a wheelbarrow, and it would hardly have brought the value of the basket. Even the fire was little, and cheap, and seemed to be trying to burn out the wood without giving any heat into the room.

"I guess Nancy must 'a' sent it," said the old man. "Did you see the one that ordered it?"

Dudley shook his head.

"I guess she's wise to the fact that the old man can't get out and hustle the way he used to," said the old fellow, with a chuckle. "I used to be the best man in the deestriest at a scuffle. I hain't heard from Nancy in a long time. She married Gil. Haan and moved out West a long time ago. You didn't know Gil, did you?"

Dudley, laying the packages out on the table, which wobbled under the weight of them, said that he didn't know Gil.

"We couldn't get the things out last night," he said. "We've got our hands full this year. Hope this morning is early enough."

"I might 'a' slept better if I'd 'a' had 'em in the house," said the old man, with a smile which was pathetic in its humility. "There ain't enough grub here," he added, sweeping a shrunken hand about the place, "to overfeed a mouse. I've had hard luck lately. I wonder if it was Nancy sent these things? If she did, do you think she'll be up here to dinner?"

Dudley didn't answer the question. He was getting a closer look at the address card on the handle of the basket, and was not quite certain that the goods belonged at 24 Marion street. In fact, he was becoming certain that a mistake had been made.

But what was he to do? Pack the parcels back in the basket, with the old man looking on out of those pathetic eyes? Why, the old fellow had stated that there wasn't enough food in the house to cause a mouse's digestion any inconvenience.

"I'd just like to know," began the old man, "how Nancy knew there wasn't anything in the house for Thanksgiving day?"

Dudley was paying for a place, and counting every cent, and the contents of the basket would be worth four or five dollars. He began fingering the big turkey, which rolled over on the table at his touch, just as if it was trying to get away from him.

"Didn't see the woman that gave in the order, did you?" asked the old man. "Was she tall, and sharp-eyed, with red cheeks and dimples? Nancy has a way with her that you'd remember, I take it. I've been looking for her a long time."

Dudley hesitated with his hand on the turkey. The pork roast ought to be sufficient for the old man. The pork roast and half the sweet potatoes, and the flour, and perhaps the celery. Dudley didn't relish the job of telling the old man that he had made a mistake, and must carry the goods away with him. But what else was there to do? Why, what that basket of goods would cost would buy a cloak for the kid. Leave it there and pay for it? Who suggested such an idea, anyway? It was not to be thought of!

"Right good-lookin' girl that Nancy," continued the old man, and Dudley knew that the girl he was thinking of as sweet and fair had faded and grown old in the years the father had been waiting for her to return. "If she comes here I want you to meet her. She's a little set in her way, but you'll like her. Pretty good to send the old man all this, eh?"

The old fellow's enjoyment of the thing was so great that Dudley hesitated again. Then he thought that it was a case for Stanley Jackowski, the poor commissioner, and wondered if the old man would make a scene when he took the goods away.

But the proposition as to whether the error of the delivery boy was all for the best wasn't left for Dudley to decide. While he waited the door

was thrown open and a woman with mussed hair and flushed face came in.

"You're from Schoder's," she said to Dudley, ignoring the man in whose house she stood. "When I saw you coming with that basket I knew it was for me. I've been waiting for it ever since last night. Bring it along. You might know it wasn't for this poverty-stricken place!"

The old man seemed to understand the situation at last. He shrank away with hands covering his timid eyes.

"I guess he'd have taken my Thanksgiving dinner, too, if you'd given it to him," said the woman, as a parting shot. "He can't pay for it."

"You are mistaken," said Dudley, taking the turkey from the woman's hand. "This stuff was ordered for this place, and is paid for. If you must have your goods I'll go down to the store and bring them up for you."

The old man's eyes brightened. Perhaps he knew the truth. Anyway, the woman did, for Dudley is not good at deception, and his face showed what was in his mind. When he brought her goods, later on, she looked wise and turned up her nose at him.

Now, if you ask Dudley if it was a mistake for the delivery man to overlook the Marion street order that night, he will tell you that it was not, that it was fixed and set for him to overlook it, from the beginning, in order that he might broaden out under the influence of charitable thoughts and at the same time brighten the life of a very interesting old man. He will tell you, of course, that he gave the provisions to the old man just to anger the insulting woman, but don't you believe it.

But, then, this is only one instance where a seeming error led to a good result, and so was no error at all. As I said before, Dudley will tell you that whatever is right.

Alfred B. Tozer.

## The Departed.

"I suppose you carry a memento of some sort in that locket of yours!"

"Yes; it is a lock of my husband's hair."

"But your husband is still alive!"

"Yes, but his hair is all gone."

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



## SELFISH SUCCESS.

## Inordinate Ambition Frequently Develops Friction and Hatred.

One of the complaints of many of the acknowledged great men of history has been that they have had to stand alone. In their young years, striving for place and power, friends and comrades were not so much missed. In their old age, perhaps with power and influence weakened or under strain of attack, they have wept for the human side of sympathy.

To-day the young man having his way to make in the world is taught ways and means to worldly success only. He is shown the heights to which he may aspire and is encouraged to go on. "Get there" is the admonition. How he gets there is of secondary consideration. What he shall do after the goal is reached is inconsequential. It is only that Not to get there is Failure!

Truth is, however, that the young man who fixes his ambitions upon success, centers them there and holds them there, must be prepared to relinquish many another thing in life which has made life worth the living to simpler, kindlier—if not saner—men.

In a small city away down in the Southwest country I met a man a few weeks ago, representing the Southwestern branch of a great Eastern institution. I saw at a glance that he was no ordinary man. I had opportunity to cultivate his acquaintance, and to get his points of view on many things. Finally, he explained to me why it was that he was away down there, cut off from the great centers of his company's activities.

He had grown up in the central offices of the business, where competition had been keen and merciless among his fellows. His own preferment had come slowly. He had married and children were born to him. He saw that if he should chase success in a great metropolitan center of business, hoping to reach the measure of it that might be expected of him, not even his family life would be left to him unmarred. His wife had no ambitions for city life as she saw it expressed around her. The result was that he had asked for this branch agency in a pleasant city in the Southwest where already one of his dearest friends was settled for life.

"I have the confidence of my employers," he said to me. "My income here is ample for my needs. I know my business, and I can hold it as long as I shall want to hold it. My family life is assured me. Could I ask for more?"

But this man had fled from the temptations to success!

At the present time the temptations to a selfish worldly success are the most serious obstacles in business organizations. Men are fighting for preferment, regardless of what they know their qualifications for place may be. To "get there" is the desideratum; how they may accom-

plish it is something not to be connected with ideals or ethics.

"Getting there" they are willing still to forget ideals in order to hold themselves in place.

Ambition has been a hard word to define. Without it mankind might be in the dark ages of sloven ignorance and sensuality. There is need for ambition in its right sense. Probably the word has been best defined as the purpose of a man to accomplish the best that is in him in that legitimate field which he has chosen for his efforts.

How far from this, however, is the man whose measure of success is not what he can give, but what he can take!

In business organizations to-day where men are working for place, even where the qualifications of these men are recognized by their fellows, it is more than human nature to expect no heart burnings among workers who have no hopes of preferment above the average. It is a certainty that on the part of those men who would crowd into place, walking over their fellows to do so, friction and hatreds must develop.

Organization takes for granted all those things that are in the makeup of human nature. They are inevitable conditions. But undue friction in organizations is one of the most destructive of all forces within itself. That man who is placed wisely in a high position must recognize his responsibilities to his fellows whom he has left below him. He must have recognized them while he was in honest, conscientious pursuit of his ambition. To the extent that he has done this and is deserving, he can hold friends to himself. He need not stand alone in his authority and power.

But how many men, chasing success, recognize its responsibilities?

John A. Howland.

## The Bargain Window.

Set aside one of your windows and call it the "bargain window." Of course, only bargains must be displayed in this space. If your store is large, with a good many windows, it is better to take a small one. A part of the large window may be used. Some stores have had small windows built especially for the showing of bargains and others use narrow display cases on the sidewalk for the purpose.

By making a feature of the "bargain window" you get the people into the habit of watching for the leaders displayed each day. Do not make the mistake of putting in your regular lines at the regular prices. The window will then lose its prestige. Bargain windows should never be used for any but exceptional values.

One of the furnishing stores in the Twin Cities has installed a "bargain window," and a great many people go out of their way each day to see what is being displayed. One day it may be \$2 tools at \$1.15; the next day it may be 50 cent screens at 33 cents, or perhaps several lines, all marked at exceptionally low figures. Each

day the articles in the window are changed.

The purpose of this window is to advertise the store and to bring customers. While this is its principal mission, it also helps rid the stock of broken lines. Where you have a few odds and ends and do not wish to advertise them the "bargain window" will soon dispose of them.

## Thanksgiving.

Say!

This is the day  
When you ought to say  
How glad you are the curse  
Ain't any worse;  
When you ought to raise  
Your voice in praise  
And your eyes  
To the skies  
And see,  
Gratefully,  
In the sunlight, in the starlight,  
In the earth and in the air,  
More of gladness  
Than of badness  
And some goodness everywhere.  
What are you that you should measure  
In your little scale the treasure  
And should call it short when you  
Missed what you had thought your due?  
Say!  
That's no way  
To observe this day.  
Shake yourself loose  
From yourself for awhile.  
Look upward, not downward,  
To catch the Lord's smile.  
You will catch it, don't fear;  
It is there, and its light,  
Falling clear on the shadows,  
Makes day out of night.  
And

this  
is  
the  
Day.

See?

W. J. Lampton.

VOIGT'S CRESCENT

## The Choosing

Do you realize that when your customers become better buyers than you they cease to be your customers?

When they are able to select at a different store better flour than you bought it means you've been taking too much for granted.

Have the satisfaction of knowing that your flour is best, know why it is best, then teach your customers what you know.

You'll find this knowledge just as necessary and just as convenient as knowing that there are 16 ounces to the pound.

Would you like to know about Voigt's Crescent Flour?

Write us.

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

VOIGT'S CRESCENT

# ARE IN

## New California Fruits

New Figs      New Nuts

Everything  
For Holiday Business

**Judson Grocer Co.**

Grand Rapids, Mich.



## THE DEAD HORSE GAME

## Worse Than the Old Man of the Sea.

Written for the Tradesman.

"Come on," said the clerk with the bushy bangs, "put in a couple of dollars and we'll have the time of our lives on Christmas day."

"Not for me," said the clerk with the long nose.

"Oh, come on! You're getting stingy, old man."

"Not for your Uncle Dudley! I've got to blow the money, all right, but not on a Merry Christmas."

"All right," said the clerk with the bangs, "hide your dough away in a tin can, if you want to. I'm going to have a little pleasure out of life."

"So am I," replied the clerk with the long nose. "I'm going to quit playing this dead horse game. Talk about Sinbad's Old Man of the Sea! This dead horse game has it beaten four ways from Sunday."

"What about the dead horse game?" asked the clerk with the bushy bangs. "You'll have to explaination."

Before the clerk with the long nose could make reply the street door opened and a brisk young man entered. He carried a bill-file in his hand and made for the place where the two boys were standing.

"Hello, boys!" he cried. "Fine day! Got any money?"

"Howdy, Chuck?" grunted the clerk with the bushy bangs. "You're taking a mighty sight of time on those little accounts. Is what we owe the only thing your boss has left in the world?"

"Dunno," replied Chuck. "He sent me out with the bills. I wish he wouldn't. I'm tired dunning my friends. When shall I come again?"

"Oh, drop in any time," said the clerk with the long nose.

"Have the money Saturday?" asked Chuck. "This thing has been running about three months now."

"Dunno," said the clerk with the bushy bangs. "I'm not a seventh son of a seventh son, or anything like that."

Chuck put up his bill-book and went off whistling.

"Mighty fresh with his old bills," said the clerk with the bushy bangs.

"That's the dead horse game," said the clerk with the long nose. "Those bills are for neckwear we got a long time ago. Mine is worn out."

"So is mine, and I need a new supply."

Trade was dull just at that moment, and the clerks walked out to the front and stood looking into the street. A fierce-looking man stopped in front of the window where they stood and beckoned them out. The man was not well dressed, and his red whiskers stuck straight out from his chin as if a strong wind was blowing on the back of his neck. The clerks looked at each other nervously and stepped outside.

"What is it?" asked the clerk with the bushy bangs. "What do you keep coming here for? You'll get us fired directly, and then you'll never get your money."

"I guess I'll never get it any-

way," said the fierce man with the tornado whiskers. "May as well go to your boss first as last. You wasn't so almighty chilly when you got the tickets. Say," he continued, growing fiercer every moment, "if you don't do something for me to-day I'll break your faces!"

"What's the rush?" demanded the clerk with the long nose, who thought he could box.

"I trusted you fellers for those meal tickets," said the fierce man, "and had to make good with the boss. Now, you come down, right now."

The two clerks compared finances and reduced the six dollar debt by two dollars. The fierce man went off shaking his fist at them.

"That, also, is the dead horse game," said the clerk with the long nose. "I wonder what form the next deal will take?"

He had not long to wait for an answer to his query. A pale-faced woman with a summer hat on her gray head entered the store softly, as if afraid of disturbing the cat asleep on the counter and approached the clerks.

"It's th' washin' fer the month," she said, humbly. "It's nadin' it I am fer th' rint."

"Come Saturday," said the clerk with the bushy bangs. "We're broke just now."

The woman sat down on one of the stools by the counter.

"I'll wait here," she said.

"Until Saturday?" asked the clerk with the long nose, trying to see something funny in the situation.

"Till I get me money," replied the old woman. "Nixt Saturd'y niver comes wid th' loikes of yees."

The laundress looked as if she was capable of sitting there until the money came her way, and, as the

boss was already looking suspiciously at the little group, the clerk with the long nose found the courage to go up and ask for an advance. The woman went away with a smile on her face.

"How do you like the dead horse game?" asked the clerk with the long nose.

"We're playing it good and strong to-day," replied the other.

The proprietor came down to where they were standing and looked them over sharply.

"Why don't you boys pay your bills?" he asked.

"We do," replied the clerks, in a breath.

"Yes, you take all sorts of abuse and impudence, and worry over them nights, and finally pay them. Now, wouldn't it be better to pay them without all this bother?"

"You bet I'd like to pay 'em up this minute," said the clerk with the bushy bangs. "These creditors are getting fresh."

"If I ever get even," said the clerk with the long nose, "you bet I'll try hard to keep even."

"I can't see the fun of having people coming to me with impertinent faces and demanding money," said the proprietor. "It is hard enough to pay for what I get in real money, without also paying in loss of sleep and sneaky feelings. You know, I presume, that there are people in the world who take pleasure in jumping on any one they seem to have under foot for the time being. It makes them think they are superior to the jumpee. It makes a feller want to bust 'em in the eye, but what's the use? They have a right to ask for their money. The correct way is not to owe a cent to any one."

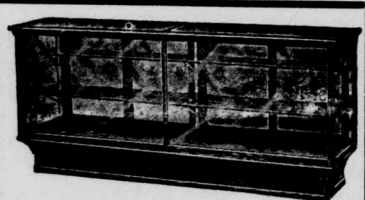
"It will be a long time before I'll

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

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Grand Rapids, Mich.

Jefferson and Cottage Grove Avenues

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asks for

# HAND SAPOLIO

and you can not supply it, will he  
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HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

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



be out of debt," said the clerk with the bushy bangs.

"I'd help you with an advance," said the boss, "if I didn't know that you'd get into debt again right away."

"Get into debt again!" said the clerk with the long nose. "If you got out of hell once would you turn about and jump right in again?"

"Glad to see that you appreciate the situation," said the boss.

"We were just talking about the dead horse game," said the clerk with the bushy bangs.

"It is the meanest, most degrading game in the world," said the boss. "If you owe a man he thinks he has a right to humiliate you whenever and wherever he meets you. But there are people who are never out of debt. If they get out once, by some strange freak of fortune, they get in again. They are always paying for dead horses, and never take a moment's comfort."

"Next year," began the clerk with the bushy bangs, but the boss interrupted him.

"Not next year," he said. "Right now."

"Right now, then," corrected the clerk. "Right now I swear off owing money."

"I'd like to see you swear off the debts you have," laughed the clerk with the long nose.

"When you get even and have a little money in bank," said the boss, "you'll feel like a new man. But let me tell you this: The only way to get even is to quit buying things you can't pay for. It is worse than that with you boys just now. You've got to quit buying what you can't pay for and begin to get even. When the last bill is paid, start a bank account."

"For our heirs to fight over," laughed the clerk with the bushy bangs.

"No," said the boss, "for your own edification. A man with money in bank and no debts is the only happy man. He is always thinking of that money. If there is a prospect of being sick, or out of work, or of wanting to help a friend, there is always the savings book."

"If it will only stay in bank!" said the clerk with the bushy bangs.

"A man with a bank account has better friends than a man who is obliged to be using his friends all the time," continued the boss. "After all is said, the man who can help others is most in demand in this world, and the man who is always needing help is the one put aside when there are things worth having to give out. I'm not talking to you boys about debt because of the number of dollars it will take to make you even with the world. You can earn the dollars, but you can't get over the feeling of subservience and second-class manhood which always being in debt brings to you."

"The game is a tough one," admitted the clerk with the bushy bangs.

"I presume you boys have often gone fishing with the wrong kind of hook?" asked the boss. "I thought so. Well, if you go through the

world owing people you're traveling with the wrong kind of hook to get the good things. Get a little money in bank, and you will see chances to make more coming your way, just as you will see big fish on the line if you have the right kind of hook. Now, I don't know whether all this Solomon I am giving out will do you any good, but if you don't get out of debt, and quit being star attractions for collectors, I'll fire you. It hurts the store."

"Of course he'll jump on us when we're in trouble," said the clerk with the bushy bangs as the boss turned away.

"He is illustrating his own point," said the other. "At present we have not the right sort of hooks to get the good things. Debt is not a good bait."

And the young men knew. They had tried it! Alfred B. Tozer.

#### Life Is Uncertain.

"No, I'm not going to commit suicide because I have a broken nose," said the man with the strips of court plaster across his nasal organ; "but I'll tell you what I am going to do after this: I'm not going to believe there's anything in luck any more, and that things in this life are as uncertain as going out to milk a cow in the dark. You may find the cow, or you may find yourself alongside of a mule."

"Something must have happened?" was queried.

"Yes, something has; and maybe I'll feel better to get it off my mind. Six months ago a friend of mine was in Boston. He was walking along the street behind a lady when he noticed that one of her shoes was untied. He overtook her, and, raising his hat, informed her of the fact. She not only thanked him in the sweetest manner, but took his address, and what do you suppose followed?"

"She sent him a Teddy bear."

"No, she didn't; she sent him a check for \$20,000, and he's just gone into the shoe business."

"Well?"

"Well, I was in New York last week, and I found myself following a lady on the street. I am just as good-looking and courteous and chivalric as my friend. A gust of wind took the lady's hat off, and all her false hair with it. I overtook her, raised my hat and expressed my sympathy that she was bald headed. She took her property from my hands, and then hauled off with the umbrella she carried and broke my nose. No smiles, no sweetness, no check for \$20,000, or any other old amount. I was entitled to it just as much as my friend, and really more than he was, and yet he's hustling in the shoe trade, while I am hanging around the country with a broken nose, and the doctors say I will never be handsome again."

#### His Idea of Getting Work.

Kind Old Lady—Have you ever made an effort to get work?

Beggar—Yes, ma'am. Last month I got work for two members of my family, but neither of them would take it.

#### Tested Lamp Chimney Before She Bought It.

She wasn't a very big girl, being only about nine years old, but she had initiative and she took it with her when she went into a North End grocery store Saturday night and asked to be sold a lamp chimney.

"Our'n just broke," said the little girl, "and we ain't got none for the bracket lamp. Please hurry. Pa wants to read."

"And say," she went on as the clerk sashayed around the end of the counter, "do you keep 'em that won't break?"

"Sure," said the clerk. "This one is guaranteed."

The little girl took it thoughtfully and looked it over.

"Sure, won't it?" she asked.

"Sure," averred the clerk.

"I'll just see," said the child suddenly and slammed the chimney on the floor with all her little strength.

The clerk's heart was in his mouth as he tried to stop what he felt sure was to be the destruction of the chimney. But it didn't break.

"Now, what do you think of that?" said the little girl in wonder and admiration as she handed over a dime when the clerk had rescued the chimney from behind a barrel of apples at the other end of the store.

Then she hurried home so pa could read.

One resolution to do the right thing is worth a bushel of resolutions not to do wrong things.

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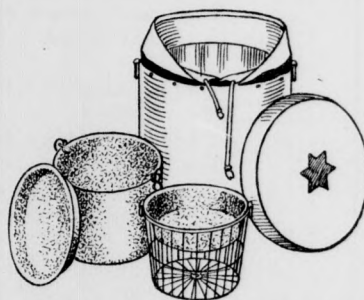
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## FACING A CRISIS.

## Honor and Reputation of Drug Trade at Stake.\*

I do not covet the reputation of an alarmist. I have no desire to be considered a radical. But I am convinced by special observation lasting throughout several years that a great danger to pharmacy is stealing upon us more or less unawares, and that unless we make earnest preparation to meet it manfully and honestly we shall some day awake from our dream of indifference to find our reputations hanging in the balance. These are strong words, but they do not overstate the probabilities. In writing them I have in mind the crisis indirectly presented to pharmacy by the onward success and development of the temperance movement.

Do you realize what this movement means—what success it has already attained? Let me give a few eloquent facts:

That Maine and Kansas have long been prohibition States is generally known, and that North Dakota also adopted prohibition some years ago is also matter of common knowledge. During the last year or two, however, Georgia, Oklahoma, Alabama, Mississippi and North Carolina have in rapid succession joined the ranks, so that eight States are now standing solid for prohibition. But of far more significance is the spread of the local-option movement—and local option, it may be observed in passing, is a more rational method of solving the liquor problem than state prohibition, for it means that only those communities will be "dry" in which public sentiment stands behind the mandate and gives it that support by which only can laws be properly respected and enforced.

Local option has spread itself over the country during the last few years with a sweep which suggests the onward progress of a great tidal wave. Whereas the eight prohibition States contain 10,000,000 or 11,000,000 people, the towns and counties in other states which have outlawed the saloon under local-option laws have a total population of something like 26,000,000 or 28,000,000. Altogether, therefore, nearly half the entire population of the United States is already living in "dry" communities. Even more surprising is the geographical fact that over two-thirds of the area of the country is now "dry." The movement has reached its greatest height in the Southern States, where 17,000,000 out of the 20,000,000 people there residing have eliminated the saloon in no uncertain manner.

In 1900 there were 18,000,000 people living in the United States under prohibition laws of one sort or another. The present conditions, therefore, have largely developed since that time, and far from spending itself the tidal wave is steadily gaining power and sweep as it advances. During 1907 three million people abolished the saloon under local-option laws, not to mention the states which enacted prohibition measures.

\*Paper read before the American Pharmaceutical Association by Harry B. Mason.

Of the thirty-four legislatures in session last winter, twenty adopted statutes against the liquor traffic, and no fewer than twenty bills were introduced in Congress. That practically every legislature, and Congress as well, will next winter have before it measures of one sort or another seems a certainty.

The mistake must not be made of assuming that this movement is tied up to the skirts of the so-called Prohibition party and is in any sense dependent upon its successes or failures. It is a great social, moral, economic force which has no organic connection with any political party. Nor is it limited to the United States. We shall get a better idea of its

and advance would be predicted by any careful student of history. Human progress never moves in a straight line; it tacks from right to left like a sail-boat, still advancing slowly but frequently suffering the current of public thought or indifference to carry it down the stream. That, however, this great social and moral power will continue in operation, and that it will have to be reckoned with all over the world in the generations to come, I have no doubt.

And where, it may well be asked, does it draw its strength? From the deepening and widening conviction so well expressed by the United States Supreme Court when it declared that "the public health, the public morals,

protected from the cancerous growths which attack its very vitals.

Hence we have boards of health to see that sanitation is observed in the interests of the public health. We have laws against diseased meat, impure milk and adulterated food and drugs. We have statutes restricting the sale of dangerous narcotics like cocaine, morphine and opium. We have in some states limited the sale of gunpowder and dynamite. We have recently undertaken to protect the public from harmful patent medicines. We have enacted city ordinances against expectoration in public places. These and other things we have done from a realization that one of the first needs of society is the obtaining of public health, public morals and public security. The temperance movement has sprung from the same fundamental consideration. It is part and parcel of a general world-wide movement which, although it may suffer temporary defeats, will not perish from the earth.

It is doubted that society has adequate reason for its sternness? Is it questioned that general liquor drinking is a great social evil? Careful statistics gathered in Europe over a period of twenty-five years show that of a total of 30,000 prisoners 41 per cent. of them committed their crimes under the influence of alcohol. The inspector of prisons in Switzerland reported 42 per cent. of the men as drunkards and 31 per cent. of the women. In France the influence of alcoholism on crime is stated to be 59 per cent., while an elaborate investigation made during 1895 in Massachusetts resulted in the discovery that 82 per cent. of convicted persons were under the influence of liquor at the time their offenses were committed. Pauperism is equally the result of uncurbed liquor drinking, and the percentage of paupers addicted to the habit has been variously found to range from 50 to 80 per cent. Economic inefficiency is another result quite as marked, but it scarcely lends itself to statement in the form of statistical figures.

How these evils are remedied by outlawing the saloon has been well shown in the United States during the last few years. In the city of Atlanta the courts are doing 50 per cent. less business than they were a year or two ago. In the town of Commerce, Georgia, the cases in the Municipal Court have fallen off 75 per cent. In Brunswick the streets for disorderly conduct have been reduced 50 to 75 per cent. In Birmingham general crime has been reduced 60 per cent. and drunkenness 85 per cent. In Kansas City, Kansas, where the State prohibition law has been enforced during the last two years, bank deposits have increased 35 per cent., 500 new homes have been built, foreclosure suits have become far less numerous, great activity in the building of churches has been experienced, instances of poverty have decreased in number despite the recent industrial depression, and the records show fewer cases on the court dockets than have been known for years. It has been generally discovered, in-

## When a Man Will Succeed

He wanted a job and, like every one else,  
He wanted a good one, you know,  
Where his clothes would not soil and his hands  
would keep clean,  
And the salary musn't be low.  
He asked for a pen but they gave him a spade  
And he half turned away with a shrug,  
But he altered his mind and, seizing the spade—  
he dug!

He worked with a will that is bound to succeed,  
And the months and the years went along.  
The way it was rough and the labor was hard,  
But his heart he kept filled with a song.  
Some jeered him and sneered at the task, but  
he plugged  
Just as hard as he ever could plug;  
Their words never seemed to disturb him a bit  
—as he dug.

The day came at last when they called for the  
spade  
And gave him a pen in its place.  
The joy of achievement was sweet to his taste  
And victory shone in his face.  
We can't always get what we hope for at first—  
Success cuts many queer jigs,  
But one thing is sure: a man will succeed—if he  
digs.

Louis E. Thayer.

strength and permanence if we realize that it is virtually world-wide in scope and extent. It is making itself felt in England, France, Sweden, Finland, Russia, Switzerland, Belgium and to a lesser extent in Germany also. Over our own borders in Canada we find that in Nova Scotia sixteen out of eighteen counties are "dry" under local option; that in New Brunswick all but five counties are "dry;" that Prince Edward Island has extirpated the saloon from end to end; and that temperance has also made much progress in both Ontario and Manitoba.

From these facts it is clear that a great world-force is exerting itself in our Western civilization. That the tide will ebb and flow I have no doubt. That it will alternately recede

and the public safety are endangered by the general use of intoxicating liquors," and that "the idleness, disorder, pauperism and crime existing in this country are largely traceable to this evil." This sums up the issue in a single sentence.

The liquor interests of the country protest that the temperance movement is an attack upon the individual liberty which this country stands for as one of its vital principles. But modern society realizes that its first duty is to protect itself, and that individual liberty must be curbed when it endangers the public liberty and the public welfare. Men as a class and not men as individuals must be the primary and supreme consideration if the greatest good to all is to be achieved, and if the race is to be



deed, that whenever prohibition or local-option laws have had the support of public sentiment, and have consequently been enforced, crime, idleness and pauperism have been greatly decreased on the one hand, and on the other there has been a great increase in thrift, domestic happiness, religion and social and economic efficiency.

Now from what I have written in the foregoing it might perhaps be assumed that I am personally a rabid prohibitionist. Far from it. I have not chosen to write as an advocate. My attitude thus far has simply been that of a reporter and interpreter of facts which tell their own story. I am not a "teetotaler" in personal practice. While I do not care for liquor, I keep it in my house constantly. I sometimes use it for medicinal purposes, and with greater frequency I drink it in moderation under social surroundings. I think none the less of my friends who use liquor so long as they do so with reason. Consumed wisely it is doubtless a harmless stimulant, while at times it is a valued bracer to flagging vital powers. In medicine it fills a place with such success that it perhaps has no adequate substitute.

But whatever you or I may think about liquor drinking is entirely beside the question. This I desire to make clear. I desire it understood that my own personal views in this connection are of no importance or significance whatever. Whether I believe in the temperance movement or not has absolutely no bearing upon the problem. The point is simply this: We are facing a great world-movement. It has been instituted by society for the protection and maintenance of its own interests. It will continue its onward development whether we like it or not, and as pharmacists we are affected in so vital a manner that our future reputation and welfare are largely at stake. Prompt and vigorous measures are necessary if we are to avoid public calumny and disgrace.

Why? For the very simple and apparent reason that a small minority of druggists are willing, nay, eager, to take advantage of the downfall of the saloon and seize upon the business which it is no longer able to continue. In some of the prohibition states, and in most of the "dry" towns and counties, it is recognized that liquor is a medicinal necessity, and the druggist is consequently given the legal right to dispense it for legitimate purposes. Sometimes a physician's prescription is demanded; in other instances it is provided that the sale must be only for "medicinal, chemical and sacramental purposes," and strict registration of every sale is required; in still other sections different methods are prescribed, but the fundamental expectation everywhere is that the pharmacist shall observe the spirit of the law and refrain from selling liquor as a beverage.

Now it is unquestionably wise and proper that by some method or other people who need liquor for legitimate purposes should be left with the means of procuring it, and the drug

store is the natural and practically the only place to look to in such an emergency. No article in the materia medica is more useful and necessary than liquor, and it would be unfortunate indeed if pharmacists were everywhere denied the legal right of dispensing it. It would be nothing short of a professional disgrace of the most humiliating character if this privilege were to be taken from us through inability on our part to respect it in letter and spirit, and yet this very thing has been done in some states and sections and is threatened in others.

In such a crisis as we are facing pharmacy suffers from two classes of individuals: First from those druggists—and, thank Heaven! they are few in number—who are too avaricious and too grasping to wave the temptation aside, and who with absolute disregard of their own honor and that of their profession seize upon the opportunity to sell as much liquor as possible; and secondly and more especially from those men outside the calling who, unable to conduct saloons, open nominal drug stores, place a registered pharmacist in charge of the front room, and in the rear run what is practically a saloon in disguise.

"Dry" sections are filled with establishments of the latter kind. Unfortunately the general public does not discriminate between legitimate and illegitimate pharmacies, and the whole calling is accordingly made the object of sneers and slanders of the most humiliating character. The manufacturers of comic post-cards have seized upon the situation, and throughout the "dry" sections of the South, and perhaps in other sections as well, cards have been widely sold during the last year or two bearing the following verse: "Good-bye, little bar-room; don't you cry; you'll be a drug store by and by."

Not long since I picked up an evening edition of the Detroit News, and found in the most conspicuous position on the front page a sensational article with these headlines: "— City Stunned by Druggists' Fix. Three of the Town's Best Citizens in Jail for Selling Liquor. All High Lights in Business and Society and 'Royal Good Fellows.' Judge and Prosecutor Bring Long Established Illicit Traffic to a Halt!" And then followed over two columns of illustrated text reporting upon the matter at length, waxing facetious over the plight of the druggists, and conveying the plain intimation that all pharmacists are but saloon-keepers in disguise. All of the subscribers of the News in Michigan and near-by states certainly had no very high conception of the dignity and honor of pharmacy when they finished reading that article, especially since they had read similar things before, and were prepared to accept the newspaper's statements and insinuations as well founded in fact.

In my editorial capacity I get newspaper clippings and private reports from all over the country, and I have been appalled at the extent to which the name of pharmacy is be-

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ing dragged in the dust. All over the United States druggists and pseudo-druggists are being prosecuted, and in some instances jailed, for the illegitimate sale of liquor. Whenever these things happen they are given the widest sort of local publicity, and editorials are written moralizing upon the situation. Here are fifteen druggists in one county of my own State, Michigan, subjected to imprisonment. Out in Missouri one druggist is fined \$1,800 on eighteen counts. A New Hampshire pharmacist is fined \$100 and sentenced to sixty days in jail. Several Nebraska druggists are fined \$300 each. Four Georgia druggists are similarly treated. Out in Kansas, where the prohibition law has been enforced with considerable severity for the last two years, the Secretary of the State Board of Health reports after a recent investigation that a considerable number of drug stores are nothing but saloons in disguise, and he has declared his intention of getting after them with a sharp stick. And so it goes. Evidence might be piled on evidence. But what is the use? The situation is clear, and it demands prompt and systematic measures if we are to save ourselves from general and widespread disgrace.

To those who have studied the temperance movement, who realize that it represents no temporary spasm of public virtue, who understand that it is a great world force which will continue to exert itself with ever-increasing power even although it suffers occasional setbacks, it is apparent that society will not tolerate the practical nullification of its purposes by those pharmacists or pseudo-pharmacists who abuse their privileges and sell liquor as a beverage shamefully and without moral restraint. With increasing rigidity society will punish offending druggists for their shortcomings, or deny them the sale of liquor altogether if no more rational method proves effective, and subject them and other druggists as well to the sin and shame of the public pillory. This is inevitable. Shall we leave the question in the hands of society to settle, and thus all of us stand condemned alike, or shall we as a calling undertake the reform and the punishment of our own criminals and thus prove our rectitude and honor as a profession?

The answer to this question need scarcely be given. What, then, shall be done? How shall we save the reputation of pharmacy and preserve the pharmacist's right to dispense liquors for legitimate purposes?

In the first place, the problem is an individual problem. Every pharmacist in the land ought to see his duty, and ought to discharge it faithfully. Every one should realize that he rests under the most solemn and serious obligation to himself and his profession. He should take counsel of his heart and judgment and follow loyally the path of honor clearly laid out for him.

But there are a few, a very few, to whom such an appeal will prove barren of results, and there are others who, not pharmacists at all, but

simply conducting nominal drug stores in order to do a general liquor business, can scarcely be expected to have any regard for the welfare of the calling. How to reach them is no easy matter. I present no plan with the positive conviction that it will solve the problem.

It is certainly a time, however, when the pharmacists in every "dry" community should hasten to put themselves on the side of law and order. They should ally themselves with the local authorities, make it clear that they desire to respect the law in both letter and spirit, and assist in exposing and punishing those within their own ranks who threaten to bring them all into dishonor. Only by taking the bull by the horns can he be controlled. No considerations of sentiment or indifference should prevent pharmacists from seeing their plain duty and discharging it.

This great Association, the N. A. R. D., and the hundreds of state and local pharmaceutical societies throughout the country can do much. Every county or city association in "dry" territory might well make the

Resolved—That it is the sense of the Executive Committee that the National Association of Retail Druggists is opposed to the illegitimate sale of intoxicating liquors, the Committee believing the vending of liquors by druggists should be restricted to medicinal necessities;

Resolved—That the Secretary be instructed to give this action of the Committee the widest publicity.

These resolutions are rather tame in character and are not likely to have any marked effect. It is earnestly to be hoped that the N. A. R. D., at the coming meeting in Atlantic City, will have a fuller realization of the danger, will sound the call of duty in no uncertain manner, and will ask the affiliated associations throughout the country to take a firm grasp of the situation. The N. A. R. D. has the machinery and the organization for carrying out its purposes, and it might well make the liquor question one of its leading issues during the next few years. Nothing that it could do would mean more for the permanent welfare of pharmacy.

The American Pharmaceutical Association, always a leader in pharma-

them to those who have been found unfit to have them. In some states the plan is followed of restricting the sale of liquor by pharmacists to "medicinal, chemical and sacramental purposes," and providing that every sale shall be registered and the registration books kept open to inspection by officers of the law. In other sections the sale is restricted to physicians' prescriptions.

Still other methods have been adopted here and there. I do not now propose to discuss them. I have already written too much, I fear. Each type of bill has its advantages, and its disadvantages, and we shall have to feel our way in inaugurating legislative reforms of the liquor question in pharmacy, realizing that only by experiment and trial can we hope to hit upon the best means of controlling the evil. What I most want to do at this time is to breed the conviction that we shall need to give the subject our best thought and that we must ourselves take the initiative in handling the situation by legislative as by other means. Only thus can we head off legislative attacks from outside interests. Only thus can we convince the legislatures and the public that we have no wish to be general liquor sellers, that we desire only to dispense the substance for legitimate medicinal purposes, that we are anxious to punish those within the ranks who bring discredit upon us all, and that we are members of an occupation who respect our calling and desire above all things to preserve its honor and dignity.

If the worst comes to the worst, it may be necessary in some "dry" sections to eliminate the sale of liquor entirely in drug stores. This very step was earnestly counseled by several members of the Connecticut and Iowa Pharmaceutical Associations at this year's meetings a few months ago. The chain of temperance reform may possibly prove too weak if a single link is defective. Such a discovery would mean a humiliating defeat for pharmacists, but if it is made, and if liquor and the drug store must be absolutely and definitely divorced, then I say with conviction that pharmacists should again take the initiative themselves, counsel such a law, stand sponsor for it and get public credit for defending their professional integrity.

The whole sum and substance of my plea is that pharmacists should realize the danger which confronts them, understand that it points to the necessity of prompt and vigorous measures, that it is clearly their duty to take absolute control of the situation as it affects their own calling, and that only by such methods can they avoid public disgrace and dishonor besmirching the entire profession and dragging its standards in the dust.

#### Helpless.

"Who is that singing so dreadfully out of tune?"

"It is my wife."

"Perhaps the accompanist plays out of tune."

"She is accompanying herself."

#### A CITY THRALL.

I said I will shut my ears to the siren lure of the town;  
For me the untrammelled ways—the dingle path and the down;  
And the blossoms and reeds and grass to weave me a sylvan crown!

I said no pave for me, no Babel roar of the street,  
But rather the lyrics of birds, the brook song clear and sweet,  
And the springing feel of the sod under the truant feet!

I said no walls for me, cruel and wide and high,  
But the trees, with their outstretched arms and their tender sympathy,  
And the happiness of the hills and the mirth of the open sky!

Yet lo, I am serf and slave! Lo, I am bond and thrall!  
I flee though I may not bide, but return at the summoning call,  
And so it will be to the end—aye, to the end of all!

matter a local issue, take control of the situation, outline a policy, eject members who violate the law, co-operate with the legal authorities, and convince the public, the newspapers and the officers of the law that pharmacy is a dignified and honorable occupation which will tolerate no liquor abuses. This, as I see it, would prove the most effective method of remedying the evil and averting the crisis.

The State associations, too, can do much to develop sentiment among pharmacists and to decide upon ways and means of handling a situation which will prove more and more troublesome as the years roll on. I am glad to see that several of the State bodies, awake to the danger, have earnestly discussed the question at their annual meetings this year and in a few instances have acted definitely either in the passage of resolutions or in deciding to attempt the enactment of rigid liquor laws. The State associations should give the subject their best thought and most earnest effort during the next few years.

The Executive Committee of the N. A. R. D., holding its mid-year session in Chicago last winter, debated the topic at some length and finally passed the following resolutions:

ceutical thought, always with a far-sighted eye initiating moral, legislative and educational reforms, ought to take action in this as in other things. I shall ask the privilege at the present session of introducing resolutions which, perhaps with amendments looking toward their perfection, will, I trust, be passed by unanimous vote. But something more than resolutions is required. To "resolute" and then rest with a sense of duty performed is about as futile as Mrs. Partington's attempt to push back the ocean with a mop.

As for legislative measures, I must confess that I can suggest no type of bill with the belief that it will infallibly remedy the situation. The subject is involved. It is complex. Doubtless some experimentation will be necessary. The Massachusetts plan, adopted also in one or two other states, and utilized in several states with respect to the narcotic evil, has many advocates. As is doubtless well known, it involves giving the Board of Pharmacy power to suspend or revoke the registration certificate of any pharmacist convicted in court of violating the law. In Massachusetts the Board is practically invested with the power of granting liquor licenses to pharmacists in the first place and denying



## THE NATIONAL CASH REGISTER COMPANY,

16 No. Division St., Grand Rapids, Mich., or 79 Woodward Ave., Detroit, Mich.

I would like to know how a NATIONAL CASH REGISTER can increase my profits and do the other things you say it will. This does not obligate me in any way.

Name..... Business.....

Street..... City..... State..... No of Clerks.....

# Would You Sign This Coupon

## If It Would Bring You \$500?



1908 Model Money Maker

This is a new model, and is the most complete register ever manufactured. Prints itemized record under lock and issues check. This register is equipped with time printer to print the time of day a sale is made. It also has an autographic attachment for making records of goods wanted.

It is worth that much **actual cash** to the average storekeeper EACH YEAR he uses a

## National Cash Register

If you sign and send us the coupon we will gladly **SHOW YOU WHY** we claim this and **PROVE** our claims to your entire satisfaction.

This **National Cash Register** is the most complete register ever manufactured. It will give you a detailed record of every sale and tell you whether it was a cash sale, charge sale, money received on account, money paid out or if the drawer was opened simply to make change. It issues checks by which you can do very effective advertising. It prints the time of day each sale is made.

## Think How It Would Help You to Have It in Your Store!

But the only way to know **all** a **National Cash Register** will do for you is to **INVESTIGATE**. It will pay you to mail us the coupon.

# THE NATIONAL CASH REGISTER CO.

16 North Division St., Grand Rapids, Mich.

79 Woodward Ave., Detroit, Mich.





### Why the Hardware Dealer Should Be in Politics.

Politics in the highest sense deals with the administration of public affairs in the interest of the peace, prosperity and safety of the state. There is another sense in which politics means the conduct of public affairs so as to carry elections and secure public office—party intrigue and political wire pulling.

Those engaged in political activities, who are serving the best interests of the state, may be called statesmen.

Those engaged in working politics for private advantage or party success we will call politicians.

The former are men in politics.

The latter are spoilsmen in politics.

The political need of this day and age in all phases of public affairs is the elimination of the spoilsmen, and the substitution of men—level headed, broad gauged, forceful men. Men with standing in their communities. Men with business training and ability. Men of character.

I am persuaded that these specifications can be fully met from the ranks of the hardwaremen.

In your respective communities you know that the forceful characters, the aggressive workers and the alert and self-reliant men include a large percentage of business men. They are organizers, they have the initiative, and, best of all, they have ingrained in their characters a disposition to be square.

But the civic conscience of the business man engrossed in his business is not strong. He is interested in his personal affairs to the neglect of his duty as a patriotic citizen. He feels that he stands to lose in every way by having to do with politics. Many of his best friends suggest to him that it is "no place for a decent man." He knows that he must deal with a fickle public, and that it will be impossible to please all factions. So he "sticks to business," while some fellow who has no business or reputation that politics can harm cheerfully assumes the activities and absorbs the honors or distributes them to his friends.

This hesitancy to accept office or to have to do with politics obtains not only with business men, but with men of large caliber and good character of all professions and callings.

Such men are afraid of politics because of the methods employed. And it is hardly fair to criticize a man for avoiding a service in which because of prevailing methods his business is jeopardized, his reputation besmirched, his motives impugned, and his

freedom of thought and action questioned by some boss or faction or selfish interest.

Business men in politics are desirable. They exert a wholesome influence upon the people at large. They insist that economy be practiced in administration, and that the public service be made more efficient. But if we are to persuade superior men in increasing numbers to greater activity along political lines, our citizenship must become a party to some much needed reforms.

1. We as a people need to revise our moral standards as applied to politics.

2. We as a people need to use more business sense in our attitude toward men and measures political. A man who is tricky in politics will need watching in business, and is not to be trusted too far in his transactions with his neighbors. He may belong to the "meetin' house" and conduct a respectable business, but if he is dishonest in politics he is dishonest.

Prevailing political methods can not be reformed in a single campaign, but the influence of the church in public affairs, the training in our colleges and the work of good business men in politics are shaping public opinion and helping to revise and improve our standards, so that the demand for cleaner methods is becoming more and more imperative.

A salesman presents a business proposition to a business man in a businesslike way. And yet the conservative man will stop and figure the deal over carefully, considering it in all its relationships to himself and his business before coming to a decision.

Few men take so much pains in dealing with political propositions. The matter is dismissed or decided without investigation. Petitions are signed for or against measures without knowing the occasion for the petition. Explanations and suggestions are accepted from persons whom we would not trust in a business transaction and from newspapers that are known to be thoroughly unreliable. We do worse things than these. We allow ourselves to be influenced and carried off our feet by the flimsiest sort of clap trap. We don't think.

I will venture the assertion that any hardwareman when he hires a clerk for his business makes a careful investigation as to his character, ability, honesty and fitness for the place. Trifling things that he might criticize are overlooked in the interest of efficient service that may come

to him and his business. If he fills the bill as to honesty, ability, etc., he is hired.

People as a rule apply no such methods in selecting and supporting men for office even in their own party. Little or no investigation is made. Character and ability count for little as against "our faction" or some trifling personal misunderstanding or difference of opinion. They do not use business sense in these matters.

We all notice, whether we have to do with public affairs or not, the improvement in the public service when managed by level-headed business men. The finances are in better shape, economies are practiced, taxes are less. The protection is better. Property is worth more and every interest has a square deal. Such conditions are a better advertisement to attract capital and good citizens to a town than promises of homes and exemptions from city burdens for a term of years.

Similar improvements will be obtained in the management of our cities when the right kind of men are placed in charge of their affairs. Municipal government has been characterized as "America's conspicuous failure." The mismanagement, graft, corruption and lawlessness of our cities have a close relationship with the selfish greed of dishonest corporate and private enterprises.

In legislation I have noticed that business men and farmers are more conservative than professional men in the matter of appropriations. A large percentage of the questions and bills up for consideration are commercial in their nature. I think that business men understand the "stories the figures tell" better than can those who have had no business training. The business man is needed in the legislature as well as the professional man and the farmer, and from the very nature of the business and the peculiar ability required he makes good in many of the state's offices.

Politics may not be a good thing for you to engage in from the standpoint of business, but you are interested in the communities in which you live. Your interest and activity in local politics will give character to your home political affairs, and make for better conditions along up

## Mica Axle Grease

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

## Hand Separator Oil

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

**STANDARD OIL CO.**  
GRAND RAPIDS, MICH.

## 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

Established in 1873

Best Equipped  
Firm in the State

**Steam and Water Heating  
Iron Pipe**

**Fittings and Brass Goods  
Electrical and Gas Fixtures  
Galvanized Iron Work**

**The Weatherly Co.**

18 Pearl St. Grand Rapids, Mich.

## H. J. Hartman Foundry Co.

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

## 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.

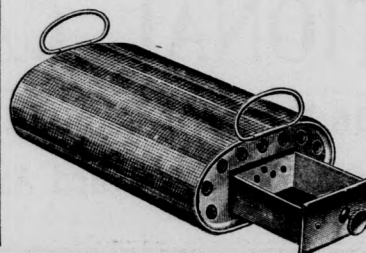
### Clark Coal Is Best

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





the line. You have the ability; know how to approach men; know how to organize; you have a standing that will enable you to help mold public opinion; you have the opportunities and opportunities involve responsibilities in these matters.

The state educates its citizenship with two objects in view:

1. That the citizen shall be self-supporting.

2. That the citizen shall be able to return a service of value to the state.

You can render no more valuable service than to help make political affairs as clean and businesslike as your hardware business, and to help select men for public office with the same care and business sense you use in the selection of men for your employ. In these things we evidence our patriotism as surely as in obeying the law and being a good citizen.—F. F. Jones in Hardware.

#### Development of the Safety Razor.

The constant improvement in the manufacture of safety razors and the marked increase in their sale has been nothing short of phenomenal. As a result of the development of the safety razor, apart from the fashion of going clean shaven, the proportion of persons who now shave themselves is greatly in excess of what it was eight or ten years ago.

At first the sale of this article was principally confined to the younger generation, or to persons who lacked the courage or initiative to learn to shave themselves successfully with the old-fashioned razor. To-day, with the safety razor in almost universal use, the barbers are the chief sufferers in the loss of business owing to the persistent campaign of advertising adopted by the safety-razor manufacturers in introducing their device.

No doubt the popularity of the safety razor has been enormously increased by the general adoption of an extremely thin shaving blade, known as the wafer blade. It may be interesting to note that while nearly all the steel of which the safety razor wafer blades are made is manufactured in Sheffield, England, the idea of the double-edged reversible wafer blade, of one manufacturer, is the invention of an American. Owing to the small weight of metal which these blades contain and the improvement in their manufacture these blades are now being marketed cheaply enough to justify the user in throwing them away when they become dull, thus saving the trouble and expense of having them reground and sharpened.—Hardware.

#### A Clever Omission.

"Did you write to papa, George?"

"Asking for your hand?"

"Yes."

"Yes, I wrote."

"That's strange. I supposed papa would be terribly angry. You know he doesn't like you."

"Yes, I know. But I fixed it all right. I—I didn't sign the letter."

The cynic is one who has found stolen fruits not so sweet.

#### Use the Megaphone To Reach the People.

One man can talk to about five thousand people if he has a good voice.

One store would ordinarily come to the notice of a few thousand people only, at the most.

But there is no more reason why the merchant ought to be satisfied with the people who see his store than the man who can not make himself heard in a crowd, if they each have a megaphone handy.

Advertising is a megaphone—a telephone which extends his voice and his words to an endless number of people.

If a certain line of talk succeeded in selling one man a big bill of goods, then that line of talk is mighty likely to sell a hundred men the same bill of goods. If not only a hundred, but thousands can be reached, it would be a very unprogressive dealer who would be unwilling to do it.

Yet there are many business men to-day who hold back from advertising because they don't exactly understand it.

Practically every American who counts for anything to-day reads the newspapers. If a merchant talks for his goods as sanely and strongly in newspapers as he does to the customers in his store he has every chance in the world to increase his sales immensely. There are too many dealers who are too well satisfied with their prosperity. In other words, they have a hundred people in their store every day and make a nice profit from them, and they don't see why on earth they ought to try to get two hundred or three hundred more.

Some of them are cynics because they placed an advertisement in the paper once upon a time and did not get returns, which soured them on all advertising.

You can not make something out of nothing, and you can not make sales out of an advertisement that has no salesmanship in it. Just because you put your name in the paper is no reason on earth why people should be in a hurry to come around and buy of you.

The only reason people ever come to any store to buy is because they have reason to believe they will find something there that is to their benefit. No man's mere name ever could convince anybody of this, neither will any choice lot of antiquated adjectives do it. Such words as "quality," "satisfaction," etc., have been worn down on the heel for many years, and they are pretty shabby business getters by this time. No merchant ever really got any business by using them, and never will. They roll off like water from a duck's back.

The merchant who gives a vivid, convincing picture of his goods in a bright, clean-cut, pointed talk always has got and always will get the most business.

In other words, the man who spreads his personality and shows his goods to the largest number of people by the use of advertising has the biggest success.

There has been a lot of tommyrot printed for the benefit of the merchant with the idea of convincing him

that he ought to advertise any time and all the time, simply with the idea of getting him to pay for more space.

It is time to tell the merchant how to use that space so as to get better results. He knows that advertising is valuable, and what he wants is help in making it valuable for him.

It is time to clear away the childish advertising ideas that have been floating around which induce merchants to run puns, jokes, catchy phrases and foolish pictures.

It is time for those who ought to know something about advertising to tell the merchant that the best advertising he can do is to follow his practical business instincts and put into his advertisements the arguments and salesmanlike talk which has sold his goods ever since he started in business.

It is time the idea that advertising requires a literary genius is killed and merchants are made aware of the fact that the simplest talk is the biggest sales bringer.

In other words, the merchants of every city and town ought to understand that advertising is certainly nothing but keeping right on talking the same talk that is given to customers in the store, except that they ought to use the advertising megaphone to reach more people.—Paul Burton in Fame.

#### Delay Would Have Saved Dinner.

Husband—Only think, my colleague, Cohen, whom we had to dinner last Sunday, has died suddenly.

Wife—How I wish we had invited him for next Sunday!



## \$500 BRUSH

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

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

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

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

**MANLEY L. HART**

47-49 N. Division St.

GRAND RAPIDS, MICH.

## A HOME INVESTMENT

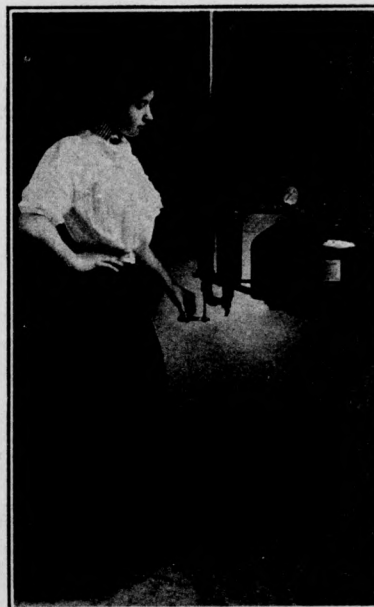
Where you know all about the business, the management, the officers

### 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.



## 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

¼c per hour  
for 500 candle power

**Ideal Light & Fuel Co.**

Reed City, Mich.



## MEN WITH BRAINS.

## Why Intellect Will Always Rule the World.

The leading country of the world to-day, so far as industry, trade and commerce are concerned, is the United States, and the reason solely lies in the fact that America is using a larger proportion of brain power to the same amount of muscle than any other nation. Her brawn is strong, but her brain is stronger, and it is the latter that makes the former so powerful in maintaining the high prestige that has been attained.

The country that depends on the mere animal force of its people must remain relatively weak, for such force can never hope to compete with the achievements that can alone be accomplished by making the body the servant of the mind and the instrument of its will.

Mind ever rises superior to matter. Physical prowess, no matter how great, must ever take a back seat in the presence of mental strength.

What made old time Greece and Rome so powerful as to become the glory and the pride of the then known world, sublime, invincible in their might to all competitors? It was not their illustrious deeds of arms, great although they were; it was not the physical prowess of their inhabitants, it was not through any manual efforts that they rose high above all others. No, their prestige was gained and retained by the superiority of intellect; by their poets, philosophers, scholars and savants who ruled from their mental thrones and scattered around them such pearls of knowledge that to this day the world marvels at their beauty and richness.

If they had had to depend on bodily physique, those illustrious emperors would have been forgotten almost as soon as they were born. Homer was a poor decrepit, tottering, blind old beggar when he wrote the masterpiece of all time. Socrates, "father of wisdom," dawdled through the streets of Athens so weak that he had to sit down at almost every corner. Aristotle and Plato were physically weak. The Romans as men were no better. Virgil was as thin as a ghost, and Caesar was a small, attenuated man. His fame now depends more on his pen than on his sword. Of them all, Cicero was the only well known man among them who had a commanding physical build.

When Greece and Rome no longer paid tribute to intellect and essayed to survive by means of brute force they began to degenerate and soon passed away as national powers.

America now is emulating these countries at their highest development. The Western World is looking to brain power to keep up her standard.

Already she has put all competitors out of the race. She has been able to do so by harnessing material forces to the chariot wheels of invention and making Intellect the driver. The result is that she can accomplish more in a day than her

rivals can in a month. This is well exemplified in her colossal buildings, in the sky scrapers which are the wonder of European architects. On the other side they would take almost as long to build one of our great structures as did Cheops in building the Pyramids. Here we make machinery annihilate time and hoist matter as if it were a plaything.

The European mechanic depends on his hands to do his work, no matter how long it may require. The American sits down and thinks. He uses his brain until he hits upon a plan, then he gets up and puts it into practice, and as a consequence he can do more and do it better than his rivals who depend on physical force and manual cunning to accomplish their tasks.

In many countries of Europe they still depend on the one man scythe to reap their harvests and the best mower can only cut down an acre a day. And now we have gone the horse reaper not one but two better. It was improved upon by the steam reaper. Still we were not content, until at present we are driving reapers by electricity in the West and shearing down 200 acres a day to every workman. So with many other kinds of machinery and labor saving devices, and although the argument has been put forward that our inventions have thrown thousands out of employment, on the other hand, it can be proved that they have given employment to thousands.

We want brains in America and we are willing and able to pay for them, hence European talent comes to our markets to find purchasers. American capitalists and manufacturers defy competition, for they have the brain to back them, although the latter may have been bought at a high price, and even in foreign parts.

The American employer, be his line of business what it may, capitalist, president, contractor, or editor, knows a good man when he sees him, and although his services may come high he is willing to pay the price. He realizes that the brain power of the latter when brought to bear on his concerns will declare a good dividend on the investment.

It is this principle of the American business man, this willingness to pay for competent help, that makes this country the land of opportunity for those who have brains and know how to use them.

Men to whom Europe denied the bare necessities of livelihood have come to our shores and with their brains have bought success. Such have taught our manufacturers the secrets of Old World trade, have revealed to them their weaknesses, showed them how strength might be won, and thus have enabled them to rear temples of wealth on foundations of poverty.

By taking advantage of such lessons we are sending to Europe to-day the very goods which the genius of her discarded sons taught us to make.

Never before was there such a market for brains. They are at a premium. The old timers with fos-

silized ideas are being cast aside and sent to the wall to make room for the new and enterprising men who rely on their talents to give them a place in the great arena of modern progress.

If you stick doggedly to an old rut you will be stranded on the sands of sheer indifference. Keep your wits about you, be alive to every opportunity, to seize it when it comes along. Let nothing pass that is worth being caught and you will find yourself traveling swiftly and surely to the goal of independence and prosperity.

The old law was: "If a man will not work, neither shall he eat."

The new law is: "If a man will not think, neither will he work."

Madison C. Peters.

## A Fire Alarm.

An elderly patient in the Tennessee mountain region was suffering from a malady the remedy for which the doctor prescribed in the form of capsules. The old woman trusted her medical adviser, but for the medicine she evinced much suspicion.

Some time after she had taken the capsules she was asked by her son how she felt.

"Porely."

"Don't you want nuthin' to eat?"

"No."

Soon, however, the old woman arose from her bed and took her seat in a rocking chair. Thinking that the attention would be gratefully received, the son filled her pipe and, taking a live coal from the hearth, carried both to his mother.

"Take that away, son!" yelled the old woman in the utmost fright. "Don't you know better'n to come near me when I've got them cartridges in me!"

## FLOWERS

Dealers in surrounding towns will profit by dealing with

Wealthy Avenue Floral Co.

891 Wealthy Ave. Grand Rapids, Mich.

## H. LEONARD &amp; SONS

Wholesalers and Manufacturers' Agents

Crockery, Glassware, China

Gasoline Stoves, Refrigerators

Fancy Goods and Toys

GRAND RAPIDS, MICHIGAN

Largest Exclusive Furniture Store in the World

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

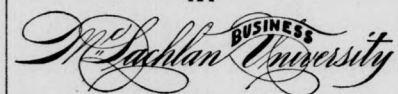
Klingman's Sample Furniture Co.

Grand Rapids, Mich.

Ionian, Fountain and Division Sts.

Opposite Morton House

## PREPARE FOR SUCCESS AT



This is an age of specialists. Our specialty is the fitting of young men and women for positions of trust and prominence in the business world.

If YOU wish to succeed in business you must study business as business is done. Investigate our modern and practical courses.

Write for new descriptive catalog.

D. McLACHLAN & CO.

19-27 S. Division St., Grand Rapids, Mich.

## MERCHANTS

The best is the cheapest in everything When you have that

AUCTION or SPECIAL SALE

Get the BEST and you will be the gainer by LONG ODDS

Let us tell you all about what our twelve years' experience can do for you in reducing or closing out your stock at a profit.

We can please you as we have hundreds of others, and leave you smiling when we say good-bye.

Our methods are strictly up-to-date, everything high class, and we get the business.

W. A. RALSTON & CO.

Suite 407-409 Exchange Place Bldg. Rochester, N. Y.

## JUST ARRIVED

A swell line of Men's Neckwear in all the latest colorings, put up in individual boxes, to retail at 25 and 50 cents.

Mail orders promptly filled.

## P. STEKETEE &amp; SONS

Wholesale Dry Goods Grand Rapids, Mich.



No. 600 Display Case

## We Can Give You Prompt Shipments

We carry at all times 1,000 cases in stock, all styles, all sizes. Our fixtures excel in style, construction and finish. No other factory sells as many or can quote you as low prices, quality considered.

Send for our catalog G.

GRAND RAPIDS SHOW CASE CO.

GRAND RAPIDS, MICH.

Branch Factory, Lutke Mfg. Co., Portland, Ore. New York Office and Showroom, 724 Broadway St. Louis Office and Showroom, 1331 Washing'n Ave. San Francisco Office and Showroom, 576 Mission St.

Under our own management

The Largest Show Case Plant in the World



**How to Become a Millionaire.**

To change defeat into victory; to turn quickly and without complaint from the thing which baffles and eludes to the object which can be attained—that is what makes what are popularly known as the successful men of this world in which we live. It is the adaptability of J. P. Morgan, John D. Rockefeller, E. H. Harriman, John Wanamaker, etc., which has raised them to the positions they now occupy in American financial circles. If you had the opportunity to have a heart to hear, talk with any of these men, or, in fact, with any of the "self-made" millionaires, that is what they would tell you.

From J. Pierpont Morgan, with more millions than he can count, to a sickly, middle aged German of the west side of Chicago seems a far cry, does it not? Yet the spirit which animates both these men is the same, and even though the German may never attain a position where men are prostrate before him he has shown that he possesses the requisites which made Mr. Morgan one of the money kings of not alone America but the world.

Six years ago the sign over the shop door read, "J. Meyer, Tailor." Inside, the little German worked busily, stopping only to go into the back room to eat the good things that his wife cooked for him. At 10 o'clock each night he would fasten the door, stop for a moment to stroke the big cat, which was the only child he and his wife called their own, take a pitcher from the cupboard in the wall and step across to the saloon. With the pitcher full of tuckerbrau, the heavy, dark beer of Germany, back to the room he would go, eat a little in company with his wife, and then to bed, getting up the next morning to begin another day almost exactly like the one that had just passed.

One day his wife complained of a pain in her side. She was ill all that night and the next morning she died.

"It is Gott's will," was his only spoken comment to the freely expressed sympathy of the neighborhood. A little bowed, a trifle grayer than before, that was all the visible signs of the grief he felt.

One morning, nearly a year after, when he started to rise and get for himself a little bit of breakfast with which to begin the day, he found that his legs would not answer to the call and that, try as he would, he could not arise from the bed.

"Paralysis," briefly said the doctor. "I can not tell now if he will ever be able to walk."

For six months there he was, in bed, helpless. Then he began to mend. But doctor's bills, rent, things to eat, and the services of a woman as nurse had eaten up nearly everything he possessed. But a little longer and he found himself able to walk and to again take up the burden.

"Look here, Meyer," said the doctor, "you must give up the sedentary life you have been leading and get out of doors. Find some other occupation. Remember that God and

medicine work together, but that God without medicine is worth more than medicine without God."

The other day I met Meyer. He had a peddler's pushcart in front of him and, on looking closely, I found it to contain many curiously familiar looking bundles.

"Yes," said the old man cheerfully, "Gott sie danke! I am well again. I am making more than a living. How? Ach, liebschen. In Chicago, you should not ask that. But I will tell you. I am a family provider. This checken," and as he spoke he unwrapped a beautiful fowl, "that is for Lawyer Masterson's Sunday dinner."

"This lettuce is to make a salad for the preacher at your church. Here is a good, honest German dinner for a countryman of mine who lives on Washington boulevard and who has servants enough but not one who knows what is fit to eat! Y—e—s, I buy for everybody."

Then he went on to explain his business and how he had come to take it up. He was, as he had said, a "family provider." Every morning he went to about twenty-five houses and found what groceries would be needed that day. Then he went to the stores of his own choosing and personally bought the articles, giving his attention to each thing and seeing to it that everything was of the best. A former customer had given him the opportunity of trying and had been so taken with the old man's pluck that he had suggested to other families in his neighborhood that they, too, give him a chance to see what he could do. Now, after about two years' work of this kind, here was the German, strong in body and mind, caring not alone for himself, but for a strong young lad from the fatherland whom he had picked up in his travels about the city, and with a horse and wagon he had bought to assist him in the business.

"I ask you," said he, "what more does one want? Each family I serve recommends me to their friends. The business is growing. Each one is satisfied."

"How did I come to think of it? The doctor said I must get out of doors. When I was a lad in Deutschland I worked on a farm. Then in Heidelberg for two years in a market. Nothing else did I know but to stitch, stitch. P-s-t-t! what else could I do?"

Adaptability. Young man or old man, "if at first you don't succeed," do not waste your time trying again, try something new, but in your endeavor bear in mind your resources. Olivia Marie Phelps.

**Don't Nag the Salesman.**

It was said of a very important trade combination, which after a few years went to pieces, that the concern was killed by the nagging of its large force of traveling salesmen by a broken down clergyman, whose rich wife had bought a large block of stock in the corporation. As no other place could be found for this man, he was placed as manager of the travelers and city salesmen. He spent several months in devising tom-

fool forms of reports to be daily filled out by the salesmen, and as he was an interminable and shallow talker, he employed several hours a day in dictating what the salesmen called 'sermons,' which were sent to each salesman. These letters invariably propounded a series of questions that required answers. Between answering the letters and filling out the daily report blanks in detail, as the rules required, a large amount of time was consumed by the salesmen, and in consequence, the loss figured largely against their employers. Too much discipline is worse than too little. Of this there is no doubt whatever."—G. W. Pearce in Selling Magazine.

**Over the Limit.**

Crawford—Do you ever try flattery on your wife?

Crabshaw—Yes, and it always works except when she wants a new gown and I tell her she looks charming in her old one.

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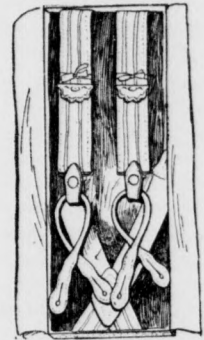
To make them in such a way that the man who has once worn our garments will not wear "something just as good," but will insist upon having **The Ideal Brand**.

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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.

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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.

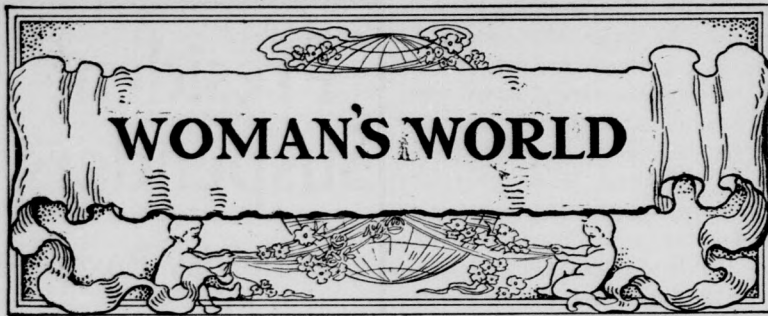
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Grand Rapids, Mich.





### Some of the Peculiarities of the Reformers.

Any attempt to classify bores, or decide which is the most deadly, meets one insuperable obstacle, and that is that each bore seems the most ferocious on earth. When we behold a bore bearing down upon us it looks as big as an elephant and as bloodthirsty and pitiless as a man-eating lion, and, as, after the onslaught, the victim, when asked to describe his sensations, can seldom do more than just feebly moan and groan, it is almost impossible to institute any real comparison between the various species.

It is universally admitted, however, that chief among the Soul Wearers is the Reformer who has a horrible and peculiar characteristic—it can not endure to see people happy and comfortable. For some unknown reason the spectacle of a group of cheerful individuals, disporting themselves in a playful manner, or enjoying their food and drink, produces a species of rabies in this unpleasant creature. It foams at the mouth, utters shrill shrieks of rage, as it rushes upon them, and seeks by every means in its power to annihilate them and spoil their pleasure.

Most people are so afraid of getting into the clutches of a Reformer that they fly at sight, but occasionally one, bolder than the rest, attempts to argue with it, and explain to it that his little diversions were perfectly innocent and harmless. But it is quite in vain. The Reformer is not amenable to reason. To every argument it bellows out:

"I do not enjoy doing that particular thing; therefore, it must be stopped," and with head down it charges upon its hapless prey.

An idea of the power of the Reformer, and the dread in which it is universally held, may be gained from the fact that at one fell swoop it routed the entire United States Army and captured the canteen, which infuriated it by selling beer to the enlisted men while it preferred tea.

Not a hand was raised to stay its progress. "It is well enough," said the battle-scarred veterans as they fled to cover, "to have fought at Shiloh and Manassas, and even to have dared Cuban bullets and Philippine bolos, but to run the risk of being bored to death by the tongue of a Reformer—never! Courage is one thing, and foolhardiness another."

Nor were the legislators at Washington a whit more daring. When they learned that the reformers were descending upon the Capitol, like the wolf on the fold, they hid themselves in the fastnesses of their com-

mittee rooms and sent out word that they would vote for anything, if only the enemy would go away.

Thus it will be seen what terms the very name of the Reformer inspires.

This predatory animal is a distinct product of civilization. It is never found in the wilds, and is rarely seen in sparsely settled regions. It is very abundant in this country, being found from Maine to Florida and from New York to California, but the favorite habitat is Massachusetts, where it is so common that it is impossible to shake a tree or bush without dislodging a Reformer. The West, however, has produced some very fine and lively specimens.

The Reformer is always of the female sex, although occasionally it wears a beard and trousers. These latter are somewhat formidable to look upon, but they are not nearly so dangerous as the petticoated variety. They are also more easily gagged, and, as they generally confine themselves to attracting the general public, it is often possible for the individual to escape them.

This is not the case with the ordinary Female Reformer, which singles out someone, often a member of its own family, and takes a special delight in preying on its nearest and dearest. Of course, now and then a victim escapes, and there are thrilling tales told in the divorce court of husbands who have fled by night from wives who were Reformers, and of children who have run off to sea to get away from Reformer mothers, but for the most part before the unfortunates realized their danger they had been bored to death by a Reformer, and nothing but their bleaching bones was left to bear witness to their sufferings. Often an entire family is "reformed" into the cemetery.

As a rule all Reformers look much alike. Their chief distinguishing mark is their noses, which are of abnormal power, and able to scent wrong in things that look perfectly innocent and innocuous. For instance, they even achieve the feat of smelling immorality in the wax dummies in store windows, and a man who is married to a Reformer avers that she can scent one little teeny weeny highball under a bushel of cloves.

They possess an inordinate amount of curiosity and a desire to see things. A great many of the immoral resorts would have to close if it were not for the Reformers who go to see if they are as bad as they have heard they are. The Reform-

ers also run the sales of such books as "Three Weeks" and "The Yoke" up into the hundreds of thousands of copies.

There are many varieties of Reformer, and which is the most deadly bore has not yet been decided. Probably the most common is the Social Reformer, which can not be further described here, owing to its language being such that it puts all common sinners to flight.

The next variety is the Hydrophobia Reformer, who has fits whenever it sees anybody taking a drink. Not caring for anything but water and strong tea itself, it is ready to tear to pieces any one it sees partaking of a modest glass of beer.

The third variety—and it is most venomous—is the Health Reformer, which attacks every human being it perceives eating a solid meal. The sight of meat particularly affects this variety, for it lives upon vegetables itself, and it rages and raves and tears at the very sight of a tenderloin steak or an English mutton chop. The Health Reformer has slain its thousands with food fads, and effectually destroyed the digestion of many more who never get to eat anything in peace if they happen to have to live in its vicinity.

The fourth variety of this dangerous beast is the Household Reformer, who attacks whole families at a time, tears the babe out of its mother's arms, and the wife from her husband, and even devours the servant and the grocer, and the butcher and the ice man. This malignant

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creature the while emits purring sounds, saying, "I am doing this for your sake. Raise your children as I say. Do not give in to your husband. Boss your servant the way I tell you to." These phrases have in some cases a hypnotic effect, and the family never know what is happening to them until they find that they have been eaten alive and the household broken up. This variety of Reformer is also known as a Buttinski, a Meddler, and a Trouble Maker.

The Female Reformer can generally be spotted, even at a distance, by the fluttering ribbons pinned on her breast. This piece of information is of no value, however, because you can not escape it, anyway.

#### Further Facts.

The two finest specimens of the Reformer in captivity are Anthony Comstock and Carrie Nation.

Everything a Reformer does not like to do is wrong.

The Reformer never starts reforming at home.

We should never know how much evil there is in the world if it was not for the Reformer.

Dorothy Dix.

#### Excellent Method of Selling a Carpet.

Customers may be roughly divided into two classes—those who know what they want and those who do not know exactly but want to see the stock, learn what they can about it and then make their selections.

Although the mind may be firmly fixed as to color, style, etc., a judicious exhibition of other goods will in many cases lead to a voluntary reversal of choice, to the advantage of both customer and salesman. The tradesman should make it his business to keep thoroughly posted as to the shiftings of fashion, and give his customers the full benefit of the changes. No one but a specialist can do this fully, and the one who acquires a reputation of strict veracity as well as good judgment and correct taste has a great advantage in the way of making sales.

He may have a pattern that is surely going out of style and that he wants to dispose of. Yet it does not pay to palm it off on the unsuspecting victim as strictly up-to-date. Better wait for a customer who is looking for something that will give good service for the money, even if it is not the latest pattern, than take the chances of spoiling a good reputation, not only with the victim but with his friends.

Not every one has correct notions of appropriateness. If a direct violation of current rules is about to be committed, let the fact come out, in a polite manner which will not give offense. While there are instances in which the suspicious may consider this a scheme to sell a certain piece, tact with sincerity usually wins. The average person will see that a small figure is as illy adapted to the large room as a large one is to the small room; that the color scheme in paper and other furnishings must be carried out on the floor.

Some will have a certain price, beyond which they do not care to go.

If this prohibits goods, the service of which you can vouch for, they may be convinced that it is economy to put in a little more money, if the thing is rightly presented. A carpet is something that will last a long time and look well if it is a good piece, and properly cared for; while cheap goods, always betray the price, besides fading and not wearing well.

Show those who live at a distance, and prefer to do their own sewing, just how it is done. This costs only a little time and will gain their friendship. If they have no carpet stretcher, it may be they will want one. But if they decidedly do not, tell them how by putting on a pair of old rubbers one can stretch carpet fairly well, simply shuffling the feet along and taking the carpet with them. This is so much easier on both back and carpet than the old way that they may conclude by next housecleaning time to try a still easier one; and gratitude for the interest shown in the past will lead them to your door.

If they object to a high grade carpet on the plea that the moths will damage it in a short time so that it must be replaced, remind them of the various effectual insecticides now on the market, not omitting that so often used by our grandmothers in preserving all their linen, and that there is still nothing better—laven-der. In olden times the leaves were dried and kept among the clothing to ward away insects. These are as potent to-day, and where obtainable are perhaps preferable to the oil, as they are more enduring. But where they can not be obtained a 15 cent bottle of the oil, used about the edges of the carpet once a fortnight, and liberally sprayed over a space half a yard wide before the carpet is laid, will keep the moths, both old fashioned case-bearing and buffalo, well-in check.

We often see sweeping with salt recommended for brightening the colors and removing dust. While this method seems to work well at first, carpets thus treated soon show the effects of the moisture-gathering proclivity of salt. More satisfactory results come from using a carpet sweeper excepting once a week, when the broom is covered with a cotton flannel bag. Then if more is required, going over the carpet occasionally with a cloth wrung out of water to which a little ammonia has been added, will remove the dust and brighten the colors.

Strive to make a sale, but strive to make it satisfactory. For if otherwise it will be a constant reminder to the owner that she does not want to deal with you again. A carpet lasts too long for you to afford this—and be assured that the grudge will last still longer than the carpet.—Brains.

#### Poor Economy.

"Worn out by the winter's gayeties, a Philadelphia woman went to Atlantic City to pass Lent restfully. She departed in a very weak, run-down condition, and her husband was dreadfully shocked—yet not in-

credulous, either—when he received one day this wire:

"Come down to Atlantic City at once; I am dying. Helen."

"The wretched man slammed down the lid of his desk, grabbed his hat and reached Atlantic City by the first express.

"In a ravishing toilet his wife was at the station to meet him with the hotel motor bus.

"But—but," he stammered, "what did you mean by that telegram about dying?"

"Oh," she exclaimed, laughing, "I wanted to say that I was dying to see you, but my ten words ran out, and I had to stop."

It takes more than a flow of words to wash the world

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## HAZARDS IN ADVERSITY.

## How Fortune Sometimes Take a Double Turn.

When I first reached Chicago I was not happy. Under the circumstances perhaps it hardly was a matter for surprise. In the first place, I was in my usual condition—broke. I have always found that my spirits rose and fell exactly in relation to the rise and fall of my finances. Secondly, it was November and Nature is in the blues in Chicago during that month. Thirdly, I had just been soundly buffeted by Fortune in both Denver and St. Louis and had reached the "Windy City" minus overcoat, underclothes and pretty nearly everything else.

My net capital was something less than \$2, and if I had acted according to the dictates of my physical being I would have spent the entire amount on a large, square meal. However, having occasional streaks of prudence—very occasional—I contented myself with pork and beans, mainly beans, which cost me 10 cents. Then I wandered up Dearborn avenue and found a gimlet eyed Polish person who consented to let me sleep in a garret for \$1 a week cash down.

There was a huge mail order house which I had tackled in despair, and to my utter astonishment I was offered a place as a porter. I had never been a porter and do not know why they picked me out for the lucrative post. The salary was \$10 a week. However, as the only other employment that was offered was to clean the streets I accepted.

I feel fully satisfied now that if I was asked to go through again the next two weeks that I spent as a porter I immediately would kill the person who made the request. There was one glorious, soul satisfying moment and that was the grand climax. The pent up wrath that had been accumulating within me burst out at last and I asserted myself. The insignificant, undersized, ignorant pup who had ordered me about for two endless weeks gave one order and one curse too many. I put all my weight behind the blow and then for a few magnificent seconds I busied myself disarranging the features of his face.

I have never been able to under-

stand why the mighty arm of the law was not involved. However, a Swedish person who had much influence befriended me and kicked me out of the door before the guardians of the peace could arrive.

I had all of \$10 in my possession and I was as free from care as a sparrow. For the next few days I absolutely refused to worry, but one morning I awoke and found that my resources were a solitary simoleon. I was weary looking for jobs by that time, so I determined on revolt. I decided that the next job would have to come to me instead of my going to it. After much deliberation I concluded that the best thing to do was to buy a dollar's worth of victuals and go back to bed.

My deliberations resolved themselves into a loaf of bread and a can of corned beef, which I placed in the drawer of the superannuated toilet table and then went to bed to sleep until I was hungry. For ten days I lived on that beef, purchasing a loaf of bread every evening until my last nickel was gone. Then I woke up from my lotus dream and considered my next move.

About this time the gimlet eyed person began to get inquisitive in regard to her rent and hinted that I had better move to a finer hotel. Her hint was the most hintative hint I ever knew and on Christmas eve I found myself strolling down State street contemplating sleeping in a doorway.

At this crisis I decided to "jump a freight." I had never done that before, but it was a choice between taking a sidedoor Pullman and joining the ranks of the burgling fraternity and my vote went for the Pullman.

All Christmas eve I spent walking out to Grand Crossing, which was quite a feat considering my physical condition. I got there about 8 o'clock in the evening and after wandering around an interminable maze of railway tracks I climbed into a box car and went to sleep, hoping fervently that the train to which the car was attached was going somewhere South, where the sun shone.

I suppose I had been asleep a couple of hours when I was rudely awakened by a person vigorously yanking my leg. I sat up with a start and saw some kind of a rail-

road individual peering at me by the aid of a smoky lantern. He enquired with a lot of needless frillings to his language where I was going.

As I did not know myself I could not inform him, but not wishing to be impolite I said Pittsburg, that being the first name that occurred to me. In spite of his picturesque verbiage the lantern holder proved a good hearted sort of a chap, and after he had informed me that the box-car I was in would probably remain where it was for twenty-four hours he directed me to the Pennsylvania yards, where he said I could get a freight going to Pittsburg. He strongly advised me not to go, however, as he assured me I would be frozen to death and that my chances of getting arrested were excellent.

Having got the idea of Pittsburg into my head I determined to hold to it, but I found difficulties right at the start. The Pennsylvania yards were completely inclosed by a high wall which seemed absolutely unscalable, and, moreover, it was covered with snow and frozen rain. I wandered outside until I came to a place where the wall had shown signs of giving way and had been bolstered up with a great beam. Up that beam I started to clamber, but it was so slippery with ice and I was so weak that I fell into the slush on the ground before I reached the top of the wall. I finally did, however, and was so exhausted that I toppled clean over on to the other side. Fortunately it was not so deep as on the outside and there was plenty of snow, so I was not hurt, but it was some time before I could recover myself sufficiently to get up.

Then I started to hunt for my freight train. I first ran into a tall and burly creature, who told me that I had better clear out because there were many detectives around, and I would most certainly be caught if I tried to board a train. His gloomy predictions proved only too true, for just as I was crawling into a car I was most unceremoniously seized from behind and hauled out none too gently.

My captor was a railroad detective, and he commenced to rush me down the track towards the roundhouse with the intention, briefly but fully explained, of handing me over to a policeman. I did not feel equal to

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PREMIUM BRAZIL TABLE TALK



debating the matter, and, moreover, I was not much interested, except that I thought that a cell would likely be warm and that I would be allowed to sleep there.

However, passing through the roundhouse Fate intervened in the shape of a large Irish engineer. He lounged over and asked my captor what was the matter. The latter told him with many expletives that he had caught a blank, blank, blankety blank bum and was going to turn him over to a copper.

The engineer regarded me pityingly, and then put in a plea on my behalf. He said it was Christmas eve, and that I did not look like a bum, and what good would it do to have me spend my Christmas in prison? and several other arguments of a similar character. His plea won me a freedom grudgingly, and he followed up this kindness by giving me a dime, which I was far too hungry and cold to refuse.

That dime purchased coffee and sinkers and brought back some life and courage to me. Afterwards I started to walk back to town and got into the loop district about 10 o'clock on Christmas day. The first thing I wanted to do was to get somewhere where it was warm, and the Federal building was the nearest place, so I went in there and stood up against a radiator in the hall and tried to think. However, I was far too exhausted physically and mentally to do anything but stand in a sort of coma, wondering vaguely when I would fall down unconscious.

It was just then when everything seemed as black as it possibly could be that Fortune gave another whirl to her wheel and rescued me. A man came into the building whom I had met once when I first reached Chicago, but whose name I could not remember and who I never believed would remember me. Luckily for me he did. He came right over to me, shook my hand, and enquired warmly how I was getting along. It did not take him long to get at my story, and the instant he understood my position his hand went into his pocket and he produced the largest amount of money that I had ever dreamed existed. It was a whole, magnificent \$5 bill, and he pressed it on me and insisted that I come to see him the next day, when he said he thought he could help me to get work.

I should have fainted, but I did not. Instead I went out and bought the largest dinner I had ever eaten.

Edward Harrigan.

#### Forestalling Her.

Husband—Our little boy is sick, doctor, so please come at once.

Physician—I can't get over much under an hour.

Husband—Oh, do, doctor. You see, my wife has a book on "What To Do Before the Doctor Comes," and I'm afraid she'll do it before you get there!

It will not make you good like to call on her, son.

Going, evidently, is, saying, sorry, lady.

#### Sensational Retail Failure in Indiana.

The failure of the Elkhart Furniture Company and other retail stores located at Kendallville, Elkhart, Goshen, Mishawaka, Ind., and Hillsdale, Mich., and controlled by W. P. Bacon, has been one of the recent sensations in the trade. Mr. Bacon has entirely disappeared and his creditors believe that he will not soon be found. It is claimed that when he left he took with him \$15,000 in cash. Before leaving Bacon said that he was going to his old home in Kentucky to rest and recuperate, and announced that as he did not wish to be bothered with business he would leave no address. Bacon established each of the stores and then selected a man whom he put in charge. It was only recently that the announcement was made in these pages that a new manager had been chosen for several of these stores. Bacon's system was something like the following: Wheeler Kercher was selected as manager of the store in Goshen. A liberal salary was paid Mr. Kercher, but Bacon insisted there should be prompt cash settlements at the main office. A short time before the bubble burst Mr. Bacon visited Goshen and informed Mr. Kercher that he had suffered from a very severe hemorrhage and said as his wife had secured a divorce and he had no family he presumed he would have to leave his fortune to his associates in business who stood by him. A few days later Mr. Kercher was called to Elkhart by the information that Mr. Bacon had suffered another hemorrhage and was in critical condition. He found Bacon in a very weak condition. The store at Elkhart was in charge of James M. Light, who states that Bacon counted out \$15,000 on a table in the Elkhart store before he left and ordering Mr. Light to take charge of the business until he returned. The creditors soon after began to swoop down on the stores and bankruptcy proceedings were commenced. There are between 125 and 130 creditors. James M. Light, who was in charge of the store at Elkhart, was named as receiver. The liabilities are not thought to be over \$25,000, and it is said there will be goods sufficient to pay these claims if the stock is not sacrificed. The Goshen store was run under the name of the Bacon Furniture Company and was in charge of Charles McKee. It is possible that the business may be reorganized and individual owners secured for each of the stores. Mr. Light had temporary charge, but E. B. Zigler has since been appointed trustee in bankruptcy of all the Bacon stores. He was the choice of the representatives of creditors, who met in Elkhart recently. Mr. Zigler furnished a bond to the sum of \$25,000.

#### He Had Another Name For It.

J. E. Johnston, United States Senator from Alabama, is an ardent agriculturist. One day, shortly after returning from the Governorship and returning to his home in Birmingham, he donned his overalls and went to work in the garden.

A society lady, a newcomer, entered the yard to call on Mrs. Johnston. Hearing at the door no being answered, she walked into the garden.

"How long have you worked for the Johnstons?" she inquired of the man she found there.

"A good many years, madam."

"Do they pay you well?"

"About all I get out of it in my clothes and my keep."

"Why, then, come and work for me," she said. "I'll do that and pay you so much a month besides."

"I thank you, madam," he replied, "but I signed up with Mrs. Johnston for life."

"Why, no such contract is binding. That is peonage."

"I have always called it marriage," replied the Senator.

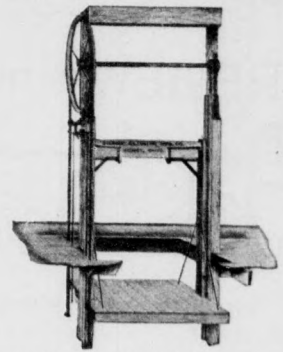
#### Definition of Eggs in Indiana.

H. E. Barnard, State Food and Drug Commissioner of Indiana, is out to enforce an interpretation of the word "egg" to every dealer in Indiana with a view to separating the product into proper classes.

"When a housewife telephones her grocer to send up a dozen eggs," said Mr. Barnard, "she is entitled to receive eggs that are fresh, and not those that have been in storage for a long time. Eggs are divided into just plain, ordinary eggs, then there are fresh eggs, farmers' eggs, candled eggs and various other sorts, and we propose to have all of them properly classed."

There are some dealers, it is declared, who have placed a "fresh" label on cases which really contain "storage" eggs. It is to check this violation that the food authorities are to act. There will be prosecutions if the false labeling continues.

## ELEVATORS



We make a Specialty of Hand Elevators of All Kinds

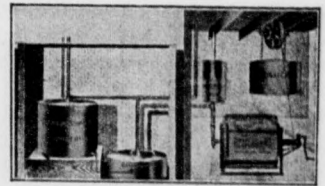
Our Elevators are time, labor and money savers and are the standard of perfection—strong, durable and easy running.

Any carpenter can install in a few hours. Write for further information, stating your requirements.

Ask for List No. 55

SIDNEY ELEVATOR MFG. CO.  
Sidney, Ohio

## Light Economy



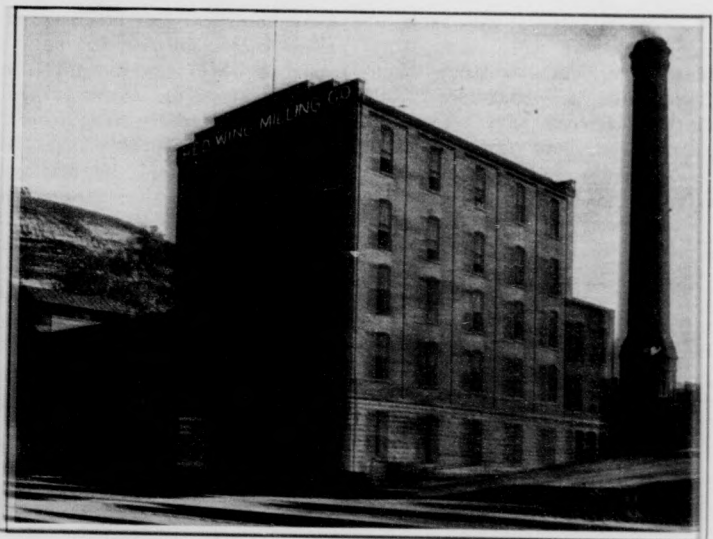
Your lighting expenses can be most effectively reduced by using superior lighting systems. The Improved Swem Gas System not only costs less to operate but gives a clearer and brighter light. Write us.

SWEM GAS MACHINE CO. Waterloo, Ia.

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 results that all recommend Bixota.

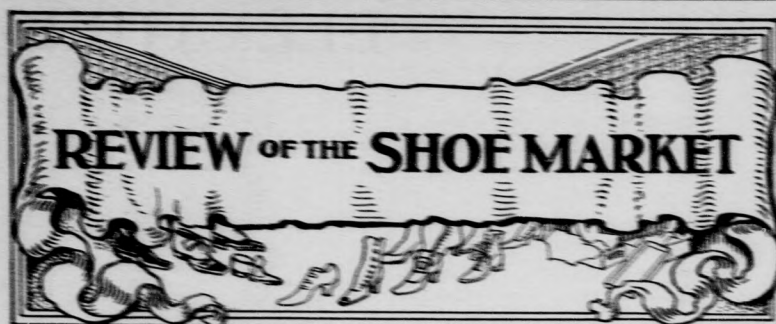
Stock Bixota at once if you want more flour business at better profits.

Red Wing Milling Co.

Red Wing, Minn.

S. A. Potter, Michigan Agent, 335 1/2 E. 1st St., Detroit, Mich.





### A Shoe Store Run by Women.

Two women are conducting a shoe store on the outskirts of the city of Harrisburg. Both are comparatively young. They have been in business four years. When they started out business men in the vicinity laughed at their temerity and predicted that they "would not last a year." They have "lasted," and the laughter has given place to admiration.

Unprejudiced observers of their progress are saying that the women are giving points on the successful management of a retail store to other merchants in the vicinity. Naturally, the merchants will not admit this, but they will not deny that in some things the women made them "sit up and take notice."

Their establishment is known as "The Women's and Children's Shoe Store." They do not handle men's shoes. There is a cozy, homelike atmosphere about their store that many women like. Everything is faultlessly neat and clean. When a rug, a settee, or a chair begins to show signs of wear, it is immediately restored. And in this the women are eminently wise. Signs of decay are never pleasing to customers and they send some patrons to other establishments.

Near the entrance is an ingenious arrangement for the comfort and "education" of customers and friends of the store. Three or four comfortable, leather-covered arm chairs surround a walnut table on which lay current numbers of popular magazines. Women look over the magazines while waiting for friends who are having shoes fitted. Others come in and sit there when they do not intend to make a purchase. All are welcome.

It is the center of this table that contains one of the store's unique advertisements. A low pyramid, with steps, is built there, and on the top is a handsome lamp. Its green and white shade when illuminated is one of the most artistic decorations in the store.

The lamp is placed there primarily for the convenience of those who peruse the magazines, but it also throws a strong illumination upon an attractive display of findings which covers the center of the table and steps of the pyramid at its base. Under the strong light the goods appear to their best advantage, and—what is more important—they are right where the women must notice them. Each article contains a price ticket; the women discuss the merits of the various findings as they sit in the easy chairs, and many sales result.

The women proprietors have an en-

terprising scheme which has added largely to the popularity of the store. They give away two tickets for one of the leading theaters every Saturday night.

Nearly all women like to attend the theater, but in these times the money is not always forthcoming. However, if they patronize "The Women's Shoe Store" they have an opportunity to go to the theater without paying admission. They receive two of the best seats in the house, too.

This is arranged by giving every customer whose purchase amounts to \$1 or over a coupon, containing a number. If the purchase amounts to \$2, two coupons are given. If \$3, three are given, etc. Every Friday night there is a drawing, and the prize-winner receives the tickets by mail on Saturday morning.

Each drawing includes the numbers that were given out during the week, beginning on Saturday morning and ending with the closing of the store on the following Friday night.

A handsome autumn display appears in the window at present. In the rear is the figure of a pretty woman, dressed in hunting costume, with broad brimmed felt hat, tight fitting jacket, short skirt and natty leggings. She stands with the butt of her rifle resting on the ground before her.

Two thick clusters of autumn leaves, veritable bushes, flank the young huntress, their brilliant red and yellow leaves showing in fine contrast to her green suit. Other branches stand in each corner of the window; trailers hang from the top; red leaves speckle the white floor covering amid the display of shoes. Altogether it makes a beautiful and impressive trim.

A few weeks ago the center piece in the window was a small palm tree, about four feet tall, which was gilded from top to bottom. The women always endeavor to have something unique in their display, knowing the value of this for attracting the public.

They recently tried a little demonstrating. A cure-all for corns and bunions was exploited. The center of one of their windows was given to a young woman, who, in blue suit, with nurse's cap and apron, operated upon an immense plaster foot for the edification of the crowd on the pavement. Her table was piled high with packages of the corn-cure, and she neatly adjusted plaster after plaster on toe and bunion.

Some drug stores in various parts of the country are giving this demonstration in their windows, and prof-

iting by it. One of the women partners happened to see the demonstration in a druggist's window while she was visiting in Philadelphia, and she decided that the shoe store was a more appropriate place for such a demonstration—particularly if there was a profit in it. So the demonstration was arranged.

There are many children in the residential district in which the women's shoe store is located, and the enterprising retailers are constantly devising methods to keep them interested in the establishment. One of their advertisements attracted widespread attention. Dancing is a popular pastime in Harrisburg, and there are many schools and private classes for the instruction of young and old.

The women realized that there was an opportunity for a good advertisement. They sent an order to a special shoemaker in New York for a sample pair of handsome dance slippers. They were of red satin and beautifully made. They cost \$10 a pair.

The slippers were put in a case lined with white satin and displayed on the front row in the window. A card announced that the condition under which they would be given to a patron of the store would be outlined in the store's advertisements appearing in certain newspapers, which were named.

Each of these advertisements contained a coupon. It was announced that the girl or woman who collected the largest number of these cou-

pons within the next six weeks would be presented with a pair of dance slippers like those in the window. There was a possibility that the pair in the window would not fit the successful contestant.

In addition to the newspaper announcements, circular letters were sent to every teacher of a dance class in the city asking them to call the attention of their scholars to the competition. It was slyly suggested that the scholars might combine, if the teacher was a woman, and collect coupons with a view of winning the prize for their teacher.

The public—or rather, that portion of the juvenile public that danced—caught on. Immediately there ensued a great demand for newspapers containing the Women's Shoe Store advertisement. Friends and relatives of the contestants were asked to save the papers. Hundreds of persons who had never heard of the Women's Shoe Store had it called to their attention and the establishment obtained an enormous amount of advertising.

The winner of the slippers—a dancing school teacher—had 4,580 coupons sent in in her name.—Donald Ross in Boot and Shoe Recorder.

### His Limit.

Mrs. Henpeck (to her husband)—What would you do if I were to die?

Henpeck—It would drive me crazy.

Mrs. Henpeck—Would you marry again?

Henpeck—I don't think I would be as crazy as that!



## You're a Wide-Awake Shoe Man

You're in business to make money, you're looking for opportunities like

### H B Hard Pans

Maybe you think you can "get along without them"—well, we are willing to leave it altogether to you after you have seen this line—

Made to retail at a price that nine out of ten customers can afford to pay—

Made from our own special tannage stock and fine-grained, tough stock it is.

Half double or double soled shoes—made for men and boys who must have service—

Just take a postal and send in an order to-day for a case or two—shipped same day your order is received.



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.





### Necessary Assets for Success in the Shoe Business.

Capital is a great deal in successful trade, yet it is not the whole thing. Without it the dealer is continually cramped. With it, but lacking the adjuncts to maintain it, he speedily relapses into the indigent stage.

Yet many of our money kings commenced practically penniless. They learned to make the most of all their powers; to concentrate their energies and turn all their forces to work in unison.

Next to integrity there is no surer guide to success in any business than concentration of purpose. Get a clear idea of what you are aiming at, and then never deviate from the mark. If you want to be a big retailer, strive to buy right; to sell right; to give value for value every time—yes, and sometimes to give a little more for the sake of building up the trade. "He did it with all his heart and prospered" has been chronicled of many a successful man since the days of Chronicles. Said Rothschild, "Give mind, and soul, and heart, and body, and everything to business; that is the way to be happy." While this will need modifications to meet the approval of any but the miser, it is still emphatically true regarding business hours. We need only add that in recreation the rule should be applied with equal zeal.

The half-hearted clerk who meets a customer with the air of one who does not care whether he sells goods or not gives a good round suggestion on the start that the purchase can be better made elsewhere; much more apparent is the indifference when it emanates from the proprietor. A cheery greeting of the "Glad-to-see-you" type and a hearty enquiry into the wants of the customer go a long way toward promoting sales. You are in the business to sell goods. Resolve to sell if it is a possible thing when you find some one who wants to buy.

Proceed to business at once, yet do it all in a pleasant way. Find out your customer's ideas on the subject and adapt yourself to them, or if this is impracticable, strive in a pleasant manner to inform your patron of the exact situation. Someone has said that self-respect is the cornerstone of all virtue, but in the building of commerce you will find the respect of others a necessary part of the substructure. Just here is the time to obtain it. Be honest in your advice; just as honest as though the man was your own son. Do not let him go away with the impression that Brown is willing to tuck him off with any old thing just because he does not happen to have the goods called for. This may be a little difficult at first, but it can be done with tact, and once you get the reputation of telling a person the whole truth and nothing but the truth it is an asset in trade that you can not afford to lose even for the gain of a goodly increase in capital. But this tact—how can it be obtained? Some have it naturally, to others it comes as an acquired gift. But all can add to their store of it by keeping the eyes, ears and heart open—with oft-

en a closed mouth. Holmes says: "Tact clinches the bargain," so it is well worth working for. "Fine sense and exalted sense," said Horace Greeley, "are not half so useful as common sense." Napoleon once expressed surprise at the fact that although his breakfast hour varied from 8 until 11, he always found his chicken hot and in good condition. His cook gave the secret thus: "Every quarter of an hour I put a fresh chicken down to roast, so that your Majesty is sure to have it at perfection." This is one form of tact. Anticipate your customers' needs and prepare for them. Stale goods are even more unavailable than stale chicken, and an apology but adds pepper to the gravy of dissatisfaction.

But you will find customers who pick the half-cold fowl even when the fresh one is offered to them. If for some personal reason this is to be preferred, it is not always wise to argue with the one in error. But never let him think you advised him. If he has his choice and later finds that it is antiquated in style, he will keep still and look sharper next time, but if you press the sale of the old article he will always have a slight grudge. And a grudge will affect the trade every time.

If he is about to select something entirely inappropriate for his own use or appearance gently lead him around to the proper goods and say, "Here is the very newest or best we have in that line." It is much better than to bluntly tell him that the other is for such-and-such a purpose, and thereby bring a tinge of mortification to his face.

Be brief and systematic in your dealings. The worthy attempts at sale often end in verbosity, leaving the impression upon the visitor that there is more bombastic material than genuine substance. The secret of Stewart's success was in his value of his time. It was his capital. "Business" was his watchword from morning until night. Yet right here the ordinary merchant outside of the large cities might gain a wrong impression of the term. While with A. T. Stewart conditions required him to be brief always, the smaller dealer might linger with his customer to good advantage. When not busy in another direction, trade talk, concisely and systematically stated, is always an advantage. Brevity means not necessarily a paucity of words, but a careful selection which shall make every one of them count for good.

Close in kin to brevity is promptness. This saving of time to others counts much in the favor of any business man. Punctuality was a prominent trait in the noted characters of history. Have a regular time for opening and closing your store, and rigidly adhere to it. The man who opens any time between 7 and 8 in the morning not only takes the chance of losing the trade of the 7 o'clock customer, but is liable to gain his ill will. If the hour of opening varies with fancied convenience, orders, personal or over the phone,

make trouble, and the rival who has a stated time during which one is sure of finding him at his post gets the trade in future.

Be punctual when promising goods. It is so easy to say: "We are expecting this or that this afternoon," or "I will order it to-day and can have it ready day after to-morrow." All right, if you remember your promise. But beware if your customer returns and the order is still unfilled. You may stumble along over the plea of delay in express packages, but sooner or later it will leak out that "Brown's goods are always just coming!" and people will learn that unless your stock is in sight it is useless to wait unless they have indefinite time to spend. Make it a point to refrain from saying "to-morrow" unless you mean to-morrow, and having said the word, use all possible means to make it good. This procrastination habit may be rooted out of your system if it has gained a foothold, but it will take continued effort on your part to counteract the reputation.

Let neatness and order prevail at all times. The woman who is compelled to lift her skirts and pick her steps on entering a store rarely enters if there is a clean store in the vicinity. If you are careful about your floor, others will be also. The feeling that any slackness on the part of one entering the store is bound to attract notice will serve in its prevention.

Arrange your stock in regular order so that no time will be lost in hunting for a certain article. It irri-

tates the nervous person to be asked to wait for you to hunt something that you think—yes, are almost certain that you have and perhaps after altogether too much time has been wasted, you will recall that you sold the last yesterday. Know where everything should be, and be so confident that if it is not there you will know the stock is sold.

The skillful salesman must know as much of human character as the teacher. No two customers have the same requirements, the same circumstances, the same dispositions. It is your business to make a study of them and as far as possible of their needs. But this will require not only tact but judgment. The ability to put yourself in the place of the patron is not always easy. The fact that you are of different temperament renders the problem still more complex. Yet these things can be approximated to a degree that is often surprising. There is the man who knows just what he wants and will take no satisfaction. Supply the need and if you have an article that you consider superior, advance it with caution, but never attempt to crowd it upon him. There is the woman who thinks she knows what she wants, but is willing to look at as much more as you feel inclined to show her. This is a chance not to be lost if no one else is waiting. She will see something that she will conclude to buy next week, even if she does not make the purchase this time, and even if she does not, she will tell her friends about it.



WHEN you see these brands on rubbers you can be sure you are getting the very best for your money. The Rubber Season will soon be at its height. Do not miss sales by not having the goods. Send us your orders now. \* \* \* \* \*

**Grand Rapids Shoe & Rubber Co.**  
Grand Rapids, Mich.



Then there is the child who does not know what it wants. And although that may seem a trifling matter, the juvenile customer often proves the drawing card for the family. Certain it is that if the child is slighted the matter is speedily regarded by the entire family as a personal snub. Equally certain it is that the child's friendship is easily gained and as easily kept. Gain the confidence of the little one and, other things being right, you have a life long patron.

And above all, know yourself, your capabilities, aims and possibilities. Set your goal high and then work toward it. A firm determination will succeed where genius fails. Energy and enthusiasm drag many a heavy load to the top of the hill. If your goods are not selling, find out what is the matter. If Jones is underselling you put your stock down and get into the line of competition, even if things do go at cost. Next time you buy, look to it that you can compete and at a fair profit. Learn your business from Alpha to Omega and strive to train your patrons in the ability to recognize good goods. Playing upon the credulity of a customer is a game that soon wears out. Lead him to know what he wants and why he wants it. Establish a reputation for openness in all your dealings.

Success is not measured solely by the amount of money gathered together. Character-building should go hand in hand with the commercial enterprise to make the latter a genuine success. "Character is power—is influence," says Hawes; "it makes friends; creates funds; draws patronage and support; and opens a sure and easy way to wealth, honor and happiness." Surely this is a concise summing up of the situation from the business point of view, as from the ethical. Character is really first, and capital second in the building up and maintenance of any house. Working in unison, they bring the highest state of prosperity; if at variance, there is always more or less discord. A well directed mind spurred on by concentration of purpose, enthusiasm and good will is bound to bring the business up to the standard of profit; and time will eventually trace on its walls the inscription, "Well done."—B. L. Putnam in *Boot and Shoe Recorder*.

#### Self Deception the Most Harmful.

"You don't know what you can do until you try."

If I were searching for a conventional rock upon which more young men had struck and stuck than on any other one similar shoal, this cant bit alleged philosophy would be that rock.

When the life of the primitive man alone was considered some such spur to the youthful mind might have been voiced with far less recklessness and disregard for truth. When the savage youth was asked by his parent to learn to swim a river and replied he couldn't do it, the retort might have been coming that he didn't know whether he could or not until he had tried. But, wholly untried as he was,

not even the savage parent would have insisted that the son attempt swimming the whole river on the first trial.

In the present complicated stage of civilization, however, this bit of impelling cant which so easily is at the tongue's end of the man charged with training of the youth, may become distorted into an active evil. There are a thousand relatively harmless things which a man may not do if he could. There are ten thousand things for good which a man can not do if he would.

Always the most harmful form of deception is the deception which a man practices upon himself. If he is deceived by a third person, he has a long chance for being undeceived by some one else before he has gone far in the wrong direction. The basis for his having made such a move rests upon the judgment or word of another person; when still another person ventures to challenge the move, it is easier to surrender the idea which is not one's own. If the challenged person, however, be moving on his own initiative, prompted by his own self-deception, he may be unmoved to the end.

This point I would make is that the axiom, "You don't know what you can do until you try," has been distorted out of all meaning by its reckless generalities and its indiscriminate application to the status of the young man. Of course the young man doesn't know. But when that young man has reached only a little measure of worldly knowledge he will begin to discard some of the fallacies in the aphorism.

You can imagine the boy of 6 years old in a music room in which a finished musician has been playing at piano. Ask this boy to play and he may refuse. Insist that he doesn't know whether he can play or not—that he never has tried—and he may be deceived into attempting it. But when the boy is 15 years old you will not catch him on such a bait.

Youth at the best is venturesome. Among the million men you will find confessions of ten million mistakes in life, credited by these confessors to the mere venturesomeness of youth. When this venturesome still further is stimulated by an exaggerated generality designed to induce still further exuberant chances in life, that youthful victim of the false philosophy may live to turn upon your memory.

I know a man who is head of one of the greatest mercantile establishments in the world. He is not a mere figurehead, either, holding a bank account sufficient to make him a director of the destinies of the house—he is the mainspring of the whole establishment.

"I have been thirty odd years working into this position," he once said to me, "Not only have I studied the business to know the needs of the business but I have studied hard to meet those needs which I know the business requires. But to-morrow morning I could find a hundred young men in the house who would step into my shoes without winking an eye."

One of the most harmful effects of this confidence in "trying" anything, regardless of preparation for it, is that a young man of promise and capacity may make a foolish move too early, and the failure may leave a blemish on his life, if even it does not ruin his future prospects. He will not be criticised at 6 years old for having tried and failed at playing the piano with the skill of the artist he imitates, but in the world of men a similar failure may stick to him half his life. Just as the conventional spirit is to encourage "trying," so the disposition is to frown upon failure.

In the business world to-day of the most discriminating tasks of the organizing employer is to discover the "bluffer." Under the incentive to shut eyes and "try" anything that is possible, bluffing has become an art. That young man, open to the invitation to bluff his way, never had a more golden opportunity than now, when maintaining a bluff has been reduced to a half science. "I don't know whether I can 'bluff' until I have tried" has as much or more logic than the same empty philosophy applied to doing.

Against this almost universal tendency to "try," and to depend upon bluffing through with the task, the level headed, capable young man may feel that he suffers discrimination. In the end, however, he has nothing to lose.

Why he should desire to "try" to do is of as much consequence as is trying; and if he has made his resolve to "try" wisely, he knows

enough to succeed in a degree satisfying himself in his wisdom.

#### Great Difference.

Long after midnight the suburban man sat on his front step listening to the dismal howls of a restless canine.

"Awful racket," commented the big policeman as he sauntered up the avenue.

"Terrible," agreed the man on the steps.

"Those howls are enough to raise the dead."

"Well, I should say so."

"Make the cold shivers creep up and down your spine."

"They are fierce."

"Wonder you don't make a complaint."

"Well, I am just waiting."

"May I ask what you are waiting for?"

"Sure! I am waiting to find out if that is my dog or my neighbor's dog. If it is my dog—well, you know we all have to put up with unseemly noises these hot nights; but if it's my neighbor's dog—blamed if I don't shoot him myself."

The man who is going to Heaven never tries to take up all the road.

**MAYER Honorbilt**  
Shoes Are Popular



## Boston Rubbers Are Always Durable

They are carefully made from the very best material obtainable. They are properly stayed at every point of strain. There is fifty years' experience in the manufacture of rubber footwear behind every pair the Boston Rubber Shoe Co. bring out.

We have sold "Bostons" and "Bay States" for over thirty-five years and we know.

Furthermore we stand back of and guarantee the wearer thorough satisfaction in fit, style and service.

We carry a large stock of them on hand and your rush order will receive prompt attention.

**Rindge, Kalmbach, Logie & Co., Ltd.**  
Grand Rapids, Mich.



## TOLD IN RHYME.

## How To Advertise an Agricultural Implement Business.\*

In writing up these lines so true  
We wish to bring success to you,  
So read them well and every line  
Will put you right if done in time.

You seek for riches and for fame,  
You start in life to make a name;  
You seek to garner in the tares  
Brought from the biz of vending wares.

You may have money and buy the goods,  
You may have buildings—it's right:  
you should;  
But money, buildings and name don't go  
If you are asleep and dubbed Slow Go.

The spiders will get you in their web,  
The moths will fill your tills instead;  
The sheriff will see you in the street,  
Polish your merchantable bones complete.

But now, Mr. Slow Go, let me look wise  
And tell you in starting to well advertise;  
The spiders will leave you, moths disappear  
And of the sheriff you need have no fear.

Go to your printer, who has a glad hand,  
Tell him your troubles—he'll understand;  
He has the "ointment" that will start you aright,  
Bring you in business that will gladden your sight.

So many, many started, so many fell,  
That we were prompted this story to tell  
And how to avoid it, as you shall see—  
We'll point successes of others that be.

We'll do this by pointing to men of success  
Who have gathered in riches by aid of the press.  
Who started with nothing to "get in the game,"  
And all made a fortune—you'll do the same.

If you profit by wisdom and get in to line  
Do it uprightly and step to the time  
And march to the music set by the wise,  
Who use for their keynote the word advertise.

Try it completely and let your light shine,  
Get on your hustle, now is the time;  
Put on your "get there," take our advice,  
Go to your printer and give him a slice.

Crack up your wares, no one else will,  
Roll in the ginger, do not stand still;  
Wake up your corner as no others have done  
And your road to success will be surely begun.

And when you're well started put on more pen,  
Tell them to come and look in your den;  
See that all lines you well advertise,  
But be sure in your copy to tell 'em no lies.

Put it in English and set in large type,  
Make it so strong that all surely will bite;  
Bait your hook with bargains—bargains so rare  
That all will soon gather your goods to compare.

Push onward and upward early and late,  
Pass out your smiles to John, Ida and Kate;  
And when in your life work you stand in review  
Remember that others have done what you do.

I will now change my subject, so you can see  
What others have been you may soon be;  
I'll point you to Savage and his pacer, Dan Patch,  
Who made a world record and left the whole batch.

We'll set in short meter the rest of our song—  
Please read it carefully, it won't take you long—  
And close with some questions, on which you'll agree  
That some of the "winners" are not here to see.

Would Savage and his famous Dan Who scored the world for Uncle Sam  
Have made the winner of his prize  
If he had failed to advertise?

And would you think his foods would have been  
The food for thought, for all stock men,  
If he had sat and nursed his thumb  
And waited for his time to come?

Could Post, the coffee cereal king,  
Or Stuart with his tablets bring  
The laurels they so plainly won  
By sitting down with nothing done?

To tell the people of their wares  
That brought them in such princely tares,  
Without the use of ink and pen  
Could you think "it might have been?"

Would Field, the mighty dry goods king,  
Have reached his goal, staid in the ring,  
By sitting still with nothing done  
And waiting for his "name to come?"

Could Faust, the brewer of princely malt,  
That makes the beer "that gives the health,"  
Have won the fame his beer has brought  
By letting others' brands be sought;

Or Benman with his splendid gum  
Brought such results that thousands come  
To buy his wares of peppin malt  
To soothe the children, please the maid?

Could Winslow and her children's balm  
Or Pinkham with her "still alarm"  
Have caused the women from shore to shore  
To sing their praises forevermore?

Would Douglas with his famous shoe  
Or "Plymouth Rock" with a leg for you  
Have reached the perfection they have made  
Unless they'd advertised for trade?

Did Barnum's Show, a name that lasts,  
A one-time victor of days long past,  
Who painted people, cats and whales,  
Lose out by telling of them many tales;

Or little Willie in his school  
Who wrote his slate for Tommy Poole  
And caused the "Marm" to him despise,  
As he had said, "Now advertise?"

Could Jimmie and his Oliver plow  
That turns the earth, as all allow,  
From shore to shore and pole to pole,  
That brought in such a wealth of gold,

Have started young and in his prime  
Without a dollar, cent or dime  
And spread his wares in every land  
By building up a plow that stands

And putting out with brush and pen  
The ads. that made all honors bend  
To Jimmie and his heart's delight,  
As he had made them "honor bright?"

Could "Studa" in his smithy shop  
Who wrought the wheels so eager bought  
Have caused the farmers far and wide  
To buy a wagon "true and tried"

Without he first had driven the nails

With printers' ink and wagon sales  
That firmed the way to princely wealth  
Because he had so squarely dealt?

Would Deering, McCormick and Thomas, too,  
Who made the goods so fine for you  
Not have failed to make their mark  
If they did not of their wares impart?

The names so common to our ear  
That all could purchase without fear—  
They told us what their goods would do  
And stamped their wares with "do it, too."

Now, reader dear, there are thousands more  
Who made their mark and have "gone before,"  
Some are left to push and think,  
But all "get there" with printers' ink.

So draw this moral to your mind:  
"Success" is dear, but it you'll find  
Will win the laurels for your eyes  
If you'll "get there" and advertise.

For no one yet has failed to rise  
Who pushed his goods and advertised;  
So fix this picture on your mind  
To be handed down to all mankind.

Wouldn't Adam and his little Eve  
In the Garden of the Wise  
Be living still in Eden  
If they'd failed to advertise?

Do Heaven's business and heavenly beauty will take care of itself.

## STRIKE

while the iron is hot.

Don't wait until your business suffers or a member of your family falls ill.

Order that telephone NOW.

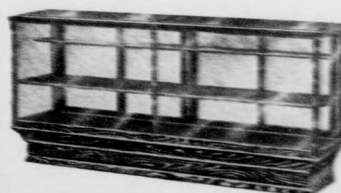
"Use the Bell"

IT  
PAYS

CALL  
MAIN  
330



## A Better Case for Less Money

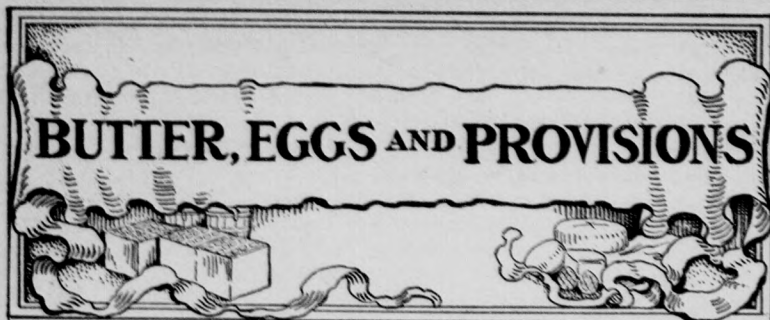


That's saying considerable, but hundreds of merchants who have bought from us know we make good our claims. We positively guarantee to save you money and give you a case of better quality. Our direct selling plan—from manufacturer to merchant—makes this possible. We pay freight both ways if goods are not as represented. Get catalog and prices.

Geo. S. Smith Store Fixture Co., Grand Rapids, Mich.

\*Address delivered by F. M. Witbeck, of Millburg, at annual convention Michigan Retail Implement and Vehicle Dealers' Association.





### Scoring of Butter at the Big Conventions.

There has been considerable talk the past week about the scoring of butter at the big conventions this winter, and the opinion has been freely expressed that these contests do not have as great an educational value as they should have. To make a single batch of butter, using the best material that comes to the creamery, sitting up nights if need be to regulate temperatures, and to churn the cream at exactly the right point with the sole purpose of securing a tub that will score high at the convention does not signify much after all. It may win a medal or share in the pro rata fund, but it solves none of the problems that confront the average buttermaker in his daily work, and I do not believe that it contributes anything toward the bettering of our dairy products as a whole.

The contests should be so arranged that only entries from the everyday product would be allowed, with different classes or grades; that would give every fellow a chance who was doing his best work. The scoring should always be according to the commercial standards of our leading markets, and by men who are not only thoroughly capable of doing such work, but who could not be swerved by any consideration from giving the proper scores. It has come under my observation more than once that certain judges have done just what the Association or those who hired them wanted them to do. A careful analysis of the list of scores from some of the conventions has shown a situation that could be explained only by the statement that the judges were told to score high.

I happened to be present in the butter room at one of the State conventions just after the two judges had gone over the exhibit carefully. The Secretary, after looking over the scores, said that it would not do—they were too low, and the number to participate in the premium fund was entirely too small. An interesting discussion followed and the result was that the entire list was raised two points. The argument was that no injustice was done anyone. But the whole purpose of such a contest is lost by any juggling of the scores, or by having the work done by men whose lack of knowledge of that branch of the business unfits them to handle a trier in the butter room.

These annual scoring contests, as referred to above, should be educational. When the judge has com-

pleted his scoring an expert should look over the entries, and then as far as possible talk over with the exhibitors the defects that are indicated by the score card. If the expert comes to know the conditions under which the different lots of butter are made, he can recommend changes in methods, etc., that may aid greatly in overcoming the faults. And that is what we are trying to accomplish after all.

When P. H. Kieffer decided to accept the invitation of the Iowa Dairy Association to score the butter that is now on exhibition at the Waterloo convention, butter dealers here in New York were greatly pleased. They felt confident that Mr. Kieffer's experience in the wholesale market coupled with his thorough knowledge of buttermaking fitted him to judge the butter intelligently, and to be very helpful to all those in the contest. Mr. Kieffer undoubtedly has in mind the extreme irregularity in the quality of the butter marketed this season, or ever since the August product was received, and I am quite certain that he will have much to say about this in his talks in the butter room and at the sessions of the conventions.—N. Y. Produce Review.

### The Future of the Country Hide Business.

"The country hide business will have to be done on more legitimate lines," said a leading hide merchant to us this week, "or some dealers will suffer the consequences. By this I mean that those who make a point of wetting and resalting hides purely and simply to make weight will be forced out of business. This is as it should be. Wetting and loading hides and doing other things to make them weigh as heavily as possible is dishonest and absolutely absurd on its very face, as it simply means that by treating the hides unfairly they in the end will get less money for them, whereas the man who puts his hides up in fine condition is always able to demand considerably above the average market price. Tanners are becoming more and more discriminating, and the men who deliver hides in straight and honest condition have a great advantage over those who seem to think it clever and smart to sell on a dishonest basis.

"The trouble," continued the merchant, "is not only that the increased and false weight of the hides must be fought by purchasers, but the grain of hides is very often damaged by the bad treatment. The country hide business is in condition which should receive the most careful atten-

tion from all who are in it. Some of the leading dealers in country hides are already interested directly or indirectly in tanneries, and we know that the big packers are now among the leading tanners of the country. Unfortunately there is so much competition, particularly between small buyers of hides from butchers, that this causes those who have hides to sell to be careless and indifferent and to leave as much extraneous matter on hides as possible and also to put them in unsatisfactory and undesirable condition.

"The remedy for dishonesty and other evils in the hide business is largely in the hands of tanners themselves," said the dealer. "If they would refuse to purchase hides which have been improperly handled this would open the eyes of those who seem to be forever on the lookout to take advantage of customers. One tanner told me that in carefully watching the result of tanning wet and resalted hides he found that a large proportion were damaged on the grain and otherwise unsatisfactory. He therefore decided he would never again buy such stock, but would stick to clean, honestly cured hides, which are well worth the premium asked and paid for them in the market."—Hide and Leather.

Too many of us make the mistake of thinking that the more load we can carry the more life we will live.

There is little of the water of life in works on religious hydrostatics.

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

**M. O. BAKER & CO.**

Toledo, Ohio

### 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.

## 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

## BAGS

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

**ROY BAKER**

Wm. Alden Smith Building

Grand Rapids, Michigan

## 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



## NEW YORK MARKET.

## Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Nov. 20—Weather warm enough for June. Will Jones, of the Minneapolis Journal, formerly of the Northwest Trade, is here and dressed in Minnesota costume, which is certainly too much of a good thing for New York. The big stores are making slashing reductions of heavy winter goods and advertise frankly that it is necessary. New York as a winter resort is becoming more and more popular.

Trade is improving steadily and dealers look for a good holiday balance sheet. The coffee market is about as dull as any and the demand seems to show not one particle of improvement, so far as the spot article is concerned. Roasters seem to be pretty well stocked up and jobbers are taking only enough to supply current requirements. In store and afloat there are 3,715,151 bags, against 3,890,483 bags at the same time last year. At the close Rio No. 7 is quoted at 6½@6½c. Mild grades are no more active than are Brazil sorts and the range of values is unchanged. Good Cucuta is held at 9½c.

What can be said of the sugar market? Heaven only knows of the true inwardness of the situation and a simple searcher after truth will be forced to flee. Refined seems to be in limited demand and yet there is some business all the time. Quotations vary, as to refiner, and there seems to be no "substantiality" to the prices given. The raw sugar market is practically lifeless and dealers seem to expect quietude for the rest of 1908.

Teas are quiet, but dealers seem to be feeling in a rather more cheerful mood than existed awhile ago. Pingsueys are doing better than some others, but Congous are said to be very flat. Quotations, as a rule, are on the same level as heretofore.

Growers of rice are reported as very tenacious in their views and are not willing to sell at prevailing rates. It is freely prophesied that an advance must take place, as growers are able to hold on until their demands are met. There is rather more activity to the demand here and the outlook favors the seller, although quotations are unchanged.

Spices have done fairly well, as the season is so well along. Buyers do not individually take large supplies, but there is something doing all the time and, in the aggregate, the quantity is satisfactory. Prices are well sustained and stocks are not overabundant.

There is a good demand for grocery grades of New Orleans molasses and full prices are asked—and paid. Open kettle is in moderate supply and well held. Good to prime centrifugal, 22@30c; open kettle, 28@42c. Syrups are unchanged.

In canned goods tomatoes are very quiet and this is more noticeable as they have been so much "in evidence" during the previous weeks. Possibly buyers are well stocked;

something may turn up after Thanksgiving. Aside from this article, canned goods generally are in a very satisfactory condition. The demand is good and full quotations seem to be obtained. Small lots are taken, as a rule. Tomatoes are worth about 70c for standard Maryland 3s f. o. b. factory. Canned fruits are quiet.

Top grades of butter are scarce and high. Creamery specials, 31@31½c; extras, 30@30½c; held stock, 26@29c; Western imitation creamery, 21@22c; Western factory, firsts, 20c, seconds, 19@19½c; process, 23@24½c.

Fancy cheese is mostly in few hands and they are able to control the situation. The week has been rather quiet, but prices are well held at 14@15½c.

There are eggs of all prices and qualities here. The sort in most liberal supply seem to be of good, bad and indifferent, all mixed together, ranging around 25c. Something better will fetch 30@32c and at the latter figure one may, indeed, find desirable stock. In the class of aristocrats the range is from 33@50c, the latter being named selected white New York and Pennsylvania. Some movement is shown in refrigerator stock, which is working out at 26@27c.

## He Did It.

There were twenty men on the steps of the postoffice for the evening mail to be distributed, and among them was Squire Jones. He stood a little apart from the rest, and recognized one and another by cold nods. Directly it was seen that he had something to say, and when he ascended the steps and flourished his cane for silence a feeling of awe fell upon the crowd.

"Fellow-citizens," he began, "you may remember, and you doubtless do remember, that a year ago Japan seemed on the point of attacking this country. She had a chip on her shoulder and ached for us to knock it off. The talk in every city and hamlet was war. While we were ready to call the bluff, there was a feeling deep down in our hearts that we should get licked out of our boots.

"Gentlemen, I said very little. I made no speeches. Some of you thought I was lukewarm in my patriotism. I was not. I was simply planning my course. When I had got it planned I went to Grand Rapids. I alone knew what I was going for. For hours and hours I walked the streets looking for a Jap. I finally found one, and when I did I walked right up to him and said:

"Look a-here, I want to say a few words to you. Any time your blamed country gets ready to pitch into the United States, let her pitch, and be hanged to her. We will have you hollering for mercy inside of thirty days. I am Squar Jones, of Blankville, and what I say goes."

"And, gentlemen, what was the result? The Japanese nation began to cool off right away, and for the last few months she has been patting Uncle Sam on the back and telling

him what a great feller he is. I don't want any praise for what I did. I did it through patriotism—through love of country—through—"

But then the crowd broke loose and carried him around on their shoulders to the tune of "A Jolly Good Fellow," and this fall he will be a candidate for the Legislature.

## Identified.

A tramp passing through the waiting room of the Northwestern depot at Milwaukee spied a small enamelled pin lying on the floor. He picked it up, looked it over in a careless way, and pinned it on the lapel of his coat. The same tramp, a few moments later, was hit and knocked into unconsciousness by a switch engine in the freight yards, just outside the depot. The trainmen picked him up and telephoned to Police Headquarters for an ambulance.

"What did you say his name was?" came over the telephone from the desk sergeant.

"Don't know. The man is unconscious," replied the switchman.

"Any papers on him by which you can identify him?" asked the sergeant.

"Not a thing," phoned back the switchman.

"Does he belong to any lodge or union?" enquired the sergeant.

"Hold the line until I take a look," replied the switchman, and in a moment the desk sergeant was greatly surprised to receive this information:

"Yes; he is a Lady Maccabee."

## HEKMAN'S DUTCH COOKIES

Made by  
VALLEY CITY BISCUIT CO.  
Not in the Trust  
Grand Rapids, Mich. Denver, Colorado

## Grand Rapids Floral Co.

Wholesale and Retail  
**FLOWERS**  
149 Monroe Street, Grand Rapids, Mich.

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

## Custom Tanning

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

H. DAHM & CO.,  
Care E. S. Kiefer's Tannery,  
Phone Cit. 5746 Grand Rapids, Mich.

## Dandelion Vegetable Butter Color

A perfectly Pure Vegetable Butter Color, and one that complies with the pure food laws of every State, and of the United States.  
Manufactured by Wells & Richardson Co. Burlington, Vt.

We Do Printing for  
Produce Dealers

## 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.

## 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 &amp; 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

## I Want Live and Dressed Poultry

Dressed Hogs, Veal, Rabbits, Honey  
Walnuts, Butter and Eggs

Get my price list and mark your shipments for

F. E. STROUP

7 North Ionia St., Grand Rapids, Mich.

References: Grand Rapids National Bank, Michigan Tradesman, Commercial Agencies.



## ON THE COAST.

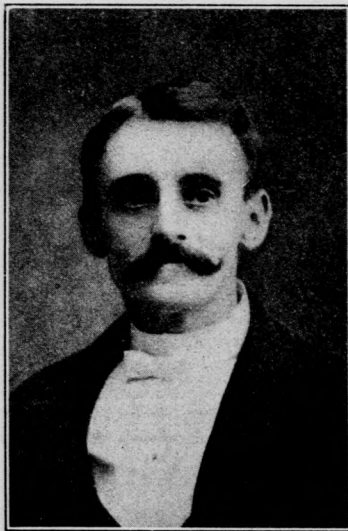
## How Groceries Are Sold at Los Angeles.

Written for the Tradesman.

Los Angeles, Cal., Nov. 15—I promised you before I left Grand Rapids that I would look up a Mr. Black, a grocer from Michigan. So far I have been unable to find him, but there are several groceries here conducted on the plan you said he was conducting his business. They are called market basket groceries and they all appear to do a fine business, especially those conducted on the plan of push. They give no credit and sell their goods on small margins and deliver nothing. They cut out the expense of telephones, book-keeping and the profit-destroying deliveryman. I tell you, Mr. Stowe, this delivery business is a proposition of itself. The cost of horses killed or ruined, wagon and harness repaired, loss of baskets by leaving at patrons' houses, loss of goods by drivers' errors or loosing off their loads, the breaking of packages, stealing from the store and collections not turned in are enough to keep a high-toned grocer in eatables and clothing, not only for himself but family. Of course there are exceptions in deliverymen, but I speak as one with experience.

Well, I am again engaged in the grocery business, but I am going to harness myself and do a more moderate business. While in Grand Rapids I did a business of from \$60,000 to \$70,000 a year. I shall not try to do over \$30,000 a year here. I don't need to, as I have no rent to pay, but draw rent from two tenements. I send you a photo of a little block I built this summer. It is almost opposite our home. I opened up only eight weeks ago and am doing a cash business. An average of \$78 a day the past week was my sales. I employ my father-in-law in the store and a boy to deliver. The grocery business is very much lighter here than in the East, as all produce is sold by weight and in small quantities. I buy apples by the box in place of bushel. You never hear of bushel or peck here. A box of apples weighs about forty-five pounds. I am selling fancy Belle Fleurs at \$1 a box or three pounds for 10 cents. Jonathans cost me \$2.75 a box and I sell them at 8 cents a pound. Fancy potatoes cost me 1 cent a pound and I retail them at 2 cents a pound or sixteen pounds for 25 cents or \$1.50 a sack, which is 120 pounds. White beans here cost 4 cents a pound and I get 5 cents. I even buy pumpkins by the pound, cost 1 1/4 cents. I am selling fancy strawberries now at 8 cents a box. About ten days ago I was selling them at 5 cents. I pay 50 cents a dozen for strictly fresh eggs and sell them at 60 cents. We have no such thing here as dairy butter. Our butter is all in one and two pound packages. I am selling it at 30, 35 and 43 cents a package; that is, the one pound packages, the 30 cent packages weighing about fourteen ounces and it is called Eastern stock. Lemons cost me 5 cents a dozen. Beets,

turnips and carrots are all sold by the bunch. Celery here costs 40 cents a dozen stalks, retails at 5 cents a stalk, and is not near as nice as the Grand Rapids celery. We have many kinds of fruit here which you do not hear about in the East. I am selling the raisin grapes now at 5 cents a pound, also peaches at the same price. For tomatoes I get 2 1/2 cents a pound; cost about 1 1/3 cents by the box per pound. Cranberries (Cape Cods) cost me 11 1/2 cents a pound. Almonds cost by the sack 12 1/2 cents a pound. I bought some small polished English walnuts the other day at 8 cents, while large ones cost 13 cents a pound. Private families here will buy as many as fifty pounds for their own use. I also bought some nice dried apricots from a rancher at 5 cents a pound. Standard canned tomatoes here at present are 7 1/2 cents. Corn, standard quality,



90 cents. Cane granulated is at present quoted at 6.55 cents, with 25 cents per cwt. discount for cash in fifteen days. Beet sugar, which is better than the Michigan beet sugar, is mostly used here and is 20 cents lower than cane per cwt. Sugars here all come in 100 pounds sacks. Many groceries here such as are sold in the East at 2 per cent. discount are net. Soaps and breakfast foods range in price about the same here as in Grand Rapids. I can and do buy shredded wheat biscuit here at 35 cents a case less than at Grand Rapids. The grocers here are obliged to carry a larger assortment of some grades of groceries than in the East or Middle States, as we have people here from all over the United States, Canada and England. The National Biscuit Co. here handles no bulk goods. We miss the Seymour butter crackers very much. We sell the soda crackers in their place. We sell large quantities of canned milk here. I buy it in twenty-five case lots and will soon be doing so in fifty case lots. Cider vinegar here costs 20 cents a gallon by the barrel.

Well, I will now close my price list before it becomes monotonous. I call my grocery the Grand Rapids Grocery and it is known through Highland Park as such. Highland Park is to Los Angeles as is Madi-

son Square to Grand Rapids. I like the people here very much—so much that I have no desire to return to Grand Rapids—and the climate here is the finest, I think, in the world. I have twenty-five varieties of roses now growing in my yard, mostly all in bloom. I have one rose bush in front of my porch which is almost on the roof that I set out about the first of May. When I bought it it was growing in a tomato can. My store doors are always open and will remain so all winter. I never think of wearing a coat or vest in the store. The store room at the left in the picture is a meat market. I paid \$2,500 for the lot my block stands on. It has a frontage of fifty-eight feet. The lot alone will be worth \$5,000 in five years. Five years ago it could have been bought for \$500. Times, I think, are much better here than in Grand Rapids.

John H. Goss.

## Sun Heats Earth by Radiation.

Three things warm the earth—the sunshine, the burning of coal, which is the sunshine of past ages stored up, and the internal heat of the earth. The heat from the sun renders insignificant the two other sources of warmth.

Heat travels by conduction, or traveling from the hotter part of a body to a cooler, or from a hotter body to a cooler one in contact with it; by convection, or the movement of hot matter as in a heating apparatus, or by radiation.

The heat from the sun comes by radiation. It is heat in the sun. It is converted as it issues from the sun into a traveling form of energy not heat, and it is converted into heat again when it falls on a surface which absorbs it and is warmed by it.

It does not appear to need ordinary matter to carry it, but passes quite freely through the almost empty space between the sun and the earth. It resembles light in traveling in straight lines, in being reflected by mirrors, and in being refracted by lenses, and it is present always with light.

All bodies are always pouring out radiation. At ordinary temperatures the wave lengths are chiefly about 1-2000th of an inch long, and the shorter waves are exceedingly weak—far too weak for our eyes to see. As the temperature rises the shorter waves are stronger.

At 450 degrees centigrade a body sends out red waves strong enough to let us see it as red. At 900 degrees centigrade it sends out all the visible rays and we see the body white hot. The carbon of the electric arc is at about 3,500 degrees centigrade, and the sun's surface at about 6,000 degrees centigrade, at which it emits the whole gamut of waves, some of which produce heat, others the sensation of light, and oth-

er effects manifest only by the photographic plates or fluorescent screen.

## Why She Declined.

"Really," said the stylish lady, enthusiastically, to her friend, "it is quite worth while going to the Zoo, if only to see the wonderful display of rhododendrons."

"Is it?" replied her friend, languidly. "I like to look at the great big clumsy beasts, too, but it always smells so unpleasant round the cages."



**DON'T FAIL**  
To send for catalog showing our line of

**PEANUT ROASTERS,  
CORN POPPERS, &c.**

**LIBERAL TERMS.**

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

## Watch Our Page

In our next issue

**Becker, Mayer & Co., Chicago**

Little Fellows' and Young Men's Clothes

**All Kinds of Cut  
Flowers in Season**  
Wholesale and Retail

**ELI CROSS**  
25 Monroe Street Grand Rapids

POST  
TOASTIES

The "Supreme Hit" of the  
Corn Flake Foods—  
"The Taste Lingers."

Postum Cereal Co., Ltd. Battle Creek, Mich

We Want You if You are a  
Real Living Salesman

We don't want any "Near" salesmen, nor men who "Used to be Corkers," but men who are in the top-notch class to-day, right now. We know that it is better to be a "Has-Been" than never to have been at all, just as it is better to have loved and lost than never to have loved at all, but—

The man we are after is the man who has good red blood in his veins, who is full of vim and vigor and who doesn't know what a "Turn-Down" means.

If you belong to that class write us, and you may find we have a proposition that means progress for you. Straight commissions, new and profitable, for both the salesman and retailer. (Mention this paper.)

**BOSTON PIANO & MUSIC CO.**

Willard F. Main, Proprietor  
Iowa City, Iowa, U. S. A.

## 31 Used Autos

On hand. Send for list.

I must sell these at once. No reasonable offer refused. You can get a good run-about for \$100 to \$250, and a good touring car from \$200 to \$450.

**S. A. DWIGHT, Auto Dealer**

Salesroom, 1-5 Lyon St.

Grand Rapids, Mich.

Phones—Office, Citizens 2236

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## 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.



## KEEP OPEN SUNDAY.

## List of Those Who Violate the Law.

A crusade has been begun by the Grand Rapids Retail Grocers' Protective Association against the groceries in this city which keep open on Sunday, and the citizens of Grand Rapids sincerely hope that the practice of doing business on Sunday may be effectually stopped.

The work of this organization is manifold. It advocates shorter hours, closing of stores on Sunday, sanity of stores and goods, good service to patrons, regulations for hucksters and abolishment for the street fruit vender.

Some very gratifying results have been obtained in the past in regard to several things. The price of flour has, through united effort, been established and thus large stores can not injure the trade of smaller ones by cutting the prices, which they formerly did and could do without losing money, although it was very detrimental to the business carried on on a small scale, the smaller groceries not being able to buy in large lots and get the discount.

The regulation applying to hucksters also originated with this organization.

It has been found that over fifty groceries are kept open on Sunday and a number of these places are conducted by Syrians who have meat markets in connection with the grocery.

In a recent interview, E. L. May, chairman of the Sunday Closing Committee, said: "If these Syrians are allowed to continue for the next ten years as they have for the last few years, the other groceries will be obliged to keep open on Sunday or retire from business." He says further: "These Syrians are not desirable citizens and nine out of ten are not citizens, having never been naturalized."

One of these people was heard to say one Monday that "business was rotten—only took \$34 yesterday."

The American, German and Holland merchants rent or buy suitable buildings to carry on business, pay taxes, and are anxious to promote the welfare of the city, while the Syrian and the dago are simply trying to get all they can for themselves.

A. S. Smith, of South Division street says that ten years ago when he started in business there was only one store between Fulton and Tenth streets which was kept open on Sunday. Now there are nine.

A list of those stores which are kept open on Sunday, though not a complete one, was furnished the writer by a member of the Association and is as follows:

J. Penington, 67 West Leonard.

Rudolph Eagle, corner West Bridge and Turner.

Mrs. Hatch, 81 West Bridge.

Floyd Everhart, Third and Broadway.

Demerest & Stimson, 523 South Division.

O. T. Morgan, 156 West Fulton.

Frank Sonke, 600 South Division.

Ambrose & Satterlee, 461 South Division.

Jos. Sunseri, 468 South Division.

Mrs. W. H. Randall, 273 South Ionia.

Geo. Bashara, corner Cherry and Commerce.

J. Gardella, 300 West Fulton.

John Moll, corner Bartlett and South Market.

M. Razzorg, 198½ South Market.

E. George, 208 South Market.

Mr. Whalen, 203 South Market.

Mrs. Scott, 194 Fairbanks.

A. E. Hoodhond, 79 Grandville.

Townsend, corner Coit and Paimmer.

B. Lake, Burton ave.

Mrs. Clarke, 140 Stocking.

Hanna Bros., 61-69 South Division.

G. K. Joseph, 95 South Division.

R. Finch, 540 South Division.

Jordan & Breen, Jefferson and Butterworth.

E. J. Flanagan, 299 Buterworth.

W. F. Kinney, 349 Bridge.

Mr. King, corner East Leonard and College.

Mrs. Marble, 390 North Ottawa.

Mose Kelly, 333 North Ottawa.

A. F. Aboosamera, 385 Ottawa.

E. J. Cook, 971 Hall.

J. Smechalowski, 296 Butterworth.

John McCracker.

G. Sanborn, 37 Plainfield.

James Wandam, East Leonard and Taylor.

Peter Deglopper, 495 North Ionia.

Mr. Cole, 549-551 North Ottawa.

Mr. Wigmans, 189 West Fulton and 600 South Division.

467 North Ottawa.

110 Oakes.

193 South Division.

A warrant was recently served on Geo. Bashara, who has a large business at the corner of Cherry and Commerce. He was selected because he does a larger Sunday business in other lines than groceries and because he has been very pronounced in his determination to keep open in defiance of the law; in fact, he has been known to say that he had \$2,000 to fight the law with, which shows the spirit these Syrians entertain toward the country which gives them freedom and advantages they can not enjoy in their own country.

If other merchants understood the advantages of belonging to this Association, we feel sure that of the 400 groceries in Grand Rapids at least 340 would belong. F. W. Fuller, President, says: "The benefit to the members of this organization can not be overestimated, but the greatest benefit, in my estimation, is obtained from an exchange of ideas. A man may build up a business and be isolated from other merchants, but he is not a business man in the true sense of the word, not being broad minded, wide awake and up-to-date."

## Movements of Michigan Gideons.

Detroit, Nov. 24—R. Griffith, of St. Louis, Mo., was present at the Volunteer meeting last Saturday evening. The Secretary of Detroit Camp led the meeting. About thirty-five were present. The theme used was taken from John 4:10: "Herein is love, not that we loved God, but that he loved us, and sent his Son

to be a propitiation for our sins." Christ died because God was merciful, not to render him so, but to make a channel through which a stream of salvation might flow to all mankind. "Herein is love," immense in its extent, reaching to every age and clime, to every character and condition, even to the most abandoned and abominable of the human race. Love without an equal, love like an ocean, without a bottom or shore, deluging the whole world. Mighty love! covering every sin and comprehending every blessing. Glorious love! in its purpose and final issue designed to procure holiness, pardon and Heaven.

N. W. Dennett, senior member of the firm of Dennett & Prince, dealers in leather, Boston, also a National Trustee of the Gideons, is off for a month and a half's stay on the continent on matters pertaining to his firm's business. Incidentally, he will have his eye open for things that will interest the traveling men who are Gideons, for he intends to call upon the Secretary of the sister organization on the continent who are placing Bibles in hotels of the United Kingdom.

Boston Camp of Gideons will hold their annual meeting on Nov. 26. This is the occasion of the election of officers and a general conference of matters pertaining to the welfare of the Camp and organization at large, but more especially with State and camp affairs. The National President had such a good time one year ago that he is looking forward with pleasure to his holiday vacation and Eastward pilgrimage.

Samuel P. Todd, of Bay City Camp Chaplain and Field Secretary, expects to visit Kalamazoo Dec. 1, when there will be an executive meeting of the State Camp.

Wheaton Smith is now a 1909 Gideon and he led the Griswold House meeting for C. F. Louthain, who is out on one of his long trips, selling his system for a side line to pay expenses. The leader gave as his subject, "I go fishing," but he didn't catch a fish until he heard the voice of the Master to cast the net on the other side of the ship. He obeyed and his net was full. He used the fish net to catch men in and filled it again. Wheaton warmed up to his subject and he got the others inter-


ested and, before the meeting closed, there were many kind of bait used, but all needed instruction before they could catch fish or men.

Mrs. Aaron B. Gates will lead the Griswold House meeting Nov. 29, aided by the Auxiliary, when it is expected every Gideon will come with his wife, filled with inspiration.

Aaron B. Gates.

## Asbestos Slates.

A firm in Munich reports that it has succeeded in artificially rendering asbestos waterproof, and has put upon the market asbestos slates, which it is claimed are as hard and as strong as the natural slate, and can therefore be laid on wall or roof constructions without any wood laths being necessary. They are very easily worked and can be bored, nailed and cut just like wood, without any danger of splitting. They form a fireproof covering for inside and outside wooden walls, are valuable for insulation work, even for electrical purposes; are of great use in building railway carriages as insulating material under the seats, for use in postal telegraphic work for insulating switches, for covering iron and wooden constructions, for use as fireproof doors for closing off single rooms in stores, warehouses, etc., for lining wooden doors, and for covering walls and ceilings of all kinds so as to protect them from fire, heat, cold, dampness, disease germs and vermin.

  
The Consumers Lighting System is the modern system of lighting for progressive merchants who want a well lighted store or residence. The Hollow-wire Lighting System that is simple, safe and economical. Let us quote you on our No. 18 Inverted Arc which develops 1000 candle power. Consumers Lighting Co., Grand Rapids, Mich.

## G. J. Johnson Cigar Co.

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



**Mo-KA**  
COFFEE

**A Swift Seller**  
A Sure Profit

Customer and dealer both pleased  
This is the month of selling  
**MO-KA COFFEE**  
20c the lb.

Valley City Coffee & Spice Mills  
Saginaw, Mich.

High Grade  
Popular Price





### Awakening New Desires and Creating New Necessities.

There is nothing discreditable to a salesman in awakening his customers to a realization that their wants are greater, more complicated (and incidentally more profitable to those that supply them) than they had at first supposed.

The principle involved is the same to which the human race owes all its progress from the stone age to the present day. We would still be wearing garments of leaves, feasting on raw meat and dwelling in caves, if some leading spirits had not come by and convinced us that we could not be happy and healthy without swallow-tail coats and Panama hats; that life was not worth living without pate de foie gras; and that death would be preferable to existence outside of a steam-heated flat.

Man in his original condition had a narrow idea of his own necessities. He has advanced to a point where he really amounts to something, by being forcibly stirred to an ambition to improve himself.

Man, as originally created, wanted only something to eat, something to wear, and a shelter. It would have been difficult then to secure his order for mining stock or upholstered furniture, or to get him to sign a contract for electric lights and running water in his cave. He not only wants these things now, but would hardly know how to get on without them. On the same principle your customer who wants to place an order for only one or two items of your line, can be led step by step to desiring them all.

When a customer states that he does want some article in your line, he has met you half-way. Let him purchase that article, and then proceed to show how much more useful or profitable it will be to him if he also buys various other articles that naturally belong with it. Show him that it is practically inseparable from all the other items in your line. If you are a clever salesman you should be able to make the one need which he has voluntarily acknowledged, expand into a need for many accessories.

There is an old story which illustrates this point. A woman suddenly became rich and didn't know what to do with her money. She refused to buy a suitable mansion to live in, because she said she had always lived in a four-roomed cottage, and wouldn't feel at home and comfortable in a large and more pretentious dwelling. She declined to buy horses and carriages, jewelry and fine dresses (which were urged upon her by enterprising salesmen) for the same reason.

But there was only one thing that she did want. It was a photograph album with a plush cover. When she had purchased it she said she didn't wish for anything else in the world.

But after she got the album she was easily persuaded to buy a library table to keep it on; that led to the purchase of a bookcase to match the table, and it soon became necessary to build an addition to the house, to be used as a library. The addition made the house look out of proportion, so she built a porte-cochere on the other side to balance it. Naturally a porte-cochere was preposterous unless one owned a carriage and horses, so these were bought, and a stable to keep them in was next required. Nothing would do after that but to rebuild the entire house on a grand and expensive scale and to furnish it appropriately.

Step by step one need had developed others. She spent her money for all these things because it was demonstrated to her that she did have a use for them, although she had not previously been aware of it, and had therefore decided she did not want them.

Now, if the man from whom she bought the album had refused to let her believe that she wanted it—had crushed this aspiration and made her buy a camera or a globe of gold fish in the place of it, the matter would have ended with the first transaction. No commissions could have been earned by selling her after that.

When a customer expresses a desire for any article which you have to sell, let him have it; don't imagine you will prove yourself more of an expert in salesmanship by persuading him that he does not want that particular article, but does want, in the place of it, some other item which may bring you just a trifle more in the way of commissions. Such a course is likely to sacrifice the customer's good will. But when he has expressed a preference for some one article in your line, use that preference as a lever to extend his interest to other items which you will show to be, in one way or another, related to it.

A good rule to apply in salesmanship is to make sure that your customer is as well satisfied with his purchase as you are with the fact of having sold him. He will be satisfied that you sell him what he wants and afterwards the goods move off as rapidly as he had expected. He will be doubly satisfied if, instead of selling him merely what he was at first prepared to buy, you put him in the way of making larger profits than his first plan contemplated.

Doubly satisfied—because it is naturally agreeable to him to be making ten thousand dollars where he expected to make five thousand, and because he feels sure that you have worked with his interest in mind as well as your own.

Salesmen who are able to create a demand for their goods are more valuable to their employers than those whose success lies in being able to dispose of goods where there is no practical demand.—J. B. Walker in Salesmanship.

### Fiji Islanders a Dying Race.

The Fiji islanders that were different from the Fiji islanders that are. They are splendid physical types—stalwart, erect, well formed, "true tropical products, physically flamboyant, in a sense overblown." As a race they are childlike and mild, perhaps the most charming and likable of all colored peoples.

The modern traveler doubts the stories of their savagery and cruelty told by old sailors. Their life is communal and all are nominally Christian.

But in the future of Fiji the real Fiji islanders count for little. They are a dying race—killed, as the documents have it, "by premature civilization to which they were not adapted." Fiji is yet mainly agricultural. The records of manufacture show six sugar mills, among the largest in the world, one tea factory, seventeen boat building yards, one soap factory, four sawmills, and two rice mills.

The mountains are unexplored as to mineral wealth, though it is known they are gold bearing, and other metals have been found in paying quantities. Fishes abound in the rivers and sea, oranges, lemons, limes, cucumbers, pineapples, mummy apples, guavas, and tomatoes grow wild and self-grown in some places.

On the 72,670 acres under cultivation by modern methods, sugarcane, coconuts, and bananas form the staple crops, with cotton, hemp, rice, coffee, tea, cocoa, peanuts, beans, maize, potatoes, rubber, ginger, spices, and tobacco among the lesser products. Horses, cattle, sheep, swine, and goats are raised in considerable numbers.

### "Cold House" Aid to Horticulturist.

Artificial cold is a new comfort, and has produced the cold house as an effective auxiliary to the hot house in the supply of flowers. The horticulturist now retards the blooming of flowers as nature does in the northern regions, by means of cold. The process, applied wholesale, in England especially, and in Germany and Holland, has given birth to a new horticultural method.

In February and March spiraeas, azaleas, Chinese plum trees, tufts of dentzia, shoots of lilies of the valley, lilies, and roses are torn from the ground and placed in a cold, dark chamber and kept at an even temperature of 25 or 26 degrees C. During the whole summer this slight frost prolongs their sleep. At the approach of the early frosts they are reawakened from their slumbers in a well warmed greenhouse and in November and December burst into resplendent and vigorous blossom.

In the same way the cold prolongs the existence of the short lived gladioli, carnations, hyacinths, and lilies, keeping them in bud during many weeks. After a month or forty days of preservation these flowers when cut and exposed to the air last almost as long as if they had just been picked.

The little edelweiss will soon lose its prestige, when, following the example of the Danish horticulturist, the gardeners reproduce the delicate flora of the glaciers by freezing artificially under a thin layer the soil which bears them.

One of the paradoxes of artificial cold is that it increases the heat of the best furnaces. The furnaces work far better in winter than in summer. The reason is that the vapor contained in the summer air is injurious to the working of the furnace.

The Carnegie steel furnaces use a saline solution which reduces the air several degrees below freezing point, and so eliminates five-sixths of the vapor contained in the air. A much purer and less sulphurous liquid metal is thus obtained.

### Precocious Strategy.

The other night when a Kalamazoo man was putting his 4-year-old daughter to bed the following dialogue took place:

"Can God hear what I say now?" from the daughter.

"Yes," replied the father.

This time in a whisper. "Did he hear then?" enquired the daughter.

"Yes. He hears you just the same," was the reply.

This time apparently lower. "Did he hear me then?" asked the child.

"Why, yes, of course, he did," said the father.

"Well, I didn't say anything that time, at all," declared the child in triumph.

### Not Guilty.

It is not always a guilty conscience that is taken by surprise, for sometimes the most innocent of men will start at a suspicious word. The following incident, which occurred in a hardware shop, is illuminating:

An elderly lady, dressed severely in gray and carrying what looked very much like a bundle of tracts, approached the counter.

A clerk hastened to serve her.

She leaned toward him.

"What can I do for you, madam?"

"Have you—er—any little vises?" she enquired.

## "The Smile That Won't Come On"

They all wear it in some hotels. The moment you step in

### Hotel Livingston Grand Rapids, Mich.

you see the word WELCOME written across every face.



**No Moss on Rolling Stone.**

"A rolling stone gathers no moss." This adage is hurled at the young man by parents and friends when they warn him not to give up his present position and seek a new one.

In its application to business the principle involved in the adage is fallacious. A man who stays in one business, irrespective of the possibility to better himself, to broaden himself, and develop himself, will find himself in the same status as a nonrolling stone. He will form himself in no definite shape. So he will in all probability end—a shapeless stone.

The stone that rolls shapes itself. The man who changes positions with a definite purpose in mind develops himself.

The stone that rolls long enough, that rubs against other substances in its travels, will become more or less of a sphere. The same is true of a man, especially a young man.

New positions mean new ideas; new environments, new lines of action, which will all tend to round, develop, mold and form something tangible and definite that can be secured in no other way.

Take a young man who has just left school. How is he to find himself—to know for what he is fitted in business?

There is only one way. He must try himself out. The first, the second, the third, yes, even the fourth, fifth and sixth positions may not be to his liking. His ability may tend in a direction that he has not attempted as yet. Should he change and seek newer places until he finally finds the one suited to him, or should he emulate the nonrolling stone, keep his first or second position, do as best he can, allow himself to drift along dependent upon Fate instead of his own resources and ability? There is only one logical answer. Change positions until you get the work that is congenial and for which you find yourself capable.

The average young fellow does not give much thought to this question when he makes his entree to business activities. What little analysis he indulges in is by way of least resistance. Because he has won debates in his literary society he becomes engrossed with the thought that he will be a success as a lawyer. He mentally pictures himself swaying an awe-struck jury with his eloquence; he imagines the defendant's gratitude upon release; the large fee; the praise of press and public—oh, yes, he must be a lawyer. No thought is given to the other side of the picture, years of hard, close study, longer years of patient battle and struggle to acquire a clientele—no, this is brushed from his mind as of no consequence, if it is considered at all.

Because fond parents admire his courage and skill in binding up a small wound or cut on sister's hand another young man resolves to study medicine. All of the possible credentials he can muster up before tackling this profession are that he can stand the sight of blood without nausea and is deft with his fingers.

If it were possible to compile accurate statistics it would be a surprise to find out how many lawyers and doctors were prompted to undertake their callings upon just this meager basis. The comparative few lawyers and doctors who are successes show how many were not fitted for their professions.

This also holds true in business. Because one has a fancy for dress, likes to wear stylish garments and have a complete wardrobe, does it signify he should become a tailor? Or, if one is inclined to smoke and enjoy it, does it portend that he would be a successful tobacconist?

You can't work advantageously under circumstances that are distasteful to you. Your heart and soul must be with your hands if you expect your hands to accomplish anything.

It is by a process of elimination that you find out what is to your liking. In other words, work at different things until you find something you like.

If you theorize about the position you want and for which you believe you are suited, nine times out of ten you will pick out one which places you at once in a position of authority with much spot light effect. Men are all inclined that way. So the only practical thing to do is to take whatever position you can until you find yourself, until you know what you can do, and, what is more important, what you can not do.

Those restless, nomadic young men, and unfortunate older ones, too, who are ever dissatisfied with their lot in life and their positions particularly, no matter what they may be, this caliber of men do not enter into the discussion.

Some men never find themselves. They look over and beyond present actualities. Their eyes continually are glued to future possibilities. But inasmuch as they ignore the stepping stones that lie between the present actualities and the future possibilities they flounder and fail to reach their goal. But the young man who earnestly is trying to progress and succeed need have no hesitancy or feel ashamed of changing positions, no matter how often.

Every time you leave a position and take another you should take away a valuable business asset in the form of a good reference. Do not leave without giving notice a sufficient time ahead to enable your employer to find a substitute. Tell him frankly why you are leaving, that you are not fitted for the work, and you are seeking a better opportunity. He will respect your motive and actions and undoubtedly will recommend you when you give him as a reference. George L. Louis.

**Burn Oil for Fuel on Steamships.**

John Bull favors oil fuel for ships. The British admiralty has been investigating the matter for some time, and finally has decided to establish storage oil tank in different parts of the United Kingdom to insure convenient sources of supply. It is claimed that through the use of oil the number of men now required to do the stoking and trimming would

be reduced by two-thirds, as the moving and stoking of the oil is accomplished automatically by steam pumps and pipes instead of stokers and trimmers as in the case of coal. While it is difficult with coal fires at full speed to maintain enough speed it has been demonstrated that with oil fuel this difficulty would be overcome, and that when the speed of the ship is reduced the boilers are under such perfect control that the safety valves do not lift. The oil, it is suggested, could be stored in the double bottom now used for water ballast. When used it does not give forth the enormous volume of black smoke connected with the coal fire which proclaims their arrival to the enemy. Since the evaporative value of oil is greater than that of coal it requires only thirty-eight cubic feet for a ton of oil, whereas forty-five cubic feet are required for storing a ton of coal. This makes a significant difference in the vast ocean going steamers, and in the event of the oil being used would mean that a large amount of space now needed for fuel would be given up to the storage of cargo. Other advantages of the oil are that there are no soot and cinders, there is no loss of time in burning down and cleaning fires; it easily can be bunkered, and it allows a full head of steam to be generated with rapidity.

**Make the Most of the Window.**

To get the eye of the passing throng through the medium of the window is, or should be, the ideal of every up-to-date dealer. Expensive space in any of the larger daily papers is almost an impossibility for the average shop in a large city, but it is an easy matter to show attractive merchandise in the windows, and it seems that this truth is now fully known to most business men, in the larger cities especially. In order that the hurrying man or woman's attention may be arrested and the nimble dollar may be captured shopkeepers are leaving nothing undone which makes their windows attractive.

Beautiful fixtures in Old English, in rich mahogany and other woods carved beautifully or mayhap perfectly plain are used. Backgrounds of scrolls, flower laden, may be used to attract attention and to make the goods displayed stand out more noticeably. Some windows have backgrounds of wood, plain yet rich. Others are dressed in velvets with a sheen that throws soft lights over the merchandise.

How to make the window more attractive is the problem confronting every wide-awake dealer. He realizes his windows must be as attractive as those of his competitors or even more so.

Attracting attention is not always selling merchandise, and that is what we are here for. The windows hold a fascination for the public, but in order to turn the public's interest in your windows into money you should back up your window displays with good advertising and back up your advertising with good windows.

**A Good Manager.**

A real manager does not try to shoulder all the work in the house and take care of it himself. He knows that almost every hour of the day there is something going to turn up which will require his very best judgment and time to consider it thoroughly. He can not do that and at the same time take care of a mass of detail work. If he attempts it he is not a real manager. He may be filling a manager's chair and drawing his pay, but he is really nothing but a substitute manager, or a manager in the kindergarten stage.

Thousands of good men are to-day fooling themselves into the belief that they are properly managing a business when in fact they are slaves to the detailed work of the business. They fear to delegate authority to their subordinates, when in fact that is exactly what should be done. All worthy subordinates are anxious to shoulder responsibilities, knowing that their real value depends upon such action, and a judicious selection of assistants is one of the main duties of a real manager. He knows he can not take care of all details and he at once puts all that work in competent hands, and he gets a short report to show how that part of the work is going. He realizes at once that if he has the right kind of help the business will run along well, even although he is not there, but with an outfit of poor help he will be unable to do anything, no matter how hard he works himself. This is a little point which is often overlooked by men who wish to be managers. — Hardware and Metal.

**Gold.**

Gold comes in many and diverse forms, from the humble toothpick to the large calf, which, by the way, always draws a crowd.

Gold exists, in some form, in everything we use, except in gold mines. It is used to crown teeth and heads with.

Gold is very necessary in emergencies. We use it in panics, and when leaving our self-respect behind us in parlor cars.

It is generally thought that gold is always passive, not active. But this is not so. It moves the crops, elects the President every four years, performs international marriages and even enters the ministry.

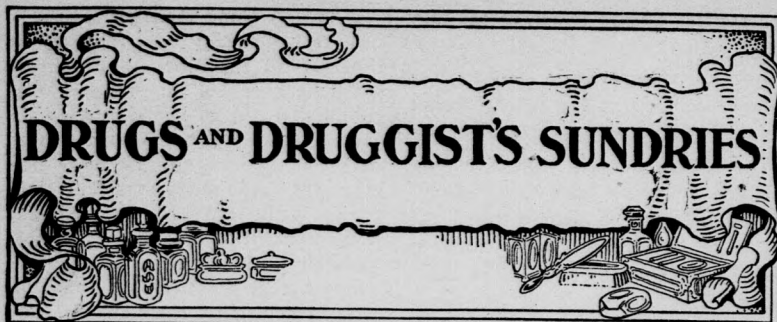
Gold is obtained in many ways—through battle, murder, sudden death, pneumonia and bronchitis. It makes the best substitute for character known, numerous people preferring it to the original article.

Gold, like every other substance, has a standard. It is, however, the only standard by which everything else is measured. By everything else we mean such substances as faith, hope and charity.

God is used for babies' rattles, for children's lockets, for graduation pins, for wedding rings, for crosses, for anniversary gifts and for coffin handles.

Character is what we make of life's conditions.





**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.

#### Cheap Floor Polish.

The following can be highly recommended, not merely for its cheapness, but its durability:

Beeswax, yellow ..... 125 parts  
 Hard soap ..... 30 parts  
 Glue ..... 60 parts  
 Soda ash, 80 deg. .... 125 parts  
 Water, sufficient.  
 Ochre, sufficient.

Dissolve the soda in 2,000 parts of water, add the wax, boil down to 1,250 parts, and add the soap. Dissolve the glue in 500 parts of water by the aid of heat, stir in the ochre, add the mass to the soap and wax mixture. Apply hot.

For unstained halls, or light parquets, the following is highly recommended:

White wax ..... 750 parts  
 Bleached shellac ..... 730 parts  
 Bright resin ..... 60 parts  
 Oil turpentine ..... 1,000 parts  
 Alcohol, 90 per cent. .... 4,000 parts

Melt the wax, shellac and resin together, remove from the fire and add, while still hot, the turpentine and stir well. Warm the alcohol to a point nearly that of the solution and add, with rapid and thorough stirring. This solution should be applied with varnish brushes and afterward polished with flannel or woolen cloths.

#### How to Remove Scratches from Show Cases.

It may be interesting to subscribers to know how to remove scratches from show cases, and the following is suggested as a practical method. "Dissolve one ounce of white wax in a pint of pure turpentine. To dissolve the wax, place the vessel containing the turpentine over a burner and warm, applying with a soft cloth. This will in every case greatly improve the surface." For cleaning glass, a good method is as follows: "Mix one ounce of whiting, one ounce of alcohol and one ounce of water of ammonia in a pint of water. Apply with a soft cloth, allow to dry, and then wipe off.

Numbers of glass cases are ruined yearly from lack of proper attention.

Small cracks appear, caused by heat or contact with hard, heavy bodies, and if these cracks are not at once attended to they soon spread. An excellent method to prevent a crack from spreading is to draw a short scratch at right angles with a diamond or a glass-cutter; this will prevent a crack from spreading in every case. Cases should be set perfectly level on the floor, especially the new all-glass variety, which if this is not done are certain to warp. The legs of the case should be propped to the required height from the floor to insure their setting true.

If these methods on the care of show cases are followed out they will likely repay owners for the care taken by retaining a better appearance for a considerable time.

#### Crusade Against Morphia and Opium in China.

China shows no relaxation in her anti-opium policy, which, indeed, seems to be gaining in force and increasing in public favor. A formidable difficulty is the immense importation of morphia and hypodermic appliances. All the powers, except Japan, have given their assent to the enforcement of the clauses in the American and British treaties of 1902 forbidding the importation of morphia except for medicinal purposes, and a similar assent on the part of Japan is expected before long. Japan is the largest manufacturer of hypodermic needles and other appliances for the use of morphia, but there is a considerable local manufacture also. The Official Gazette now publishes an Imperial edict decreeing that Chinese who manufacture morphia or hypodermic appliances, or shopkeepers who sell morphia without a customs permit, shall be banished to "a pestilential frontier of the Empire" and have their shops closed.

#### A Quick-Drying Black Enamel.

A quick-drying black enamel, or lacquer, is said to be made as follows:

Camphor ..... 5 parts  
 Elemi ..... 5 parts  
 Mastic ..... 10 parts  
 Sandarac ..... 15 parts  
 Lampblack ..... sufficient  
 Alcohol ..... sufficient  
 Boric acid ..... sufficient

The boric acid is to be added to the finished preparation in the proportion of 1:200; it is said to have the property of causing the lacquer to adhere with great firmness to metals.

No day is long enough to waste any of it in nursing enmity.

#### Benzine Soap.

Good bar soap, shaved up. 165 parts  
 Ammonia water ..... 45 parts  
 Benzine ..... 190 parts  
 Water, sufficient to make 1,000 parts

Dissolve the soap in 600 parts of water by heating on a waterbath, remove and add the ammonia under constant stirring. Finally add the benzine, and stir until the mixture becomes homogeneous and quite cold. The directions to go with the paste are: Rub the soap well into the spot and lay the garment aside for a half hour. Then using a stiff brush, rub with warm water and rinse. This is especially useful in spots made by rosins, oils, grease, etc. Should the spot be only partially removed by the first application, repeat.

#### Formula for a Toothache Wax.

From various formulas which have been published for preparations so named we select the following:

Hard paraffin ..... 1 dr.  
 Burgundy pitch ..... 1 dr.  
 Oil of cloves ..... 20 min.  
 Creosote ..... 20 min.

Melt together the first two ingredients, and when they are nearly cool add the other two, and make the mass which is thus formed into pills or small cones.

The following revives the use of an ancient toothache remedy:

Pellitory.

Mastic, equal parts.

Chloroform, a sufficient quantity.

Beat into a paste and at once put into a stoppered bottle.

P. H. Quinley.

#### Fined for Selling Laudanum To a Child.

A French herbalist was recently fined 500 francs for illegal practice of pharmacy. He had sold laudanum to a little girl who had made an attempt to poison her mother. This domestic tragedy frightened the herbalist, and he put away all the laudanum in his shop; but the formal "perquisition," or police search, resulted in the discovery of such a large amount of other medicaments, and even poisons, that it was impossible for him to pretend they were only for his personal and family use.

#### Face Tablets.

Face tablets or cakes are principally a mixture of precipitated or prepared chalk, or talcum, ground together in a mill with water to a paste.

Oxide zinc ..... 2 ozs.  
 Precipitated chalk ..... 2 ozs.  
 Talcum powder ..... 3 ozs.  
 Rice starch ..... 7 ozs.

Mix and add a small amount of powdered tragacanth and beat into a stiff paste with water and press into suitable molds and dry.

#### Easy Method of Making a Solution.

In the following manner a salt may be brought into solution almost as quickly as by constant agitation and with much less work and trouble. Place the substance and the solvent together in a bottle, cork it and then invert the bottle so that the portion that remains undissolved will settle in the neck and shoulder. Then lay the bottle on its side with the neck

elevated so as to incline it slightly and yet leave the salt in the upper end. The solution will be completed in a short time by circulatory displacement.

#### Formula for a Lanolin Cold Cream.

Oil sweet almond ..... 8½ ozs.  
 Lanolin, anhydrous ..... 3¾ ozs.  
 Wax, white ..... 1¼ ozs.  
 Spermaceti ..... 1¼ ozs.  
 Borax ..... 40 grs.  
 Rose water ..... 6 ozs.

J. Morley.

*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.



## WHOLESALE DRUG PRICE CURRENT

<b>Acidum</b>			<b>Scilla</b>		
Aceticum, Ger.	60	8	Scilla	50	50
Benzolium, Ger.	70	75	Scilla Co.	50	50
Boric	12	12	Tolutan	50	50
Carbolicum	16	23	Prunus virg	50	50
Citricum	50	55	Zingiber	50	50
Hydrochlor	3	5	<b>Tinctures</b>		
Nitrosum	8	10	Aloes	60	60
Oxalicum	14	15	Aloes & Myrrh.	50	50
Phosphoricum, dil.	15	15	Anconitum Nap'sF	50	50
Salicylicum	44	47	Anconitum Nap'sR	50	50
Sulphuricum	13	15	Arnica	50	50
Tannicum	75	85	Asafoetida	50	50
Tartaricum	38	40	Atrope Belladonna	50	50
<b>Ammonia</b>			Aurant Cortex	50	50
Aqua, 18 deg.	4	6	Barosma	50	50
Aqua, 20 deg.	6	8	Benzoin	50	50
Carbonas	13	15	Benzoin Co.	50	50
Chloridum	12	14	Cantharides	50	50
<b>Aniline</b>			Capsicum	50	50
Black	2	00	Cardamon	50	50
Brown	80	100	Cardamon Co.	50	50
Red	45	50	Cassia Acutifol	50	50
Yellow	2	50	Cassia Acutifol Co	50	50
<b>Bacca</b>			Castor	1	00
Cubebae	28	30	Catechu	50	50
Juniperus	8	10	Chinchona	50	50
Xanthoxylum	30	35	Cinchona Co.	50	50
<b>Balsamum</b>			Columbia	50	50
Copaiba	65	75	Cubebae	50	50
Peru	2	75	Digitalis	50	50
Terabin, Canada	75	80	Ergot	50	50
Tolutan	40	45	Ferri Chloridum	50	50
<b>Cortex</b>			Gentian	50	50
Abies, Canadian.	18	18	Gentian Co.	50	50
Cassia	20	20	Guaiac	50	50
Cinchona Flava	18	18	Guaiac ammon.	50	50
Buonymus atro.	60	60	Hyoxyamus	50	50
Myrica Cerifera	20	20	Iodine	75	75
Prunus Virgin.	15	15	Iodine, colorless	75	75
Quillaja, gr'd.	24	24	Kino	50	50
Sassafras, po 25	25	25	Lobelia	50	50
Ulmus	20	20	Myrrh	50	50
<b>Extractum</b>			Nux Vomica	50	50
Glycyrrhiza, Gla.	24	30	Opil	1	25
Glycyrrhiza, po.	28	30	Opil, camphorated	1	00
Haematox	11	12	Opil, deodorized	50	50
Haematox, is	13	14	Quassia	50	50
Haematox, 1/2s	14	15	Rhatany	50	50
Haematox, 1/4s	16	17	Rhei	50	50
<b>Ferru</b>			Sanguinaria	50	50
Carbonate Precip.	15	15	Serpentaria	50	50
Citrate Soluble	2	00	Stromonium	50	50
Ferrocyanidum S	40	40	Tolutan	50	50
Solut. Chloride	15	15	Valerian	50	50
Sulphate, com'l	2	2	Veratrum Veride	50	50
Sulphate, com'l, by	70	70	Zingiber	50	50
bbl. per cwt.	7	7	<b>Miscellaneous</b>		
Sulphate, pure	7	7	Aether, Spts Nit 3f	30	35
<b>Flora</b>			Aether, Spts Nit 4f	34	38
Arnica	20	25	Alumen, grd po 7	3	4
Anthemis	50	60	Annatto	40	50
Matricaria	30	35	Antimoni, po	4	5
<b>Folia</b>			Antimoni et po T	40	50
Barosma	45	50	Antifebrin	20	20
Cassia Acutifol	15	20	Antipyrin	25	25
Cassia, Acutifol.	25	30	Argenti Nitras oz	53	53
Salvia officinalis	18	20	Arsenicum	10	12
Uva Ursi	8	10	Balm Gilead buds	60	65
<b>Gummi</b>			Bismuth S N	1	65
Acacia, 1st pkd.	65	65	Calcium Chlor, 1s	9	9
Acacia, 2nd pkd.	45	45	Calcium Chlor, 1/2s	10	10
Acacia, 3rd pkd.	22	25	Calcium Chlor, 1/4s	12	12
Acacia, sifted sts.	22	25	Cantharides, Rus.	90	90
Aloe, Barb	25	25	Capsici Fruc's af	20	20
Aloe, Cape	25	25	Capsici Fruc's po	22	22
Aloe, Socotri	25	25	Cap'i Fruc's B po	15	15
Ammoniac	55	60	Carmine, No. 40	4	25
Asafoetida	35	40	Carphyllus	20	22
Benzoinum	50	55	Cassia eructus	35	35
Catechu, 1s	13	14	Catechu	35	35
Catechu, 1/2s	14	15	Centuria	10	10
Catechu, 1/4s	15	16	Cera Alba	50	55
Comphorae	70	80	Cera Flava	40	42
Euphorbium	10	10	Crocus	30	35
Galbanum	10	10	Chloroform	34	54
Gamboge	25	35	Chloral Hyd Crss 1	35	60
Gaucaicum po 35	35	35	Chloro'm Squibbs	90	90
Kino	45	45	Chondrus	20	25
Mastic	45	45	Cinchonid'e Germ	38	48
Myrrh	50	55	Cinchonidine P-W	38	48
Shellac	45	55	Cocaine	2	80
Shellac, bleached	60	65	Corks list, less 75%	45	45
Tragacanth	70	100	Creta	75	75
<b>Herba</b>			Creta, prep.	9	11
Absinthium	45	60	Creta, precip	9	11
Eupatorium oz pk	20	20	Cupbear	24	24
Lobelia oz pk	25	25	Cupri Sulph	8	10
Majorium oz pk	25	25	Dextrine	7	10
Mentha Pip. oz pk	25	25	Emery, all Nos.	8	8
Mentha Ver. oz pk	25	25	Emery, po	6	6
Rue	39	39	Ergota	60	65
Tanacetum V.	22	22	Ether Sulph	35	40
Thymus V. oz pk	25	25	Flake White	12	15
<b>Magnesia</b>			Gala	30	30
Calcined, Pat.	55	60	Gambler	8	9
Carbonate, Pat.	18	20	Gelatin, Cooper	60	60
Carbonate, K-M.	18	20	Gelatin, French	35	60
Carbonate	18	20	Glassware, fit boo 75%	75	75
<b>Oleum</b>			Less than box 70%	13	13
Absinthium	4	90	Glue, brown	11	13
Amygdalae Dulc.	75	85	Glue, white	15	25
Amygdalae, Ama	8	00	Glycerina	18	24
Anisi	1	75	Grana Paradisi	25	25
Aurant Cortex	2	75	Humulus	35	60
Bergamli	3	75	Hydrarg Ammoli	12	12
Cajuputi	85	90	Hydrarg Ch. Mt	87	87
Caryophylli	1	10	Hydrarg Ch. Cor	97	97
Cedar	50	50	Hydrarg Ox Ru'm	50	60
Chenopadii	3	75	Hydrarg Ungue'm	75	75
Cinnamon	1	75	Hydrargyrum	90	100
Citronella	50	60	Ichthyobolla, Am.	75	100
Conium Mac	80	90	Indigo	75	100
<b>Potassium</b>			Iodine, Resubi	3	90
Bi-Carb	15	18	Iodoform	3	90
Bichromate	13	15	Liquor Arsen et	25	25
Bromide	18	20	Hydrarg Iod.	10	12
Carb	12	15	Liq Potass Arsnit	10	12
Chlorate	12	14	<b>Vanilla</b>		
Cyanide	30	40	Vanilla	9	00
Iodide	2	50	<b>Zinci</b>		
Potassa, Bitart pr	30	32	Zinci Sulph	7	8
Potass Nitras opt	7	10	<b>Oils</b>		
Potass Nitras	6	8	Lard, extra	bbl. gal.	85
Prussiate	23	26	Lard, No. 1	60	65
Sulphate po	15	18	Linseed, pure raw	42	45
<b>Radix</b>			Linseed, boiled	43	46
Aconitum	20	25	Neat's-foot, w str	65	70
Althae	30	35	Spts. Turpentine	Market	Market
Anchusa	10	12	Whale, winter	70	70
Arum po	25	25	<b>Paints</b>		
Calamus	20	40	Green, Paris	29	33
Gentiana po 15	12	15	Green, Peninsular	13	15
Glycyrrhiza pv 15	16	18	Lead, red	7	8
Hellebore, Alba	12	15	Lead, white	7	8
Hydrastis, Canada	2	50	Ochre, yel Ber.	1	2
Hydrastis, Can. po	2	60	Ochre, yel Mars	1	2
Inula, po	18	22	Putty, commer'l	2	2
Inecae, po	2	00	Putty, strictly pr	2	2
Iris plox	35	40	Red Venetian	1	2
Jalapa, pr.	25	30	Shaker Prep'd	1	25
Maranta, 1/2s	35	40	Vermillion, Eng.	75	80
Podophyllum po	15	18	Vermillion Prime	13	15
Rhei	75	100	Whiting Gilders'	95	95
Rhei, cut	1	00	Whit'g Paris Am'r	91	95
Rhei, nv.	75	100	Whit'g Paris Eng.	91	95
Sanguinari.	18	20	cliff	1	40
Scilla, po 45	20	25	Whiting, white S'n	90	90
Senega	85	90	Varnishes		
Serpentaria	50	55	Extra Turp	1	60
Smilax, M	25	25	No. 1 Turp Coach	10	120
Smilax, offi's H.	48	48			
Spigella	1	45			
Symplocarpus	25	25			
Valeriana Eng.	15	20			
Valeriana, Ger.	15	20			
Zingiber a	12	16			
Zingiber j	25	28			
<b>Semen</b>					
Anisum po 20	16	16			
Anisum (gravel's)	13	15			
Bird, 1s	4	6			
Cannabis Sativa	7	8			
Cardamon	70	90			
Carui po 15	15	18			
Chenopodium	25	30			
Coriandrum	12	14			
Cydonium	75	100			
Dinterix Odorate	2	00			
Foeniculum	7	9			
Foenugreek, po.	7	9			
Lin.	4	6			
Lin. gr'd. bbl. 2%	3	6			
Lobelia	75	80			
Pharlaris Cana'n	9	10			
Rapa	8	10			
Sinapis Alba	8	10			
Sinapis Nigra	9	10			
<b>Solritus</b>					
Frument W. D. 2	00	25			
Frument	1	25			
Juniperis Co.	1	75			
Juniperis Co O T 1	65	20			
Saccharum N E 1	90	20			
Snt Vini Galli	1	75			
Vini Alba	1	25			
Vini Oporto	1	25			
<b>Sponges</b>					
Extra yellow sheeps'	1	25			
wool carriage	00	25			
Florida sheeps' wool	3	00			
carriage	3	00			
Grass sheeps' wool	1	25			
carriage	1	25			
Hard, slate use	1	00			
Nassau sheeps' wool	3	50			
carriage	3	50			
Velvet extra sheeps'	2	00			
wool carriage	2	00			
Yellow Reef, for	1	40			
slate use	1	40			
<b>Syrups</b>					
Acacia	50	50			
Aurant Cortex	50	50			
Ferri Iod	50	50			
Ipecac	50	50			
Rhei Arom	50	50			
Smilax Offi's	50	50			
Senega	50	50			

# Peck-Johnson Co.

## Mfg. Chemists

Grand Rapids, Mich.



## 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

Fresh Fish

## DECLINED

Rolled Oats

Index to Markets  
By Columns

Col	1	2
A	Ammonia	Ammonia
B	Baked Beans	Baked Beans
C	Canned Goods	Canned Goods
D	Dried Fruits	Dried Fruits
E	Farinaceous Goods	Farinaceous Goods
F	Fish and Oysters	Fish and Oysters
G	Grain Bags	Grain Bags
H	Herbs and Pelts	Herbs and Pelts
I	Jelly	Jelly
J	Licorice	Licorice
K	Meat Extracts	Meat Extracts
L	Mince Meat	Mince Meat
M	Molasses	Molasses
N	Mustard	Mustard
O	Nuts	Nuts
P	Olives	Olives
Q	Pipes	Pipes
R	Pickles	Pickles
S	Playing Cards	Playing Cards
T	Potash	Potash
U	Provisions	Provisions
V	Rice	Rice
W	Salad Dressing	Salad Dressing
X	Saleratus	Saleratus
Y	Salt Soda	Salt Soda
Z	Salt	Salt
1	Salt Fish	Salt Fish
2	Seeds	Seeds
3	Shoe Blacking	Shoe Blacking
4	Snuff	Snuff
5	Soap	Soap
6	Soda	Soda
7	Soups	Soups
8	Spices	Spices
9	Starch	Starch
10	Syrups	Syrups
11	Tea	Tea
12	Tobacco	Tobacco
13	Twine	Twine
14	Vinegar	Vinegar
15	Wicking	Wicking
16	Woodenware	Woodenware
17	Wrapping Paper	Wrapping Paper
18	Yeast Cake	Yeast Cake

1	2
ARCTIC AMMONIA	Oysters
12 oz. ovals 2 doz. box. 75	Cove, 1lb. .85 @ 95
AXLE GREASE	Cove, 2lb. .1 60 @ 1 85
1lb. wood boxes, 4 doz. 3 00	Cove, 1lb. Oval . 20
1lb. tin boxes, 3 doz. 2 35	Plums
3 1/2 lb. tin boxes, 2 doz. 4 25	Plums .1 00 @ 2 50
10lb. pails, per doz. 6 00	Peas
15lb. pails, per doz. 7 20	Marrowfat . 95 @ 1 25
25lb. pails, per doz. 12 00	Early June . 1 00 @ 1 25
BAKED BEANS	Early June Sifted 1 15 @ 1 80
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 7 00	Col'a River, talls 1 95 @ 2 00
BROOMS	Col'a River, flats 2 25 @ 2 75
No. 1 Carpet, 4 sew . 2 75	Red Alaska . 1 35 @ 1 50
No. 2 Carpet, 4 sew . 2 40	Pink Alaska . 90 @ 1 00
No. 3 Carpet, 3 sew . 2 25	Sardines
No. 4 Carpet, 3 sew . 2 10	Domestic, 1/4s . 3 @ 4
Parlor Gem . 2 40	Domestic, 1/2s . 5 @ 5
Common Whisk . 1 25	Domestic, Must'd 6 1/2 @ 9
Fancy Whisk . 1 25	California, 1/4s . 11 @ 14
Warehouse . 3 00	California, 1/2s . 17 @ 24
BRUSHES	French, 1/4s . 7 @ 14
Scrub	French, 1/2s . 18 @ 28
Solid Back 8 in. . 75	Shrimps
Solid Back 11 in. . 85	Standard . 1 20 @ 1 40
Pointed Ends . 85	Succotash
Stove	Fair . 85
No. 3 . 90	Good . 1 00
No. 2 . 1 25	Fancy . 1 25 @ 1 40
No. 1 . 1 75	Strawberries
Shoe	Standard . 1 00
No. 8 . 1 00	Fancy . 1 25 @ 1 40
No. 7 . 1 30	Tomatoes
No. 4 . 1 70	Good . 1 10
No. 3 . 1 90	Fair . 95 @ 1 00
BUTTER COLOR	Fancy . 1 40
W. R. & Co.'s 25c size 2 00	Gallons . 2 75
W. R. & Co.'s 50c size 4 00	CARBON OILS
CANDLES	Barrels
Paraffine, 6s . 10	Perfection . 10 1/2
Paraffine, 12s . 10	Water White . 10
Wicking . 20	D. S. Gasoline . 13 1/2
CANNED GOODS	Gas Machine . 24
Apples	Deodor'd Nap'a . 12 1/2
3lb. Standards . 1 00	Cylinder . 29
Gallon . 2 25 @ 2 50	Engine . 16
Blackberries	Black, winter . 8 1/2 @ 10
2lb. . 1 25 @ 1 75	CEREALS
Standards gallons . 5 50	Breakfast Foods
Beans	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	Excello Flakes, 36 lb. 4 50
Wax . 75 @ 1 25	Excello, 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	Mapl-Flake, 36 1lb. 4 05
Clams	Pillsbury's Vitos, 3 dz. 4 25
Little Neck, 1lb. 1 00 @ 1 25	Ralston Health Food
Little Neck, 2lb. @ 1 50	36 2lb. 4 50
Clam Bouillon	Sunlight Flakes, 36 1lb 2 85
Burnham's 1/4 pt. . 1 90	Sunlight Flakes, 20 1lb 4 00
Burnham's pts. . 3 60	Vigor, 36 pkgs. 2 75
Burnham's qts. . 7 20	Voigt Cream Flakes . 4 50
Cherries	Zest, 20 2lb. 4 10
Red Standards . 1 40	Zest, 36 small pkgs. 2 75
White . 1 40	Rolls Oats
Corn	Rolled Avena, bbls. 6 35
Fair . 75 @ 85	Steel Cut, 100 lb. sks. 6 25
Good . 1 00 @ 1 10	Monarch, bbl. 6 10
Fancy . 1 45	Monarch, 90 lb. sacks 2 95
French Peas	Quaker, 18 Regular . 1 50
Sur Extra Fine . 22	Quaker, 20 Family . 4 65
Extra Fine . 19	Cracked Wheat
Fine . 15	Bulk . 3 1/2
Moyen . 11	24 2 lb. packages . 3 50
Gooseberries	CATSUP
Standard . 1 75	Columbia, 25 pts. 4 15
Hominy	Snider's pints . 2 25
Standard . 85	Snider's 1/2 pints . 1 35
Lobster	CHEESE
1/2 lb. . 2 25	Acme . 15
1 lb. . 4 25	Elsie . 12
Picnic Tails . 2 75	Gem . 15 1/2
Mackerel	Jersey . 14 1/2
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 . 16
Tomato, 1lb. . 1 50	Leiden . 15
Tomato, 2lb. . 2 80	Limburger . 15
Mushrooms	Pineapple . 40
Hotels . 24	Sap Sago . 22
Buttons . 28	Swiss, domestic . 16

3	4	5
CHEWING GUM	Family Cookie . 8	DRIED FRUITS
American Flag Spruce 55	Fancy Ginger Wafer . 12	Apples
Beeman's Pepsin . 55	Fig Cake Assorted . 12	Sundried
Adams Pepsin . 55	Fruit Nut Mixed . 16	Evaporated @ 9
Best Pepsin . 45	Frosted Cream . 8	Apricots
Best Pepsin, 5 boxes. 2 00	Frosted Honey Cake . 12	California 8 1/2 @ 12
Black Jack . 55	Fluted Coconut Bar 10	Citron @ 20
Largest Gum Made . 55	Ginger Gems . 8	Currants
Sen Sen . 55	Ginger Gems, Iced . 9	Imp'd 1 lb. pkg. 8 1/4 @ 8 1/2
Sen Sen Breath Perf 1 00	Graham Crackers . 8	Imported bulk . 8 @ 8 1/4
Long Tom . 55	Ginger Nuts . 10	Peel
Yucatan . 55	Ginger Snaps N. B. C. 7	Lemon American . 15
Hop to it . 65	Ginger Snaps Square 8	Orange American . 14
Spearmint . 65	Hippodrome Bar . 10	Raisins
CHICORY	Honey Cake, N. B. C. 12	Cluster, 5 crown . 2 25
Bulk . 5	Honey Fingers, As. Ice 12	Loose Muscatels 2 cr. 7
Red . 7	Honey Jumbles . 12	Loose Muscatels 4 cr. 8
Eagle . 5	Honey Jumbles, Iced 12	L. M. Seeded 1 lb. 8 @ 9
Franck's . 7	Honey Flake . 12 1/2	California Prunes
Schener's . 6	Household Cookies . 8	100-125 lb. boxes . 4
CHOCOLATE	Household Cookies Iced 8	90-100 25lb. boxes . 4 1/2
Walter Baker & Co.'s	Iced Honey Crumpets 10	80-90 25lb. boxes . 5 1/2
German Sweet . 24	Imperial . 8	70-80 25lb. boxes . 6 1/2
Premium . 33	Jersey Lunch . 8	60-70 25lb. boxes . 7 1/2
Caracas . 31	Kream Klips . 20	50-60 25lb. boxes . 7 1/2
Walter M. Lowney Co.	Lem Yem . 11	40-50 25lb. boxes . 8 1/2
Premium, 1/4s . 32	Lemon Gems . 10	30-40 25lb. boxes . 9
Premium, 1/2s . 32	Lemon Biscuit Square 8	1/4c less in 50lb. cases
COCOA	Lemon Wafer . 16	FARINACEOUS GOODS
Baker's . 39	Lemona . 8	Beans
Cleveland . 41	Log Cabin Cake . 10	Dried Lima . 6 1/2
Colonial, 1/4s . 35	Lusitania Mixed . 11	Med. Hand Pk'd . 2 75
Colonial, 1/2s . 33	Mary Ann . 8	Brown Holland
Epps . 42	Marshmallow Walnuts 16	Farina
Huyler . 45	Mariner . 11	24 1 lb. packages . 1 50
Lowney, 1/4s . 36	Molasses Cakes . 8	Bulk, per 100 lbs. . 3 50
Lowney, 1/2s . 36	Molasses Cakes, Iced 9	Hominy
Lowney, 1s . 40	Mohican . 11	Flake, 50 lb. sack . 1 00
Van Houten, 1/4s . 12	Nabob Jumble . 14	Pearl, 100 lb. sack . 2 45
Van Houten, 1/2s . 20	Newton . 12	Pearl, 200 lb. sack . 4 80
Van Houten, 1s . 40	Oatmeal Crackers . 8	Maccaroni and Vermicelli
Webb . 35	Orange Gems . 8	Domestic, 10 lb. box . 60
Wilbur, 1/4s . 39	Oval Sugar Cakes . 8	Imported, 25 lb. box . 2 50
Wilbur, 1/2s . 40	Penny Cakes Assorted 8	Pearl Barley
COCOANUT	Picnic Mixed . 11 1/2	Common . 3 00
Dunham's 1/4s & 1/2s 26 1/2	Pretzels, Hand Md. 8	Chester . 3 00
Dunham's 1/2s . 27	Pretzeltes, Mac. Md. 7 1/2	Empire . 3 65
Dunham's 1/4s . 28	Raisin Cookies . 8	Peas
Bulk . 12	Ravena Jumbles . 12	Green, Wisconsin, bu. . 2 25
COFFEE	Revere, Assorted . 14	Split, Scotch, bu. . 2 25
Common . 10 @ 13 1/2	Rube . 8	Split, lb. . 04
Fair . 14 1/2	Scalloped Gems . 10	Sago
Choice . 14 1/2	Scotch Cookies . 10	East India . 5
Fancy . 20	Snow Creams . 16	German, sacks . 5
Santos	Spiced Honey Nuts . 12	German, broken pkg. . 5
Common . 12 @ 13 1/2	Sugar Fingers . 12	Tapoca
Fair . 14 1/2	Sugar Gems . 8	Flake, 110 lb. sacks . 6
Choice . 16 1/2	Sultana Fruit Biscuit 16	Pearl, 130 lb. sacks . 5
Fancy . 19	Sunside Jumbles . 10	Pearl, 24 lb. pkgs. . 7 1/2
Peaberry . 19	Spiced Gingers . 9	FLAVORING EXTRACTS
Maracalbo	Spiced Gingers Iced . 10	Foot & Jenks
Fair . 16	Sugar Cakes . 8	Coleman Brand
Choice . 19	Sugar Cakes, Iced . 9	Lemon
Fancy . 19	Sugar Squares, large or small . 8	No. 2 Terpeness . 75
Mexican	Superba . 8	No. 3 Terpeness . 1 75
Choice . 16 1/2	Sponge Lady Fingers 25	No. 8 Terpeness . 3 00
Fancy . 19	Sugar Crimp . 8	Vanilla
Guatemala	Sylvan Cookie . 12	No. 2 High Class . 1 20
Choice . 15	Vanilla Wafers . 16	No. 4 High Class . 2 00
Java	Victors . 12	No. 8 High Class . 4 00
African . 12	Waverly . 8	Jaxon Brand
Fancy African . 17	Zanzibar . 10	Vanilla
O. G. . 25	In-er Seal Goods	2 oz. Full Measure . 2 10
P. G. . 31	Per doz.	4 oz. Full Measure . 4 00
Arabian	Albert Biscuit . 1 00	8 oz. Full Measure . 8 00
Mocha	Animals . 1 00	Lemon
Package	Arrowroot Biscuit . 1 00	2 oz. Full Measure . 1 25
New York Basis	Butter Thin Biscuit . 1 00	4 oz. Full Measure . 2 40
Arbuckle . 16 00	Butter Wafers . 1 00	8 oz. Full Measure . 4 50
Dilworth . 14 75	Cheese Sandwich . 1 00	Jennings D. C. Brand
Jersey . 15 00	Cocoanut Dainties . 1 00	Terpeness Ext. Lemon
Lion . 14 50	Faust Oyster . 1 00	No. 2 Panel . 1 25
McLaughlin's XXXX	Fig Newton . 1 00	No. 4 Panel . 1 50
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	Fiv O'clock Tea . 1 00	No. 6 Panel . 2 00
Extract	Frotana . 1 00	Taper Panel . 1 50
Holland, 1/2 gro boxes 95	Ginger Snaps, N. B. C. 1 00	2 oz. Full Measure . 1 25
Felix, 1/2 gross . 1 15	Lemon Snap . 50	4 oz. Full Measure . 2 00
Hummel's foil, 1/2 gro. 85	London Cream Biscuit 1 00	Jennings D. C. Brand
Hummel's tin, 1/2 gro. 1 43	Marshmallow Dainties 1 00	Extract Vanilla
CRACKERS	Oatmeal Crackers . 1 00	No. 2 Panel . 1 25
National Biscuit Company	Oysterettes . 50	No. 4 Panel . 2 00
Brand	Old Time Sugar Cook . 1 00	No. 6 Panel . 3 50
Butter	Pretzeltes, Hd. Md. 1 00	Taper Panel . 2 00
N. B. C. . 6	Royal Toast . 1 00	1 oz. Full Measure . 90
Soda	Saltine . 1 00	2 oz. Full Measure . 1 80
N. B. C. Soda . 6	Saratoga Flakes . 1 50	4 oz. Full Measure . 3 50
Select Soda . 8	Social Tea Biscuit . 1 00	No. 2 Assorted Flavors 1 00
Saratoga Flakes . 13	Soda, N. B. C. . 1 00	GRAIN BAGS
Zephyrette . 13	Soda, Select . 1 00	Amoskeag, 100 in bale 19
Oyster	Sugar Clusters . 1 00	Amoskeag, less than bl 19 1/2
N. B. C. . 6	Sultana Fruit Biscuit 1 50	GRAIN AND FLOUR
Gem . 6	Uneda Biscuit . 50	Wheat
Faust, Shell . 7 1/2	Uneda Jinjer Wayfer 1 00	New No. 1 White . 99
Sweet Goods	Uneda Milk Biscuit . 50	New No. 2 Red . 99
Animals . 10	Vanilla Wafers . 1 00	Winter Wheat Flour
Atlantic, Assorted . 10	Water Thin . 1 00	Local Brands
Brittle . 11	Zu Zu Ginger Snaps 50	Patents . 5 50
Cadet . 8	Zwieback . 1 00	Second Patents . 5 25
Campaign Cake . 10	In Special Tin Packages	Straight . 5 00
Cartwheels . 8	Per doz.	Second Straight . 4 75
Cassia Cookie . 9	Festino . 2 50	Clear . 4 00
Cavalier Cake . 14	Nabisco . 2 50	Flour in barrels, 25c per barrel additional.
Current Fruit Biscuit 10	Nabisco . 1 00	Worden Grocer Co.'s Brand
Cracknels . 16	Champagne Wafer . 2 50	Quaker, paper . 4 80
Coffee Cake, pl. or Iced 10	Sorbetto . 1 00	Quaker, cloth . 5 00
Cocoanut Taffy Bar . 12	Nabisco . 1 00	Wykes & Co.
Cocoanut Bar . 10	Bent's Water Crackers 1 40	Eclipse . 4 80
Cocoanut Drops . 12	Holland Rusk	Kansas Hard Wheat Flour
Cocoanut Honey Cake 12	36 packages . 2 90	Fanchon, 1/2 cloth . 5 90
Cocoanut Hon. Fingers 12	40 packages . 3 20	Judson Grocer Co.
Cocoanut Hon Jumbles 12	60 packages . 4 75	Grand Rapids Grain & Milling Co. Brands.
Cocoanut Macaroons . 18	CREAM TARTAR	Wizard, assorted . 4 50
Dandelion . 10	Barrels or drums . 29	Graham . 4 50
Dinner Biscuit . 20	Boxes . 30	Buckwheat . 6 00
Dinner Pail Cake . 10	Square cans . 32	Rye . 4 50
Dixie Sugar Cookie . 9	Fancy caddies . 35	
Family Snaps . 8		



6	7	8	9	10	11
<b>Spring Wheat Flour</b> Roy Baker's Brand Golden Horn, family... 5 75 Golden Horn, bakers... 5 65 Duluth Imperial... 5 80 Wisconsin Rye... 4 35 Judson Grocer Co.'s Brand Ceresota, 1/4s... 5 50 Ceresota, 1/2s... 6 40 Ceresota, 3/4s... 6 30 Lemon & Wheeler's Brand Wingold, 1/4s... 5 90 Wingold, 1/2s... 5 80 Wingold, 3/4s... 5 70 Worden Grocer Co.'s Brand Laurel, 1/4s cloth... 6 10 Laurel, 1/2s cloth... 6 00 Laurel, 3/4s cloth... 5 90 Laurel, 1/4s cloth... 5 90 Laurel, 1/2s cloth... 5 90 Wykes & Co. Sleepy Eye, 1/4s cloth... 6 20 Sleepy Eye, 1/2s cloth... 6 00 Sleepy Eye, 3/4s cloth... 5 90 Sleepy Eye, 1/4s paper... 5 90 Sleepy Eye, 1/2s paper... 5 90 <b>Meal</b> Bolted... 4 00 Golden Granulated... 4 10 St. Car Feed screened... 30 00 Boneless... 15 00 Rump, new... 15 50 Corn, cracked... 29 00 Corn Meal, coarse... 29 00 Winter Wheat Bran... 24 50 Middlings... 26 50 Buffalo Gluten Feed... 31 00 <b>Dairy Feeds</b> Wykes & Co. O P Linseed Meal... 32 50 Cottonseed Meal... 30 00 Gluten Feed... 30 00 Malt Sprouts... 25 00 Brewers' Grains... 28 00 Hammond Dairy Feed... 25 00 <b>Oats</b> Michigan carlots... 52 Less than carlots... 54 <b>Corn</b> New... 67 <b>Hay</b> No. 1 timothy carlots... 10 00 No. 1 timothy ton lots... 11 00 <b>HERBS</b> Sage... 15 Hops... 15 Laurel Leaves... 15 Senna Leaves... 25 <b>HORSE RADISH</b> Per doz... 90 <b>JELLY</b> 5 lb. pails, per doz... 2 25 15 lb. pails, per pail... 55 30 lb. pails, per pail... 98 <b>LICORICE</b> Pure... 30 Calabria... 25 Sicily... 14 Root... 11 <b>MATCHES</b> C. D. Crittenden Co. Noiseless Tip... 4 50 @ 4 75 <b>MOLASSES</b> New Orleans Fancy Open Kettle... 40 Choice... 35 Good... 22 Fair... 20 Half barrels 2c extra <b>MINCE MEAT</b> Per case... 2 90 <b>MUSTARD</b> 1/4 lb., 6 lb. box... 18 <b>OLIVES</b> Bulk, 1 gal. kegs 1 20 @ 1 40 Bulk, 2 gal. kegs 1 10 @ 1 30 Bulk, 5 gal. kegs 1 00 @ 1 20 Manzilla, 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 Clay, No. 216 per box 1 25 Clay, T. D., full count 60 Cob... 90 <b>PICKLES</b> Medium Barrels, 1,200 count... 6 50 Half bbls., 600 count... 3 75 Small Half bbls., 1,200 count... 4 75 <b>PLAYING CARDS</b> No. 90 Steamboat... 85 No. 15, Rival assorted 1 25 No. 20 Rover, enam'd 1 50 No. 572, Special... 1 75 No. 98 Golf, satin fin. 2 00 No. 808 Bicycle... 2 00 No. 632 Tour'n't whist 2 25 <b>POTASH</b> 48 cans in case... 4 00 Babbitt's... 4 00 <b>PROVISIONS</b> <b>Barreled Pork</b> Mess... 16 50 Clear Back... 23 00 Short Cut... 21 00 Short Cut Clear... 21 00 Bean... 18 00 Brisket, Clear... 22 00 Pig... 24 00 Clear Family... 18 00 <b>Dry Salt Meats</b> S. P. Bellies... 11 1/2 Bellies... 11 1/2 Extra Shorts Clear... 11 1/2 <b>Lard</b> Compound... 8 Pure in tierces... 11 1/2 80 lb. tubs... advance 1/2 60 lb. tubs... advance 1/2	50 lb. tins... advance 1/4 20 lb. pails... advance 3/4 <b>Smoked Meats</b> Hams, 12 lb. average... 13 Hams, 14 lb. average... 13 Hams, 16 lb. average... 13 Hams, 18 lb. average... 13 Skinned Hams... 13 Ham, dried beef sets 21 California Hams... 8 1/2 Picnic Boiled Hams... 14 Boiled Hams... 22 Berlin Ham, pressed... 9 Minced Ham... 9 Bacon... 12 1/2 @ 15 10 lb. pails... advance 7/8 5 lb. pails... advance 1 8 lb. pails... advance 1 <b>Sausages</b> Bologna... 4 Liver... 7 Frankfurt... 9 Pork... 9 Veal... 7 Tongue... 7 Headcheese... 7 <b>Beef</b> Extra Mess... 15 00 Boneless... 15 00 Rump, new... 15 50 <b>Pig's Feet</b> 1/4 bbls... 1 00 1/2 bbls, 40 lbs... 1 80 1/2 bbls... 3 80 1 bbl... 8 00 <b>Tripe</b> Kits, 15 lbs... 80 bbls, 40 lbs... 1 60 1/2 bbls, 80 lbs... 3 00 <b>Casings</b> Hogs, per lb... 30 Beef, rounds, set... 25 Beef, middles, set... 70 Sheep, per bundle... 90 <b>Uncolored Butterine</b> Solid dairy... 10 @ 12 Country Rolls... 10 1/2 @ 16 1/2 <b>Canned Meats</b> Corned beef, 2 lb... 2 50 Corned beef, 1 lb... 1 50 Roast beef, 2 lb... 2 50 Roast beef, 1 lb... 1 50 Potted ham 1/4s... 45 Potted ham, 1/2s... 85 Deviled ham, 1/4s... 45 Deviled ham, 1/2s... 35 Potted tongue, 1/4s... 45 Potted tongue, 1/2s... 85 <b>RICE</b> Fancy... 7 @ 7 1/2 Japan... 5 1/4 @ 6 1/2 Broken... <b>SALAD DRESSING</b> Columbia, 1/2 pint... 2 25 Columbia, 1 pint... 4 00 Durkee's, large, 1 doz... 4 50 Durkee's, small, 2 doz... 5 25 Snider's large, 1 doz... 2 35 Snider's small, 2 doz... 1 35 <b>SALE RATUS</b> Packed 60 lbs. in box... Arm and Hammer... 3 10 Deland's... 3 00 Dwight's Cow... 3 15 L. P... 3 00 Wyandotte, 100 3/4s... 3 00 <b>SAL SODA</b> Granulated, bbls... 85 Granulated, 100 lbs cs. 1 00 Lump, bbls... 80 Lump, 145 lb. kegs... 95 <b>SALT</b> Common Grades 100 3 lb. sacks... 2 25 60 5 lb. sacks... 2 15 28 10 1/2 lb. sacks... 2 00 56 lb. sacks... 32 28 lb. sacks... 17 <b>Warsaw</b> 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 <b>Solar Rock</b> 56 lb. sacks... 24 <b>Common</b> Granulated, fine... 80 Medium, fine... 85 <b>SALT FISH</b> Cod Large whole... @ 7 Small whole... @ 6 1/2 Strips or bricks... 7 1/2 @ 10 1/2 Pollock... @ 5 <b>Halibut</b> Strips... 13 Chunks... 13 <b>Holland Herring</b> Pollock... @ 4 White Hp. bbls. 8 50 @ 9 50 White Hp. 1/2 bbls. 4 50 @ 5 25 White Hoop mchs. 60 @ 75 <b>Norwegian</b> Round, 100 lbs... 3 75 Round, 40 lbs... 1 90 Scaled... 13 <b>Trout</b> No. 1, 100 lbs... 7 50 No. 1, 40 lbs... 3 25 No. 1, 10 lbs... 90 No. 1, 8 lbs... 75 <b>Mackerel</b> Mess, 100 lbs... 15 00 Mess, 40 lbs... 6 20 Mess, 10 lbs... 1 65 Mess, 8 lbs... 1 35 No. 1, 100 lbs... 14 00 No. 1, 40 lbs... 5 80 No. 1, 10 lbs... 1 65 No. 1, 8 lbs... 1 35 <b>Whitefish</b> No. 1, No. 2 Fam 100 lbs... 9 75 @ 3 50 50 lbs... 5 25 @ 1 90	10 lbs... 1 12 55 8 lbs... 92 48 <b>SEEDS</b> Anise... 10 Canary, Smyrna... 4 1/2 Caraway... 10 Cardamom, Malabar 1 00 Celery... 15 Hemp, Russian... 4 1/2 Mixed Bird... 4 Mustard, white... 10 Poppy... 9 Rape... 6 <b>SHOE BLACKING</b> Handy Box, large 3 dz 2 50 Handy Box, small... 1 25 Hixby's Royal Polish... 85 Miller's Crown Polish... 85 <b>SNUFF</b> Scotch, in bladders... 37 Macaboy, in jars... 35 French Rattle in jars... 43 <b>SOAP</b> J. S. Kirk & Co. American Family... 4 00 Dusky Diamond... 50 80z 2 80 Dusky D'nd, 100 cakes 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... 2 25 Ivory, 6 oz... 4 00 Ivory, 10 oz... 6 75 Star... 3 25 Lantz 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 toil. 4 00 Marseilles, 1/2x3 toilet 2 10 A. B. Wisley Good Cheer... 4 00 Old Country... 3 40 <b>Soap Powders</b> Lantz Bros. & Co. Snow Boy... 4 00 Gold Dust, 24 large... 4 50 Gold Dust, 100-5c... 4 00 Kirkoline, 24 4lb... 3 80 Soapline... 3 75 Sabitt's 1776... 3 75 Roseine... 3 50 Armour's... 3 50 Wisdom... 3 80 <b>Soap Compounds</b> Johnson's Fine... 5 10 Johnson's XXX... 4 25 Nine O'clock... 3 35 Rub-No-More... 3 75 <b>Scouring</b> Enoch Morgan's Sons. Sapolio, gross lots... 9 00 Sapolio, half gro. lots 4 50 Sapolio, single boxes... 2 25 Sapolio, hand... 2 25 Scourine Manufacturing Co. Scourine, 50 cakes... 1 80 Scourine, 100 cakes... 3 50 <b>SODA</b> Boxes... 5 1/2 Kegs, English... 4 1/2 <b>SPICES</b> Whole Spices Allspice... 10 Cassia, China in mats... 12 Cassia, Canton... 16 Cassia, Batavia, bund... 28 Cassia, Saigon, broken... 40 Cassia, Saigon, in rolls... 55 Cloves, Ambonya... 22 Cloves, Zanzibar... 16 Mace... 55 Nutmegs, 75-80... 35 Nutmegs, 105-110... 25 Nutmegs, 115-120... 20 Pepper, Singapore, blk... 15 Pepper, Singp. white... 25 Pepper, shot... 17 Pure Ground in Bulk Allspice... 14 Cassia, Batavia... 28 Cassia, Saigon... 55 Cloves, Zanzibar... 24 Silver, African... 15 Ginger, Cochinchina... 18 Ginger, Jamaica... 25 Mace... 65 Mustard... 18 Pepper, Singapore, blk... 17 Pepper, Singp. white... 28 Pepper, Cayenne... 20 Sage... 20 <b>STARCH</b> Corn Kingsford, 40 lbs... 7 1/2 Muzzy, 20 lbs... 5 1/2 Muzzy, 40 lbs... 5 Gloss Kingsford... 7 1/2 Silver Gloss, 40 lbs... 7 1/2 Silver Gloss, 16 3lbs... 6 1/2 Silver Gloss, 12 6lbs... 8 1/2 Muzzy... 5 48 lb. packages... 5 16 5lb. packages... 4 1/2 12 6lb. packages... 6 50lb. boxes... 4 <b>SYRUPS</b> Corn Barrels... 33 Half barrels... 33 20lb. cans 1/4 dz. in cs. 2 10 10lb. cans 1/2 dz. in cs. 1 95 5lb. cans 2 dz. in cs. 2 10 2 1/2 lb. cans 2 dz. in cs. 2 15	<b>Pure Cane</b> Fair... 16 Good... 20 Choice... 25 <b>TEA</b> 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 <b>Gunpowder</b> Moyune, medium... 30 Moyune, choice... 32 Moyune, fancy... 40 Pingsuey, medium... 30 Pingsuey, choice... 30 Pingsuey, fancy... 40 <b>Young Hyson</b> Choice... 30 Fancy... 36 <b>Oolong</b> Formosa, fancy... 42 Amoy, medium... 25 Amoy, choice... 32 <b>English Breakfast</b> Medium... 20 Choice... 30 Fancy... 40 <b>India</b> Ceylon, choice... 32 Fancy... 42 <b>TOBACCO</b> Fine Cut Cadillac... 54 Sweet Loma... 34 Hiawatha, 5lb. pails... 55 Telegram... 30 Pay Car... 33 Prairie Rose... 49 Protection... 40 Sweet Burley... 44 Tiger... 40 <b>Plug</b> Red Cross... 31 Palo... 35 Hiawatha... 41 Kyo... 35 Battle Ax... 37 American Eagle... 33 Standard Navy... 37 Spear Head, 7 oz... 47 Spear Head, 1 1/2 oz... 44 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 <b>Smoking</b> Sweet Core... 34 Flat Car... 32 Warpath... 25 Bamboo, 16 oz... 25 I X L, 6lb... 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 Myrtle Navy... 44 Yum, Yum, 1 1/2 oz... 39 Yum, Yum, 1lb. pails... 40 Cream... 55 Corn Cake, 2 1/2 oz... 38 Corn Cake, 1lb... 22 Plow Boy, 1 1/2 oz... 39 Plow Boy, 3 1/2 oz... 39 Peerless, 3 1/2 oz... 35 Peerless, 1 1/2 oz... 38 Air Brake... 36 Cant Hook... 30 Country Club... 32-34 Fore-X-XXX... 30 Good Indian... 25 Self Binder, 16oz. 8oz. 20-22 Sweet Foam... 24 Silver Marie... 32 Royal Smoke... 42 <b>TWINE</b> Cotton, 3 ply... 20 Cotton, 4 ply... 20 Jute, 2 ply... 14 Hemp, 6 ply... 13 Flax, medium N... 24 Wool, 1 lb. balls... 8 <b>VINEGAR</b> Malt White, Wine, 40 gr 9 Malt White, Wine 80gr 11 1/2 Pure Cider, B & B... 15 Pure Cider, Robinson 13 1/2 Pure Cider, Silver... 15 <b>WICKING</b> No. 0 per gross... 30 No. 1 per gross... 40 No. 2 per gross... 50 No. 3 per gross... 75 <b>WOODENWARE</b> 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	<b>Bradley Butter Boxes</b> 2lb. size, 24 in case... 72 3lb. size, 16 in case... 68 5lb. size, 12 in case... 63 10lb. size, 6 in case... 60 <b>Butter Plates</b> No. 1 Oval, 250 in crate 35 No. 2 Oval, 250 in crate 40 No. 3 Oval, 250 in crate 45 No. 5 Oval, 250 in crate 60 <b>Churns</b> Barrel, 5 gal., each... 2 40 Barrel, 10 gal., each... 2 55 <b>Clothes Pins</b> Round head, 5 gross bx 55 Round head, cartons... 70 <b>Egg Crates and Fillers</b> Humpty Dumpty, 12 dz. 20 No. 1 complete... 25 No. 2 complete... 28 Case No. 2 fillers 1 sets 1 35 Case, mediums, 12 sets 1 15 <b>Faucets</b> Cork, lined, 8 in... 70 Cork lined, 9 in... 80 Cork lined, 10 in... 90 <b>Mop Sticks</b> Trojan spring... 90 Eclipse patent spring... 85 No. 1 common... 50 No. 2 pat. brush holder... 85 12lb. cotton mop heads 1 40 Ideal No. 7... 85 <b>Pails</b> 2-hoop Standard... 2 15 3-hoop Standard... 2 35 2-wire, Cable... 2 25 3-wire, Cable... 2 45 Cedar, all red, brass 1 25 Paper, Eureka... 2 25 Fibre... 2 70 <b>Toothpicks</b> Hardwood... 2 50 Softwood... 2 75 Banquet... 1 50 Ideal... 1 50 <b>Traps</b> Mouse, wood, 2 holes... 22 Mouse, wood, 4 holes... 45 Mouse, wood, 6 holes... 70 Mouse, tin, 5 holes... 65 Rat, wood... 80 Rat, spring... 75 <b>Tubs</b> 20-in. Standard, No. 1 8 75 18-in. Standard, No. 2 7 75 16-in. Standard, No. 3 6 75 20-in. Cable, No. 1... 9 25 18-in. Cable, No. 2... 8 25 16-in. Cable, No. 3... 7 25 No. 1 Fibre... 10 25 No. 2 Fibre... 9 25 No. 3 Fibre... 8 25 <b>Washboards</b> Bronze Globe... 2 50 Dewey... 1 75 Double Acme... 2 75 Single Acme... 2 25 Double Peerless... 4 25 Single Peerless... 3 60 Northern Queen... 3 50 Double Duplex... 3 00 Good Luck... 2 75 Universal... 3 65 <b>Window Cleaners</b> 12 in... 1 65 14 in... 1 85 16 in... 2 30 <b>Wood Bowls</b> 13 in. Butter... 1 25 15 in. Butter... 2 25 1 in. Butter... 3 75 19 in. Butter... 5 00 Assorted, 13-15-17... 2 30 Assorted, 15-17-19... 3 25 <b>WRAPPING PAPER</b> Common straw... 1 1/2 Fibre Manila, white... 2 1/2 Fibre Manila, colored... 4 No. 1 Manila... 4 Cream Manila... 3 Butcher's Manila... 2 1/2 Wax Butter, short c't 13 Wax Butter, full count 20 Wax Butter, rolls... 19 <b>YEAST CAKE</b> Magic, 3 doz... 1 15 Sunlight, 3 doz... 1 00 Sunlight, 1 1/2 doz... 1 50 Yeast Cream, 3 doz... 1 00 Yeast Foam, 1 1/2 doz... 58 <b>FRESH FISH</b> Per lb. Whitefish, Jumbo... 20 Whitefish, No. 1... 15 Trout... 10 Halibut... 10 Herring... 7 Bluefish... 16 Live Lobster... 28 Boiled Lobster... 28 Cod... 10 1/2 Haddock... 8 Pickered... 13 Pike... 8 Perch... 5 Smoked, White... 13 Chinook Salmon... 15 Mackerel... 23 Finner Haddie... 12 1/2 Roe Shad... 9 Shad Roe, each... 9 Speckled Bass... 9 <b>HIDES AND PELTS</b> Hides Green No. 1... 9 Green No. 2... 8 Cured No. 1... 10 1/2 Cured No. 2... 9 1/2 Calfskin, green, No. 1 12 Calfskin, green, No. 2 10 1/2 Calfskin, cured, No. 1 13 Calfskin, cured, No. 2 11 1/2	<b>Pelts</b> Old Wool... @ 20 Lambs... 35 @ 65 Shearlings... 25 @ 60 <b>Tallow</b> No. 1... @ 5 No. 2... @ 4 <b>Wool</b> Unwashed, med... @ 17 Unwashed, fine... @ 13 <b>CONFECTIONS</b> <b>Stick Candy</b> Pails Standard... 8 Standard H H... 8 Standard Twist... 8 <b>Cases</b> Jumbo, 32 lb... 8 Extra H H... 10 Boston Cream... 12 Big stick, 30 lb. case 8 1/2 <b>Mixed Candy</b> Grocers... 7 Competition... 7 1/2 Special... 8 1/2 Conserve... 8 Royal... 8 1/2 Ribbon... 10 Broken... 8 1/2 Cut Leaf... 9 1/2 Leader... 9 Kindergarten... 10 1/2 Bon Ton Cream... 9 French Cream... 10 Star... 11 Hand Made Cream... 17 Premio Cream mixed 14 Paris Cream Bon Bons 10 <b>Fancy-In Pails</b> Gypsy Hearts... 14 Coco Bon Bons... 14 Fudge Squares... 13 Peanut Squares... 11 Sugared Peanuts... 12 Salted Peanuts... 12 Starlight Kisses... 11 San Blas Goodies... 13 Lozenges, plain... 10 Lozenges, printed... 12 Champion Chocolate... 12 1/2 Eclipse Chocolates... 15 Eureka Chocolates... 16 Quintette Chocolates... 16 Champion Gum Drops 9 Moss Drops... 10 Lemon Sours... 10 Imperials... 11 Ital. Cream Opera... 12 Ital. Cream Bon Bons 12 Golden Waffles... 13 Red Rose Gum Drops 10 Auto Bubbles... 13 <b>Fancy-In 5lb. Boxes</b> Old Fashioned Molasses Kisses, 10lb. bx 1 30 Orange Jellies... 50 Lemon Sours... 60 Old Fashioned Horehound drops... 60 Peppermint Drops... 60 Champion Choc. Drps 70 H. M. Choc. Drops 1 10 H. M. Choc. Lt. and Dark No. 12... 1 10 Bitter Sweets, as't'd. 1 25 Brilliant Gums, Crys. 60 A. A. Licorice Drops... 90 Lozenges, plain... 60 Lozenges, printed... 65 Imperials... 60 Mottos... 65 Cream Bar... 60 G. M. Peanut Bar... 60 Hand Made Crms 80 @ 90 Cream Wafers... 65 String Rock... 60 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Good 3 50 Up-to-date Asst'm't 3 75 Ten Strike No. 1... 6 50 Ten Strike No. 2... 6 00 Ten Strike, Summer assortment... 6 75 Scientific Ass't... 13 00 <b>Pop Corn</b> Cracker Jack... 3 25 Checkers, 5c pkg. cs 3 50 Pop Corn Balls 200s 1 35 Azulikit 100s... 3 25 Oh My 100s... 3 50 <b>Cough Drops</b> Putnam Menthol... 1 00 Smith Bros... 1 25 <b>NUTS-Whole</b> Almonds, Tarragona 16 Almonds, Drake... 15 Almonds, California sft. shell... 12 @ 13 Brazils... 12 @ 13 Filberts... 12 @ 13 Cal. No. 1... 12 Walnuts, soft shell 15 @ 16 Walnuts, Marbot... 14 Table nuts, fancy 13 @ 13 1/2 Pecans, Med... 13 Pecans, ex. large... 14 Pecans, Jumbos... 16 Hickory Nuts per bu. Ohio new... Cocanuts, New York Chestnuts, per bu. State, per bu. <b>Shelled</b> Spanish Peanuts 7 1/2 @ 8 Pecan Halves... 35 Walnut Halves... 32 @ 35 Filbert Meats... 27 Alicante Almonds... 42 Jordan Almonds... 47 <b>Peanuts</b> Fancy H. P. Suns 6 1/2 @ 7 1/2 Roasted... 7 1/2 @ 8 Choice, H. P. Jumbo... @ 7 1/2



## Special Price Current

### AXLE GREASE



Mica, tin boxes .75 9 00  
Paragon .55 6 00

### BAKING POWDER

#### Royal

10c size 90  
1/4 lb. cans 1 35  
6oz. cans 1 90  
1/2 lb. cans 2 50  
3/4 lb. cans 3 75  
1 lb. cans 4 80  
3 lb. cans 13 00  
5 lb. cans 21 50

### BLUING



C. P. Bluing

Doz.

Small size, 1 doz. box..40  
Large size, 1 doz. box..75

### CIGARS

Johnson Cigar Co.'s Brand



S. C. W., 1,000 lots .31  
El Portana .33  
Evening Press .32  
Exemplar .32

Worden Grocer Co. brand  
Ben Hur

Perfection .35  
Perfection Extras .35  
Londres .35  
Londres Grand .35  
Standard .35  
Puritinos .35  
Panatellas, Finas .35  
Panatellas, Bock .35  
Jockey Club .35

### COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60  
35 1/2 lb. pkg. per case 2 60  
38 1/4 lb. pkg. per case 2 60  
18 1/2 lb. pkg. per case 2 60

### FRESH MEATS

#### Beef

Carcass .5 @ 9 1/2  
Hindquarters .6 @ 10  
Loins .9 @ 14  
Rounds .6 @ 8 1/2  
Chucks .6 @ 7 1/2  
Plates .6 @ 4 1/2  
Livers .6 @ 6

#### Pork

Loins .10 @ 10 1/2  
Dressed .6 @ 6 1/2  
Boston Butts .9 @ 9  
Shoulders .8 1/2 @ 8 1/2  
Leaf Lard .11 1/2 @ 11 1/2  
Trimnings .8 @ 8

Mutton  
Carcass .9 @ 9  
Lambs .8 1/2 @ 8 1/2  
Spring Lambs .8 @ 8

#### Veal

Carcass .6 @ 9

### CLOTHES LINES

#### Sisal

60ft. 3 thread, extra..1 00  
72ft. 3 thread, extra..1 40  
90ft. 3 thread, extra..1 70  
60ft. 6 thread, extra..1 29  
72ft. 6 thread, extra..1 50

#### Jute

60ft. .75  
72ft. .90  
90ft. .1 05  
120ft. .1 50

#### Cotton Victor

50ft. .1 16  
60ft. .1 35  
70ft. .1 60

#### Cotton Windsor

50ft. .1 30  
60ft. .1 44  
70ft. .1 80  
80ft. .2 00

#### Cotton Braided

40ft. .95  
50ft. .1 35  
60ft. .1 65

Galvanized Wire  
No. 20, each 100ft. long 1 90  
No. 19, each 100ft. long 2 10

### COFFEE

#### Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1lb. .35  
White House, 2lb. .70  
Excelsior, M & J, 1lb. .35  
Excelsior, M & J, 2lb. .70  
Tip Top, M & J, 1lb. .35  
Royal Java .35  
Royal Java and Mocha .35  
Java and Mocha Blend .35  
Boston Combination .35  
Distributed by Judson  
Grocer Co., Grand Rapids,  
Lee, Cady & Smart, De-  
troit; Symons Bros. & Co.,  
Saginaw; Brown, Davis &  
Warner, Jackson; Gods-  
mark, Durand & Co., Bat-  
tle Creek; Fielbach Co.,  
Toledo.  
Peerless Evap'd Cream 4 00

### FISHING TACKLE

1/2 to 1 in. .6  
1 1/4 to 2 in. .7  
1 1/2 to 2 in. .9  
1 3/4 to 2 in. .11  
2 in. .15  
3 in. .20

#### Cotton Lines

No. 1, 10 feet .5  
No. 2, 15 feet .7  
No. 3, 15 feet .9  
No. 4, 15 feet .10  
No. 5, 15 feet .11  
No. 6, 15 feet .12  
No. 7, 15 feet .15  
No. 8, 15 feet .18  
No. 9, 15 feet .20

#### Linen Lines

Small .20  
Medium .26  
Large .34

#### Poles

Bamboo, 14 ft., per doz. 55  
Bamboo, 16 ft., per doz. 60  
Bamboo, 18 ft., per doz. 80

### GELATINE

Cox's, 1 doz. Large .1 80  
Cox's, 1 doz. Small .1 00  
Knox's Sparkling, doz. 1 25  
Knox's Sparkling, gr. 14 00  
Nelson's .1 50  
Knox's Acidu'd. doz. 1 25  
Oxford .75  
Plymouth Rock .1 25

### SAFES



Full line of fire and burg-  
lar proof safes kept in  
stock by the Tradesman  
Company. Thirty-five sizes  
and styles on hand at all  
times—twice as many safes  
as are carried by any other  
house in the State. If you  
are unable to visit Grand  
Rapids and inspect the  
line personally, write for  
quotations.

### SOAP

Beaver Soap Co.'s Brands



100 cakes, large size..6 50  
50 cakes, large size..3 25  
100 cakes, small size..3 85  
50 cakes, small size..1 95  
Tradesman's Co.'s Brand



Black Hawk, one box 2 50  
Black Hawk, five bxs 2 40  
Black Hawk, ten bxs 2 25

### TABLE SAUCES

Halford, large .3 75  
Halford, small .2 25

The lowest market in the  
world is "Our Drummer"  
—our catalogue.

It is the lowest market  
because we are the largest  
buyers of general mer-  
chandise in America.

We sell to merchants  
only.

Butler Brothers

New York

Chicago St. Louis

## Almost

1908 is almost a thing  
of the past, and the time  
is nearing when your  
customers expect some  
kind of a souvenir from  
you, Mr. Merchant.  
What could be more  
pleasing to them or, as  
an advertisement, more  
profitable to you than a  
hand some

## Calendar

with your name and busi-  
ness printed upon it?  
A constant reminder of  
you and your store for  
365 days. We print cal-  
endars of every descrip-  
tion. Samples and prices  
cheerfully given upon  
application.

Tradesman  
Company

Grand Rapids  
Mich.

## Simple Account File



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

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



TRADESMAN COMPANY, Grand Rapids

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Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.



# BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

## BUSINESS CHANCES.

Wanted—Toledo scales, numbers 253 and 254, in good condition. Address No. 176, care Michigan Tradesman. 176

Christmas and New Years post cards. Only 90c per 100 postpaid. Big variety and fine quality. Money back if not satisfied. Send for post card catalogue (dealer's) and save money. Small lots at wholesale rates. Howard M. Gillet, Box T, Lebanon Springs, N. Y. 173

Important Notice—The Marshall Blackstone Co., law and collections, Drawer H, Cumberland, Wis. Collections. We guarantee to collect your overdue accounts or make no charge. We advance all legal costs, etc., and make no charge unless successful. Our new method is most effective, diplomatic, and will retain good will of your customers. Terms and particulars free. 175

For Sale—\$3,500 clothing business in a growing town. No competition. Liberal discount. Easy terms. Going South. No agents. Address No. 174, care Michigan Tradesman. 174

Large store building, opera house and lodge rooms in connection; for sale or to rent; lower floors suitable for general merchandise business. Address The Walsh Mfg. Co., Frederic, Mich. 172

For Sale or Exchange—For farm, Central Indiana preferred; best equipped, most profitable meat market in the country; location best; 30,000 city in Indiana; 35-year reputation. Will bear thorough investigation; good reasons for selling. Owners or brokers submit full particulars for due consideration. Mark Levy, 115 Dearborn St., Chicago, Ill. 171

For Sale—In best town of 17,000 population, southeastern Kansas, established clothing business. Location best, long lease. Stock not large, clean. Sales \$45,000 yearly. Will stand closest investigation. Don't answer unless you mean it. Address Box 235, Independence, Kan. 170

For Sale—Grocery, Northwest Side, Chicago; cash sales \$40 to \$60 daily; profits year \$3,500. Established 20 years. Price \$1,500 cash, and security, or exchange Chicago property. Address A. J. Mereness, 824 Armitage Ave., Chicago, Ill. 168

Confectionery and restaurant—Only one in good town of 500. Will sell cheap. For full information, write Louis Leinweber, Benson, Ill. 167

Wanted—To buy, on contract, drug store in small country town. Address P. S., care Michigan Tradesman. 166

Good bakery, wholesale and retail, in best town in West Virginia. Long lease. Sickness reason for selling. Any one looking for a bargain will do well to investigate. Address Lock Box 162, Fairmont, West Virginia. 165

For Sale—At a sacrifice to right party, large sash, door and blind factory in Bagdad, Fla., that cost \$60,000. The Fisher Real Estate Agency, Pensacola, Fla. 164

For Sale—A slightly used \$30 Edison Rotary Mimeograph No. 75 with almost \$10 worth of supplies, \$25. G. Dale Gardner, Petoskey, Mich. 163

For Sale—Drug store in town of 500 population. Cash sales average \$20 daily. Owner has other business. Address No. 162, care Michigan Tradesman. 162

For Sale—Stock of general merchandise in lively town of 600 inhabitants, surrounded by prosperous farming community. Stock now inventories about \$10,000 and consists of dry goods, boots and shoes, clothing, gent's furnishings and groceries. As we own a store in another town, we are in position to reduce the stock to suit purchaser. Address No. 161, care Michigan Tradesman. 161

For Sale—On account of poor health, the best complete house furnishing business in Michigan. Big, old-established business, good prices. It is a gold mine for a hustler. Address Bargain, care Michigan Tradesman. 160

For Sale—A gold mine, in the shape of nice clean stock of general merchandise in one of the best small towns in state. Stock inventories about \$6,000, doing a business of \$100 a day now. Will do \$150 soon as sleighing begins. The owners are lumbermen whose timber has been killed to such an extent that all their time will be required to look after the woods. Come to Millersburg, Mich., and see it at once if interested. No trades, all cash. Millersburg Mercantile Co., Ltd., c-o R. P. Hoihan, 158

For lease, cheap, woodworking plant, with boiler and engine, at Ironton, Mo. Apply W. D. Biggers, 1120 Penobscot Bldg., Detroit, Mich. 157

People of moderate means who want to know how they can get large profits and an income from timber by monthly payments, write S. N. Purnell, Empire Bldg., Vancouver, B. C., Canada. 154

Snap If Taken Soon—\$6,500 stock of general merchandise in good town in Kansas on Union Pacific, in heart of wheat country; extra good established trade; sales last season \$16,000; could be increased; cash deal; other business, reason for selling. Address Correspondence, P. O. Box 97, Menlo, Kan. 153

For Sale Or Lease—Hotel, a rare opportunity to buy a paying up-to-date hotel, doing good business. Modern building, good hotel bar; hotel all furnished. Want to retire. Address R. H. Powell, Loraine, Ohio. 151

Wanted—By a shoemaker, an opening to do repair work in connection with retail shoe store. Address Abner Furtney, 306 Wight St., St. Johns, Mich. 150

Collect Your Bad Accounts—You can do it. My system gets the money. No difference what you've seen or tried, send me a dollar bill for eighty letters that compel payment of accounts seven to ten years old. References to prove it. M. A. Moreland, 16 Beard Bldg., New Castle, Ind. 149

For Sale—One of the best drug stores in Saginaw. Address No. 148, care Michigan Tradesman. 148

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

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

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

## FOR SALE

General store and coal trade in small town in heart of the fruit belt. A steady and sure money maker, with no risk, good for at least \$1,600 clear money every year. It will take about \$4,500 cash for everything. Stock is strictly staple, all new. Can soon reduce. Don't write unless you mean business. Address No. 999, care Michigan Tradesman.

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—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

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

## WHAT SHOES

are there on your shelves that don't work and are an eyesore to you? I'm the man who'll take 'em off your hands and will pay you all the cash you can expect for them—and, by the way, don't forget that I buy anything any man wants money for. Write PAUL FEYREISEN 12 State St., Chicago

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 unincumbered farm or productive city property worth five to six thousand and balance in cash. Address Good Business, care Tradesman. 1

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

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

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

To Exchange—Moving picture machine, value \$125, for cash register or computing scales. Address No. 55, care Tradesman. 55

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

## 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 Moeaquia, 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 McCaskey 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

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

Stores, business places and real estate bought, sold and exchanged. No matter where located, if you want to get in on 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—A profitable business on the best corner in town, near Chicago. Address P. O. Box 143, Valparaiso, Ind. 147

First-class location for a newspaper. Enquire of J. H. D., care Michigan Tradesman. 146

To exchange for stock of dry goods or general merchandise, a good improved farm, well located. Address No. 145, care Tradesman. 145

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

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

## HELP WANTED.

Salesman Wanted—With established trade in Northern Michigan preferred, to carry our line of canvas gloves and mittens on commission. The Hastings & Emerson Mfg. Co., South Boardman, Mich. 159

## SITUATIONS WANTED.

Young man, wide experience and executive ability, six years on road, desires position as salesman. Best of references. Address No. 177, care Michigan Tradesman. 177

Wanted—Position Jan. 1st, as manager or head clerk in general store. References furnished. Address Box 516, Grand Ledge, Mich. 169

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 CRISIS IN CHINA.

While the sensational press is devoting a good deal of space to the supposed existence of a critical state of affairs in China, the official news from Peking does not bear out these fears. The rumors to the effect that the Dowager Empress and Emperor were poisoned, or otherwise disposed of through treachery, do not appear to be well founded, as such investigations as the foreign legations have been able to make have distinctly disproved all such tales. The prevailing official opinion among the foreign ministers appears to be that the Emperor and the Dowager Empress died from entirely natural causes and within a day of each other, and the only matter about which there seems to be a reasonable doubt is as to which died first. According to the Chinese officials, the Emperor died first, but there exists a suspicion that for reasons of state the real truth on this point has been concealed.

The selection of Prince Chun, the Emperor's brother, as regent, appears to be entirely natural and in accordance with the accepted Manchu custom that no prince of the same generation as the dead Emperor should succeed to the throne. Accordingly, the infant son of Prince Chun was designated as Emperor and the father appointed regent to rule in his name until his majority, according to Chinese custom. The new regent is reported to be a man of some capacity, who has traveled in Europe and is in sympathy with movements for modernizing China.

The main trouble at the present time in China seems to arise from the intrigues of the foreign powers which desire to use the existing crisis to strengthen their influence and advance their interests. These powers would probably welcome an outbreak of anarchy, so that they might find an excuse for placing an Emperor on the throne who might be favorable to their aims.

The man of the hour in China is Yuan-Shi-Kai, formerly Viceroy of the Province of Peehili and during the past year or two Grand Councillor of the Empire. Yuan-Shi-Kai is in thorough sympathy with the conservative reform movement and is understood to be the real power behind the new administration. Through his efforts China has established a modern army, trained according to Western methods under Japanese and other foreign officers. The reactionary elements in China, as well as the advanced reformers, hate the powerful Councillor, and would not hesitate a moment to put him out of the way if an opportunity should offer. Yuan-Shi-Kai not only possessed the full confidence of the late Dowager Empress, but he is respected and trusted by the representatives of the powers. The taking away of this powerful man in the present crisis of affairs would be a serious drawback to the peaceable development of China. It is, therefore, not surprising that the strictest precautions have been taken to safeguard the members of the new regime. The best modern drilled and disciplined

troops from the northern districts of the empire have been drafted into Peking. These troops are thoroughly loyal to Yuan-Shi-Kai, hence his adherence to Prince Chun and the new imperial regime insures the guarding of Peking by a strong force of good troops, perfectly capable of maintaining order, guarding the government and insuring the safety of foreigners.

There is really small chance of a repetition of the Boxer troubles, as the foreign legations all retain strong military guards, and the united force of all the legations is perfectly competent to prevent anything like an assault upon the foreign quarter in which the legations are situated. The new regent appears to have taken hold of affairs with a strong hand and seems disposed to assert his authority in person and not to deputize it, as was done during nearly the whole portion of the last two reigns.

### THE LABOR DINNER.

It is only natural that there should be a great deal of talk about Roosevelt's "labor dinner" as it is called. This is not the first, but really the third in a series. Neither of the others occasioned so much comment. There were judges of the Supreme Court as well as labor leaders present, and the discussion was very general, with ample opportunity for every man to express an opinion and contribute to the fund of general information. Nothing was directly accomplished, but foundations were laid which may result in much future accomplishment of substantial value. Labor legislation is a pretty big subject and is something which must be approached intelligently and carefully so that there may be the fewest possible mistakes. The gathering at the White House was representative, and there was entire freedom of expression. Matters discussed constitute one of the leading problems of the present time, which must be met and solved.

Too much can not be honestly and earnestly said in behalf of the real working man. Labor is just as important a factor as capital, but the two must work together in harmony to reach results. One of the great troubles is that there are too many who work the working man and who want to draw good salaries for little labor, as officers of labor organizations, living on the money earned and paid by the actually industrious. There are some labor leaders that deserve their places of influence and prominence, but there are a good many others of which as much can not be said. Labor has suffered more from self-seeking men who have talked for it than from those who have talked against it. Broad-minded statesmanship must overlook the slings and slurs of the unworthy, and conscientiously consider the welfare of the millions of real workers, to whom the hackneyed phrase "the bone and sinew of the American Nation" is absolutely applicable. If Mr. Roosevelt and his advisors can make any valuable suggestions and help to put them in operation, a very substantial service will be rendered, not

only to the wage earners but to the whole country. The trouble is that there are too much talk and too little work. It is a big subject well worth considering and out of these conferences and discussions will come valuable advances and important gains. If there could be more harmony of procedure and less wrangling to attract attention the gain would be greater, because after all it is really a matter which actually pertains to the common welfare.

### Gasoline or Electric Railroads.

The recent run of a gasoline-electric car over the Pennsylvania Railroad from Jersey City to Philadelphia, says the Electrical World, is evidence enough that the application of such cars to special railway service must be taken somewhat seriously. The combination motive power is no new thing, but in its earliest incarnations was intended to be used in street railroading proper, to which it proved little adapted. To-day there is a call for a peculiar kind of railway service to which the gas-electric car seems at least not ill adapted—to wit: in frequent service over long branches, or what one might perhaps call light interurban service, where the distances are fairly long and there is no likelihood of dense traffic. In such cases the fixed charges against an electrical generating plant and distributing system are very severe, since the load factor is unavoidably bad and distances relatively considerable.

On the other hand, gasoline is intrinsically a costly fuel, the combination of dynamo and motor is not a very efficient transmission gear, albeit wonderfully flexible. On the Union Pacific, capital work has been done by regular gasoline engines driving the car exactly as they would an automobile; there is some loss of efficiency in starting and acceleration, while the full speed part of the run is under very excellent conditions for high economy. As between such cars and a straight electric system, the economic situation turns on traffic density. In the rough, one may say losses in the distributing system will offset those due to the gasoline-electric driving gear, leaving the gasoline-engine equipment set over against the generating units in the power station. In pure thermodynamic efficiency, the gasoline engine probably has somewhat the advantage, but loses tremendously in fixed and maintenance charges when aggregate outputs are considered.

### "Soaked Curd" Cheese.

A change has been introduced in certain portions of the United States in the manufacture of cheese. This change consists in soaking the curd at one stage of the process in cold water. After drainage the curd is then salted and put to press.

This treatment is carried on solely for fraudulent purposes. First, it introduces an undue amount of water in the cheese, thus increasing the weight, and, second, it gives a soft texture and an appearance of superior quality, which deceives the purchaser as to its real nature. Cheese

thus produced is of inferior quality, for it develops less of the desirable cheese flavor than it otherwise would and it deteriorates greatly in quality before the curing process is complete.

Under the food and drugs act this type of cheese can not enter interstate commerce nor be sold in the District of Columbia or the Territories under the name of "Cheese" unless this name be further characterized. In the opinion of the Board this product should be labeled "Soaked Curd Cheese."—Food Inspection Decision 97.

Eugene V. Debs' brilliant campaign with his "red special" is an evidence that the spellbinder's oratory, parades and music make very few votes. Debs drew crowds everywhere and was listened to with interest and attention. It was estimated that the Socialist vote in the United States would reach a million, or double what it was four years ago. It proved to be less than 500,000, a big decrease. Debs is an eloquent speaker and at his home in Terre Haute, Ind., he is a popular and respected citizen. He has led the Socialists through three presidential campaigns, but enthusiasm subsides with the opening of the ballot box. The American people are extremely tolerant toward radical and erratic doctrines up to the point of embodying them in serious government operations, and there they draw the line.

The horse is generally allowed to be the best friend of man in the entire animal kingdom, but instances are rare where the horse has done his owner a good turn by giving him a kick. In Marysville, Ohio, a man struck his left knee cap against a wagon wheel two years ago and has been so lame that he has been forced to use a cane ever since, or until a few days ago. He was then helping to hitch up his horse and the animal gave him a vicious kick on the useless knee. Twenty minutes afterwards the old lameness had entirely disappeared from the knee and the former cripple is now walking around as naturally as he used to and without the aid of a cane.

If the figures set forth in the annual report of Secretary Wilson of the Agricultural Department are reliable, this has been a banner, and, indeed, the biggest year for farmers. Last year the crop was worth \$7,500,000,000, and this year the aggregate value of farm products raised in the United States is considerably over \$8,000,000,000. No other country on the globe made anything like so good a showing in this respect, and the American statistics have no parallel in any other country. It is often said that when the farmers are prosperous, everybody else is, and certainly on this theory there should be good times ahead.

It is always safe to deny the authority of an opportunity that thrusts itself in on a duty.

The steps downward are so many and so small that men seldom recognize the grade.





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.

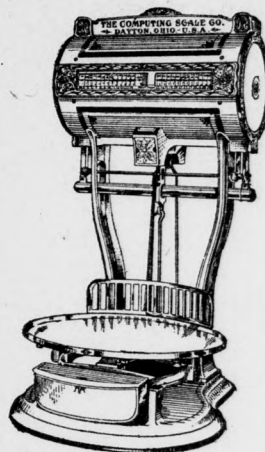
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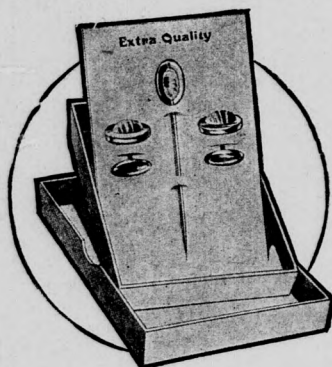


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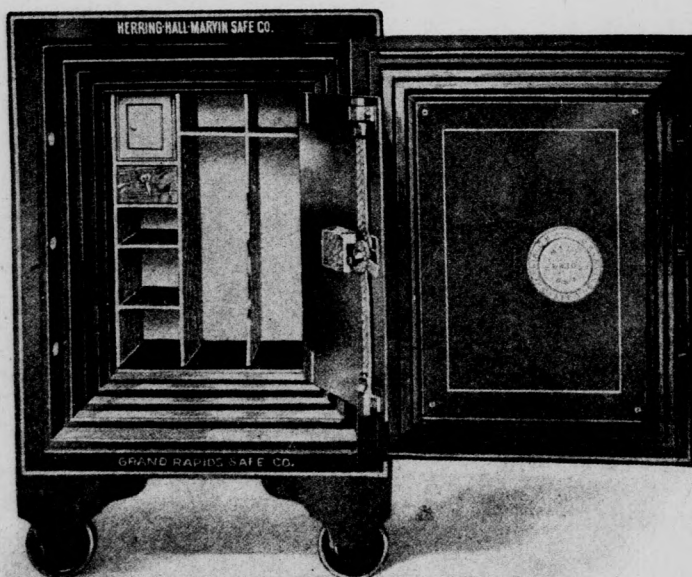
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