

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$2 PER YEAR

Twenty-Sixth Year

GRAND RAPIDS, WEDNESDAY, DECEMBER 23, 1908

Number 1318



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.

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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.

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-
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of every State in the Union.

The Williams Bros. Co.

Manufacturers

Picklers and Preservers

Detroit, Mich.



Our Package

"As You Like It"

HORSE-RADISH

Put up in self sealing earthenware jars so it will keep. Sells at sight. Packed in corrugated paper boxes, 1 dozen to the case, and sells to the trade at \$1.40 per case. Retailers at 15 cents per jar.

Manufactured only by

U. S. Horse-Radish Company

Saginaw, Mich., U. S. A.

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.

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Number 1318

TRACE YOUR DELAYED
FREIGHT Easily
and Quickly. We can tell you
how. **BARLOW BROS.,**
Grand Rapids, Mich

KENT STATE BANK
Capital \$665,000.00
Surplus & Profits \$10,000,000.00
3% PAID ON SAVINGS BOOKS
3 1/2% PAID ON SAVINGS CERTIFICATES
GRAND RAPIDS, MICH.

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Grand Rapids, Mich. The Leading Agency

Commercial Credit Co., Ltd.
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ELLIOT O. GROSVENOR
Late State Food Commissioner
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SPECIAL FEATURES.

2. Window Trimming.
4. News of the Business World.
5. Grocery and Produce Markets.
6. New York Market.
7. Consumptive Cranks.
8. Editorial.
9. Jewish Pawnbroker.
12. A Christmas Find.
16. Christmas Habit.
17. Thousands to Charity.
20. Woman's World.
22. Review of the Shoe Market.
24. The Commercial Traveler.
26. Drugs and Druggist's Sundries.
27. Drug Price Current.
28. Grocery Price Current.
30. Special Price Current.

A YEAR OF CHRISTMASES.

A periodical, that brings its weekly cheer to a worldwide circle of readers, in the number that celebrates the birthday of the Christian year believes and urges that the spirit that blesses the Christmastide should not go out with the sunset. Instead, it wants the year to be made up of Christmas days, of Christian life and living, of a daily striving to soften the asperities of life, to extend the helping hand and to be ready with the comforting word and the uplifting deed, so that in spirit and in truth that day may be counted lost whose low-descending sun sees from our hands no worthy action done. With twenty centuries of earnest endeavor to realize the divine idea that permeates the Sermon on the Mount, humanity is inclined to believe from the often unhappy past that for centuries to come that same idea will remain unrealized. We are loth to believe that the world is not growing better; and yet the optimist in his most exultant moods is forced to admit that if the movement be onward it is as the spiral to its point. Some day in the Golden Age to come the year may be one of Christmases, but not now. Humanity, weak and suffering, contents itself with the thought of realizing sometime what it insists is its most cherished hope; but with the fading of the Eastern Star the world, the flesh and the devil resume their way and "the world wags."

With us on this side the sea it may well be questioned whether the Christmas, as it comes to us, would be—could be—the day it is without the yearly Thanksgiving. That centralizes the Nation's heartbeats at the New England hearthstone, whose cheering blaze loses none of its brightness nor its warmth, however large may be the increasing circle gathered about it. It has come to be the rallying-place of the affections. Its firelight, sanctified by the mother-love and the fatherhood never uncrowned, greets and blesses its own and sends them again out into the world redeemed, if need be, and strengthened for doing the work their hands have found to do. Thus with the home's benediction upon them, their

faces are, as it were, the faces of angels, they are made ready for the earliest glimpses of the Star in the East and so are the reader for that universal "Good will to men" which is the crowning joy of the Christmastide.

Time has been—there are men living now who remember it—when Christmas, as we find it to-day, had in it nothing of the sacred. It was only a detested period, when "envy, hatred and malice and all uncharitableness" insisted on exacting a tribute which the human heart could only pay with extreme reluctance. Christ came indeed and the manger wherein his babyhood was cradled was radiant with "Peace and good will," but idolatry has dimmed the glory, the church, claiming to be His manger, has hidden the Divinity with trappings and ceremonies wholly its own, and the human soul, which His death alone could save, would have been still unredeemed had not outraged humanity, demanding its own, insisted that the "divine right" which kingship claimed was an inheritance intended for men, crowned or uncrowned. So English manhood, despising the priest and the paganism behind him, found its way across the sea. So here in the Western wilderness, without the paganism, they believed they had built up the only Christian church where conscience could worship untrammelled by the unrighteous notions of deluded men. It has been found, however, that Puritan prejudice is only another method of hiding the Christ that the priest and the Puritan alike adore, and to-day the love that glows in the heart of both is making the Christmastide more and more the season for the expression of generous thoughts, of good cheer and good will, and for making a reality what was long considered a human impossibility: "Whatsoever ye would that men should do to you, do ye even so to them."

And a year of Christmases; what of that?

It is a question which humanity alone can never answer. With those who believe in Him there can never be a doubt. "God moves in a mysterious way His wonders to perform," and the same Mystery that gave to the world Christ and Christianity and made Christmas the date of another civilization can and will, in His own good time, see to it that the same influences that centered at Bethlehem and changed the world's darkness into light will so move the minds of men that the dawn, glimmering earthward first on Thanksgiving Day, shall strengthen from sun to sun until a completed year of Christmases shall teach mankind that every day in the

Christian twelvemonth can be a Merry Christmas, burdened as it will be, every minute of it, with acts of kindness and deeds of love.

THE TRADESMAN'S GREETING.

As the Tradesman goes to press on this 23d day of December, 1908, millions of households are happy in the wide open integrity of our annual Season of Sacred Secrecy. Each one possesses its sanctum sanctorum where only the most trusted familiar may enter.

And as we move about trying our best to preserve inviolate the confidences with which we have been entrusted; striving to fight down the delightful expectations we are so fearful may be foreshadowed by our carelessness, we can not avoid seeing, hearing and feeling things which are truly holy.

Even the tight shut doors of closets seem to mock us, while the locked drawers in dressers and chiffoniers, the demure bulks of great silent trunks, the lids of myriads of boxes and the wrappers of a host of bundles spring up and out and at one it a mad rout of ecstasy, as though bantering all to the commission of unpardonable indiscretions.

And is this all a delusion?

Do not peddle out the conventional, hiding behind the children as you thus indulge your disposition. If your stomach is out of order confess, but put aside your fears that the children are being deceived.

Try, for once, at least, to see if you can not form some conception as to the exquisite pleasure, the supreme pride and the beautiful devotion of mother, sister, father, brother, as they indulge in their ante-Christmas secrecy. The children know and the givers know that the children know.

Better than all, the children know the significance of the day and of the giving. There is nothing dubious about the spirit of that house which is filled with the true Christmas cheer; nothing doubtful as to the purity and genuineness of that spirit.

And so, for the Tradesman, to all households here's a Merry Christmas to you. May your remembrances be those telling of increased harmony, peace and contentment and may your joys continue and increase fourfold with the passing of the New Year.

When a business is on a scientific and economical basis there is little or no inducement to a dishonest policy.

When we say we hate flattery we usually mean we dislike to hear it in the third person.

The man whom everybody likes usually likes everybody.



Window To Wring Pity from Stony Hearts.

One merchant with an eye to the getting of yet more trade before the wane of Christmas enthusiasm has supplemented his windows with the following:

A Word to the Ladies.

Then comes the "word," which, for all the world just like a woman's, is "strung out" into many more than the first:

"Christmas presents of wearables bought for men by women have been the source of much material for humorous writers.

"The only reason for this is that the woman has just made the mistake of buying the goods at the wrong places.

"Now, the most acceptable present you can give a man is toggerly of the right kind, for the man of today is just as much a lover of variety in dress as the modern woman.

"You never see a well-dressed man go to a department store for clothing or furnishings. They do not carry the goods he is accustomed to wearing, and a man can not afford to be out of style any more than a woman.

"We are men supplied with goods bought by men for men and we do not dare to carry goods that are not up to a man's standard in every respect.

"To our fine stock of haberdashery we have added tasteful holiday novelties, any one of which will appeal to you—and to him when Christmas morning dawns.

"The classy dressers, the men of discriminating taste, the men who seek refined individuality, wear the label in their clothes, because the name of Blank stands for something. It stands for highest class of workmanship, fabrics from the best looms, assurance of permanency of color, originality and correctness of style, and every garment is absolutely shape retaining.

"Our large force of salesmen is at your disposal to aid you in your selections and will extend to you every courtesy, whether you make a purchase or not.

"All purchases are sent out in special holiday boxes without extra charge and delivered when you say."

Now that sort of "word" ought to carry at least some slight weight with a woman. It has a convincing ring; a tone that implies a desire to please so well with stock and service as to merit a purchase. Many a wom-

an reading the above "word" would be strongly inclined to take the above merchant at his "word" and give him an opportunity to substantiate it.

Christmas Price Tags.

If there is one part of the year when there is a crying call for price tags that season is the three or four weeks just preceding the "merriest time of all the year." People who have to give an accounting to themselves of the fifty cent pieces and the quarters, and even the dimes, nickels and pennies, are going to scrutinize the windows closely as to prices before they will care to enter the store in search of duplicates of the articles in the exhibits. Displays do not mean half so much to the observer

drifts away from the window with the crowd.

Christmas Sales.

I was asking, the other day, a dealer in articles of vertu what kind of a Christmas trade he is having.

"Not so very good," he replied, with a lugubrious shake of the head. "I think, judging by my sales the last month, that people are not doing very much in the line of gift-giving this year. A great many have told me that they planned to give Christmas the go-by this year; that they intended to remember their relatives who were children and a very few intimate friends and that that would be the limit of their presents. Oh, I have made some extra sales, of course, but nothing like I did before the wave of adversity showed its whitecap."

And that seems to be the idea voiced by many others. I am told that not many stores are experiencing anything like the business that used to gladden their books when times were brighter.

An Odd Window.

A display that attracted a deal of attention where it was set up had as a background a high fence completely covered with white cotton batting.

though who ever beheld a lean one!—was laboriously clambering up the rungs. He had only got halfway up, which gave children a good opportunity to hungrily gaze at his pack, which bulged with all sorts of toys that little cacks adore. All across the top of the fence, on top of the gateposts, and all around the base of the tower were white Teddy Bears. Teddy Bears look funny enough at any time, but the comical part of this situation was that every blessed little cub was standing on his precious little head! There were quite a number of small Christmas trees and a white bear was in the top of each. Over everything were sprinkled tiny bits of mica, which sparkled in the electric light like real snow. No other toys were on exhibition except those in Kris Kringle's pack, which concentrated notice just where the windowman intended it should be concentrated. On the arm of the good old saint hung a white placard done in iridescent lettering with a background covered with the same mica as was used on the cotton batting. The card said:

I'm
Going to
Make a Lot
Of
You Little Kids
Happy

Above the fence was a painted background—a winter scene in the country. This, also, had a quantity of flaked mica to give a shining effect.

A Shelf Design.

A good way to get a great variety of toys before the children is to have a number of shelves run around the ends and the rear of the window, all to be the same distance apart. These may be entirely covered with white cotton batting if desired, so that not a bit of woodwork shows. The name of the toys possible to be shown in this way is legion. The floor space can be utilized to exhibit any toys that "got away from" the shelves. A small evergreen tree could stand

Praise the Lord

Glory and honor and power and blessing to the King Eternal, the Mighty God, who hath wrought salvation. Let every creature in Heaven and earth and sea join to praise the everlasting Savior, the Prince of Peace. Glory in the highest, world without end. Amen.

E. E. Whitney.

where there are no price tags in evidence.

One dealer remarked to me recently:

"But, you see, if we have everything ticketed with the prices then people are not mystified enough. If the tags are so arranged as not to show the prices people are obliged to step inside to ask what they are. We make many sales where we would not if the unknowableness of the prices had not brought folk over the threshold."

Very true, Mr. Merchant, seen from your point of view. But look at the matter once through the eyes of the opposition and it strikes me that you will change your opinion. It appears to me that a great many more people are going to go inside and buy when they know before entering just what certain things will cost them than will be drawn into the store to enquire what those things sell for. When prices are visible to all who can "see without their specs," if people have the desire to buy, and moreover can jingle the money in the pocketbook to pay for things, they are not likely to hesitate. But when the articles admired give no intimation of the cost the average beholder is not inclined to go to the bother of trying to find out for himself and so

Tall columns, each supporting a big round ball, flanked the gate. At the left was a large tower, the windows of which were dimly lighted. A ladder reached from the floor to the highest window and a fat Santa Claus—

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.

FLANNELETTES

About two hundred pieces to be closed out at

CUT PRICES

P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

at each corner, and the "leaders" of a row of still more diminutive ones could point skyward from the top-most shelf. These trees would give a touch of cheerfulness to an otherwise too colorless scene. Papier mache Santa Claus heads such as are manufactured by window specialty companies could be set up to alternate with the Christmas trees on the uppermost shelf. Above everything in the background suspend a line of red Christmas bells, which would assist the trees in livening up the window.

A Poor Window.

By this I don't mean a poorly-arranged window, but I mean a window gotten up to illustrate the interior of a very humble home. This would appeal to the hearts of children of the well-to-do and, by exciting their sympathies, might suggest to them that they purchase some of your playthings and try to sweeten the lives of a few of their brothers and sisters less fortunate than they—the desolate ones whose parents can not afford to purchase even one toy for them.

In a window of this description everything put into it should be of the very shabbiest description—plain wooden floor, pine table in one corner, a miserable old stove in another, by the side of which should sit, in a rickety old rocking chair, a dummy most wretchedly clothed, in her arms an apparently shivering babe—a doll raggedly dressed. Hang on the wall

one of these old fashioned mottoes worked in cardboard:

God Bless Our Home

On the table place an end of a small loaf of bread, with a plate and knife and glass of water. On the table have a tablecloth all slit up to look dreadfully destitute. The background should be of canvas, painted as if it were the side of the room, with a broken window pane stuffed with an old coat or rags. Through a pane that isn't smashed have the face of His Imperial Majesty Kris Kringle looking with kindly and anticipatory interest.

I believe that many grown-ups who should see such a window would be inspired to respond to Mell Trotter's impassioned appeal, last Sunday night, for toys—new or cast-off—to put on the great Christmas tree that is going to bring joy to many sad little hearts next Friday afternoon at 3 o'clock, to which festivity the big-hearted Mell invites as many of the grown-ups to come as possible.

The Danger in Dealing Clandestinely With Married Women.

Kalamazoo, Dec. 21—I have been awaiting a favorable opportunity to write you and tell you how much I appreciated your recent editorial on the subject of extending credit to married women without the knowledge and consent of their husbands.

When I first engaged in business I thought it was a smart trick to secure trade in this way because many husbands will pay bills of this character rather than make a disturbance;

but I soon learned that every time I forced a situation in this manner I made a life-long enemy of the husband. Moreover, I found that about 40 per cent. of the husbands—comprising the best class of my customers—refused to permit anything to come into their homes unless it was paid for at the time it was ordered, so I had my trouble for my pains and suffered constant losses by being compelled to take back goods, which, in many cases, I had to consign to the bargain counter to dispose of. It cost me many a pang to have to give up this portion of my business, but the loss of customers and money from this cause forced me to see the matter in the same light the Tradesman does, and I reluctantly reached the conclusion that any merchant who trusts a married woman without the knowledge and consent of her husband is as great a sneak as the woman is herself.

It is possible that this policy can be pursued in a large city without serious inroads on a merchant's business, because the loss of an occasional customer can be made up by advertising and other inducements, but in a small town or a city of moderate size customers are not so numerous that they can be alienated or antagonized without the loss being felt.

I fully realize that there are women and women and that some women can be trusted implicitly. There are wives who talk their matters over with their husbands beforehand and reach conclusions in a manner which

makes it perfectly safe to do business with them; but the woman who recklessly takes matters in her own hand and orders goods without her husband's knowledge or consent is an unsafe person to do business with. She is not only a menace to her family, because she destroys the peace and happiness of her home and betrays the confidence of her husband, but she is a menace to the merchant as well; and she soon comes to be known as an irresponsible individual whose presence in the store is regarded in the light of a pestilence, because it leaves nothing but annoyance, ill feeling and loss behind. The merchant who enters into a conspiracy with such a woman by selling her goods on credit and undertaking to force her husband to pay for them later on places himself in the position of a common swindler and is entitled to no sympathy if he loses his account and the friendship and good will of the husband as well.

Perhaps some way can be devised by which a merchant can do business with a married woman clandestinely and yet retain the good will of her husband. If so, I shall be glad to hear from my brother merchants on this point.

Celery City.

Accounted For.

Sunday School Teacher — Now, Johnny, what was the miracle of the loaves and fishes?

Johnny—The fish became as big as the men who caught them said they were.

Good Storekeeping

When you hand out Royal Baking Powder to a customer

You know that customer will be satisfied with his or her purchase;

You know that your reputation for selling reliable goods is maintained; and

You know that customer will come again to buy Royal Baking Powder and make other purchases.

It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.



Movements of Merchants.

Boyer City—Louis McIntyre has opened a grocery store.

Hancock—The Nikkila & Silfven Co. has opened a hardware store.

Flint—Jess Roat has purchased the grocery stock of Charles Moss.

Middleville—W. W. Watson succeeds A. J. Stevens in the meat business.

Sturgis—Walter Coombs, of Eaton Rapids, has opened a general store here.

Kingsley—August Fischer is succeeded in the meat business by Peter Snyder.

East Jordan—Muma & Co. have engaged in the grocery and meat business.

Albion—The general stock of Oxby & Krenerick has been purchased by E. C. Deyoe.

Kingsley—Edd. Connine, of Wexford, will soon engage in the hardware business at this place.

North Adams—G. C. VanFleet is closing out his clothing stock preparatory to retiring from trade.

Houghton—The Lake Superior Produce Co. is making plans for the erection of a new store building next summer.

East Jordan—S. J. Colter will continue the hay, feed, grain and flour business formerly conducted by Hipp & Colter.

Thompsonville—W. Pike has sold his grocery stock to I. J. Quick, who was formerly engaged in general trade here.

Scottville—Norman Upper has opened a meat market in the same store in which his mother conducts a grocery store.

Wacousta—E. Cooley, whose store was recently destroyed by fire, has leased a store in the Maccabee building and will soon re-engage in trade.

Lansing—Hiram E. Wolverton, who was engaged in the bakery and confectionery business in Lansing for the past eighteen years, is dead.

Stanton—Arthur Taylor has taken L. E. Brown, of Greenville, as a partner with a half interest in the hardware business conducted by him here.

South Range—The South Range Mercantile Co.'s business will be managed by Jacob Uitti, of Kearsarge, and his brother, Samuel Uitti, of Mandan.

Norrisville—Burney Norris, of Suttons Bay, who is a son of John Norris, who formerly owned the flouring mill here, has become the proprietor of same.

Harriette—B. Plottler has moved the stock of the Harriette Drug Co.

into the addition to his store. This stock will be managed by H. Lemire, of Grand Rapids.

Shelby—F. A. Runzel has purchased the Hartman & Pierson drug stock at Lakeside and removed it to this place, where he will engage in the drug business.

Bangor—Sherrod & Son have taken over the furniture stock of M. Goldberg, manufacturer of mattresses. Mr. Goldberg will continue this line of his business.

St. Joseph—The store recently vacated by Kramer & Kramer will soon be occupied by B. R. Upham and R. H. Radtke, who will conduct the grocery business.

Stanton—Abe Beno, formerly employed in the dry goods, clothing and furnishings store of Sol Gittleman, of Lakeview, will soon open a men's furnishings store here.

Grant—Herman Marvin, who has conducted a general store at West Ensley, eight miles east of this place, for the past seven years, has removed his stock to Brunswick.

Muskegon—Hartman & Pearson are succeeded in the drug business by Frank Runzel, now of Muskegon, but who formerly manufactured fruit packages and baskets in Shelby.

Lake Odessa—Wilcox & Haddix, meat dealers, have terminated their partnership relations after being in business here for the past five years, Bishop Haddix continuing same.

Saginaw—G. W. Meyer is closing out his general stock preparatory to discontinuing business. He is undecided as to his plans for the future, although he contemplates moving to Detroit.

Henderson—S. J. Redfern has merged his hardware business into a stock company under the style of S. J. Redfern & Co., with an authorized capital stock of \$8,000, all of which has been subscribed.

Traverse City—H. F. Campbell has sold a half interest in his drug stock to Frank Green, who formerly clerked in the drug store of Frank Mead. The new firm will do business under the style of the West End Drug Co.

Detroit—Geo. H. Hammond has merged his meat business into a stock company under the style of the Riopelle Market Co., with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Albion—A. M. Barry and W. W. Osmun will succeed Mulvaney & Lohrer in the coal and wood business under the style of Barry & Osmun. Mr. Barry has been engaged in the fuel and feed business for about eleven years. They will close

out the implement and harness stocks and devote all their time to the sale of coal, wood and feed.

Big Rapids—The stock, fixtures and accounts of the Quirk-Newman-Wanink Co., inventorying some \$3,900, were sold to L. F. Bertrau at his offer of \$1,500. Mr. Bertrau subsequently sold the stock to W. A. Stillwell.

St. Joseph—The A. B. Post Co., of Kalamazoo, has purchased the Kramer & Kramer hardware stock for 41 per cent. of the inventory at wholesale prices. The tools were bid in by John Freund, trustee, who will sell same later.

Manistee—Patrick Noud has merged his lumber business into a stock company under the style of the Noud Lumber Company, which has an authorized capital stock of \$25,000, all of which has been subscribed and paid in in cash.

Decatur—R. W. Evans has removed to Elkhart, leaving his grocery stock in his store here at the disposal of his creditors. The liabilities are not obtainable at this writing. Mr. Evans has been engaged in business here for several years.

Paw Paw—John C. Berridge, pharmacist for the late A. C. Martin during the past year, has rented the Strowbridge building and will open a drug store there. Mr. Berridge is a graduated pharmacist and also a graduate of the Detroit College of Medicine.

Tustin—Claude Estlow and Geo. R. Baltzer have formed a copartnership under the style of Estlow & Baltzer and will conduct a hardware and implement business, having purchased their stock of the Clark-Rutka-Weaver Co., of Grand Rapids, the Fletcher Hardware Co., of Detroit, and Morley Bros., of Saginaw.

Traverse City—Frank A. Dean, formerly manager of the wholesale department of the Hannah & Lay Mercantile Co., resigned his position some time ago in order to look after his own business interests on North Manitou Island. When the retail and wholesale departments were divided under the new management, Mr. Dean was placed in charge of the wholesale division and made good, but the demands of his own business made it necessary for him to leave. Mr. Dean has a large store on the Island located near Smith & Hull's camp. He has been there some time looking after his interests, going there at first with the intention of returning here for a while but finding that the business needed him.

Manufacturing Matters.

Detroit—The Gray Motor Co. has increased its capital stock from \$70,000 to \$100,000.

Owosso—H. N. Ainsworth will manage the business of the Ashley Elevator Co., which will soon begin operations.

Menominee—The Michigan Refining & Preserving Co. is adding more machinery to its equipment to facilitate matters in the canning of peas.

Detroit—A corporation has been formed under the style of the Detroit Scale & Butchers' Supply Co.,

which has an authorized capital stock of \$5,000, of which \$2,500 has been subscribed and \$1,000 paid in in cash.

Lake Odessa—The food factory has been sold to the highest bidder, the price being \$14,080. It will continue business under the present management under the name of the Michigan Food Co. New equipment is being installed.

Battle Creek—A corporation has been formed under the style of the Battle Creek Wire Fence Co., which will conduct a manufacturing business, with an authorized capital stock of \$50,000, of which \$25,000 has been subscribed and \$7,750 paid in in property.

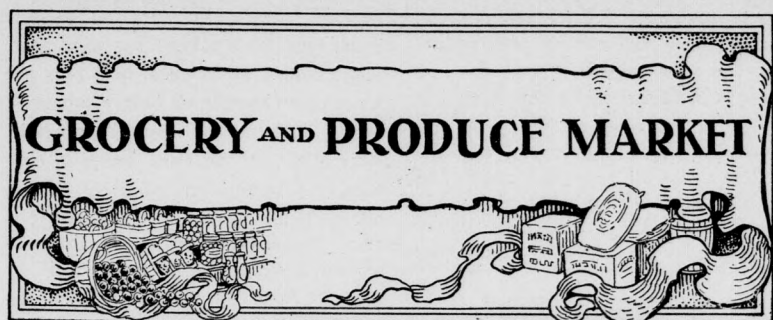
Marquette—Operations have been resumed at the cordwood camps of the Cleveland-Cliffs Co. to supply the wood for two of the company's plants now in operation. The Gladstone furnace has been started after two months' idleness. The Marquette plant has been started seven weeks after a shutdown of several months. The Newberry and Manistique plants will start soon.

Sagola—The Sagola Lumber Co. has completed plans for the season's logging. It will cut and ship to the mills about 2,000,000 feet of logs from its holdings in the Flat Rock district and has let contracts to jobbers for 240,000 feet in the Sagola district. It has also contracted to buy 2,000,000 feet of logs from loggers within ten miles of the mill and has other purchases aggregating 2,000,000 feet in view.

Grace Harbor—The Grace Lumber Co. has leased its docks and other property at this place to Herman Hoeft & Son, of Rogers City. The latter firm owns a large tract of timber near here and will lumber extensively here this winter. This timber is on the line of the new railroad which M. D. Olds & Co., of Cheboygan, are building, it is stated, from Cheboygan down into the lumber regions in Presque Isle county.

Bay City—William Knapp and James A. Scott have bought the E. C. Hargrave sawmill and premises, located upon what is known as the "middle-ground," and the firm will be styled Knapp & Scott. The mill was erected forty years ago by Miller & Rorison. It has been overhauled and improved, however, and is in good condition. The firm has contracts to saw lumber that will keep the plant in operation day and night the ensuing year. The estimated capacity of the plant is 65,000 feet daily.

Menominee—There is no scarcity of men this winter for work in the woods. Woodsmen are plentiful at greatly reduced wages compared with what was paid two years ago. The average wage paid this winter is \$26 and board for men doing average woodwork, teamsters and old hands receiving somewhat higher wages. The closing up of many industries which were compelled to shut down in the lumbering districts has thrown many men out of employment, and while a large number have returned to work during the last two months, many others will not operate until next spring.



The Produce Market.

Apples—New York Spys, \$5@5.50; Snows, \$4.50; Baldwins, \$4.50; Greenings, \$4@4.25.

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

Beets—\$1.50 per bbl.

Butter—The market has been very firm and active during the past week. There has been an increased demand for everything in the butter line, and the make is short, as is usual for the season. The percentage of high grade butter is light and all grades meet with ready sale at top quotations. There will likely be a falling off in the wholesale demand on account of the prevailing holiday, and for this reason, in spite of the strength of the market, there may be no further advance at the present time. The market is very healthy and will likely remain unchanged until after January 1. Fancy creamery is held at 31c for tubs and 32c for prints; dairy grades command 26c for No. 1 and 18c for packing stock.

Cabbage—75c per doz.

Carrots—\$1.50 per bbl.

Celery—30c per bunch.

Citron—60c per doz.

Cocoanuts—\$5 per bag of 90.

Cranberries—\$15 per bbl. for Late Howes from Cape Cod; \$13 for Bel and Bugle from Wisconsin. The falling off in the demand has checked any further advance.

Eggs—There has been some increase in the production of fresh eggs and the demand has been only moderate owing to the extreme high prices. The future will depend upon the production of fresh eggs, which is in turn dependent on the weather. The market at present is in quite an unsettled condition. Local dealers pay 28@29c on track, holding candled fresh at 32@33c and candled cold storage at 27@28c.

Grape Fruit—Florida commands \$3.75 for 70s and 80s and \$4 for 46s, 54s and 64s.

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

Honey—15c per lb. for white clover and 12c for dark.

Lemons—Messinas are in fair demand at \$3.25 and Californias are slow sale at \$3.50.

Lettuce—Leaf, 12c per lb.; head, \$1 per doz.

Onions—Yellow Danvers and Red and Yellow Globes are in ample supply at 75c per bu.

Oranges—The market is steady on the basis of \$2.75 for Floridas and \$3.25 for Navels.

Parsley—35c per doz. bunches.

Potatoes—Local dealers are holding at 70c.

Poultry—Paying prices: Fowls, 8@9c for live and 10@11c for dressed; springs, 9@9½c for live and 11@12c for dressed; ducks, 8@9c for live and 10c for dressed; geese, 10c for live and 13c for dressed; turkeys, 13@14c for live and 16@17c for dressed.

Squash—1c per lb. for Hubbard.

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

Veal—Dealers pay 4@5c for poor and thin; 5@6c for fair to good; 6@8c for good white kidney. The embargo on Michigan cattle has tended to flood every Michigan market with stock, so that prices have been only nominal.

The Grocery Market.

Sugar—The market is without change on the basis of the decline chronicled last week. The refiners are still at odds with each other and are talking about inaugurating a new selling agreement. The demand for sugar is moderate.

Tea—The December movement has shown a slight improvement, especially in Japans and Ceylons, and while the holiday season and the near proximity to the usual date for store inventories naturally cause a dearth of orders the outlook is good for increased sales among the jobbers after Jan. 1 with firm prices.

Coffee—Both Rio and Santos grades are dull and weak. Mild coffees are steady and in fair demand. Java and Mocha are unchanged and in moderate demand.

Canned Goods—There is no demand for tomatoes except for immediate wants and the tone is rather weak. Corn continues very firm, but the market has a quiet appearance. Peas are without change and, while the market for the higher grades is statistically firm, a somewhat easy tone is reflected on account of the large amount of cheap peas which are being offered. Canned pumpkin and squash are steady. Peaches and apricots are without animation and a rather easy tone is reflected in the Twin City market. Gallon apples are strongly held, but buyers seem inclined to hold off, and it is said to be only when stock is actually needed that sales can be made at the prices demanded by holders. Strawberries and raspberries continue firm. Salmon of all kinds, excepting pinks, continue on a strong basis, and some jobbers predict a material advance before the next canning season on account of the limited supplies. Pinks are in good supply and an easy tone is shown. Imported and domestic

sardines are firm. Lobster is steady.

Dried Fruits—Apricots are scarce and high and in fair demand. Currants are in excellent demand at unchanged prices. Raisins are very weak and in very unsatisfactory demand. Offers of fancy seeded have been made during the week at 5½c coast. Citron, dates and figs are active at ruling prices. Prunes are still weak. Outside stock can be bought at 27½@3c basis, and Santa Claras at 3¼c at the outside. The demand is light. Peaches are selling fairly well at unchanged prices.

Farinaceous Goods—Rolled oats are firm and prices are considered low in comparison with the price of the raw product, although no change is expected for some time at least. Tapioca is easy and featureless.

Rice—Jobbers believe that domestic Japs have touched bottom and will continue on a steady basis for some time. Fancy heads are not very plentiful and the market reflects firmness.

Cheese—The demand is light and the market is firm and unchanged. The trade look for continued dull trading until after the first of the year, after which there is always a better consumption, usually accompanied by slightly higher prices as carrying charges increase. The stocks of cheese in storage are lighter than for some years, and the market is in a very healthy condition.

Syrups and Molasses—Manufacturers of glucose have declined 20 points, making a drop of nearly ½c. Compound syrup declined 2½c per gallon in sympathy, making the total decline 4½c. This reduces syrup up to a comparatively low level. The demand is fair. Sugar syrup is unchanged and in fair demand. Molasses is steady to firm and shows no change in prices for the week.

Fish—Cod, hake and haddock are unchanged and dull. Salmon is selling in a small way at prices that show no change. Sardines of all grades are steady to firm and in light demand. Norway mackerel is firmly held. Irish mackerel are not quite so firm and probably some concessions could be obtained in them. The demand for mackerel is light.

Provisions—Prices generally are unchanged. Smoked hams are practically at a standstill. Both pure and compound lard are steady at unchanged prices, and the consumptive demand absorbs all arrivals. Barrel pork, dried beef and canned meats are unchanged and very dull.

H. D. Plumb's Son, general dealer and miller at Mill Creek (Comstock Park), who was recently thrown into bankruptcy by his creditors, is offering to compromise on the basis of 45 cents on the dollar. The liabilities are \$14,500—\$11,500 for merchandise and \$3,000 to relatives for alleged borrowed money—and the assets are \$9,500. The creditors are very generally accepting the offer, believing it to a very generous one on the part of Mr. Plumb.

Booze butts in where angels fear to tread.

The Schuh Case.

There comes a letter to Mr. C. S. Udell, President of the Kent County Humane Society, from a citizen of Grant, commending in high terms the interest taken by the Society in the vivisection case—known officially as the Schuh case—at the Grand Rapids Veterinary College recently.

Beyond any question this case was first revealed by the Evening Press of this city. It was "played up" as a feature in two or three editions and was, from the reportorial standpoint, well handled, whereas the interest displayed by the Humane Society was purely altruistic. The sole purpose of the Society was to secure justice for all concerned.

Thus we have two distinct phases of the matter—that of the newspaper and its desire for sensation and that of the Society, the humane purpose. From the journalistic view little consideration was deemed necessary as to the still undecided contention relative to the value of the practice of vivisection. The incident was uncommon, it made several good stories and was unquestionably news. From the humane aspect vivisection properly conducted is sometimes necessary and beyond cavil and has proved of value to humanity. And it was with a desire to clearly prove cruelty to animals that the Humane Society interested itself.

The Court before whom the evidence was presented and the arguments made held in favor of the Humane Society; Dr. Schuh was convicted and the Evening Press had an opportunity for self laudation. So far as the Grand Rapids Veterinary College is concerned it has gained in experience as every medical and surgical school in the country has gained. There are certain results in all scientific developments which can not be demonstrated except at some loss to the demonstrator, and it is losses such as these which are constantly contributing toward the ultimate perfection for which all are striving.

Give Better Value for the Money.

If the mail order trade is hurting you, just remember that there is only one way you can down it—by giving better value for the money. You can do this on the goods themselves in some lines and in others you can do it in prompter service, etc. But don't ever get it into your head that local patriotism is going to keep your trade for you. When you are talking to your prospective customer don't fill up your advertising with anything but just straightforward, logical reasons why you can give him the most for his dollar.—Brains.

The Judson Grocer Co. has furnished a new stock to Colgrove & Simon, who have engaged in trade at Buckley. Mr. Colgrove was formerly a member of the firm of Colgrove Bros., at Remus.

Some people do not know the difference between fearing God and being afraid in the dark.

Thinking is a manifestation of the spiritual.

NEW YORK MARKET.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Dec. 19.—There is seemingly a little firmer feeling in the coffee market, both speculative and spot. There are all sorts of reasons given as causes for higher prices, and lately we have been hearing of a duty of 5c per pound, which it is said Uncle Sam may levy on the article. This, however, is very premature. The comic opera "war" between Venezuela and Holland is given as another cause, and so on. Meantime the chances are that we shall see very little variation for months to come. The long-talked-of loan is a success, and this tends to keep the market steady. In store and afloat there are 3,648,995 bags, against 3,769,036 bags at the same time last year. At the close Rio No. 7 in an invoice way is quoted at $6\frac{1}{2}$ @ $6\frac{3}{4}$ c. Mild grades have been in better sale during the week and the sellers seem rather to have the advantage. Good Cucuta, 95½c.

More interest is being shown in teas. The demand is improved and the whole range of values is more firmly maintained, even including the low-down stocks that have been neglected. Supplies are not especially large, and good sales to arrive have been made of Formosas. Quotations do not seem actually any higher, but there is a feeling that some advance may come. Proprietary brands are doing well and the number is legion.

Rice is steady. The staple is, of course, somewhat neglected at this time of year, but holders are firm. The situation seems unchanged, with the growers and millers, one holding the rough for higher prices and the other maintaining that more can not be paid. Prime to choice domestic, $5\frac{1}{2}$ @ $6\frac{1}{4}$ c.

Sugar is dull and uninteresting. Sales are of small quantities in the way of withdrawals under previous contract, and new business is about nil. Quotations show no change, 4.65c being the local rate.

Spices show a little more animation, in sympathy with other things, and the movement this week has been more satisfactory than for a long time. Supplies are moderate and quotations are fairly steady.

A good steady call for molasses has prevailed all the week and grocers' grades fetch full value. Prices in the South are well held and with the supply not especially large the outlook favors the seller. Good to prime centrifugal, 22@30c; open-kettle, 28@42c. No large lots of syrup have been offered. Prices are about unchanged. The limited supply is due to the closing down of several sugar refineries.

Canned goods move, but almost imperceptibly, and the canner who can find any satisfaction with the present situation must be an optimist indeed. Tomatoes remain about the weakest thing on the list and work out for "any old price." The range seems to be 65@70c, but the transactions are usually of small lots and

not over a car or so are recorded. New York State corn at 65c attracts little notice, although it is less than the figures usually quoted—70@75c. Considerable interest is shown as regards the Louisville convention and New York will be well represented. It is going to be a most important meeting.

Butter is firm at about the same

onds, 28@29c. Stocks are not especially large and sellers are firm.

Christmas Gifts for Men.

At this season of the year there always goes up a universal wail from the women all over the country demanding to know what they shall give a man for a Christmas present. One knows by intuition what a wom-

neckties that make selecting them a hazardous undertaking for a woman, while cigars, or tobacco, or a pipe are not to be thought of unless the giver wants derision by way of gratitude. You may get the very brand a man uses, or something infinitely better, but he is bound to the traditional joke about wifey's cigars, and a Perfecto wouldn't wean him from it. Still, it may be cruel to deprive him of it. Christmas wouldn't be Christmas without it.

Fancy work for men is also love's labor lost. They never know what to do with it, or find out what an embroidered chest protector or mourning case is intended for, and they invariably pass it on to some other woman. Last Christmas a popular young lawyer of this city was discovered ruefully contemplating the offerings of fifty young women who had submerged him in hand-worked and hand-painted abominations. "Gee!" he said at last, confidentially to his friend, "but I would trade them all off for one good pair of socks."

To the hand-made presents there are two notable exceptions: Sofa pillows never come amiss, but in making them for men beware of delicate colors, and loose embroidery and flummery. A man's room gets hard service and the things in it are for use, and he wants a cushion that can be crumbled up into a knot under his head when it aches and that will come out of the ordeal as good as new. Picture frames are also acceptable and are all the more appreciated if a girl's deft fingers have worked on them some motto or sentiment that gives them a little intimate and personal touch.

Among bought things, costly thy present as thy purse may buy, but never insult a man's good sense by giving him flimsy things. A match safe that is only big enough to hold a half dozen matches, an inkstand that a thimbleful of ink will overflow, and that is perpetually dry when he wants to write, will keep him in a state of irritation with the giver. Get a big, generous thing. Economize on the quality of a man's present if you must, but never on the quantity.

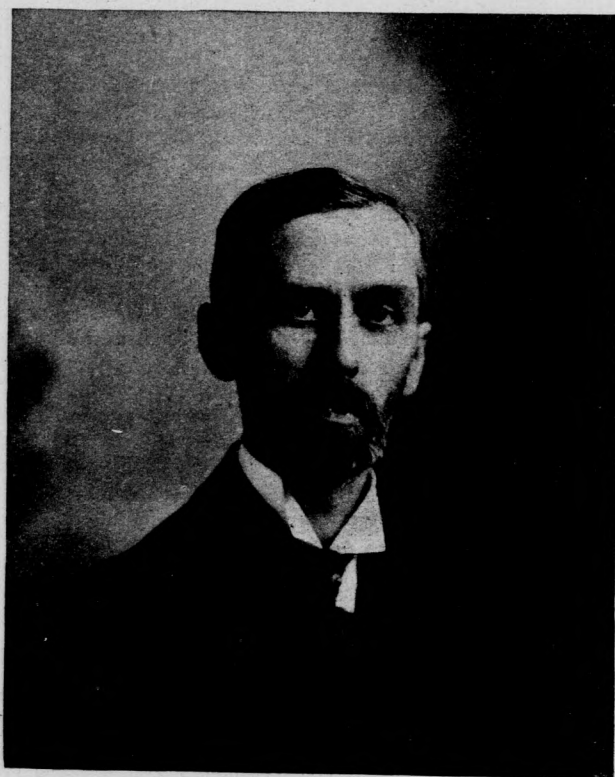
For the rest, give father a box of handkerchiefs or stockings, a pair of silver-mounted suspenders, an easy chair or a subscription to his favorite magazine.

Give John some book he loves, a smoking jacket, a cut glass and silver cigar jar, or some object of "bigotry and virtue," as Mrs. Partington would say, for his den.

For your brother, a signed Gibson drawing, a Russian leather wallet or card case, or something in silver for his desk.

For the college boy, a chafing dish, a couch pillow, a table cover, or any odd picture for his room.

For a man friend—take Puck's advice to those about to marry—"don't." No strange man ever likes to take a present from a woman. Refrain from giving him the things he does not want, and earn his liveliest gratitude.



Lee M. Hutchins, Treasurer Hazeltine & Perkins Drug Co., on the Business Situation:

I think business conditions at large are improving. I am, however, at a loss to understand whether these circumstances indicating improvement during the last two or three weeks, are strained or natural. The fact is that the condition of the producers in the fields, more particularly our farmers, have not been disturbed during the last year of panic. If we shall regain prosperity without this having occurred, we shall have transgressed and over-ridden all the old laws that appeared to govern the panics of the past. We once in a while find a man who says "I have been through this thing before" but no man has been through the kind of panic we have had this last year, at any previous time.

Outside of the manufacturing cities of Western Michigan, there has, as a rule, been no panic during the past year, in fact, our own city would not have been disturbed if it had not been for the loss labor has sustained in the furniture industries. All the surrounding small towns have been in good condition. Almost without exception outside of a period of a few days, three or four times during 1908, collections have been good. Our State has a varied aspect in its money making powers from the fact that we have not only forests but good grain fields, sugar beet industries and a very large and successful fruit belt through Western Michigan, all of which bring spot cash in any market, at a good price. Our furniture industries are resuming full time rapidly and report good orders. So far as Michigan is concerned, I am optimistic and believe the year 1909 will be equal or even better than the year 1907. The only misgiving I have is that if we resume and prosperity is ours for 1909, all of the laws that have governed previous panics, will have been overhauled.

quotations as last week. Creamery specials, 32@32½c; extras, 31@31½c; Western imitation creamery, 22@23c; factory firsts, 21@21½c; seconds, 20@20½c. Process, 24@24½@25c.

Cheese is quiet. There is a steady volume of trade, but the call is for very small quantities, and prices show no change whatever. Full cream, 14½@15½c.

Eggs have declined, but at the close are firm again and fresh-gathered firsts are held at 30@31c; sec-

onds, 28@29c. Stocks are not especially large and sellers are firm.

One would like, but a man's wants are always an inscrutable mystery, and one never realizes how little one knows of the tastes of the men of her family until she starts out to buy them something. Whatever she gets is sure to be the wrong thing, and, as men never think it worth while to disguise their opinion of a present, perhaps the plan of the woman who buys her husband a pink chiffon opera wrap for a surprise for Christmas morning is just as good as any.

There are subtle points in buying

CONSUMPTIVE CRANKS.

Why They Should Not Precipitate a Panic.

Owosso, Dec. 22—Are we not forcibly reminded that the "sins or weaknesses of the parents are visited upon their children to the third and fourth generation?" Hereditary disease is acknowledged to be the great curse of the human family. The writer does not pretend to combat the theory that tuberculosis should be classed among the list of contagious diseases from a professional standpoint, but from his experience with it, his close observation of many cases and the personal history of many families along whose lineal pathway the blight of consumption has lingered for generations and still holds them in its grasp. A brief history of one of these unfortunate families will go far towards proving tuberculosis to be purely a hereditary disease and not contagious. There are cases where persons who have nursed patients in the last stages of consumption, breathing the poisonous atmosphere of the sick room, may have hastened the development of the taint of scrofula or consumption that was in their own blood from hereditary causes, but that does not imply contagion in the broad sense of the term. Early in my boyhood circumstances drew my observation to one particular consumptive family in which my mother was greatly interested, and this fact led me to observe others that I have met during my long life.

In a little hamlet in Western New York there lived a consumptive family by the name of Aiken. As a Christian missionary my father's field of labor led him to this neighborhood. A strong friendship grew up between this missionary's family and that of his afflicted parishioner. The grandfather was still alive, but the grandmother had died many years before, bearing two children, a son and a daughter. She died of consumption. The son, Orra Aiken, married and raised a family of two daughters, both of whom died of scrofulous consumption at the ages of 20 and 22 years, and their father soon followed them, a victim of the same fatal disease. The daughter married Major Nathaniel Allen, of the United States Army. She bore him three sons and a daughter. These three brothers, realizing the doom that hung over them, entered into an agreement never to marry. Better that the generation should die out than that the poisoned taint should be transmitted farther. The sons were college graduates and entered the professions. The oldest, Nathaniel, chose law and entered the office of Hon. John C. Spencer, of Canandaigua, N. Y. Mr. Spencer afterwards became Secretary of War in the Cabinet of the first Harrison.

The second son, Orrin, chose the medical profession and graduated from the Geneva Medical College. He opened his professional career in Louisville, Kentucky, and became celebrated for his skill as a physician and surgeon.

The third son, Porter, graduated at West Point, joining the army as a lieutenant in a corps of topographical engineers assigned to duty west of the Mississippi River. Now, let us look at the fate of these three apparently robust sons, who reached manhood and chose different fields of usefulness for their life work: The oldest, the lawyer, was the first to yield to what he termed that curse of diseases, consumption, and came back to the home of his childhood and died. A few years later the second son, the skillful doctor, who had made his home in the Sunny South in the hope of prolonging life, came back to the old homestead and, after a short struggle, consumption claimed the victim and we laid him beside his brother in the little church yard on the hill.

There still was left the younger brother in the active military service of his country in the West, where he had hoped to put off the evil day by a rugged military life. A few months later his only sister, who occupied the old homestead with her family, received a letter with only the announcement that he was coming home to die, and before the autumn leaves had ceased to fall we laid him beside his brothers.

This family history closes with a short sketch of the only sister, whose home had been so often clouded in gloom at the death of her brothers. She was the wife of Robert S. Rose, a courtly gentleman of the old Virginia school, and bore him five children, who, as they grew up, scattered in various directions. Three of them are known to have died of tuberculosis. The last of these was the late George W. Rose, of Detroit, the son-in-law of Governor H. P. Baldwin.

Outside of that particular line there were no cases of consumption in the neighborhood for a long time. Surely if consumption was a contagious disease it would have shown itself outside that single line of heredity. There is no similarity between tuberculosis and any contagious disease in all the catalogue. All really contagious diseases are erratic in their habits, here to-day and there to-morrow. They travel in streaks and visit places far separated from each other at the same time. They are liable to break out and rage in a malignant form or only exhibit a mild type until sanitation or professional skill has stamped them out. They are under the control of curative means, while all sound authorities agree that consumption, fully developed, is beyond the reach of medical skill.

It is a mischievous theory that would invest any disease with the horrors of contagion, especially a disease so common and so lingering as consumption.

I can conceive of nothing more revolting than a theory that would bar all sympathy from the dying bed of the consumptive through a panic of contagion. It shuts out the ministrations due from mother, sister, wife or sympathizing friends through fear and turns the loved in their direct

extremity over to the tender mercies of hirelings and aliens. God pity the poor consumptive who falls into the hands of these tuberculosis contagion cranks.

W. S. H. Welton.

It Takes Time and Patience for Satisfactory Sales.

Written for the Tradesman.

"Yes, we always have—always expect—a deal of bother about Christmas sales of slippers, be they men's, women's or children's. The giver thereof is generally shy of the size and, having to guess at it, often conjectures wrong—in fact, is more frequently wrong than right in his estimate.

"After the Holidays are over it's usually all of a month, if not longer, before all the slippers come in that are fit subjects for exchange. Slippers that are correct as to length are apt to be too wide or too narrow, or too something or other.

"Of course, we can not refuse to exchange them if they don't suit the receivers, as they would be a dead loss, so far as wearing is concerned, if they were not a proper fit. At least half of the Holiday goods that we sell come back to be exchanged, so that we have to try them on twice to make one sale.

"Sometimes, which is worse, we have to refund the money paid for them; then we are out both time and money, plus a bushel of patience and good humor.

"Quite an amount of slippers we have to sell on credit, and, besides this drawback, many and many a time

these are brought back for exchange. And that's a bad thing for the store, too.

"Oh, it's no bed of roses that the shoe man or his clerk sleeps on, I can assure you, in the matter of Christmas selling of slippers. However, we can always console ourselves that it will be all the same in a thousand years from now;" and the clerk smiled the smile that sticks on and that showed a row of gleaming teeth.

Kate Wallingford.

Positive Advertising.

The man who uses his advertising space to mention the things he does not carry or to enumerate the things he does not sell is not only wasting his space, but further than that, he is using it to the advantage of some one who does keep the other things in stock. Advertising should tell what the store sells, and it should describe the goods in such a way as to make people want to buy them. In telling of policies it should set forth the principles that store does follow, not the ones that it avoids. People are interested in men and stores that do things. They want to know what they do. They don't care two straws for what they do not do. To tell the things you do is positive talk and the reverse is negative talk, and there is no question as to which will interest the more readers and bring them to your store.

Most of us consider the spiritual only as it relates to a feeble form of piety.

To our Friends and Customers

A Merry Christmas



WORDEN GROCER COMPANY

The Prompt Shippers



DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by
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Grand Rapids, Mich.

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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.

Wednesday, December 23, 1908

HEREDITY VS. ENVIRONMENT.

Because Euripides, the great Greek poet, was twelve or fifteen years older than Democritus, the Greek philosopher, it is possible that the latter obtained a suggestion from the poet's assertion: "The gods visit the sins of the fathers upon the children," which, devoutly analyzed and pondered over, resulted in giving to the world the "Laughing Philosopher's" theory that matter is eternal and consists of indivisible atoms infinite in number.

Whether or not such a premise is rational or mere nonsense the fact stays that nearly 500 years before Christ the subject of heredity was recognized, studied, believed in.

And the good Lord alone knows as to the fate of that topic during the succeeding centuries.

About all that is known by those who are not scholars and philosophers is that many great investigators have spent large portions of their lives in efforts to determine accurately the origin of life and to demonstrate, as conclusively as possible, the meanings of the multitudinous ramifications they have been called on to follow to the limits of their respective abilities as students and philosophers.

And so we have as modern theories those of Elsberg and Hackel, of Jager, of Darwin and of Weismann.

And so the laymen know in a very general way as to the still obscure value of the theory of Parthenogenesis; of Darwin's theory of Pangenesis and of the favorite generalization known as Atavism—favorite because it is most easily comprehended and because it has been many times demonstrated in both animal and plant life.

And after all is said there are millions of people who still have strong faith in the accuracy and force of the Greek poet's: "The gods visit the sins of the father upon the children." There are millions of good, fair minded and intelligent people who are convinced that, as between the influence of heredity and that of environment, heredity is to be counted upon with the greater safety.

In an address before the conven-

tion of the Michigan State Board of Corrections and Charities in this city recently Rev. A. W. Wishart "played horse" with the theory of heredity. "If your great grandfather squinted his left eye constantly you must squint your left eye," he said in an inimitably effective way, and after presenting other similarly ridiculous examples, he declared the thing to be absurd and added: "What a monstrous weight of infirmities we would all of us be carrying were this theory correct."

And this after over two thousand years of investigation and more or less faith in that theory.

No wonder that some of the older brethren in the Presbyterian faith smile broadly when someone refers to Dr. Wishart's orthodoxy.

Of course, as a public speaker who can get hold of and retain his grip on an audience, the learned gentleman is entitled to utilizing a bit of humor now and then, but those who are really his admirers can not quite understand why he should become oracular. His eye-winking illustration does not in any sense whatever change what is widely known as to the environment of Abraham Lincoln as child, youth and young man; it has not the slightest bearing upon the little known as to the early environment of William Shakespeare, and it is not to be conceived that Dr. Wishart would claim that environment had any influence upon the development of those two immortal characters.

Yes, these illustrations are exceptional, but so were the examples cited by Dr. Wishart.

The reverend gentleman was in a waspish mood and charged that the people who have not yet grasped the esoterics of psychological alms giving, who are still in the dark as to the magical methods of organized charity, are simply lazy and handle such matters in the easiest way they know and in the worst way possible.

"Lazy" is not just the word for a teacher to throw at his pupils because it stings those people who are truly indolent and does not win those other people who are something else besides lazy. All men are not given to thorough study and careful dissection of every phase of that which they study. All those who are students do not take up the same problems, and the man who devotes his life to the study of chemistry is not to be classed as lazy because he knows comparatively little about the idiosyncrasies of the world's markets, financial, commercial and industrial.

Very few men who have the temperament and the bent for preaching possess the energy, the clear head, the wide knowledge and the enthusiasm to do what Dr. Wishart is doing for this community. He is a constructive reformer of splendid ability and sufficiently broad minded to apply that capacity to the very best advantage of whatever audience may be fortunate enough to hear him.

Environment may have influence in each individual case where he appears as teacher—as, for example, a large audience or a small one—but it is

"dollars to doughnuts" that, away back of this, somewhere among his ancestors, will be found the genesis of the gentleman's splendid qualifications as a preacher, teacher, philosopher and orator.

THE MICROBE FAD.

It is predicted that if a Chicago city ordinance requiring that all butter shall be pasteurized before being offered for sale is enforced butter will go to one dollar a pound.

Very likely.

And if the microscopists keep going the only alternative that will be left open to those individuals whose incomes are moderate will be to go back to the soil, plant their grains, their vegetables and their seeds, care for and harvest their own crops, raise their own pigs, sheep and cows, slaughter, dress and cure their own meats, and all the rest of it, and then remain isolated from the rest of humanity for the remainder of their unhappy lives.

For the man with the microscope and an ungovernable ambition to find all the old microbes and a few new ones in everything eatable and wearable is abroad, and it is a cold day when an entirely original and unshakeable theory is not evolved. Then, too, each theory, to have any value at all, must embody a threat to the health and happiness of humanity.

This is an era of pathological diagnoses and pasteurization is the safety valve with every budding genius in chemistry, materia medica, surgery and civic improvement sitting thereon to prevent disaster.

If one is to believe all of the learned essays in the magazines, all of the detailed descriptions in the technical journals and all of the startling promulgations made in the daily press by health officers and civic safety committees, the conclusion is inevitable that we are, every one of us, in imminent and grave danger of acquiring disease through the air we breathe, the water we drink, the food we eat, the clothes we wear, the utensils we use, the homes we live in, the streets, offices and shops we frequent, the people we meet, the books we read, the things we handle, and all of that, but not a word do the theorists say as to the thoughts we think.

There is a field for investigation, and in looking up this matter the investigators will do well to carefully consider the thoughts they themselves think.

No sane man of the present day is inclined to belittle the pathological achievements of Pasteur, but it is a trifle bewildering, not to say disgusting, to have a thousand and one others who are utterly short of the qualifications necessary for the evolution of a second or third, or even tenth Pasteur, oracularly declaring as facts a whole grist of theories which have not yet been tried out sufficiently to warrant the pronouncements. It is no wonder that a great majority of people unite in an estimate that the microbe practice has already developed into a fad.

BOARD OF TRADE OFFICERS.

Heber A. Knott, of the wholesale millinery house of Corl, Knott & Co., has been named by the Nominating Committee as the regular nominee for election to be the next President of the Grand Rapids Board of Trade. John Widdicomb and Charles M. Alden have been named as the candidates for Vice-Presidents.

These selections are good ones; of the best. And now it remains for the members of the Board of Trade to show appreciation of this fact by turning out on election day—the first Tuesday in February—and depositing a rousing and unanimous vote for the candidates.

Mr. Knott is a representative successful business man, wedded to modern methods of business and a rustler. He embodies the younger business element of Grand Rapids. As chairman of the Wholesale Dealers' Committee and the guiding spirit and inspiration of the very successful Merchants' Week and the Trade Extension Excursion, he "made good" most generously.

Mr. Widdicomb has been a resident of Grand Rapids for nearly half a century and his record as an enterprising and successful business man is of the highest character. A man of absolute rectitude, he is also a strong force in the furniture interests of the city and one of the pioneers in that industry. A life member of the Directorate of the Board of Trade, his loyalty to that organization is beyond question, as are his influence for and devotion to the best there is for the general welfare of Grand Rapids.

Mr. Alden, for many years a resident of our city, has come up from a skilled craftsman to a prosperous hardware merchant. His life has been an open book to his fellows and is without a blemish. Vigorous, active, clear headed and broad minded, he is also public spirited, as shown by his ready and valuable participation in all movements calculated to promote the city's advancement. As a member of the Directorate of the Board of Trade he has time and again demonstrated his ability, and that he will prove valuable as Vice-President of the organization is beyond question.

Uncle Sam has become the leading shoemaker of the world and his business is rapidly increasing. Thirty years ago the exports of boots and shoes from the United States were 350,000 pairs. The exports for this year will reach 6,500,000 pairs, valued at \$11,470,000. Our best customers are Great Britain, Germany, France and Belgium. This country now supplies two-thirds of the world's cotton, more than half of its copper, more iron for manufacturing than any other two nations, more illuminating oil, meats and bread and is rapidly increasing the supply of finished manufactures sent to various sections of the world, and prominent among these are boots and shoes, the demand for which soon will make this country the "world's shoemaker" in fact.

JEWISH PAWNBROKER

Astonishes Himself by Giving Christmas Present.

Written for the Tradesman.

It was the evening of the 20th of December. Mr. Oppenheimer sat in his leather-covered office chair and mentally reviewed the transactions of a very successful day. He became retrospective and in imagination went back to the time, it lacked only a few days of thirty years now, when first he put out the sign of three golden balls and started a tiny pawn shop. It was a modest beginning, in a pocket of a room on a side street, with a doorway so narrow that in these days it would crowd Mr. Oppenheimer's portly figure to go through it at all. Just one small window next the doorway.

The room did not run far back either. There was one showcase a few feet long, and a little space for the "goostomers" to stand, that was all. And yet Mr. Oppenheimer remembered what a hole it made in his little hoard of money to pay the rent of the tiny place for a month, buy the showcase, which he picked up secondhand at a great bargain, and purchase the sign of three gilded balls. It would not do to spend all his money. He must have some "gapital" to do "peezeess" on when the "goostomers" should come to his "shtore."

The "goostomers" came beyond the young Hebrew's wildest expectations. It was a gay Southern resort city, and the tourists seemed to have a great way of getting into financial straits; they were also likely to be possessed of watches, jewelry and other articles of personal property that made convenient pledges.

Moses Oppenheimer had the shewd instinct for values and profitable exchange which is the heritage of his race. He would advance a small sum on almost anything that was offered, and so the financially embarrassed came to him in large numbers.

He held out great bargains in the goods that were not redeemed, and so people who were not in financial straits came to buy.

His business grew. Again and again he moved, always into larger quarters, until now his establishment was like "one great debartment shtore." He himself owned this large brick block on one of the best corners in the city. To-night he looked at the great panes of plate glass forming the two street fronts of the building, and thought of the one little window where he began. Then he could do his work alone; now he had six capable young Jews in his employ, besides the boy Isaac, who ran on errands.

No less than ten of the familiar symbols of the pawnbroking business were displayed at convenient intervals, but over his main entrance he still kept the three gilded balls he had placed over the narrow doorway thirty years before, and also the little sign his friend Mordecai Rothschild painted for him, "Bring Your Watch to Honest Uncle Moses."

Furniture, pianos, organs, violins, trunks, satchels and suit cases, china, books, curios and bric-a-brac, besides jewelry, watches and other valuables, could all be found at Oppenheimer's.

Theoretically, every article sold was an "unredeemed pledge." But it was rumored among the knowing ones that old Uncle Moses had large quantities of new goods come by freight, and a passer-by might occasionally hear him enjoining the boy Isaac: "Now, Ikey, mein poy, you go out into dot pack vareroom und dake dot lot of pran noo zoot gases, und dumple dem around like eberyding; und dake ein den-benny nail und scratch 'em oop like, but don't bunch any holes clear droo! Den you pring 'em right in here, und I sets ein brice on 'em."

The comparison of his present fortunes with his earlier poverty was ever a pleasant subject to the old man. But this evening a question entirely foreign to these thoughts kept arising in his mind—"Would the lady come for the necklace?" Then he would go on with his self-congratulations, then the question would come up again, "Would the lady come?" To-morrow would be the last day.

The affair of the necklace was a most unusual one, even in the widely varied experience of Mr. Oppenheimer. The necklace itself, of exquisite design and workmanship, and composed of pearls of great beauty and rarity, was an article of far greater value than was often tendered as a pledge.

Moses could tell the worth of every ordinary piece of "chewelry" to a penny, but this necklace, he did not quite know about this. Neither could Solomon Freschl tell—Solomon who cleaned and polished and repaired the pledges that were not redeemed. He was quite an "eggsbert" in his line, but even he could only guess at the value of the necklace. "Several hoon-dert tollars," he conjectured.

A remarkable circumstance had been the small amount of money that had been asked on the necklace, a mere trifle in proportion to its value. Indeed, if the lady should not come the affair of the necklace would be the most lucrative single transaction in all of Uncle Moses' thirty years of profitable pawnbroking.

It came time to close for the night, and Mr. Oppenheimer climbed the flight of stairs leading to a large comfortable flat on the second floor, which was the home. Here was Sarah, his wife, a comely Jewess, some ten years younger than her husband.

He continued his reveries:

Surely Providence had been very kind to him. Not the least of his many blessings was this excellent wife, Sarah. "Ein got mudder und goot for peezeess," Moses epitomized, recalling the years when his growing trade had required her services, and she had helped him in the "shtore." In shrewdness and acumen she was scarcely inferior to himself.

Prosperity had not spoiled Sarah. She was domestic in her tastes and

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did not care to go gadding about to fashionable watering places, like the wives of some of Moses' acquaintances. She was contented to stay at home and save money.

Their only son, Abraham Oppenheimer, was a promising young Israelite, now in college. Whether Abraham should enter "peezeess" or follow a "brofession" had not yet been decided. "He could do either," his father proudly mused. "If it should be 'peezeess,' Abraham need not be a pawnbroker. I could set the boy up in 'dthry goots und cloodings' at any time."

There had been two daughters. Esther was now a buxom young matron, the wife of one Levi Franenstein, a cloak manufacturer in New York. Her children, the small Moses and the baby, Sarah, were the pride of the grandparents' hearts.

The other daughter, the beautiful Rachel—ah, there was a pain in the old man's heart. He had the love for his whole family which is one of the redeeming qualities of his race—but Rachel, she had been the very apple of his eye! The saddest day of his whole life had been the one on which they laid her to rest in the little Jewish cemetery. That was seven years ago, but no week passed that he did not go himself and place fresh flowers on Rachel's grave.

The next morning business opened briskly at the pawnbroker's. People came in to buy for the holidays. When you receive a fine watch fob or a pretty brooch from some absent friend on Christmas morning, can you be quite sure that it never has passed through the hands of some Uncle Moses? What if it has?

Observe the old man as he expatiates to some prospective buyer upon the merits of an article. Mark the suavity, the diplomacy, the consummate skill of salesmanship! Observe him again as he examines a treasure, offered as security in some desperate extremity of need. The instantly assumed caution and hesitancy, the reluctance in admitting merit or beauty, the keen eye for defects and marks of wear or damage!

His face was typically Jewish, with its aquiline nose, swarthy skin and keen dark eyes shaded by heavy brows—once coal black, but now gray; about the eyes the deep expressive lines and crow's feet, showing the cunning and lack of scruple which characterize Moses' kind, the lines which record the struggle of a race for existence, a struggle made against such odds that the fight always must be from ambush and never in the open.

So busy was Mr. Oppenheimer that the morning that he did not open his mail until after luncheon time. One of the letters bore a foreign postmark and contained a draft for two hundred dollars, Moses' share in the estate of an uncle who had died some months before in Berlin childless and intestate.

The uncle was not wealthy, and there were quite a number of nephews and nieces, so Mr. Oppenheimer was pleasantly surprised to find his share

so much as the amount of the draft. "Moses, you are drooly prosperous," he said to himself; "ein rooshing peezeess und ein inheritance!" And it was only a few hours before the time would expire on the necklace!

It lacked a few moments of closing time when she came in. Passing Solomon Freschl, she went straight to Mr. Oppenheimer and made her brief explanation with quiet dignity.

The lady for whom she had been sewing was suddenly called away that morning and had not paid her for her work before leaving. She had depended on this money to redeem the pledge. The lady would return on Christmas Eve. Now, would Mr. Oppenheimer do her the great favor to extend the time until Christmas morning?

Keenly old Moses looked at the face before him. The woman was young, beautiful and with an unmistakable air of education and refinement. More plainly than in words he read that the necklace was not only valuable in itself, but especially precious to her through some association.

He held the beautiful thing in his hands, and passed the strings of pearls through his fat fingers. The look of avarice and cunning was on his face.

"You see, mein dear Madam, peezeess ees peezeess. Ve are not in it for our goot healt's, und if ve should gif more dime und more dime to efery vun, den ve nefer gets ein vatch, or ein ring, or some negklaces, und where our brofits koom in?"

He noted the look of pain and fear that swept over her face. Ordinarily that look would have moved him not at all, he was familiar with it, he had seen it on many faces. The necklace was within his grasp.

But in scanning the girl's face the old man saw, or fancied that he saw, a resemblance to Rachel, his dearly loved Rachel. There were the same oval chin, the clear olive skin, the dark velvety eyes. Rachel had been a handsome girl, and this beautiful Gentile was like her.

"It ees not peezeess," he said hoarsely, "but I will eggstend der dime—until Christmas morning."

The next day the ever vigilant Solomon asked whether he should place the necklace on sale—the time had expired.

"I have eggstended der dime," was the curt answer. The astonished Solomon asked no further questions.

Christmas morning came. At 10 o'clock a boy brought a letter addressed to Mr. Moses Oppenheimer.

"I can not come to your store this morning," the letter ran, "owing to sickness. May I ask that you send some responsible clerk, to whom I can talk about the matter of the necklace. I should not thus trouble you were it not absolutely necessary to do so. Respectfully,

Helen Marshall."

The street and number followed.

It was a strange request.

"Berhaps I am ein responsible

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profits to many enter-
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glerk," Moses chuckled to himself. "Ennyvay, I vill go, although if ees not peezeess." Before starting out he slipped the necklace into his vest pocket.

He found the place and heard the story: The necklace was a wedding present, the gift of the bridegroom. "It was Harry's one extravagance," she explained, "and he was not so poor then, our losses came afterward. He died last June, and I have since made a living for my little girl of 3 and myself. Ladies for whom I sewed were very kind, and let me bring her.

"I got along well and had a few dollars ahead, when, three weeks ago, an old friend, as poor as I, received a telegram that her mother in the North was very sick. I gave her what money I had, and, as it lacked a little of being enough, I took the necklace to you and borrowed four dollars on it. I could not redeem it at the time agreed upon for I had not been paid.

"The lady came back and paid me, but my little girl was taken very sick, and I had to have the doctor three times and medicine. I was compelled to use the money.

"She is better, but the doctor says it will be two weeks before she will be so she can go with me to my work. I have no near relatives to help me, so you see how I am placed.

"And now I wish to ask you to advance me some more money on the necklace, say thirty dollars, and I will pay you back when I can work."

The two faces were in strange contrast, the shrewd, grasping countenance of the old man, the open straightforward face of the girl! "It grieves me to say I can not; it would not be peezeess to bay you more money ven der negklace ees already mine."

He observed the look of terror that spread over the pure face. Then again he saw the resemblance to the idolized Rachel.

He turned about his ponderous body and went to the window. Had he become soft-hearted? Should he let slip through his fingers this best deal of the whole thirty years he had been in business? But Rachel! If she had lived and ever should have come to want!

He walked back to the center of the room.

"Mein schild, I gif you pack der necklace, mit mein creat gompliments. You owes me not ennydings on it." He drew it slowly from his pocket, and laid it in her hands.

"I haf nefer made ein Christmas bresent, but I vish to make you vun to-day. Here is soom money, ein hoondert tollars, to dide you ofer your necessities. I hopes dot leetul girl gets soom petter right away, und dot all goes vell!"

In amazement she scrutinized his visage. By one of the strange transformations of which the human countenance is capable the look of the pawnbroker had vanished, and the face looking down upon her was that of a kind and tender-hearted old father.

With a sure intuition she divined

the purity of his motives, and accepted the gift.

Mr. Oppenheimer walked slowly homeward.

"I tink I yoost say noddings to Sarah, mein vife, apout all dees," he meditated. "She would not oonderstant real vell, und it might make her nerfous."

That evening, in jovial mood, he said to her: "Sarah, mein vife, you haf nefer had ein Christmas gif.' Thirty years ago to-day we started der leetul pawnshop. I tink I makes you ein bresent from mein uncle's estate, vhat died in Shermanny. Hier ist ein hoondert tollar pill. It ees yours, Sarah. You can poot it in der pank und safe it, for yoost blow it like udder vimmins."

Down in the store the next morning Mr. Oppenheimer happened to be standing before a large mirror, an unredeemed pledge with a tarnished gift frame. Seeing his own reflection in the glass, he laughed softly as he thought of his unusual proceedings on the previous day. "But now, Uncle Moses," he said to himself, "you moost ket pack to peezeess, right away." Quillo.

Matrimonial Catechism.

What is marriage?

Marriage is an institution for the blind.

Why do some people never marry?

Because they do not believe in divorce.

When a man thinks seriously of marriage, what happens?

He remains single.

Should a man marry a girl for her money?

No. But he should not let her be an old maid just because she's rich.

When a girl refers to a "sad courtship," what does she mean?

She means that the man got away.

Is an engagement as good as a marriage?

It's better.

In selecting a husband, why does a girl prefer a fat man?

Because a fat man finds it hard to stoop to anything low.

When asking papa, how should a young man act?

He should face papa manfully and never give him a chance at his back.

When the minister says, "Do you take this woman for better or for worse?" what does he mean?

The bridegroom's people construe it one way, and the bride's family interpret it another. It is very sad.

When a man says he can manage his wife, what does he mean?

He means he can make her do anything she wants to.

When a child is smart and good, to whose family is it due?

To its mother's.

When a child is bad and stupid, to whose family is it due?

We refuse to answer.

Is it possible for a married man to be a fool without knowing it?

Not if his wife is alive.

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"I'll have to work a good deal harder if I don't win her."

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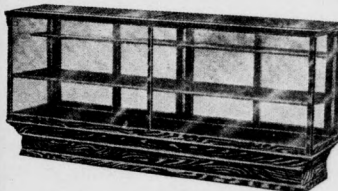
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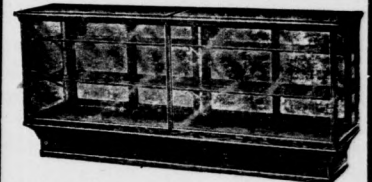
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WHOLESALE ONLY

A CHRISTMAS FIND.

Rural Route No. 3 and Its Carrier's Romance.

Written for the Tradesman.

Upon this particular day before Christmas there was just enough snow on the ground to make fairly good slipping for James Jerome's cutter and just enough to match the monotony of the all gray sky above. These details fitted well into the broken black lines of the field furrows partially uncovered by the cold north wind; into the staring dark outlines of the southern gable ends of houses, barns and outbuildings which now and then came into view as James' horse patiently plodded along at a four mile gait, and the whole picture had for its sky line effect the dark gray bulwark of a hardwood forest over to the westward.

The mercury was sneaking slowly below zero and the weaving and waving of the stark trimmed bushes and weeds along rural route No. 3 told the carrier it was a blessed thing that he had but three miles farther to travel in order to complete the journey he and his faithful horse had made daily, except Sundays and holidays, regardless of weather, for seven years. Rural route No. 3 described an irregular sort of ellipse beginning at the village of Walton and, measuring out twenty-two miles, ending at the same place.

And this route and its carrier were the pride of Walton because they belonged exclusively to the village. There was no other village, not even a hamlet, on the route, and, unlike the other two rural routes out of town, it did not in any sense depend upon any of the five adjacent villages for its business. It was distinctly a Walton institution and so was James Jerome.

Before receiving his commission as a rural mail carrier Jerome had been a resident of the village for nearly eight years and was counted not only as a thrifty man, but a man of high character; a man who could make good as an all-round farm hand during harvesttime, who was an expert in handling horses and cattle, who could do a good job either of carpentering or as a brick and stone mason and who, withal, could jump behind a counter and sell goods about Christmastime or during the County Fair rush. The only real criticism ever heard in regard to James was the fact that he had been a figure in Walton for fifteen years and at 40 years of age was still a bachelor.

It was known that he had quite a balance at the bank, that he rented a pew at the village church, that he never asked for credit of any of the twenty-five or thirty merchants in town and that no person, man nor woman, had ever heard him utter a word against any other person or voice a profane expression. On the other hand, everybody knew that during the County Fair races, even although he had to be away delivering mail on his route, he laid two or three wagers on this or that horse in the races; also that when not on duty after his day's work and on

Sundays he was rather generously devoted to his pipe and tobacco.

And so it was fortunate, perhaps, that there was not a Waltonite within hearing distance on the day before Christmas when, as Jerome was driving along, he suddenly stopped his horse and exclaiming, "Well, I'll be teetotally d—!" jumped from his sleigh. This was at a point locally known as the Section Line Bridge, and James had discovered a youth, perhaps 10 or 12 years old, scantily clad and hovering over a little fire he had built under the bridge, and in the lee of the north shore abutment.

"Do you want to burn up the bridge, son?" shouted the carrier, and the boy's reply, faint and with a tear or two in his voice, was: "No, I want to get warm."

"Where are going?" asked James as he made his way down the creek's bank toward the boy, and the youngster, still bending over the fire, answered: "I don't know; wish I did."

"Got any kinfolks around here?" continued the carrier, and the boy, on the verge of crying but struggling to carry himself like a man, replied: "I don't know; wish I did."

"What's your name?" was the next question, and the boy, repeating the same answer for the third time, James finally asked: "What do folks call you and where do you hail from?" And as he did this the big man stooped and picked the little fellow up, and enveloping his shivering figure inside his overcoat said: "Come, son, I'm your friend. Tell me all about it."

This was more than the boy's courage could withstand and the tears flowed freely, although his voice was held under control. The mail carrier took off his overcoat and wrapping his charge in it bade him sit down and wait a minute. Then he quickly extinguished the little fire, after which he picked up his find, carried him to the covered sleigh and putting him inside resumed his journey toward Walton.

Christmas Day in Walton touched every one of the two hundred and odd homes along her half dozen streets, but to none of them did it bring a happiness more bewildering, more complete than was that which fairly overwhelmed the Widow White's domicile. Mrs. White was the widow of Thomas White, mill hand and teamster, who, caught in the "jam" of '93, had passed out suddenly, leaving her with but one child, a daughter, and no resources beyond such help as could be afforded by a girl 14 years old—a handsome miss, who, four years after her father's death, ran away with a man known as Nat Norton, and known only to the people of Walton as a pretentious, voluble and successful peddler of patent right articles. It was known also and beyond question that the pair were duly and regularly married by a clergyman named Robertson in the city of Madison. Meager investigation, such as was within the means of the widow, had traced the Nortons here and there from time to time, and it was known that they had a child. It was also learned in

an indefinite way that Norton was the son of a man reputed wealthy—an iron manufacturer living near Youngstown.

These few facts were quite well known to the people of Walton, who held Widow White in high esteem and who relied upon her as nurse, seamstress and handy woman in general; as a motherly woman to whom could be safely entrusted the care of young children deprived temporarily or permanently of parental affection and care.

And so naturally, when James Jerome entered the village with his discovery on Christmas Eve he drove straight to the cottage of Widow White and left the boy in her charge and, saying that he would return later to tell her all he knew, started for the postoffice with the mail.

Widow White possessed the maternal instinct to a wonderful degree, so that the boy at once lost his doubts and wonderment and as naturally as though born beneath her roof he received her words of welcome and her gentle attentions without a sign of fear. Placed in a low rocker behind the kitchen stove and its roaring fire, he permitted the new mother to take off his worn shoes and tattered stockings and put his feet in a pail of water that was deliciously warm; then he accepted eagerly a bowl of hot cornmeal porridge and ate of it ravenously, while Mrs. White, going into an adjoining room, reappeared quickly bearing a heavy woolen coat, which she placed over his shoulders. Then, as the little shaver took the last spoonful of porridge, she replenished the supply and saying: "Eat all you want, there's lots of it and it will do you good," sat down at the nearby table and pouring a cup of tea she added: "You're my Christmas present and so we'll eat our first supper together."

Long before Jerome returned the boy, clad in a clean gown of wool stuff much too large for him, was soundly sleeping in a great bed of feathers and quilts, dreaming, perhaps, of the great good giant who, finding a freezing homeless boy nearly starved, had put him in his immense fur lined pocket, which held also a world of puddings, cookies, fried cakes and other goodies.

"Well, how's our boy?" said the carrier as the widow opened the door in response to his knock.

"Sound asleep, clean as a whistle and warm, with his stomach full," replied Mrs. White as she placed a chair for her partner in the puzzle. "Where did you get him? Where did he come from?" she added as she began clearing away the tea things.

Thereupon James told the whole story, laying especial stress upon the single reply, given three times to as many different questions, after which he sat looking at the widow expectantly as though certain that she would have something additional to impart.

"Well," observed the widow as she stood wiping the last dish, "is that all?" and then, James maintaining profound silence, she wiped her hands

upon a towel hanging near the sink and taking a chair seated herself by the stove and continued: "The only fear he seems to have is that he is afraid to talk. He said 'thank you' to me once, and when I put him in bed and kissed him he kissed me and cried a little. And then he said: 'Can I go get my things under the bridge?' and that was all I could get out of him. I know this much, Mr. Jerome, that boy has been in the hands of heartless people and has run away from them."

"Likely," said the mail carrier as he looked at his watch and then: "Did you hang up his stockings?"

Mrs. White laughed heartily as she reached behind the stove and held up two nearly footless black stockings to Jerome's view.

"I thought so," said the carrier as he began untying a large package. And then he unrolled a parcel which revealed two pairs of new warm stockings, another package developed a pair of stout shoes, and so on were disclosed underwear, mittens, a cap, a couple of blue flannel shirts and finally a suit of boy's clothes, with half a dozen oranges, a bag of candy and nuts.

Widow White stood amazed for an instant, but quickly comprehending the situation she brought in a clothes frame and pinned four stockings, new stockings, on the middle cross bar and for the next few minutes she and the carrier were busy filling them with the fruits. The new shoes were also hung up, as were the various articles of clothing, the two foster parents entering joyously into the merry spirit of the unexpected occasion and its delightful opportunity.

"I'll be around first thing in the morning, before the boy is up," said James as he arose and stepped toward the door, "and I wish you a Merry Christmas, Mrs. White."

"Merry!" shouted Mrs. White as she held the lamp so that her friend could see his way; here she wiped her eyes with the corner of her apron, "why, it's beautiful already."

James stepped outside and holding the door open as he stooped he lifted a large basket and setting it inside the door said: "I'm going to take dinner with you and the boy tomorrow and here's something Santa Claus left. Good night."

Either accidentally or fortunately the hasty shutting of the door caused the light in Mrs. White's hand to be extinguished so that before she could relight it the "Santa Claus" in the case was out of sight.

The carrier didn't go at once to his bachelor apartments. He did not go for his horse. He started afoot and through the snow for the Section Line Bridge, a trifle over a mile away, and when, about an hour later, he reached his quarters he carried the boy's "things." They were in a heavy paper bag and included a stringy blue necktie, a ragged blue blouse, a small ball of string, a jack-knife with one broken blade, a booklet entitled, "The Children's Helper," a dozen or more of crackers, bits of smoked herring and a copy of a design by Jessie Will-

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cox Smith, printed in colors and showing a little girl seated on the top of a gate post, with hollyhocks behind her, and the picket fence showing against a golden sky. Upon her head was a wreath of flowers, while in her lap was a spray of roses.

The mail carrier was disappointed. He had hoped to find a clue to the boy's identity, but the only suggestion in that direction was the booklet. It was of a religious character, a sort of catechism, simple and ultra orthodox, totally unfit for child or adult except as promoter of excessive religious bigotry. The words, "The Haven of Rest," had been written, evidently by a man, on the title page of the book and on the back of the colored print, written in pencil, barely visible and plainly the writing of a child, was the name: "Louise."

Long before daylight the carrier had taken care of his horse and had eaten his breakfast, so that shortly after 6 o'clock next morning—Waltonites were all of them early risers—he rapped at the widow's door and answered the "Come in" by entering the house to find the lady proudly contemplating the array on the clothes frame. "I have succeeded in keeping the boy out of the kitchen until now and now I'll call him."

"Call him? Call him what?" asked the carrier.

"He asked me to call him what you called him," replied the widow, and with a smile she opened the door next to the cupboard and called, "Come on, son, Mr. Jerome is here and—"

"Wish you a Merry Christmas son!" shouted the carrier, at which the boy, half drowsy, half puzzled, came into the room holding the long gown he wore up from the floor so that he could walk freely. Purposely the widow and the carrier, as by instinctive agreement, placed themselves so that the clothes frame could not be seen.

"My, but that bed was warm and good and big," said the boy, seemingly not having heard the holiday greetings, "and I didn't dream 'bout anything."

"Son, do you know anything about Christmas?" asked the widow.

The boy looked at her keenly and then, with an expression of far off recollection, he scrutinized the face of the carrier as he rubbed the toes of one foot with the toes of the other and replied: "Yes, I had one Christmas once, when I was a baby, I guess. Is it something to eat?"

"Yes, son, it's something to eat, something to wear and something to love," brokenly ejaculated the carrier as he stepped away from before the clothes frame and taking the boy's hand he asked: "How is this for a Christmas?"

Such a day as followed had never before been experienced by the three who shared in the happiness that was in Widow White's little home. The boy, clad in his new clothes, fed to his fill and thoroughly warm and comfortable, was beside himself with joy; Widow White was bubbling over with good cheer and full of pride over the appreciation shown by her guests

for the dinner she served, while the carrier, serene, thoughtful and puzzled, had his pleasure in the thought that the maximum of happiness had not been reached by himself or those with him. At frequent intervals the title, "Haven of Rest," forced itself upon his mind, to be displaced almost immediately by the name: "Louise." What did they signify? Was it possible that they might unravel the mystery of the boy?

After dinner the carrier brought around his horse and cutter and shortly thereafter the Waltonites were both surprised and delighted to note that Jim Jerome had the Widow White for a companion. But who was the boy with them?

In this query they were quite as well informed as were the widow and the carrier. The boy himself could not or would not enlighten them. He explained that when a baby he saw a Christmas tree with lights and many shiny things; that he had a lot of candy and heard some singing; that ever since he could remember clearly he had lived at "The Home" and had a matron for mother and a professor for father, just as many other children. He did not know where the Home was located nor what it was called; but he did remember that he did not get enough to eat and was frequently put in a dark room alone or was whipped and put to bed.

Why? He did not know.

As to the booklet found in his bundle, he said it was given to him when he left the Home to go and live on the farm and that he stayed at the latter place just as long as he could stand it; they made him work so hard; didn't give him clothes enough to keep warm; he didn't have enough to eat and was cuffed and kicked about all the time.

Where was the farm? He did not know. What did they call him? "You brat!" mostly. What was his name at the Home? "Reddy." Anything else? "Nothing that he could recall."

Questioned about the picture of the little girl on the gate post he replied that he had kept it because it looked like a poor little girl he once knew, and that she was his best friend.

"And what is her name?" asked the carrier, to which the boy replied: "Louise," but could tell no further.

All of these, disconnected although they were, the carrier laid before the postmaster shortly after the holiday season, and put in a request for the appointment of a substitute to cover his route for three months. "I'm going to dig this thing down to the bottom," he added. He had also had correspondence with the Secretary of the State Board of Corrections and Charities in an effort to locate "The Haven of Rest," and with various publishers of religious books in an effort to learn as to where the booklet, "Children's Helper," was published; but without success.

Meanwhile that boy, in going about Walton, had discovered a foundry and machine shop which proved a great attraction. He would stand fascinat-

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ed by the flow of molten iron from the cupola and watch the founders with deepest interest as they poured the liquid iron into the flasks. One noontime, after a visit to the foundry, he said to Widow White: "It seems to me, Gran. (his abbreviation of Grandma) as though I had seen foundries when I was a baby, before I went to the Home; just as though I had seen a lot of men pouring melted iron somewhere long ago."

This remark, but slightly commented on in the boy's presence, was repeated to the carrier by the widow the next day and the following week rural route No. 3 passed into the care of a substitute and James Jerome started for Youngstown with "The Children's Helper" and the picture of the little girl on the gate post in his valise.

His enquiries made of the Mayor of that city prompted that official to refer the visitor to the Secretary of the Association of Charities. While the Secretary knew nothing of "The Children's Helper," he at once recognized the picture by Jessie Willcox Smith as a striking likeness of the granddaughter of one of the leading iron manufacturers in the city and the impression was greatly strengthened by the name: "Louise," written upon the back of the print. This fact prompted the gentleman to examine his card index of public and private institutions really charitable and supposedly of such a character.

Greatly to his delight and surprise, also, James Jerome was very soon informed that in the city of D——, less than fifty miles from Walton, was an institution known as "The Haven of Rest;" that it was in charge of a religious sect which called themselves, "The Brotherhood of God;" that they were conducting a sort of hospital or retreat, and at the same time promoting a religious propaganda of some sort. Referring still farther to his records, the Secretary found this entry: "This sect applied for assistance to the authorities at D—— and by recommendation of the Association of Charities the request was refused. The hospital receives unfortunate young women, disposes of their babies by giving them to people about whom it has no information and keeps no record as to the future welfare of such children."

The mystery was clearing away and that evening the Secretary and the carrier together called upon the wealthy iron manufacturer, who listened intently to the carrier's story and to the revelations that had been made by the Secretary. Then, going to an adjoining apartment, he summoned his wife, a feeble yet refined lady of 60 years of age, perhaps, whose whole figure denoted sadness and a longing for rest. Presenting the visitors to his wife, the old gentleman placed the print in her hand with: "Whom does that resemble?"

Instantly the lady replied: "Why, it is Louise;" and then the carrier had to repeat his entire story, which was again supplemented by the facts in the Secretary's records.

Thus, and for the first time, did the iron master learn that the maternal grandmother of their little Louise was the Widow White, of Walton, and, in turn, they ventured the opinion that the boy was the son of a woman for whom their son had deserted his wife and with whom he had engaged in alleged philanthropic and religious work somewhere, they did not know where.

"You see," said the grief stricken grandmother, "our boy received a good education but he was incorrigible; would not listen to either Father or myself. Never wrote to us and went his unhappy way. We did not know he had been married until, shortly after he left her, she died and he had the grace to go to her funeral to claim his child and to send her to us with a request that we care for her. Indeed, that is the only letter he has written us for nearly six years."

When James Jerome returned to Walton he was accompanied by the iron master and little Louise.

And upon the meeting of Louise and the boy the mutual recognition was instantaneous and delightful. A week thereafter "The Haven of Rest" at D—— was abandoned, dismantled and disgraced, and the Widow White formally adopted Thomas White, a name adapted—made up from his own mother's name and the first name of the iron master.

No, the Widow White did not move to Youngstown and did not marry James Jerome—who was ten years her junior—but she did make so

good an impression upon the iron master that almost immediately upon his return home he packed his feeble wife off to Walton to spend the summer with the widow.

And did the mail carrier go back to his duties? Not at once. For at "The Haven of Rest" he obtained a clue which, vigorously followed up, enabled him to locate the parties who had taken the boy from the Home and after abusing him cruelly for two or three years had set him adrift and alone. In this work he was greatly assisted by the County Agent of the State Board of Corrections and Charities, so that, after a trial on a charge of cruelty to children, the scoundrelly pair—who fortunately were childless—were convicted and paid a heavy fine.

Then Jerome went back to rural route No. 3 and rarely a day since has passed that some one of his friends he serves enquires: "How's the boy?"

And the invariable reply is: "Thank you, he's finer'n a fiddle."

Chas. S. Hathaway.

Illustration of Literary Quaintness.

A little girl was very bad one day. She was so bad that, other corrections failing, her mother took her to her room to whip her.

During this proceeding the little girl's older brother opened the door and was about to enter. But in her prone position across her mother's knee the little girl twisted round her head and said, severely:

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CHRISTMAS HABIT.

One Woman Who Is Metamorphosing Hers.

Written for the Tradesman.

"I know what I am going to do this year in the way of gift-giving," said a lady who lives on Aristocratic Terrace.

"Heretofore, every year that I can remember, I have given presents at Christmas to those in my own class—to people who give to me, and expect to receive in return, costly presents.

"Now, I'm sick and tired of the whole business!" exclaimed the lady, and considerably more than a shade of annoyance stole over her handsome features. "It has got to be a regular nuisance—a perfect farce. Half the people to whom I give at Christmas are people for whom I do not care a rap, but to whom I feel under obligations for some gift or some attention they may have shown me in a social way at some period in the past, and for these I spend a sight o' money—so much money, in fact, that I am obliged to forego the pleasure it would afford me to give to some other people for whom I have a tender regard.

"And, in the language of the vernacular, I'm just going to 'cut it all out' this coming Christmas. I am going to give all those people the go-by who have formerly had cause to regard me in the light of a patron saint, and I shall, instead, remember with gifts some friends to whom my heart goes out, but to whom, before now, I could really not afford to give, as I had such a lot of—well, what some might designate 'hangers-on' who looked to me, each year, to fulfill their eager anticipations. They have always expected me to load them down with extravagant presents—in fact, would have regarded me as a 'mean thing' had I not responded to their desires—unexpressed, perhaps, in words but none the less vehement inside.

"And now, as I stated, there's going to be a radical change. I am going, henceforth, to live my own life in my own way in this regard. Before now I have been bound hand and foot by custom; this December I loose the shackles and am going to be a free woman—free from the fetters of tradition, free from the chains of formalism that have galled me. I am going to do what I believe in my own heart to be the right thing, always, and I am not going to care a straw whether those old 'hangers-on' I mentioned like it or not. They will have to find somebody else, I judge, on whom to play the vampire act.

"Now, much of my speech, I am aware, sounds severe; but I can not help it—I can not help facts. And you know they are said to be extremely stubborn things to deal with.

"I shall take a lot of the money that I formerly squandered on those vampires—as I called them—and spend it this year on little children and on old people whom I know who have nobody to play Santa Claus to them, and on those whom I love but

to whom I have felt too cramped to give presents."

I think the lady is right to change her Christmas habits, and it would be a good thing if some others had the courage of their convictions along this same line. Janey Wardell.

The Electrical Exposition to be held at Chicago in January will have a special feature that will give an attractive illustration of the practical use of electricity on the farm. In the Coliseum Annex, entirely separate from the main show, there will be a completely equipped electrical farm and rural home. There will be electrical incubators which will hatch chickens and ducks in plain view. Cows will be milked by electrical machinery. The cream will be separated mechanically and butter will be made by electrolytic action. Electrical devices, motor driven, for planting and harvesting, will be exhibited and there will be an electrical kitchen in the model farmhouse.

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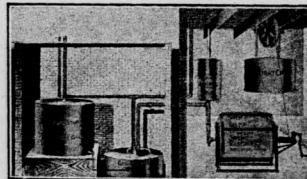
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Jennings
Terpeneless Lemon Extract

An absolutely pure flavoring extract from the fruit. The flavor of this extract is taken from Messina lemons by our own special mechanical process.

Jennings
Flavoring Extract Co.
Grand Rapids, Mich.

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.

Pure California Fruits

We put up every season California fruits in the form of jams, marmalades and preserves. In these there is nothing but the fruit named on the label and pure granulated sugar. We have at this time the following varieties in one pound glass jars, and in half gallon stone crocks, at \$4.25 a case for 2 dozen glass jars, or \$4.40 a case for one-half dozen stone jars: ORANGE, GRAPEFRUIT, BLACKBERRY, PLUM, FIG, GRAPE (glass only), TOMATO (glass only), APRICOT (stone only), freight paid to you in 5 case lots. Try 5 cases, and if it isn't all right we'll pay your money back.

H. P. D. Kingsbury
Redlands, California

(Where the oranges come from)

W. S. Ware & Co., Distributors
Detroit, Mich.

Increased Business

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

Let us tell you how.

American Gas
Machine Co.
Albert Lea, Minn.

**YOU ARE ALWAYS SURE of a sale
and a profit if you stock SAPOLIO.
You can increase your trade and the
comfort of your customers by stocking
HAND SAPOLIO
at once. It will sell and satisfy.**

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.

THOUSANDS TO CHARITY.

Remarkable Will of the Late Caleb Chase.

Boston, Dec. 21—Caleb Chase was for years senior partner in the firm of Chase & Sanborn. His maxim was "Attend to business," and to this he always credited his large success and the acquirement of an estate worth over \$1,000,000. He died at his home in Brookline on Nov. 23 and an examination of his will shows that he has left, among other benevolent legacies, \$180,000 to public and charitable institutions, churches, schools and towns; \$55,000 to traveling salesmen of the firm; \$20,000 to the widows of deceased salesmen of long service, and to several relatives sums ranging from \$100 to \$20,000 each.

In a statement issued at the office of the firm, that part of Mr. Chase's will disposing of his estate was outlined as follows:

The bequests made under the will of the late Caleb Chase include \$2,000 each to certain members of the organization who have been connected with the firm of Chase & Sanborn for many years.

To each traveling salesman, of whom there are fifty-five, is given \$1,000.

To each member of the sales and office departments, \$500; to each one employed in the shipping department and factory, \$200.

The only condition in the above bequests is that the beneficiary shall have been employed by the firm for one or more years.

To the widows of deceased salesmen who had given many years of faithful service, four in number, \$5,000 each.

Salvation Army, the People's Palace ..\$15,000
Boston Home for Aged Couples 10,000
Boston Home for Aged Men 10,000
Boston Home for Aged Women 10,000
Boston Y. M. C. U. 10,000
Boston Y. M. C. A. 10,000
Boston Y. W. C. A. 10,000
Boston floating hospital 10,000
Baptist Church, West Harwich, Mass. 10,000
Ancient and Honorable Artillery Company of Massachusetts 10,000

(To be held in trust by their financial committee, the income to be used to pay assessments of members who have been in good standing for five years or more, but who, temporarily, find themselves financially unable to meet the annual dues.)

M. E. Church, North Harwich, Mass. 5,000
Home for Aged People, Winchester, Mass. 5,000
N. E. Home for Little Wanderers 5,000
Boston Institute Seashore Home 5,000
Women's Charity Club Hospital 5,000
West End Nursery and Infants' Hospital 5,000
New England Deaconess' Home 5,000
Industrial School for Crippled and Deformed Children 5,000
Massachusetts Society for Prevention of Cruelty to Children 5,000
Massachusetts Society for Prevention of Cruelty to Animals 5,000
New England Kurn Hattin Home 4,000
Meonah Home 3,000
South End Nursery 3,000
Town of Harwich, Mass., for support of poor 10,000
Town of Dennis, Mass., for support of poor 5,000

Biographical.

Caleb Chase was born in Harwich, Dec. 11, 1821, the son of Job and Phoebe (Winslow) Chase. He was educated in the Harwich schools and was in his father's general store until he reached the age of 24. He then came to Boston, entering the employ of Anderson, Sargent & Co., a leading dry goods house. He was with this firm five years, traveling for it on Cape Cod and in the West, and in 1859 he made a connection with

the wholesale grocery house of Claf-lin, Saville & Co.

In 1864 he began business for himself, forming the firm of Carr, Chase & Raymond, which in 1871 became Chase, Raymond & Ayer, and in 1878 was merged into the present firm of Chase & Sanborn. Owing to ill health the active management of the business of late years has been assumed by his partners.

Mr. Chase will be long remembered for his benefactions. There was a personal element in his public and charitable gifts; something of the giver himself seemed to enter into each. He kept an active interest in his native town as long as he lived and Harwich owes much to his public spirit. At his personal expense he improved Harwich Harbor, including the building of the sea wall.

He gave largely to the betterment of the roads in the town, gave to West Harwich its library building and another building for a town hall. He gave liberally to the Baptist church in Harwich and to the other churches in the town, irrespective of denomination.

To the Brookline schools he gave a fund for the purpose of placing in the schoolrooms copies of some of the world's best sculpture. More recently he gave to the Boston Salvation Army \$15,000 for its People's Palace, the main hall of which is named in his honor, Caleb Chase Hall.

Mr. Chase's private charity was endless. It was said of him that he could never resist the appeal of misery or distress. There are literally thousands who will remember his generosity and personal sympathy in times of adversity.

Mr. Chase belonged to the Algonquin Club, and was an enthusiastic member of the Ancient and Honorable Artillery. He was one of the 173 members who went to England in 1896, and when the London Ancients came to Boston in 1903 he was an important factor in making the visit of the Englishmen a memorable one.

He married in 1864 Miss Salome Boyle, of Thurston, Me., who survives him.

On the death of Mrs. Chase the remainder of the estate will go to a favorite niece, to Herbert T. Chase, of Grand Rapids, and to the widow of Frank E. Chase, who once resided here. Mr. Herbert Chase has been identified with the house of Chase & Sanborn for more than twenty years and is well and favorably known to the retail grocery trade of Michigan. His friends—and they are legion—rejoice will him in his good fortune.

On Friendly Terms.

"You and Jones seem to be great friends."

"Yes, I married his second wife and he my fourth."

Too many of us want the glory without the school of grace.

It takes a well developed pride to boast of humility.

The Jolly Old Fellow From the Pole

Is not jollier than we over the immense patronage the BEN-HUR CIGAR has enjoyed during the year past.

We thank you, Mr. Dealer, for your loyal support and assure you of a redoubling of our efforts to keep this celebrated brand a little ahead of the next best.



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

Worden Grocer Co., Distributors, Grand Rapids, Mich.

Judson Grocer Company

At the close of the Old Year and the beginning of the New Year, the Judson Grocer Company is pleased to present greetings to the Retail Grocers. As wholesalers we are indebted to retailers for their co-operation, forbearance and many considerate evidences of good will. In expression, therefore, of the respect and cordiality existing between us, we wish at this time to extend the Compliments of the Holiday Season and a New Year's Greeting.

In the new year we will all strive to encourage individuality. We will all try to educate ourselves to become more fully constructive merchants. We will try in the future as we have in the past to deserve the retailer's confidence and good will, and may the New Year bring prosperity to all.

Judson Grocer Company
Grand Rapids, Mich.

CONSULT US

We would be glad to have you consult us about investments. We have information regarding both local and foreign securities that will interest any prospective investor.

Executor
Agent

The Michigan Trust Co.
Grand Rapids, Mich.

Trustee
Guardian

THE CREAM OF WHEAT COMPANY

TO THE RETAIL GROCERS OF THE UNITED STATES AND CANADA.

Mr. C. M. Wessels, of the Grocery World and General Merchant, of Philadelphia, has published what purports to be an interview between him and Mr. E. Mapes, the secretary of the Cream of Wheat Company, which interview he has embodied in an affidavit in which he states that Mr. P. A. Robinson, of this city, was present during that interview. As Mr. Wessels and others have in different ways given wide publicity to his version of that interview, we have decided to publish a refutation of what we consider a scandalous, malicious and entirely unwarranted attack upon this company. We herewith attach the affidavit of Mr. Mapes with reference to that interview, which includes the statement as to the same by Mr. P. A. Robinson, who was the only person present besides Mr. Mapes and Mr. Wessels. We call attention to the fact that Mr. Robinson's statement is in reply to a request for a statement made by the secretary of the Minneapolis Retail Grocers' Association, and that it is made up for the most part of a transcript of statements made by Mr. Robinson to Mr. Wessels himself prior to the time of publication of Mr. Wessels' affidavit. The latter was published on November 30, 1908. We believe that the grocers of the United States and Canada, with whom we have been upon the most friendly terms, and whose interests and welfare are identical with our own, will agree with us that Mr. Wessels' attack is entirely unwarranted.

Dated, December 15, 1908.

Cream of Wheat Company.

Affidavit of E. Mapes.

State of Minnesota, } ss.
County of Hennepin, }

I, E. Mapes, being first duly sworn, on my oath say:

I am the secretary of the Cream of Wheat Company, of Minneapolis, Minnesota. On or about the 20th day of October, 1908, C. M. Wessels, of Philadelphia, and P. A. Robinson, of Minneapolis, came to my office, where Mr. Wessels was introduced to me by Mr. Robinson. Mr. Wessels' call was, as he stated, for the purpose of selling the Cream of Wheat Company advertising space in the grocery publications of the United States, practically all of which he claimed to control so far as their advertising space was concerned. We talked from half to three-quarters of an hour and discussed the advertising proposition quite extensively. He was arguing as to the advantage to the Cream of Wheat Company of advertising in the grocery trade papers. In answer to his arguments I explained the policy of advertising pursued by the Cream of Wheat Company, which was in general to reach the trade through the

consumer, and not vice versa, and I declined to make a contract with him. There was nothing, however, said by me in that discussion which would in any way warrant the statements attributed to me by Mr. Wessels.

Taking his statements seriatim (each of which Mr. Wessels says is a correct transcript), I call attention to them as follows:

1. Mr. Wessels states that I said: "We don't care a continental for the grocer. He has to sell our goods whether he wants to or not. We make him. We used to give the retailer a profit, but we found that the best way to keep him good was to keep him poor. Now we give him very little profit."

This statement, and every part of it, is false. I never expressed any contempt or disregard for the retail grocer; neither did I say that we made him sell our goods. The substance of what I said upon this point was that we created a demand by reaching the grocer through the consumer, and that we could best increase sales, both to our profit and to the retailer's profit, by such policy of advertising. Neither did I say that we gave the retailer less profit than before, nor that the best way to keep him good was to keep him poor. On this point I explained to him that the margin of profit allowed had been fixed as a fair margin, but at the same time that it was not so large as to induce a cutting of prices, and that it was a common experience that the allowance on a larger profit would bring about a cutting of prices either by the jobber or the retailer, and to the detriment of both the manufacturer and the retailer. As a matter of fact, we have not changed our prices for the past ten years.

2. Next Mr. Wessels says that I said:

"But we have competitors; Vitos (made by the Pillsbury-Washburn Company) is exactly the same as Cream of Wheat. If the retailer has so much influence, why don't he substitute Vitos for our goods?"

This statement is absolutely false. The question of competitors had been mentioned, and Mr. Wessels had stated that there was no product like ours on the market, whereas there were plenty of flake goods. I told him that there were other products on the market which, like our product, were not flake foods, and I mentioned Vitos as an example. That is the entire substance of my statement upon this point.

3. Mr. Wessels next says that I, referring to the friendly feeling of the retail grocers, said:

"We don't want it—don't need it—don't care anything about it. The grocer has not any say about handling our goods. We make him handle them—he must. The grocer has got to handle Cream of Wheat, no matter what he says."

This statement is also entirely false. In no part of the discussion did I for a moment feel or express any ill feeling toward the retailer nor lack of regard for his good feeling. More than that, the question of my feeling toward the retailer was never raised in that discussion. The only question on this point that was raised was with regard to the good or ill feeling of the grocery papers, if we did or did not advertise in them, and in that connection I explained to him the impossibility and inadvisability of advertising in every trade paper, or any of them, that is from our standpoint, and that we had the good will of all the jobbing houses, although we did not advertise in any of their publications. This was all in connection with my main argument that in the end it was the best for us and the best for the retailer to reach the retailer through the consumer rather than the reverse.

The above covers every one of the statements made by Mr. Wessels. He was naturally disappointed at my conclusion, and showed his disappointment both in statement and in his manner, his last remark being, as he left the room: "Well, Mr. Mapes, of course, we" (meaning the grocery papers) "are going to stand by our friends, and, as you can naturally imagine, the reverse of this proposition will be true regarding those who are not." The fact that Mr. Wessels immediately started upon a campaign of attack against the Cream of Wheat Company and that at the same time requests were made upon wholesale and retail grocers to boycott Cream of Wheat shows clearly, I think, without further explanation, the animus of his attack.

The Cream of Wheat Company has always endeavored to treat the retail grocers, with whom we do not come into direct contact, fairly, and to protect their interests as far as possible. With this end in view, we have always refused to sell direct to department stores, mail order houses, or any house which we considered an unfair competitor of the retail merchant. In addition to this, we are one of the few cereal companies that absolutely guarantee their goods and take back all goods damaged by becoming weevilly, etc.

I attach hereto, as part of this affidavit, the letter of Mr. P. A. Robinson, which was recently written to the secretary of the Minneapolis Retail Grocers' Association in reply to a request for a statement as to Mr. Robinson's recollection of the discussion referred to.

E. Mapes.

Subscribed and sworn to before me this 12th day of December, 1908.

[Seal] Sidney R. Mather,
Notary Public, Hennepin Co., Minn.

My commission expires June 8, 1912.

(Copy)

Mr. T. O. Dahl, Secretary,
Minneapolis Retail Grocers' Association,
Minneapolis, Minn.

Dear Sir:—As my name has been used in Mr. Wessels' affidavit in a way that may be construed as implying agreement on my part with the statements contained therein, I can not do

otherwise than respond to your request, based on this mention of my name, for a statement.

My answer to your direct question as to whether I agree with Mr. Wessels' statement as published, is that I do not. I am on record to that effect in a telegram sent to Mr. Wessels Nov. 25th (on receipt of a letter from him in which he stated he was going to use my name in his affidavit), and as my letter confirming the wire covers the second clause of your question,—if I do not agree, wherein do I differ?—I think the simplest statement I can make to you, and the fairest to all concerned, is to repeat to you these communications, which are as follows:

Telegram of Nov. 25th.

"Do not use my name in connection with Mapes interview. My recollection and understanding of same do not agree with yours as published."

Letter of Nov. 27th.

"On receipt of your letter of the 23rd saying you were going to use my name in an affidavit covering your statement of the interview with Mr. Mapes, I telegraphed you not to do so. Your published version of what he said goes beyond what I heard him say and puts words in his mouth which I did not hear him use.

Even aside from this, I should object very much to being dragged into this controversy, which has been precipitated against my protest and for which I have no responsibility, and having expressed myself at the start against your idea of exploiting the situation, I have, of course, no apology to offer for not taking your view of the matter now, nor taking a hand in it. My attitude is not based on any fear or favor as to the Cream of Wheat Company, but on my own views and the value I place on the confidence I have gained from the advertisers of my acquaintance generally, by never abusing it.

While I have not received copies of your paper or proofs of your articles, I have seen them, and it seems to me they go considerably too far in attributing to Mr. Mapes expressions of wholesale contempt for the grocers.

I have not seen Mr. Mapes, but he telephoned me and called my attention to what he had 'drawn' as the result of my introduction, as he put it. When I mentioned the remark he made about keeping them honest by keeping them poor, he claimed that he did not apply it to the retailer, but to the jobber, for he had no dealings with the retailer; he said that he spoke facetiously, not seriously, and had often said the same thing to a jobber customer without giving offense. This was the particular remark that you and I discussed afterward, and understood it as having been applied to the retailer; but I did not take it as seriously as you did, and it is true that his tone was more bantering than serious.

The rest of what he said, so far as I took it in, struck me as simply an argument for the opposite side to your proposition, and not as expressing contempt for the grocers, though perhaps rather strongly independent. Naturally in combatting your plan (as applying to his business) and upholding his own system, his attitude would not be to your liking; if everyone agreed with you, you would have no soliciting to do; and your plan being based on getting the co-operation of the grocers, the other side of the debate, conducted by a pretty outspoken man, would in the nature of things give opportunity for offense, if not carefully handled. That is one reason why I differ with you as to the ethics of going into print with an advertising interview: the advertiser is bound to make his

opposing argument as strong as he can, and has not time to weigh every word or expression he uses. He has the right to feel, however, that the solicitor appreciates this and will not take advantage of it. You and I know, for instance, that the expression 'keep them honest' meant simply 'prevent their cutting prices'; but in print it conveys far more offense than if otherwise expressed.

I intended to write you on Wednesday following my wire, but was unable to do so, and then Thanksgiving Day intervened, and absence from town, so pardon delay."

In response to the telegram, I received a letter stating that in accordance therewith my name had been cut out; so I am at a loss to understand why it appeared in the affidavit.

In a letter dated November 30th, Mr. Wessels mentioned that he had used my name as it appears, but gave no explanation. I wrote him December the 5th a letter which ought to bring some explanation, but have not received a reply. Having been obliged to refer to this phase of the matter to make my position clear, I will also advise you if I receive a reply, and the explanation of this complication.

Yours very truly,
P. A. Robinson.

Since the above is written I am in receipt of a letter from Mr. Wessels, in which he states that he ordered my name cut out of the affidavit, and telegraphed all publishers to whom he had mentioned it in this connection, cancelling such references; that he then went out of town and on his return found his instructions had not been complied with, as far as the affidavit was concerned.

Rug Sales Are Easy to Consummate at Christmas.

Written for the Tradesman.

When it comes to selling rugs for Christmas presents, given a good stock, the salesman may truly be said to have things just about his own way.

When rugs have fine wearing qualities, when they can be recommended not to fade and the patterns are pleasing and the colors artistically combined—when the salesman has all these advantageous talking points at his command—if he doesn't make an excellent record on the Christmas sales account he has only himself to blame.

Of course, there are salesmen and salesmen—and then some. Of course, all have not equal conversational abilities. Some are especially blessed with the "gift o' gab," to put it in an inelegant but expressive phrase, while others would like to carry an agreeable lingual impression, but their speech is halting—lacks that hypnotic quality that simply compels other people to see things in the same light in which they do themselves.

Then there is the manner. Two clerks in the same department might possess equal knowledge of the merchandise they are hired to dispose of: might each have that knowledge at their tongue's end; one might be as anxious to sell as the other, might have the same incentives to "make good;" and yet one might be able to sell articles at customers' sight,

while the other might be utterly unable to land his prospect, this supposing that those customers have money at their command. In this case it is manner that counts. An engaging personality is worth more than all else to a store employee.

Salesmen, stick a pin in that last.

And now to get back to the starting point: rugs:

Hundreds and hundreds of people have these in mind as Yuletide gifts to relation or dear friends, and that rug salesman is sadly lacking in natural perspicacity who does not now pile up money for the house. Why, at this happy, happy season of the year—this season when friends feel nearer to friends and enemies are persuaded in their own minds that the other fellow isn't such a bad fellow, after all—the rug salesman ought to put forth every effort. When he can sell hundreds of times as many as ordinarily what on earth can he be thinking of to neglect, by criminally careless service, this golden opportunity?

I said "criminally careless service." That clerk truly is stealing from his employer if he does not do the best that is in him. And if this is true he is purloining the most from him when he is negligent in words and manner at the present, when, as I say, the trade are waiting to buy.

Jennie Alcott.

What He Expects.

I shall look for a nice sled,
And a pair of ice skates,
And a red or blue sweater,
And a fur cap with earlaps,
And a jackknife,
And a dollar watch,
And a whole pound of candy,
And at least a quarter in money,
There may be a football,
And a goat,
And rubber boots,
And a silver dollar,
And four kinds of candy, and an airgun.

I can't say as there will, but father and mother are looking at me in a loving way, and I shall be the best boy in town until after Christmas. No boy who is not a good boy can expect anything in his Christmas stocking.

What he got:

One pair of mittens and a lemon.

We are manufacturers of Trimmed and Untrimmed Hats

For Ladies, Misses and Children

Corl, Knott & Co., Ltd.

20, 22, 24, 26 N. Division St.

Grand Rapids, Mich.



"Always Our Aim"

To make the best work garments on the market.

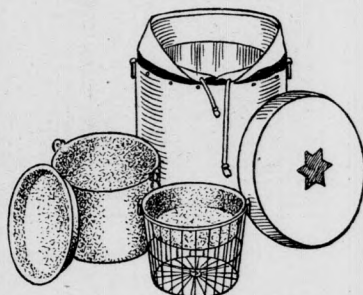
To make them at a price that insures the dealer a good profit, and

To make them in such a way that the man who has once worn our garments will not wear "something just a good," but will insist upon having **The Ideal Brand**.

Write us for samples.

THE IDEAL CLOTHING CO.
TWO FACTORIES.
GRAND RAPIDS, MICH.

CASH CARRIERS
That Will Save You Money
In Cost and Operation
Store Fixtures and Equipment for Merchants
in Every Line. Write Us.
CURTIS-LEGER FIXTURE CO.
265 Jackson Boulevard, Chicago



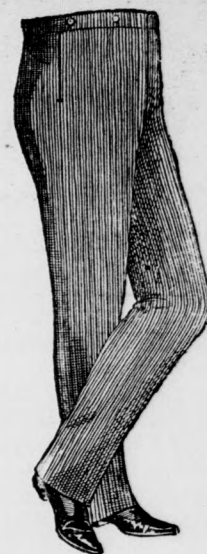
Give Your Wife a Fireless Cooker For Christmas

Here is your chance to get a good one

FREE

WE WILL SEND YOU this splendid Fireless Cooker absolutely FREE for an order for one basket, 65 pounds, of our PROSPERITY MIXTURE, at \$7.50 per basket. This Mixture is a splendid value to retail for 20 cents per pound. You make from 50 to 75 per cent. profit on the candy and get the Fireless Cooker FREE. Send your order at once as this offer may be withdrawn at any time. We know you will be delighted with the Fireless Cooker and you will send us many duplicate orders for the candy.

PUTNAM FACTORY, National Candy Co., Grand Rapids, Mich.



Buy Any Waist Measure You Like

We have a good assortment of Kersey trousers, of all sizes, 32 33 34 36, 38, 40 waist—price per dozen \$18.00.

A few sizes at this time of the year helps balance up your line. Make up your list before our stock is broken.

We Also Offer

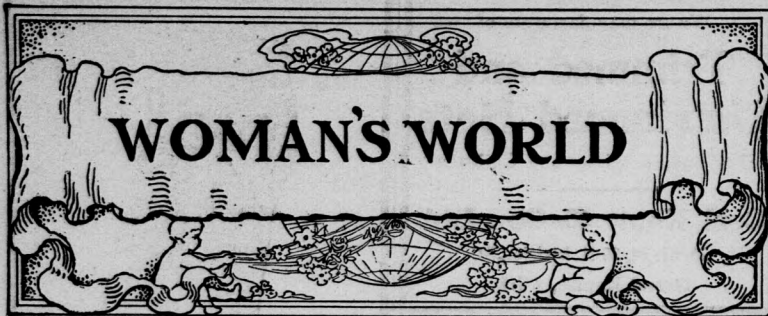
an exceptionally strong line of Kersey, Covert, Duck, Corduroy, Sheep lined and Mackinaw Coats.

Mail orders receive prompt attention.

Grand Rapids Dry Goods Co.

Wholesale Dry Goods

Grand Rapids, Mich.



Sensible Suggestions on Christmas Shopping.

The practical woman put on a rainy-day skirt, jabbed another hat-pin in securely and took up a long and businesslike looking list.

"Whither away?" I asked.

"I am going to take Christmas by the forelock," she replied, "and buy all my presents while there is still time to look things dispassionately over in the shops, without being hustled and trodden upon by women until you feel as if you had played right tackle in a football match and were the battered remains. Oh, I know, of course, it is not conventional. The proper way to do is to wait until the last minute, when everything has been pulled and pawed over and the shop girls are nervous and cross, and then rush in and snatch up some old thing that you never thought of before and nobody wants and that creates murderous feelings in the breast of the person to whom you present it as a token of affection.

"I used to do that way and I suppose it comes nearer to accounting for the misfit Christmas presents than anything else. I confess that when I see the absurd and useless things that people give each other and the money that they waste, I am tempted to think that Christmas-giving ought to be abolished by law or a commission appointed to do the buying. Just think of one rational human being presenting another with a painted celluloid box that goes to pieces if you look at it or one of those awful plush and satin monstrosities that is good for nothing on earth but to collect dirt and aggravate the housemaid.

"I suppose there is not one person in a hundred who ever looks over their Christmas presents without a feeling of impotent anger at the givers for the money they have thrown away. You were needing table cloths and your dearest friend sends you a fifteen-dollar illustrated copy of 'The Ancient Mariner.' You were yearning for a salad bowl and the bachelor friend who wants to be nice to you bestows a ten-dollar bunch of American Beauty roses on you. You longed for a silk petticoat and your husband buys you a fine box of candy. It always makes me think of what a popular society man said once. He showed me forty silk-embroidered and tinsel things that his girl friends had sent him Christmas and remarked: 'I would trade them all for one good pair of socks.'

"Now I believe in Christmas and in Christmas giving, but I think we do our best to make what should be the

happiest and merriest time of all the year a season of toil and turmoil and trouble unspeakable, and so I have worked out for myself what I call a 'reformed Christmas' that brings me peace and happiness and I trust carries cheer to others. In the first place I have simplified my giving. The three classes who are hardest to buy presents for and who simply reduce you to paresis when you try to think of something that would please their fancy are men, children and servants.

"Of course, Christmas is pre-eminently the children's season. They come first, and there is a general impression that they are overjoyed at anything. Nothing on earth is farther from the truth. Most children in well-to-do families now are swamped with toys and books for one thing and for another. No grown person has the slightest idea of what is going to fire a child's fancy. I used to accumulate gray hairs and wrinkles trying to think of something these spoiled little darlings did not have, but I do not now. I give money. That in itself is a blessed rarity to the little folks and the fun they have in going down town and spending it themselves is the best part of the Christmas to them. Take my word for it a child would rather have one dollar in cold cash than a ten dollar present.

Servants are the same way. For years I used to inwardly resent the cold and perfunctory thanks of my maid over some gift that had cost hours of worry as well as money, but I have no reason to complain of the lack of gratitude for the money gift. Nor is the reason of that far to find. The \$1, \$2 or \$5 that a family bestows upon the cook or housemaid is an accumulative gift and enables her to buy some bit of finery that she yearns for and that she could not have afforded out of her wages.

"As for men, I have one standing present for these outside of my own family to whom I wish to send some token of remembrance—a subscription to a magazine. It is not imaginative to always give the same thing, but it is acceptable, and in that way I never give a book a man has already. For the men of one's own family the selection is never difficult, because men are not shy about expressing their needs. If a man has a home that he loves he will be pleased with a sofa cushion or a good picture. If he boards he regards such things as rubbish and bestows them upon the landlady; but a magazine brings its monthly, pleasant reminder, without the burden of having

Karo

The Syrup of Purity and Wholesomeness

ALL your customers know Karo. And the better they know it, the better they like it—for no one can resist that rich, delicious flavor—and every sale means a quick re-order.

Karo is a syrup of proven goodness and purity. Unequalled for table use and cooking—fine for grid-dle cakes—dandy for candy. It's never "dead stock," and every can shows you a good profit.

Karo is unquestionably the popular syrup. The big advertising campaign now on is helping every Karo dealer.

**CORN PRODUCTS
REFINING COMPANY**

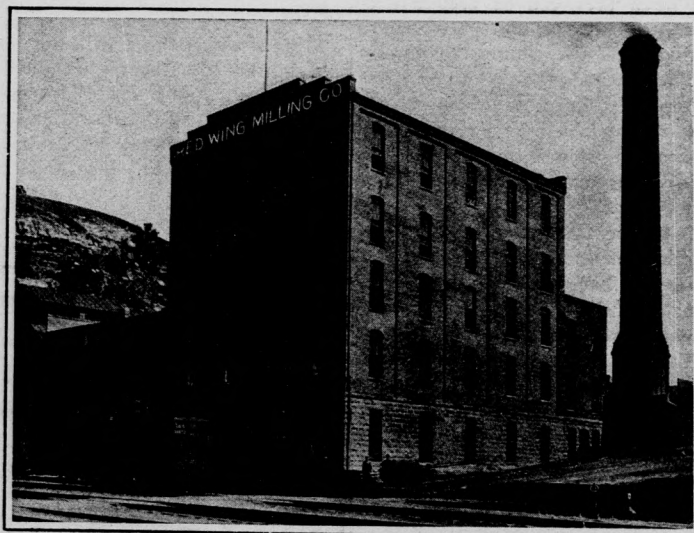
New York



The Mill That Mills

BIXOTA FLOUR

In the Heart of the Spring Wheat Belt



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

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

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

Red Wing Milling Co.

Red Wing, Minn.

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

to be cared for. Personally, I like these perennial presents, and no other gift I ever received ever gave me half so much pleasure as a little red-bound memorandum book that came to me last Christmas and that has been of daily use and joy ever since.

"Another life-saving device I have adopted is curing myself of the habit of making things for Christmas gifts. I used to work myself to death embroidering and sewing and making dinky little things that were of no use after they were done, and that nothing but family affection could have made acceptable presents. I did this because I shared in the universal fallacy that I was saving money, whereas, in reality, it is the rankest extravagance. Count up what your lace and ribbon and tinsel and embroidery silk cost you, and you will find you have the price of solid silver. Add to it the doctor's bill resultant from overwork and you might have given diamonds.

"To my mind there is no other gift so precious as the one that answers some need of ours and shows that we have really been remembered. I try never to give a thing that is not of some practical use, and if you think that people are hankering more for sentiment than comfort around Christmas time, you just try it. Somehow I have managed to get used to the thought that Christmas is going to come around at the same old time every year, and I get ready for it, and when I hear any of my friends or family express a wish for something, like Captain Cuttle, I make a note of it.

"Now, there is Sallie, for instance: Last summer I spent a week at her house in the country and noticed that she had miserable lamps. I might send her, of course, an illuminated copy of Browning, but I am not. I am going to buy the best lamp in town, and I venture to say there will not be an evening this winter, when they gather around the reading table, that they will not remember me with joy and gratitude.

"Then there is Aunt Polly. I happen to remember that she loves to take a nap sitting in her chair. Do you suppose I am going to add to her voluminous collection of 'Pilgrim's Progress' and Bibles and hymnals? Not much. I am going to buy her a Morris chair with big, soft cushions, where she can take her forty winks in a comfort she has never known before.

"Heaven has blessed me in one thing," went on the practical woman, surveying her list, "and that is that I have friends with fads. They can always be provided for. The woman who is collecting plates or steins or etchings or pipes or curious weapons will be pleased with anything that bears on her hobby. Nor do I worry over housekeepers, for them the linen closet is an inexhaustible source of need, and the woman who is not thrilled over a new table cloth or bit of embroidered linen or set of napkins is simply wanting in womanly feeling, that is all.

"Perhaps we would not make so many mistakes in giving if we would

follow the old motto of, 'Put yourself in his place.' Just think, if you were an invalid, how you would like to receive a medicine glass, or if you were an old person, how it would seem to be deluged with books carefully selected to impress on you the fact that you were not long for this world. But, after all, Christmas resolves itself into a lot of 'don'ts,' does it not? Any fool can do the right thing, but it takes a wise person to refrain from doing the wrong ones. Here are some of my rules:

Don't wait until the last minute to shop. Saleswomen have some right to the season of peace on earth and good will towards men.

Don't buy foolishness. A useless present is of no more account at Christmas than at any other season.

Don't give people things unless you understand their tastes. Better is five cents' worth of candy of the flavor we like than a ton of the kind that nauseates us.

Don't give books to people who do not read.

Don't buy editions de luxe for any but connoisseurs. Most people would care more for the contents of a book than for its binding.

Don't give your seamstress a thimble or your housemaid an apron. Nobody cares to be presented with a badge of service.

Don't give men a lot of dinky little trinkets to litter up their desks. A man's desk is his workshop and he despises the judgment of the woman whose gifts get in his way.

Don't give sensible presents to a young girl. A woman has to be 30 years old before she appreciates the useful.

Don't give presents expecting to get them back with usury. Sometimes the bread that is cast upon the water sinks.

Don't give presents to curry favor. Bribe at some other time than Christmas.

Don't, if you are a man, give your wife a dress unless you let her pick it out herself. A man's judgment of color is worth as much as a woman's knowledge of cigars.

Don't, if you are a wife, buy your husband a present and have the bill sent to him. It is hard to be grateful for what we pay for.

Don't, if you are a girl, send young men presents. They feel bound to repay them with usury.

Don't, if you are a young man, go in debt for a Christmas gift for a girl. The idea of January approaches and the bill collector never tarries.

Don't think that only expensive gifts are appreciated. It is the thought and not the price tag that counts.

Don't forget that a letter or a telegram is just as welcome and as sweet as a gift that costs much money.

"Don't forget the poor, the needy and the lonely," wound up the practical woman, her eyes bright with unshed tears, "and as Tiny Tim says, 'A Merry Christmas to all, and God bless us very one.'" Dorothy Dix.

It is a frail faith that fears to have its foundations examined.

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Any Business Intrusted to us by Mail or in Person will be
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WE PAY INTEREST ON DEPOSITS, BOTH ON CERTIFICATES AND IN
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Successful Progressive Strong



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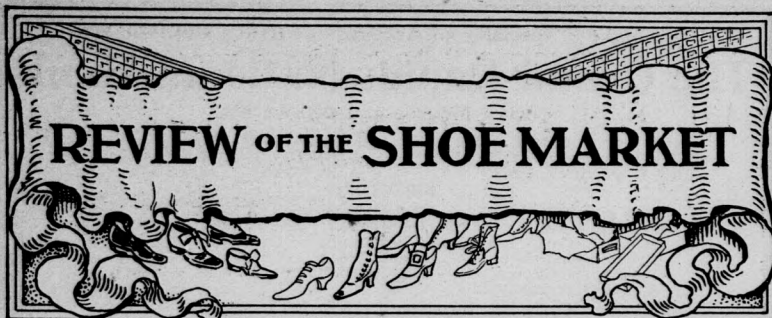
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GOOD AND BAD PIANOS

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

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



Young Shoe Dealer's Ride Behind a Trotter.

Footville, at the time this story opens, was a city of considerable size and business activity, not more than 50 miles from New York City. George Maxwell, the chief actor, after his better half, was a retail shoe dealer, who, by his popularity and hustling nature, monopolized about half the trade in town. The summer past had been a prosperous one, and George had been "long" on white goods; prepared at the start for a "white" season, and stocked up liberally as the season went on, until he had shod more than half of the inhabitants of Footville in canvas and kid.

It was now Christmas eve, and Maxwell, having given each of his clerks handsome tokens of his appreciation of their faithful service, and bidden them good night and a Merry Christmas, turned his steps toward his friend Flicken's livery stable to hire a rig for the morrow. Prosperity always inspired the young merchant to do something a little out of the ordinary to add to his wife's pleasure.

"Now, here's a horse that I think will suit Mrs. Maxwell," said the livery man briskly. "In fact, a horsewoman of her nerve and spirit would, I believe, be delighted to hold the reins over Dexter and call him her own horse."

George scratched his ear thoughtfully, and a new idea seemed to penetrate his brain. His wife had often expressed a desire to have a turnout of her own. She was a country-bred girl and knew horses thoroughly. "By Jove!" he said to himself, "I think I can stand it. Now or never. The girl shall have her wish." Maxwell began to carefully look the beast over for points; but his knowledge of horse flesh was but general and vague. If it had been a simple shoe, he could have taken in all its points at a glance.

"Not much to look at, I admit," said Flicken, encouragingly. "But he's got the go in him, and that's what your wife always insists upon."

"Send him around in the morning about nine o'clock," said Maxwell, shutting his teeth hard at his rash decision, "and we'll take him on approval."

On his way home George Maxwell recalled a conversation he had had not long ago with his better half. "A horse, a horse, my kingdom for a horse," or some such words she had used.

"Our standing in society demands it now, George," she half urged.

"But the expense, my dear!" he had remonstrated.

"Respectability is always more or less expensive, George; but in our case it's only a question whether we are to be somebody or nobody. Everybody in Footville knows you can afford it, and it will give you prestige in your business over your competitors." That argument settled it.

So it was to Flicken, the livery man, that they were indebted for a solution of the problem of how to get a horse, reliable and with spirit, for a small outlay of cash—or credit—and the animal was warranted to be as sound as a dollar, and "to go at a good clip when he got warmed up."

"Why didn't you buy a cow, George," asked his wife, as she looked the beast over on Christmas morning. She was studying the animal's points now, and sizing him up. "He is fearfully and wonderfully made," she soliloquized.

Maxwell stood by rubbing his smooth chin and smiling at her criticisms, and feared he had been hasty. He quoted the horseman's proverb, "Appearances are deceitful, Mary, and he may be better than he looks. Besides, we are only taking him on approval, you know."

Mrs. Maxwell made no reply. She was going over the horse like a professional jockey; the arched neck, the distended nostrils and alert eye were all missing. Her eyes followed along his camel-shaped back, and rested in disgust upon his rough, stumpy tail. But his legs, without which a horse is nothing, were his redeeming possessions. These were clean and slender, terminating in sound, small, well-built hoofs.

"No spirit, no speed, no style. He will have to be clubbed every step of the way. But we will try him, George."

They started off at a walk, for the horse set the pace, refusing to be urged into a trot by the gentle persuasion of a chirrup or jerks on the lines.

"I wouldn't do that," remonstrated Maxwell, as his wife seized the whip; "at least not till we've sized him up."

"I sized him up long ago," said the thoroughly disgruntled horsewoman, emphasizing her statement by a sharp cut across his flanks.

Dexter responded by wagging his stumpy tail in protest, and walked placidly along. "This is exhilarating!" said Mrs. Maxwell reproachfully. "Perhaps he'll do better when he gets warmed up. Flicken said he would," ventured George apologetically.

"Oh! that's it. Then I'll warm him up; for he is evidently not the horse of Scripture that must be held in with

The Season's Greetings to the Entire Shoe Fraternity



Rindge, Kalmbach, Logie & Co., Ltd.
Grand Rapids, Mich.

Grand Rapids Shoe & Rubber Co.

Grand Rapids, Mich.

Wholesale Dealers

Shoes that Wear Well, Fit Fine and
Cause Comfort.

Rubbers that Keep Out the Wet.

Unequaled in
Quality, Fit, Style.

State Agents



bit and bridle." And the horsewoman proceeded to warm him up with the whip in earnest.

A gentle dog trot was the result of these attentions.

"That is his good clip, I suppose," said Mrs. Maxwell scornfully. "Let's go home and get a goat."

"Oh! but he may do better yet. Give him a chance."

The couple had gone about a mile from the town when the sound of wheels coming from behind was heard, and old Dexter was alert at once. His ears were laid back, his head was held high, a nervous tremor ran from his head to his stumpy tail. As the light buggy drawn by a blooded trotter came abreast of the Maxwells, Dexter made a sudden spring forward and was soon covering the ground at a rate that made the Maxwells hold their breath. Mr. Maxwell reached for the lines, but his wife waved him off. She had straightened up and was leaning back with her feet braced against the iron foot rest, and with a grip upon the hand loops in the reins, which she had declared were absurd over such a cow, they were off. Her eyes sparkled with excitement and her face flushed with pleasure. It was only a spurt, however, for the driver of the fast horse drew up at a saloon and got out.

"Gracious!" said George, "the horse has got the stuff in him."

"He seems to have some spirit when it's aroused. I like a horse that can go; but I suppose we'll always have to go out driving with another rig to wake him up."

A little further on they struck a straight, level road, running parallel with the railroad tracks, which it followed for about a mile. Dexter was sauntering along leisurely, ignoring the entreaties and the whip behind him, when a locomotive whistle was heard in the rear. Maxwell remarked reassuringly, "Flickens says he's not afraid of cars and things."

"I don't think he's afraid of anything except exertion of his own locomotive powers," said his wife. "But look out, George, sit tight, he's going to run another heat."

Dexter woke from his reverie, and the signs of a coming struggle were apparent. He had evidently pitted himself against engines before, for he gave his initiatory spring before the train reached him, and settled down for a long race. Maxwell again proffered his assistance, but his wife motioned him off with her head. It was like pulling against a fence post, pulling on that hard mouth, and they were soon racing madly with the long train loaded with its human freight. The grimy-faced engineer was the first to discover that a race was on, and leaning from his cab he gave the Maxwells an encouraging smile and a wave of the hand. The fireman also waved his red handkerchief and grinned approval. On they went, at first neck and neck in clouds of dust and almost deafened by the roar of the engine. The engineer put his hand to the lever and the train began to pull ahead of them, and in spite of Dexter's utmost leg power, the passenger coaches began to pass

them, one by one. The interest in the novel race had now extended to most of the passengers on the train, and the windows on the side of the Maxwells were packed with faces, cheering and waving encouragement with handkerchiefs and hats. Among the spectators on the train were two grave faces that George Maxwell recognized with some mortification. One was old Deacon Pettit, whose church the Maxwells attended. The other was John Driscoll, a large shoe manufacturer of a nearby city, and one of Maxwell's creditors. The good deacon was shaking his head and saying: "I couldn't have believed this of George." Driscoll remarked to himself: "Maxwell dabbling in racing horses! I'll have to keep an eye on him."

A sudden jolt had deprived the brave horsewoman of her hat, which went sailing to the rear, while her disheveled hair streamed out behind like a pennant. Although the train had distanced them, their case seemed hopeless, unless there should be a cross road into which they could turn. Glancing ahead they saw a road in the distance which turned off sharply to the left, and their only hope was that they should be able to steer Dexter into it. But would the brute consent? Maxwell feared he would not. Just ahead was a pasture lot, enclosed by a rail fence; at the further end were a barnyard and house. Maxwell saw a man running toward them from the farmhouse, and also a boy frantically taking out the bars. The beast showed no signs of slacking or turning to the left.

"Be lively, Johnny," yelled the farmer, "or there'll be an accident down there."

"George, he's going to take the fence," screamed Mrs. Maxwell. "He's a hunter. Pull! Pull!" she cried, handing him the left rein. "Will that boy never get the rails out?"

Maxwell pulled with such strength that the line parted at the middle. They were upon the boy, who dropped the last rail and jumped to one side. The rails lay in a heap, and the buggy bounded over them, throwing Mrs. Maxwell into the bottom of it. Then they brought up in the barnyard, where Dexter called a sudden halt. Had it not been for the noise of the train the Maxwells might have heard Farmer Bates yell to his wife as he came out and sent his boy flying to the bars, "Sure's fate there comes our old Dexter."

To which Mrs. Bates replied: "I knowed he'd come back first chance he got. 'Pears to be in a hurry, too."

The Maxwells presented a sorry appearance when they got out of the buggy. "He's a queer sort of a horse, Dexter is," said Bates.

"You know him, then?" said Maxwell.

"I oughter; I raised him from a colt. Been tryin' the critter, hev you?"

"Oh! no," said Maxwell, deprecatingly; "only out for a drive."

"He has some peculiarities," interpolated Mrs. Bates.

"Yes, I've noticed them," said Maxwell, rubbing his knees. Mrs. Maxwell assented and laughed outright.

Then came the question of the return trip. "Behind that brute? Not on your life. I'll have Flickens send up for him, and we'll go home on the next train. It will stop for flagging."

"But look at my clothes; and no hat, to go by train."

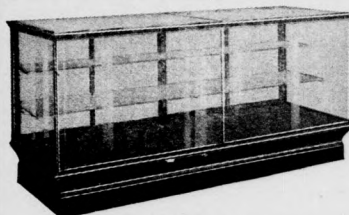
"Better a little disorder in dress than a broken neck," said George. So a hat was furnished by Mrs. Bates and the Maxwells went home by train to a Christmas dinner.

Later on apologies were tendered

to Driscoll and the deacon for horse racing.—E. A. Boyden in Shoe Retailer.

No man receives more than he believes.

It pays to handle
MAYER SHOES



Our Crackerjack No. 25

Write for our catalog A.

Non-binding doors and drawers, non-warping pilasters and frames. Great improvements for our wall cases and show cases.

We guarantee that it is impossible for a door or drawer to bind under any climatic condition.

Do you realize what this means in the wearing qualities of fixtures? 1,000 cases in stock, all sizes and styles.

GRAND RAPIDS SHOW CASE CO.
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The Largest Show Case Plant in the World

A HOME INVESTMENT

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

HAS REAL ADVANTAGES

For this reason, among others, the stock of

THE CITIZENS TELEPHONE CO.

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



The Man We Are After



H. B. Hard Pan Blucher
8 inch Top Large Eyelets
Carried in Stock 6-11

is the man who has had trouble, well—in getting a line of shoes that will hold his boys' trade—we've got something for him—

H. B. Hard Pans

A line of shoes that will save all his worry and fuss and bother. A few thousand progressive dealers are handling this line now and we know from the way re-orders are coming in that they are pleased—mightily.

The fact is that we know how and are making a shoe that will wear like—well, most dealers say like iron.

These H. B. Hard Pans run uniform—one pair just as good as another.

Made for one dealer in each town. Order a case to test on your hard wear boys' trade.

Herold-Bertsch Shoe Co.

Makers of the Original
H. B. Hard Pans

Grand Rapids, Mich.





Have "Born" Salesmen a Complete Monopoly?

When a man makes a special success in selling one often hears the remark that he is a "born salesman."

In some manner this explanation seems to relieve the salesman of a good deal of responsibility. It conveys the idea that it isn't necessary for him to exert himself in order to make a sale; that he has only to appear before a customer and go through the formality of showing his goods, while some providential power does the rest.

The sooner this myth is exploded, the better. It belongs with the tales of genii and magicians, which are interesting as fiction but are unreliable as guides to success.

Some salesmen have greater native capability for the work than others, but native capability is not all that a salesman needs, any more than an ear for music is all that is required to make an expert musician.

Study and painstaking practice are more essential in developing good selling ability than natural aptitude. No man, no matter how much "knack" he has been gifted with, can succeed on the strength of that alone. It may suffice to keep him in a position and in receipt of a salary—but it will not advance him to the front ranks. Only the men who strive constantly to improve their methods, to benefit by others' experience and to add to their natural gifts acquired knowledge, reach that goal.

No man ever sprang full fledged into the possession of the powers which a salesman must use if he desires to rise above the ranks of the mere plodders.

The best examples of success in salesmanship are no less "made" salesmen than "born" salesmen.

Many of the most proficient salesmen have attained proficiency through sheer determined application in mastering the principles in selling, and in spite of the fact that they have had no "leaning" in the direction of commercialism—no peculiar fitness at the start.

Many sales managers commit an injustice which reacts upon their own interests, in carelessly classifying all good business getters as "born" salesmen, thereby implying that those who have not been born to this kind of work, who do not evince a special capacity for it at the beginning of their careers, are hopeless cases.

Any man can learn to sell goods. There is nothing about the business to make it prohibitive to any man who has not come into the world with a special set of faculties adapted to

its requirements. Salesmanship is not like "tree-climbing" in being a possible accomplishment only to animals of a certain build. Given brains and a determined spirit and a capacity for application, any man can become an adept in selling, even if he has grown up with no more understanding of bargaining or of mercantile values than a sheep has of the muscular facility which enables a monkey to climb.

There is a need in all lines of business for a greater number of thorough and competent salesmen; and for this reason it is undesirable to discourage men who have the making of a good salesman in them by telling them that if they are not "born" salesmen they can never make a real success.

Oftentimes the ability of "born" salesmen is seriously impaired by too much self-assurance. They get the idea that some sort of a supernatural spell makes the success of their efforts at all times inevitable. Some never do the best work they are capable of doing because they feel that their poorest is good enough. They are content to have set the pace; and it seems unimportant whether they keep it up. Consequently, though they may still keep their knack of dealing with men and presenting a proposition, they make very little improvement as the years go on. It seems to them that this faculty which is usually described as "knack" is all that there is to salesmanship; and that since they already possess it there is no occasion for them to seek self-improvement and no opportunity for them to improve themselves. This is a radical mistake.

If a man is what is known as a "born" salesman he has a right to consider himself fortunate, but he should be careful that he does not forfeit his incentive to do better and to grow, through the feeling that he has already reached a satisfactory height.

What is especially needed to make any selling force strong and competent is less that all its members shall be peculiarly endowed with the knack of selling, as that they all shall be animated, with a belief in the possibilities of their own development, and with ambition to achieve the greatest measure of development possible. The rawest and most ill-assorted selling force, if each of its members is dominated by the belief that he can learn to sell goods and by the determination to do so, will earn more for a house in the long run than the selling force which is

made up of "born" salesmen who are all so satisfied and content with present conditions that it does not occur to them to try to improve.—W. C. Lynn in Salesmanship.

A Question in Addition and Multiplication

Add one big airy room to courteous service, then multiply by three excellent meals, and the answer is

Hotel Livingston
Grand Rapids, 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.

Flour Profits

Where Do You Find Them, Mr. Grocer?

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



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

BAY STATE MILLING CO.
Winona, Minnesota

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



Mo-Ka COFFEE

Mr. Grocer:

Write your Jobber. Tell him to order a case of

MO-KA Coffee

for you. The Mills pay the freight and guarantee the quality and the sale of MO-KA both to your Jobber and to you.

Valley City Coffee and Spice Mills
Saginaw, Mich.

High Grade
Popular Price

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.

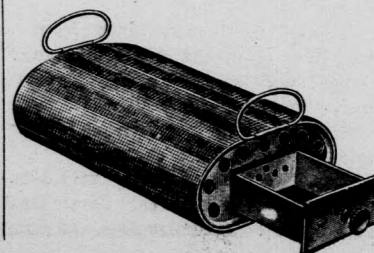
Drop us a card for new catalogue. Your jobber has this line.

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



Gripsack Brigade.

Don't neglect your prospects, no matter how unpromising they seem to be.

The opportunity one salesman would throw away as a thing of no value, another man will pick up and make the basis of a fortune.

Kalamazoo Gazette: James Pier, a traveling man representing a Chicago publishing company, has been taken to Bronson Hospital seriously ill. His parents have been sent for.

A Dowagiac correspondent writes as follows: Sam Scott, who recently sold his interest in the Scott Bros. meat market, has resumed his position as traveling salesman for the Dowagiac Manufacturing Co.

Clyde E. Brown (Sherwood Hall & Co.) has been elected Secretary of the Michigan Division, T. P. A., in place of J. V. Throop, who recently resigned. John Snitseler has been elected Vice-President and E. A. Clements has been elected a member of the Board of Directors.

Chicago Tribune: Caleb Chase was liberal during his lifetime. He was a friend to every man in his employ. He placed confidence in those who served him. They stood by him in return. When he died they felt sincere sorrow. Now it is announced that his will provides for the distribution among his workers of \$300,000, every one of them being remembered. Where the master is of such spirit there is no surprise when one reads: "Many of those who will receive bequests under the will have grown old in the employ of Mr. Chase."

Charlotte Republican: Fred Wood, salesman in Bare & Gillette's, has tendered his resignation to take effect January 1, when he will assume a traveling berth with the Peninsular Stove Co., of Detroit. His territory will be Southern Iowa. Mr. Wood is a very capable man in his line of work and will have no trouble in selling stoves to the Hawkeyes. He is genial and courteous with the trade, which will prove a valuable asset on the road. Mr. Wood is the fifth clerk to leave Mr. Gillette's employ to take a road position and, while he dislikes to make his store a sort of a training school, he is proud of every one of the quintette, and says Mr. Wood will add new laurels to the record of his store for turning out successful road men.

Walter N. Burgess, Manager of H. Leonard & Sons, has retired from that position to take the position of general salesman for Kinney & Levan, of Cleveland. His territory includes the entire State, with the exception of the southern tier of counties and the Thumb district. He expects to see his customers every sixty days. He will make Grand Rapids his headquarters. He leaves Sunday for Cleveland, where he will spend a week or ten days familiarizing himself with his new line. Incidentally, he will attend a smoker given by the Cleveland Chamber of Commerce on Monday evening. Mr. Burgess has been identified with the Leonard house since March 1, 1895. Thirty-nine of

the employees of the house, accompanied by their wives, invaded his home at 274 Lagrave street last evening and presented him with a hand-made Roman gold ring with three diamonds. Mr. Burgess is a hard working and painstaking gentleman who makes and keeps friends wherever he goes.

Movements of Michigan Gideons.

Detroit, Dec. 22—During last week Geo. S. Webb and J. E. Fleming assisted Rev. Willet at the Wyandotte Baptist church, and there were nine conversions. Last Sunday Brother Fleming gave the morning address and Brother Webb held a men's meeting in the afternoon at that place. The Volunteer meeting was conducted by Webb and Fleming Saturday evening.

The Griswold House meeting was led by Wheaton Smith, assisted by C. M. Smith, Mr. and Mrs. Gordon Z. Gage, Miss Evo, Mrs. Williams, the writer and his wife. The leader, in his opening address, spoke of the work he had been enabled to do among those in his employ and then gave encouraging words for those interested in placing Bibles in the guest rooms of hotels, after which, on motion, the Camp instructed C. M. Smith to send a check for and order shipped at once 151 Bibles for the guest rooms of the Griswold House. A letter was read from State President Smith and Secretary Meeker, being the same as sent to all the camps in the State, requesting an invitation for a State rally and banquet; and, on motion, the invitation was accepted if same could be held in the Griswold House Saturday and Sunday, Jan. 30 and 31. If the Detroit Camp is favored with the rally and banquet the programme will appear in the Tradesman early in January and cards of invitation will be sent to all Gideons in the State.

National President Smith will attend the Gideon rally in Boston this week.

D. W. Johns took a flying trip down to Fort Wayne this week, but before he left he received one of those sweet smiles from his wife, three daughters and two sons, which will bring him back for Christmas. He used to tell about old Santy and the chimney, but this year he has an old book, almost worn out from constant use, he will get out. He calls it his jewel book and somehow he gets a present for every member of his family and decks all with these jewels. Aaron B. Gates.

Kalamazoo—B. L. Shutts has merged his plating works into a stock company under the style of the B. L. Shutts Co., with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed and \$2,500 paid in cash and \$2,500 in property.

The worst failures are those successes that have come at the cost of the soul.

There are many things we can not afford to get for less than their full price.

Doing in Other Cities.

Written for the Tradesman.

The Charles Rietz City Park at Manistee is beginning to take definite shape. The park consists of nine acres and from its entrance a fine view is secured of Manistee's upper harbor.

The Boyne City Board of Trade is collecting statistics to be presented to the Federal authorities in an effort to have the city made a port of entry.

The first annual banquet of the Adrian Industrial Association will be held Jan. 13.

Directors of the Ludington Board of Trade have decided to ask for another bond issue of \$50,000 to be used in securing more factories. The matter will be presented first to the Common Council and will be further discussed at the annual Board of Trade banquet in February.

President Ross has addressed a letter to each of the 350 members of the Muskegon Chamber of Commerce, telling of the things that Muskegon wants and can get through co-operation of the entire membership and the added help of citizens.

Each exhibitor at the recent exposition of Saginaw-made products held in that city will receive a rebate covering the entire amount of his booth rental. This was not contemplated at first and indicates the success of the exposition.

The Health Officer of Pontiac recently notified milk dealers that their cattle must be subjected to the tuberculin test. A public meeting was

held, attended by sixty milk dealers, and the city agreed not to press the matter until the Legislature has time to act on a petition making a State appropriation to cover the loss of cattle slaughtered.

Seven years ago the city of Three Rivers removed the hitching posts along the main street. This displeased the farmers and the merchants state that trade has fallen off. The city will replace the posts.

The annual banquet of the Traverse City Board of Trade will be held Jan. 5.

The Sault Ste. Marie Business Men's Club has ninety members and is considering building an addition to its clubhouse.

Philip Higer is the newly elected President of the Port Huron Chamber of Commerce.

The Directors of the Saginaw Board of Trade will hold a special meeting Dec. 29 for the purpose of considering plans for boosting the membership.

In his annual report Secretary Gibson, of the Battle Creek Industrial Association, recommended "that a freight bureau be established by the Association for the unearthing of irregularities in rates and for the discovery and elimination of discriminations and delays in shipments."

Almond Griffen.

No man ever overshoots his own moral aim.

The limelight does not make the hero.

Cut This Coupon Out!

IT'S WORTH FIVE POINTS

GET THIS SET

BY PUSHING

Ralston Health Food

AND

Purina Whole Wheat Flour

GUARANTEED GOODS



PLAN: Tags on all "Checker-board" packages and sacks

	COUNT
FOOD Tags (Black)	2 Points
Flour Tags (Green)	4 "
Purina Bread Tags (Red)	1 "

Bakers furnish Purina whole wheat bread

Send 100 Points to obtain Jewelry Set to

Ralston Purina Co.

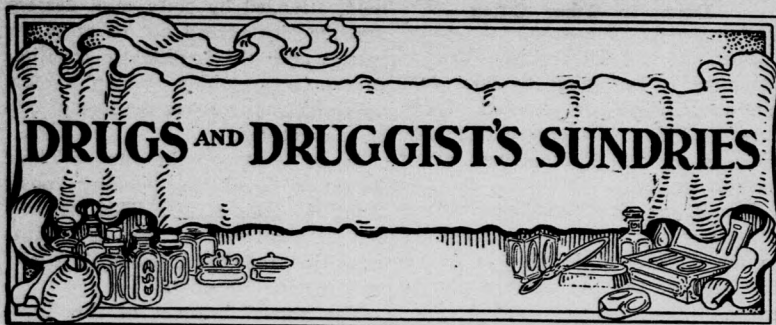
Where Purity is Paramount

ST. LOUIS, MO.

OR TO

SUMNER M. WELLS & CO., 19 Hawkins Block, Grand Rapids, Mich.

EXPIRES JULY 4, 1909



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—Ann Arbor, Jan. 19, 20 and 21, 1909.

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.

GRASPING A SITUATION.

How the Thum Brothers Evolved the "Sticky."

"Yes, sir, they've made a fortune. Just how large a fortune I do not know, but whatever it is, it has been developed inside of thirty-six years."

The gentleman speaking, a fine-looking man of middle age, was Mr. F. W. Briggs, of Buffalo, New York, and he added: "When I first knew the Thum Brothers they were conducting a little old fashioned drug store in what is now the north half of the Walter K. Schmidt large and elegant store on Canal street. Of course, they had the sacredly secluded prescription case and kept paints and oils, and in the back room they compounded pills by hand, made their own aqua pura, trimmed labels and squeezed corks for the bottles of various other compounds, which all druggists manufactured for themselves in those days—hair oils, face lotions, essences, extracts and all that sort of thing."

"What were you doing in Grand Rapids?" was asked.

"That was in 1872," resumed Mr. Briggs, "and I was selling drugs and, among other things, poison fly-paper and sticky fly-paper."

"Sticky fly-paper?" was the surprised enquiry.

"Yes, sticky fly-paper. You see my father, Dr. G. C. Briggs, of Hamilton, Canada, like many another physician and druggist—our firm name was Dr. G. C. Briggs & Son—had obtained the formula discovered by a New York chemist named Isaacson for making sticky fly-paper, and we had built up quite a trade in the article in and around Hamilton. Then my brother and myself located in Buffalo and began the manufacture of sticky fly-paper. And we developed quite a trade. But we did everything by hand—slow work. We had Thum Brothers, Wilson & Harvey and Peck Brothers as Grand Rapids customers. Very soon we found we could not begin to meet our orders and—well, we had a good thing in

our poison paper, and then, too, we were not smart enough to see the sticky situation."

"And you abandoned the idea?"

"Not exactly; not just then. Very soon, however, we heard that the Thum Brothers had developed a sticky fly-paper that was as fresh and good after lying a year in stock as when turned out; that the sticky substance would not flow off the paper and that they could not only undersell us, but that they could produce a hundred times as much as was our capacity to do similar work. And so it did not take us long to see where we were at. Thus it happened that we have for years devoted ourselves to the manufacture of the poison paper."

"How were the Thum Brothers able to do what you could not do—you were in the field first?"

"Yes, we were first in the field, but we were not as clever as the Thums. The formula was and is open to the world. It is merely a combination of rosin and castor oil. The formula was not what counted. The Thums were smart. They saw that the product must be turned out in large quantities cheaply; they realized that stocks sold in January which became hard and useless the following January would hurt the business, and they appreciated how a customer buying a case of fly-paper which, when the case was opened, showed much of the stock stuck together or fast to the case might indulge in swear words."

"Didn't you find out those facts?"

"Of course we did; but, as I said, we were not as clever as the Thums. They not only found the troubles but they overcame them. And to-day the making of sticky fly-paper by the Thums is accomplished almost wholly by machinery. The paper is bought by the train load and comes in great rolls, which are fed into a machine much as newspapers are fed into perfecting presses, the sticky compound is laid on by machinery—think of it, we used to do it by hand—the flange for keeping the 'sticky' in place is a machine made thing; the printing, the sizing, the counting of sheets, everything is automatically produced. To-day the Thums manufacture their own castor oil and buy rosin by the train loads."

"They are the largest manufacturers of sticky fly-paper in the world, are they not?"

"Yes, indeed. Just as F. W. Briggs & Co. are the largest manufacturers of poison paper. Just think of this: When we made the 'sticky' we painted the stuff on the paper, sheet by

sheet, and then stuck the sheets together—all by hand. The Thums make much smaller sheets, print on the sheets, then size them, then put on the 'sticky,' then put two sheets together, face to face, and then count them—all by machinery. Then, too, our 'sticky' had to be used inside of six or eight months or it became so hard and dry that it was useless. The Thum Brothers' product is as good as new a year after it leaves the factory. They have well earned their fortune, however large it may be."

You Are a Failure If You Are Not Happy.

Evansville, Ind., Dec. 21—I wish to say that every time your valuable journal comes to my office the first thing I do is to read each and every little item of which you publish so many. Those two line items you publish every week have more in them than there is in lots of long articles that we read.

I want to say a few words about the following item, which you published in your Dec. 16 number, "Highways of happiness are never cut through with pain and tears."

Yes, the highway of happiness is never attained with the pain and tears so many people suffer with in looking at what other people are doing. It seems to pain some people to see what others are doing, and they almost allow tears to come in their eyes on account of it.

The road to happiness and success is cut through the high hills by doing good work with your own hands and your own mind.

No man can do good work with his mind if he allows his eyes to be looking at the other fellow.

My success in business and the happiness I enjoy were made possible only by looking at my own work and listening to my own thoughts. My thoughts pat me on the head and say, "This is my son in whom I am well pleased," just because I have learned that my Father is within me.

When it comes to making a living, not to making money, I have found out that we must not sit down and worry about the so-called success. No man is a success if he is not happy.

I do not care how much money a man has or how much his business is earning for him, if he is not happy he has failed to make a success in life.

Life is all we get and our life is what we make it. We can not buy life. We must earn it by working with Nature.

Nature tells us that we have all we can do to look after our own little temple without much troubling ourselves with the ways and means of others.

It is all right to reach out our hands to help our brothers, but we must not do so before we have done something to help ourselves.

Edward Miller, Jr.

There is a world of difference between willing a deed and simply being willing to do.

A man ahead of his time is not usually ahead of the facts.

Scientific Scintillations.

A colorless form of creosote carbonate has recently appeared in the market, which is simply the ordinary grade with the addition of a trace of blue dye to cover the yellow tint.

On keeping a sample of radium bromide for a year it lost 20 per cent. of its weight and became insoluble in water.

By studying long columns of fluids W. Spring concludes that water, alcohol, glycerin, etc., have a slight blue color.

From fifteen tons of pitchblende there was obtained 1-22 grain of pure polonium. Some of the chemical elements have small grounds for existence.

The addition of oatmeal-water or barley-water to milk for infants' feeding is thought to aid digestion through the digestive ferments found in the cereals. The mixture of stomach ferments with cereal enzymes is more active than either alone.

Color photography dates back to 1850, when E. Becquerel made the first colored photograph of the spectrum by direct action. His plate did not hold the colors, and until 1891 practically no progress was made.

It is estimated that the anthracite coal fields in the United States will be exhausted in seventy or eighty years. The supply of bituminous coal is larger and would last 700 years at the present rate of consumption.

Ferric chloride forms compounds with alkaloids which are insoluble in water when a certain proportion of acid is present. More or less acid will dissolve them.

Alloys of iron with cerium and lanthanum throw off sparks freely when rubbed with a knife-blade or file. They are suggested for igniting gases, etc., or for a flash-light.

A solvent for carbon has been found—at least for the form known as graphite. It is decacyclene—a hydrocarbon. Thus another chemical axiom is contradicted.

How To Make Ointment of Zinc Oxide.

Melt half or a little less than this amount of the benzoinated lard. Remove the heat, add the zinc oxide and stir until it is incorporated. This takes sixty or seventy seconds. Add the remainder of the lard, and stir for three or four minutes. And that is all. When the zinc oxide is added to the melted lard it naturally lowers the temperature somewhat, but it is still warm enough to liquefy the balance of the lard. But after that is completed the ointment is so cool that it begins to congeal almost immediately, and stirring a few times finishes the work.

In making this preparation some find the "grittiness" a bugbear. If Hubbuck's zinc oxide is used there will be no trouble, judging from my own experience. But one will have plenty of trouble if he uses a poor zinc oxide.

It is unnecessary to take an hour's time and dirty every dish in the house to make a little zinc salve.

Lupulin	70	40	Rubia Tinctorum	12	14	Vanilla	9	00	7
Lycopodium	70	75	Saccharum La's	18	20	Zinci Sulph	7	0	8
Macis	65	70	Salacin	4	50	Oils			
Magnesia, Sulph. 3	5	5	Sanguis Drac's	40	50	Lard, extra	85	00	gal.
Magnesia, Sulph. bbl	13	15	Sapo, G	10	15	Lard, No. 1	60	00	65
Mannia S. F.	45	50	Sapo, M	10	12	Linseed, pure raw	42	45	45
Menthol	2	65	Seidlitz Mixture	20	22	Linseed, boiled ..	43	46	46
Morphia, SP&W	2	90	Sinapis	18	28	Neat's-foot, w str	65	70	70
Morphia, S'NYQ	2	90	Sinapis, opt.	30	36	Spts. Turpentine ..	Market		
Morphia, Mal.	2	90	Snuff, Maccaboy,			Whale, winter ..	70	70	70
Moschus Canton. .	40	40	DeVos	51	51	Paints			
Myristica, No. 1.	25	25	Snuff, S'h DeVo's	61	61	Green, Paris	29 1/2	33 1/2	33 1/2
Nux Vomica po 15	10	10	Soda, Boras	6	10	Green, Peninsular	13	16	16
Os Sepia	35	40	Soda, Boras, po.	6	10	Lead, red	7 1/2	8	8
Pepsin Saac, H & P D Co	1	00	Soda et Pot's Tart	25	28	Lead, white	7 1/2	8	8
Picis Liq N N 1/2 gal doz	2	00	Soda, Carb	1 1/2	2	Ochre, yel Ber. 1 1/2	2	4	4
Picis Liq qts	2	00	Soda, Bi-Carb ..	3	5	Ochre, yel Mars 1 1/2	2	4	4
Picis Liq pints. .	60	60	Soda, Ash	3 1/2	4	Putty, comm'r'l 2 1/2	2 1/2	4	4
Pil Hydrarg po 80	50	50	Soda, Sulphas ..	2	2	Putty, strictly pr	2 1/2	2 1/2	4
Piper Alba po 35	30	30	Spts. Cologne ..	2	60	Red Venetian	1 1/2	2	3
Piper Nigra po 22	18	18	Spts. Ether Co.	50	55	Shaker Prep'd ..	1	25	135
Pix Burgum	8	8	Spts. Myrcia	2	50	Vermilion, Eng.	75	80	80
Plumbi Acet	12	15	Spts. Vini Rect bbl	1	1	Vermilion Prime			
Pulvis Ip'cet Opz H	1	30	Spts. Vi'i Rect 1/2 b			American	13	15	15
Pyrethrum, bxs 1 & P D Co. doz	75	75	Spts. Vi'i R't 5 l	10	10	Whiting Gliders	9	95	95
Pyrethrum, pov.	20	25	Spts. Vi'i R't 5 gl			Whit'g Paris Am'r	1	25	25
Quassia	8	10	Strychnia, Cryst 1	10	130	Whit'g Paris Eng.			
Quina, N. Y.	17	27	Sulphur Subl	2	30	cliff	1	40	40
Quina, S Ger	17	27	Sulphur, Roll	2 1/2	3 1/2	Whiting, white S'n	90	90	90
Quina, S P & W	17	27	Tamarinds	8	10	Varnishes			
			Terebenth Venice	28	30	Extra Turp	1	60	10
			Thebromae	50	55	No. 1 Turp Coachi	10	1	20

Acetium	60	8	Copaiba	1	75	85	Scillae	0	50
Benzoinum, Ger. .	70	75	Cubebae	2	15	25	Scillae Co.	0	50
Boracie	0	12	Erigeron	2	35	60	Tolutan	0	50
Carbolicum	16	23	Evcechthitos ..	1	00	10	Prunus virg.	0	50
Citricum	50	55	Gaultheria	2	50	00	Zingiber	0	50
Hydrochlor	3	0	Geranium	oz.	75				
Nitrosum	8	10	Gossippii Sem gal	70	75		Tinctures		
Oxalicum	14	15	Hedeoma	3	00	60	Aloes	60	
Phosphorium, dil.	0	15	Juniperia	40	20		Aloes & Myrrh. .	60	
Salicylicum	44	41	Lavendula	90	60		Anconitum Nap'sF	60	
Sulphuricum	13	40	Limons	1	30	40	Anconitum Nap'sR	60	
Tannicum	75	85	Mentha Piper ..	1	75	90	Arnica	50	
Tartaricum	38	40	Menta Verid	3	00	60	Asafoetida	60	
			Morrhuae, gal. .	1	60	85	Atrope Belladonna	60	
Ammonia			Myrica	3	00	60	Aurantii Cortex..	50	
Aqua, 18 deg.	4	6	Olive	1	00	60	Barosma	50	
Aqua, 20 deg.	6	8	Picis Liquida ..	10	12		Benzoin	60	
Carbonas	13	15	Picis Liquida gal.	0	40		Benzoin Co.	50	
Chloridum	12	14	Ricina	94	01		Cantharides	75	
			Rosae oz.	6	50	07	Capsicum	50	
Aniline			Rosmarini	0	1	00	Cardamon	75	
Black	2	00	Sabina	90	01	00	Cardamon Co. .	75	
Brown	80	1	Santal	0	4	50	Cassia Acutifol	50	
Red	45	50	Sassafras	85	90	80	Cassia Acutifol Co	50	
Yellow	2	50	Sinapis, ess. oz.	0	65		Castor	1	00
			Succini	40	45		Catechu	50	
Baccae			Thyme	40	50		Cinchona	50	
Cubebae	28	30	Thyme, opt.	0	61	60	Cinchona Co. .	60	
Juniperus	8	10	Theobromas	15	20		Columbia	50	
Xanthoxylum ..	30	35	Tigilil	1	10	20	Cubebae	50	
							Digitalis	50	
Balsamum							Ergot	50	
Copaiba	65	75	Potasslum				Ferri Chloridum	35	
Peru	2	75	Bi-Carb	15	18		Gentian	50	
Terabin, Canada .	75	80	Blechromate ..	13	15		Gentian Co.	60	
Tolutan	40	45	Bromide	25	30		Gulaca	60	
			Carb	12	15		Gulaca ammon..	60	
Cortex			Chlorate	12	14		Hioscyamus	50	
Ables, Canadian. .	18		Cyanide	2	50	62	Iodine	75	
Cassiae	20		Iodide	2	50	62	Iodine, colorless	75	
Cinchona Flava..	60		Potassa, Bitar pr	30	32		Kino	50	
Buonymus atro..	18		Potass Nitras opt	7	10		Lobelia	50	
Myrica Cerifera..	20		Potass Nitras ..	6	8		Murrrh	50	
Prunus Virgini..	15		Prussiate	23	26		Nux Vomica	50	
Quillaja, gr'd. .	15		Sulphate po	15	18				
Sassafras.	25								
Ulmus	20		Radix						
			Aconitum	20	25				
Extractum			Althae	30	35				
Glycyrrhiza, Gla. .	24	30	Anchusa	10	12				
Glycyrrhiza, po. .	28	30	Arum po	0	25				
Haematox	11	12	Calamus	20	40				
Haematox, 1s	13	14	Gentiana po 15..	12	15				
Haematox, 1/4s ..	14	15	Glycyrrhiza, nv 15	16	18				
Haematox, 1/4s ..	16	17	Hellebore, Alba	12	15				
			Hydrastis, Canada	62	50				

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2 Quires, 160 pages....	\$2 00
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Tradesman Company

Grand Rapids, Mich.

1908 Christmas and New Year

We take pleasure in extending
to each one and all of our
customers and friends the ❀ ❀

Compliments of the Season
A Merry Christmas
And a Happy and Prosperous
New Year

HAZELTINE & PERKINS DRUG CO.
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

Dried Peas

DECLINED

Spring Wheat Flour
Provisions
Raisins

Index to Markets

By Columns

Col	1	2
A	Ammonia	Ammonia
B	Baked Beans	Baked Beans
C	Canned Goods	Canned Goods
D	Dried Fruits	Dried Fruits
E	Farinaceous Goods	Farinaceous Goods
F	Fish and Oysters	Fish and Oysters
G	Gelatine	Gelatine
H	Herbs	Herbs
I	Hides and Pelts	Hides and Pelts
J	Jelly	Jelly
K	Licorice	Licorice
L	Meat Extracts	Meat Extracts
M	Mince Meat	Mince Meat
N	Molasses	Molasses
O	Mustard	Mustard
P	Nuts	Nuts
Q	Olives	Olives
R	Pipes	Pipes
S	Pickles	Pickles
T	Playing Cards	Playing Cards
U	Potash	Potash
V	Provisions	Provisions
W	Rice	Rice
X	Salad Dressing	Salad Dressing
Y	Saleratus	Saleratus
Z	Salt Soda	Salt Soda
	Salt	Salt
	Salt Fish	Salt Fish
	Seeds	Seeds
	Shoe Blacking	Shoe Blacking
	Snuff	Snuff
	Soap	Soap
	Soda	Soda
	Soups	Soups
	Spices	Spices
	Starch	Starch
	Syrups	Syrups
	Tea	Tea
	Tobacco	Tobacco
	Twine	Twine
	Vinegar	Vinegar
	Wicking	Wicking
	Woodenware	Woodenware
	Wrapping Paper	Wrapping Paper
	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 .1 20
1lb. tin boxes, 3 doz. 2 35	Plums
3 1/2 lb. tin boxes, 2 doz. 4 25	Plums .1 00 @ 2 50
15lb. pails, per doz. 6 00	Peas
15lb. pails, per doz. 7 20	Marrowfat .90 @ 1 25
25lb. pails, per doz. 12 00	Early June .95 @ 1 25
BAKED BEANS	Early June Sifted 1 15 @ 1 80
1lb. can, per doz. 90	Pineapple
2lb. can, per doz. 1 40	Pineapple .85 @ 2 50
3lb. can, per doz. 1 80	Sliced .95 @ 2 40
BATH BRICK	Pumpkin
American .75	Fair .85
English .85	Good .90
BLUING	Fancy .1 00
Arctic .75	Gallon .2 50
6 oz. ovals 3 doz. box \$ 40	Raspberries
16 oz. round 2 doz. box 75	Standard @
Sawyer's Pepper Box	Salmon
No. 3, 3 doz. wood bxs 4 00	Col'a River, falls 1 95 @ 2 00
No. 5, 3 doz. wood bxs 7 00	Col'a River, flats 2 25 @ 2 75
BROOMS	Red Alaska .1 35 @ 1 50
No. 1 Carpet, 4 sew .2 75	Pink Alaska .90 @ 1 00
No. 2 Carpet, 4 sew .2 40	Sardines
No. 3 Carpet, 3 sew .2 25	Domestic, 1/4s .33 @ 4
No. 4 Carpet, 3 sew .2 10	Domestic, 1/2s .5
Parlor Gem .2 40	Domestic, Must'd 6 1/2 @ 9
Common Whisk .90	California, 1/4s .11 @ 14
Fancy Whisk .1 25	California, 1/2s .17 @ 24
Warehouse .3 00	French, 1/4s .7 @ 14
BRUSHES	French, 1/2s .18 @ 28
Scrub .75	Shrimps
Solid Back 8 in. 75	Standard .1 20 @ 1 40
Solid Back, 11 in. 95	Succotash
Pointed Ends .85	Fair .85
Stove	Good .1 00
No. 3 .90	Fancy .1 25 @ 1 40
No. 2 .1 25	Strawberries
No. 1 .1 75	Standard .1 25 @ 1 40
Shoe	Fancy .1 25 @ 1 40
No. 8 .1 00	Tomatoes
No. 7 .1 30	Good .@ 1 10
No. 4 .1 70	Fair .95 @ 1 00
No. 3 .1 90	Fancy .1 40
BUTTER COLOR	Gallons .2 75
W. R. & Co.'s 25c size 2 00	CARBON OILS
W. R. & Co.'s 50c size 4 00	Barrels
CANDLES	Perfection .@ 10 1/2
Paraffine, 6s .10	Water White .10
Paraffine, 12s .10	D. S. Gasoline .@ 13 1/2
Wicking .20	Gas Machine .24
CANNED GOODS	Deodor'd Nap'a .@ 12 1/2
Apples .@ 1 00	Cylinder .36 @ 22
Gallon .2 40 @ 2 50	Engine .16 @ 34
Blackberries	Black, winter .84 @ 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-Se, 36 pkgs. 2 85
String .70 @ 1 15	Excella Flakes, 36 1lb. 4 50
Wax .75 @ 1 25	Excella, 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 1/2 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	Rolled Oats
Corn	Rolled Avena, bbls. .6 35
Fair .75 @ 85	Steel Cut, 100 lb. sks. 3 25
Good .1 00 @ 1 10	Monarch, bbl. .6 10
Fancy .1 45	Monarch, 90 lb. sacks 2 90
French Peas	Quaker, 18 Regular .1 50
Sur Extra Fine .22	Quaker, 20 Family .4 60
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 .@ 15 1/2
Mustard, 1lb. .1 80	Warner's .@ 16
Mustard, 2lb. .2 80	Riverside .@ 15
Soused, 1 1/2 lb. .1 80	Springdale .@ 14 1/2
Soused, 2lb. .2 75	Brick .@ 15
Tomato, 1lb. .1 50	Leiden .@ 16
Tomato, 2lb. .2 80	Limburger .@ 16
Mushrooms	Pineapple .40 @ 60
Hotels .@ 24	Sap Sago .@ 22
Buttons .@ 28	Swiss, domestic .@ 16

3

CHEWING GUM	
American Flag Spruce	55
Beeman's Pepsin	55
Adams Pepsin	55
Best Pepsin	45
Best Pepsin, 5 boxes. 2	50
Black Jack	55
Largest Gum Made	55
Sen Sen	55
Sen Sen Breath Perf	1 00
Long Tom	55
Yucatan	55
Hop to it	55
Spearmint	55

CHICORY	
Bulk	5
Red	7
Eagle	7
Frank's	7
Schener's	6

CHOCOLATE	
Walter Baker & Co.'s	
German Sweet	24
Premium	35
Caracas	31
Walter M. Lowney Co.	
Premium, 1/4s	32
Premium, 1/2s	32

COCOA	
Baker's	39
Red	41
Colonial, 1/4s	35
Colonial, 1/2s	33
Epps	42
Huyler	45
Lowney, 1/4s	36
Lowney, 1/2s	36
Lowney, 1s	40
Van Houten, 1/4s	12
Van Houten, 1/2s	20
Van Houten, 1s	40
Webb	35
Wilbur, 1/2s	39
Wilbur, 1s	40

COCOA	
Dunham's 1/4s & 1/2s	26 1/2
Dunham's 1/2s	27
Dunham's 1s	28
Bulk	12

COFFEE	
Common	10 @ 13 1/2
Fair	14 1/2
Choice	16 1/2
Fancy	20

Santos	
Common	12 @ 13 1/2
Fair	14 1/2
Choice	16 1/2
Fancy	19

Maracaibo	
Fair	16
Choice	19
Fancy	19

Mexican	
Choice	16 1/2
Fancy	19

Guatemala	
Choice	15

Java	
African	12
Fancy African	17
O. G.	25
P. G.	31

Mocha	
Arabian	21

Package	
New York Basis	16 00
Arbuckle	16 00
Dilworth	14 75
Jersey	15 00
Lion	14 50

McLaughlin's XXXX	
McLaughlin's XXXX sold	
to retailers only. Mail all	
orders direct to W. F.	
McLaughlin & Co., Chic-	
ago.	

Extract	
Holland, 1/2 gro boxes	95
Felix, 1/2 gross	1 15
Hummel's foil, 1/2 gro.	85
Hummel's tin, 1/2 gro.	1 43

CRACKERS	
National Biscuit Company	
Brand	
Butter	
Seymour, Round	6
N. B. C. Square	6
Soda	
N. B. C. Soda	6
Select Soda	8
Saratoga Flakes	13
Zephyrette	13

Oyster	
N. B. C., Round	6
Gem	6
Faust, Shell	7 1/2

Sweet Goods	
Animals	10
Atlantic, Assorted	10
Brittle	11
Cadet	8
Campaign Cake	10
Cartwheels	8
Cassia Cookie	9
Cavalier Cake	14
Currant Fruit Biscuit	10
Cracknels	16
Coffee Cake, pl. or iced	10
Cocoanut Taffy Bar	12
Cocoanut Bar	10
Cocoanut Drops	12
Cocoanut Honey Cake	12
Cocoanut Hon. Fingers	12
Cocoanut Hon. Jumbles	12
Cocoanut Macaroons	18
Dandelion	10
Dinner Biscuit	20
Dinner Pail Cake	10
Dixie Sugar Cookie	9
Family Snaps	8

In Special Tin Packages	
Per doz.	
Festino	2 50
Nabisco	2 50
Nabisco	1 00
Champagne Wafer	2 50
Per tin in bulk.	
Sorbetto	1 00
Nabisco	1 75
Festino	1 50
Bent's Water Crackers	1 40

Holland Rusk	
36 packages	2 90
40 packages	3 20
60 packages	4 75

CREAM TARTAR	
Barrels or drums	29
Boxes	30
Square cans	32
Fancy caddies	35

Family Cookie	
Fancy Ginger Wafer	12
Fig Cake Assorted	12
Fruit Nut Mixed	16
Frosted Cream	8
Frosted Honey Cake	12
Fluted Cocoanut Bar	10
Ginger Gems	8
Ginger Gems, Iced	9
Graham Crackers	8
Ginger Nuts	10
Ginger Snaps N. B. C.	7
Ginger Snaps Square	8
Hippodrome Bar	10
Honey Cake, N. B. C.	12
Honey Fingers, As. Ice	12
Honey Jumbles	12
Honey Jumbles, Iced	12
Honey Flake	12 1/2
Household Cookies	8
Household Cookies Iced	8
Iced Honey Crumpets	10
Imperial	8
Jersey Lunch	8
Kream Klips	20
Lem Yem	11
Lemon Gems	10
Lemon Biscuit Square	8
Lemon Wafer	16
Lemona	8
Log Cabin Cake	10
Lusitania Mixed	11
Mary Ann	8
Marshmallow Walnuts	16
Mariner	11
Molasses Cakes	8
Molasses Cakes, Iced	9
Mohican	11
Nabob Jumble	14
Newton	12
Oatmeal Crackers	8
Orange Gems	8
Oval Sugar Cakes	8
Oval Sugar Cakes Ast.	9
Penny Cakes, Assorted	8
Picnic Mixed	11 1/2
Pretzels, Hand Md.	8
Pretzettes, Hand Md.	8
Pretzettes, Mac. Md.	7 1/2
Raisin Cookies	8
Ravena Jumbles	12
Revere, Assorted	14
Rube	8
Scalloped Gems	10
Scotch Cookies	10
Snow Creams	16
Spiced Honey Nuts	12
Sugar Fingers	12
Sugar Gems	8
Sultana Fruit Biscuit	16
Sunside Jumbles	10
Spiced Gingers	9
Spiced Gingers Iced	10
Sugar Cakes	8
Sugar Cakes, Iced	9
Sugar Squares, large or	8
small	8
Superba	8
Sponge Lady Fingers	25
Sugar Crimp	8
Sylvan Cookie	12
Vanilla Wafers	16
Victors	12
Waverly	8
Zanzibar	10

Dried Lima	
Med. Hand Pkd.	2 75
Brown Holland	
Farina	
24 1 lb. packages	1 50
Bulk, per 100 lbs.	3 50
Hominy	
Flake, 50 lb. sack	1 00
Pearl, 100 lb. sack	2 45
Pearl, 200 lb. sack	4 80
Maccaroni and Vermicelli	
Domestic, 10 lb. box	60
Imported, 25 lb. box	2 50
Pearl Barley	
Common	3 00
Chester	3 00
Empire	3 65

Cocoanut Hon Jumbles	12
Cocoanut Macaroons	..18
Dandelion10
Dinner Biscuit20
Dinner Pail Cake10

6	7	8	9	10	11
Spring Wheat Flour Roy Baker's Brand Golden Horn, family 5 85 Golden Horn, bakers 5 75 Duluth Imperial 5 95 Wisconsin Rye 4 40 Judson Grocer Co.'s Brand Ceresota, 1/2s 6 50 Ceresota, 1/4s 6 40 Ceresota, 1/8s 6 30 Lemon & Wheeler's Brand Wingold, 1/2s 6 20 Wingold, 1/4s 6 10 Wingold, 1/8s 6 00 Worden Grocer Co.'s Brand Laurel, 1/2s cloth 6 20 Laurel, 1/4s cloth 6 10 Laurel, 1/8s cloth 6 00 Voigt Milling Co.'s Brand Voigt's Crescent 5 50 Voigt's Flour 5 50 (whole wheat flour) 5 35 Voigt's Hygienic Graham 4 80 Wykes & Co. Sleepy Eye, 1/2s cloth 6 20 Sleepy Eye, 1/4s cloth 6 10 Sleepy Eye, 1/8s cloth 5 90 Sleepy Eye, 1/2s paper 5 90 Sleepy Eye, 1/4s paper 5 90 Meal Bolted 4 00 Golden Granulated 4 10 St. Car Feed screened 2 50 No. 1 Corn and Oats 2 50 Corn, cracked 26 00 Corn Meal, coarse 26 00 Winter Wheat Bran 24 50 Middlings 26 50 Buffalo Gluten Feed 31 00 Dairy Feeds Wykes & Co. O P Linseed Meal 33 00 Cottonseed Meal 30 00 Gluten Feed 30 00 Malt Sprouts 25 00 Brewers' Grains 28 00 Hammond Dairy Feed 25 00 Oats Michigan carlots 52 Less than carlots 54 Corn New 67 Hay No. 1 timothy carlots 10 00 No. 1 timothy ton lots 11 00 HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25 HORSE RADISH Per doz. 90 JELLY 5 lb. pails, per doz. 2 25 15 lb. pails, per pail 55 30 lb. pails, per pail 98 LICORICE Pure 30 Calabria 25 Sicily 14 Root 11 MATCHES C. D. Crittenden Co. Noiseless Tip 4 50 @ 4 75 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Good 22 Fair 20 Half barrel 2c extra MINCE MEAT Per case 2 90 MUSTARD 1/4 lb., 6 lb. boxes 18 OLIVES Bulk, 1 gal. kegs 1 20 @ 1 40 Bulk, 2 gal. kegs 1 10 @ 1 30 Bulk, 5 gal. kegs 1 00 @ 1 20 Manzanilla, 3 oz. 75 Queen, pints 2 50 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 90 Stuffed, 3 oz. 1 45 Stuffed, 10 oz. 2 40 PIPES Clay, No. 216 per box 1 25 Clay, T. D., full count 60 Cob 90 PICKLES Medium Barrels, 1,200 count 6 00 Half bbls., 600 count 3 50 Small Half bbls., 1,200 count 4 50 PLAYING CARDS 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. 308 Bicycle 2 00 No. 632 Tourist whist 2 25 POTASH 48 cans in case Babbitt's 4 00 PROVISIONS Barreled Pork Mess 16 50 Clear Back 21 00 Short Cut 18 00 Short Cut Clear 18 00 Bean 17 00 Brisket, Clear 20 00 Pig 24 00 Clear Family 17 00 Dry Salt Meats S. P. Bellies 11 Bellies Extra Shorts Clear 11 1/2 Lard Compound 7 1/2	Pure in tierces 11 1/2 80 lb. tubs 11 1/2 60 lb. tubs 11 1/2 50 lb. tubs 11 1/2 20 lb. pails 11 1/2 Smoked Meats Hams, 12 lb. average 11 1/2 Hams, 14 lb. average 11 1/2 Hams, 16 lb. average 11 1/2 Hams, 18 lb. average 11 1/2 Skinned Hams 12 1/2 Ham, dried beef sets 21 California Hams 7 1/2 Picnic Boiled Hams 14 Berlin Ham, pressed 9 Minced Ham 9 Bacon 12 1/2 @ 15 10 lb. pails 11 1/2 5 lb. pails 11 1/2 8 lb. pails 11 1/2 Sausages Bologna 4 Liver 7 Frankfurt 9 Pork 9 Veal 7 Tongue 7 Headcheese 7 Beef Extra Mess 15 00 Boneless 15 00 Rump, new 15 50 Pig's Feet 1/2 bbls. 1 00 1/4 bbls., 40 lbs. 1 00 1/2 bbls. 3 80 1 bbl. 8 00 Tripe Kits, 15 lbs. 80 1/2 bbls., 40 lbs. 1 60 1/2 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 30 Beef, rounds, set 25 Beef, middles, set 70 Sheep, per bundle 90 Uncolored Butterine Solid dairy 10 @ 12 Country Rolls 10 1/2 @ 16 1/2 Canned Meats Corned beef, 2 lb. 2 50 Corned beef, 1 lb. 1 50 Roast beef, 2 lb. 2 50 Roast beef, 1 lb. 1 50 Potted ham 1/2s 45 Potted ham, 1/4s 45 Deviled ham, 1/2s 45 Deviled ham, 1/4s 45 Potted tongue, 1/2s 45 Potted tongue, 1/4s 45 RICE Fancy 7 @ 7 1/2 Japan 5 1/2 @ 6 1/2 Broken SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's large, 1 doz. 2 35 Snider's small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box 3 10 Arm and Hammer 3 10 Deland's 3 00 Dwight's Cow 3 15 L. P. 3 00 Wyandotte, 100 3/4s 3 00 SALT SODA Granulated, bbls. 85 Granulated, 100 lbs. cs. 1 00 Lump, bbls. 80 Lump, 145 lb. kegs 95 SALT Common Grades 100 3 lb. sacks 2 25 60 5 lb. sacks 2 15 28 10 1/2 lb. sacks 2 05 56 lb. sacks 32 22 28 lb. sacks 17 Warsaw 56 lb. dairy in dria bags 40 28 lb. dairy in dria bags 20 Solar Rock 56 lb. sacks 24 Common Granulated, fine 80 Medium, fine 85 SALT FISH Cod Large whole @ 7 Small whole @ 6 1/2 Strips or bricks 7 1/2 @ 10 1/2 Pollock @ 5 Halibut Strips 13 Chunks 13 Holland Herring Pollock @ 4 White Hp. bbls. 8 50 @ 9 50 White Hp. 1/2 bbls. 4 50 @ 5 25 No. 572, Special 1 75 No. 98 Golf, satin fin. 2 00 No. 308 Bicycle 2 00 No. 632 Tourist whist 2 25 Trout No. 1, 100 lbs. 7 50 No. 1, 40 lbs. 3 25 No. 1, 10 lbs. 90 No. 1, 8 lbs. 75 Mackerel Mess, 100 lbs. 15 00 Mess, 40 lbs. 6 20 Mess, 10 lbs. 1 65 Mess, 8 lbs. 1 35 No. 1, 100 lbs. 14 00 No. 1, 40 lbs. 5 80 No. 1, 10 lbs. 1 65 No. 1, 8 lbs. 1 35 Whitefish No. 1, No. 2 Fam 100 lbs. 9 75 3 50 50 lbs. 5 25 1 90	10 lbs. 1 12 55 8 lbs. 92 48 SEEDS Anise 10 Canary, Smyrna 4 1/2 Caraway 10 Cardamom, Malabar 1 00 Celery 15 Hemp, Russian 4 1/2 Mixed Bird 4 Mustard, white 10 Poppy 9 Rape 6 SHOE BLACKING Handy Box, large 3 dz 2 50 Handy Box, small 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85 SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rappie in jars 43 SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond, 50 8oz 2 80 Dusky D'nd, 100 6oz 3 80 Jap Rose, 50 bars 3 75 Savon Imperial 3 50 White Russian 3 50 Dome, oval bars 3 50 Satinet, oval 2 15 Snowberry, 100 cakes 4 00 Proctor & Gamble Co. Lenox 3 25 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 25 Lautz Bros. & Co. Acme, 70 bars 4 00 Acme, 35 bars 4 00 Acme, 25 bars 4 00 Acme, 100 cakes 3 25 Big Master, 70 bars 2 80 Marselles, 100 cakes 5 80 Marselles, 100 cakes 5c 4 00 Marselles, 100 ck toll. 4 00 Marselles, 1/2 box toilet 2 10 A. B. Wrisley Good Cheer 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large 4 50 Gold Dust, 100-5c 4 00 Kirdoline, 24 4lb. 3 80 Pearlina 3 75 Soapine 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapollo, gross lots 9 00 Sapollo, half gro. lots 4 50 Sapollo, single boxes 2 25 Sapollo, hand 2 25 Scourine Manufacturing Co. Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 SPICES Whole Spices Allspice 10 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyana 22 Cloves, Zanzibar 26 Mace 55 Nutmegs, 75-80 35 Nutmegs, 105-10 25 Nutmegs, 115-20 20 Pepper, Singapore, blk. 15 Pepper, Singap. white. 25 Pepper, shot 17 Pure Ground in Bulk Allspice 14 Cassia, Batavia 28 Cassia, Saigon 55 Cloves, Zanzibar 24 Ginger, African 15 Ginger, Cochon 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singap. white. 28 Pepper, Cayenne 20 Sage 20 STARCH Corn Kingsford, 40 lbs. 7 1/2 Muzzy, 20 lbs. 5 1/2 Muzzy, 40 lbs. 5 Gloss Kingsford 7 1/2 Silver Gloss, 40 lbs. 7 1/2 Silver Gloss, 16 lbs. 6 1/2 Silver Gloss, 12 lbs. 8 1/2 Muzzy 48 lb. packages 5 16 lb. packages 4 1/2 12 lb. packages 6 50 lb. boxes 4 SYRUPS Corn Barrels 31 Half barrels 33 20lb. cans 1/2 dz. in cs. 2 10 10lb. cans 1/2 dz. in cs. 1 90 5lb. cans 2 dz. in cs. 2 15 1 1/2 lb. cans 2 dz. in cs. 2 15	Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sundried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 43 Nibs 22 @ 24 Siftings 9 @ 11 Fannings 12 @ 14 Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails. 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 41 Tiger 41 Plug Red Cross 31 Palo 35 Hiawatha 41 Kyo 35 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head, 7 oz. 47 Nobby Twist 55 Nobby Tar 39 Old Honesty 43 Toddy 34 J. T. 33 Peter Heldsick 69 Boot Jack 86 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 30 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5lb. 27 I X L, 16 oz. pails 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 40 Kiln Dried 33 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum, Yum, 1lb. pails 40 Cream 38 Corn Cake, 2 1/2 oz. 26 Corn Cake, 1lb. 22 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. 39 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXX 30 Good Indian 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam 21 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 20 Cotton, 4 ply 20 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium N 24 Wool, 1 lb. balls 8 VINEGAR Malt White, Wine, 40 gr 9 Malt White, Wine 80gr 11 1/2 Pure Cider, B & B 15 Pure Cider, Robinson 13 1/2 Pure Cider, Silver 15 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels 1 10 Bushels, wide band 1 25 Market 40 Splint, large 3 50 Splint, medium 3 00 Splint, small 2 75 Willow, Clothes, large 8 25 Willow, Clothes, me'm 7 25 Willow, Clothes, small 6 25	Bradley Butter Boxes 2lb. size, 24 in case 72 3lb. size, 16 in case 68 5lb. size, 12 in case 63 10lb. size, 6 in case 60 Butter Plates No. 1 Oval, 250 in crate 35 No. 2 Oval, 250 in crate 40 No. 3 Oval, 250 in crate 40 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 Clothes Pins Round head, 5 gross bx 55 Round head, cartons 70 Egg Crates and Fillers Humpty Dumpty, 12 dz. 20 No. 1 complete 12 20 No. 2 complete 28 Case No. 2 fillers 15 sets 1 35 Case, mediums, 12 sets 1 15 Faucets Cork, lined, 8 in. 70 Cork lined, 9 in. 80 Cork lined, 10 in. 90 Mop Sticks Trojan spring 90 Eclipse patent spring 85 No. 1 common 50 No. 2 pat. brush holder 85 12lb. cotton mop heads 1 40 Ideal No. 7 85 Pails 2-hoop Standard 2 15 3-hoop Standard 2 35 2-wire, Cable 2 25 3-wire, Cable 2 45 Cedar, all red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 45 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 65 Rat, wood 80 Rat, spring 75 Tubs 20-in. Standard, No. 1 8 75 18-in. Standard, No. 2 7 75 16-in. Standard, No. 3 6 75 20-in. Cable, No. 1 9 25 18-in. Cable, No. 2 8 25 16-in. Cable, No. 3 7 25 No. 1 Fibre 10 25 No. 2 Fibre 9 25 No. 3 Fibre 8 25 Washboards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 4 25 Single Peerless 3 60 Northern Queen 3 50 Double Duplex 3 90 Good Luck 2 75 Universal 3 65 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 13 in. Butter 1 25 15 in. Butter 2 25 17 in. Butter 3 75 19 in. Butter 5 00 Assorted, 13-15-17 2 30 Assorted, 15-17-19 3 25 WRAPPING PAPER Common straw 1 1/4 Fibre Manila, white 2 1/4 Fibre Manila, colored 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/4 Wax Butter, short cut 13 Wax Butter, full count 20 Wax Butter, rolls 19 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 East Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Per lb. Whitefish, Jumbo 18 Whitefish, No. 1 14 Trout 11 Halibut 11 1/2 Herring 7 Bluefish 16 Live Lobster 30 Boiled Lobster 30 Cod 10 1/2 Haddock 12 1/2 Pickerel 12 1/2 Pike 8 Perch 6 1/2 Smoked, White 13 Chinook Salmon 16 Mackerel 25 Finner Haddie 12 1/2 Roe Shad 12 Shad Roe, each 9 Speckled Bass 9 HIDES AND PELTS 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	Pelts Old Wool 20 Lambs 40 @ 85 Shearlings 35 @ 80 Tallow No. 1 5 No. 2 4 Wool Unwashed, med. 17 Unwashed, fine 13 CONFECTIONS Stick Candy Standard 8 Standard H H 8 Standard Twist 8 Cases Jumbo, 32 lb. 8 Extra H H 10 Boston Cream 12 Big stick, 30 lb. case 8 1/2 Mixed Candy Grocers 7 Competition 7 1/2 Special 8 1/2 Conserve 8 Royal 8 1/2 Ribbon 10 Broken 8 1/2 Cut Loaf 9 1/2 Leader 9 Kindergarten 10 1/2 Bon Ton Cream 9 French Cream 10 Star 11 Hand Made Cream 17 Premo Cream mixed 14 Paris Cream Bon Bons 10 Fancy-in Pails Gypsy Hearts 14 Coco Bon Bons 14 Peanut Squares 13 Sifted Peanuts 12 Starlight Kisses 12 San Blas Goodies 13 Lozenges, plain 12 Lozenges, printed 12 Champion Chocolate 12 1/2 Eclipse Chocolates 15 Eureka Chocolates 16 Quintette Chocolates 16 Champion Gum Drops 3 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 Fancy-in 5lb. Boxes Old Fashioned Molasses Kisses, 10lb. bx 1 30 Orange Jellies 50 Lemon Sours 60 Old Fashioned Horehound drops 60 Peppermint Drops 60 Champion Choc. Drops 70 H. M. Choc. Drops 110 H. M. Choc. Lt. and Dark No. 12 1 10 Bitter Sweets, as'ld. 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 One Time Assorted 2 75 Euster Brown Good 3 50 Up-to-date Asst'm't 2 75 Ten Strike No. 1 6 50 Ten Strike No. 2 6 00 Ten Strike, Summer assortment 6 75 Scientific Ass't. 18 00 Pop Corn Cracker Jack 3 25 Checkers, 5c pkg. cs 3 50 Pop Corn Balls 200s 1 35 Azulikit 100s 3 25 Oh My 100s 3 50 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS-Whole Almonds, Tarragona 16 Almonds, Drake 15 Almonds, California sft. shell 12 @ 13 Brazils 12 @ 13 Filberts 12 @ 13 Cal. No. 1 12 @ 13 Walnuts, soft shell 15 @ 16 Walnuts, Marbot 13 @ 13 Table nuts, fancy 13 @ 13 1/2 Pecans, Med. 13 Pecans, ex. large 14 Pecans, Jumbos 16 Hickory Nuts per bu. Ohio new Cocanuts 25 Chestnuts, New York State, per bu. Shelled Spanish Peanuts 7 @ 7 1/2 Pecan Halves 55 Walnut Halves 30 @ 35 Filbert Meats 27 Alicante Almonds 42 Jordan Almonds 47 Peanuts Fancy H. P. Suns 5 1/2 @ 6 1/4 Roasted 6 1/2 @ 7 1/2 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 3/4 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 .7 @ 7
Boston Butts .9 @ 9
Shoulders .8 @ 8 1/2
Leaf Lard .11 @ 11 1/2
Trimnings .8 @ 8

Mutton
Carcass @ 9
Lambs @ 10
Spring Lambs @ 10

Veal
Carcass 6 @ 9

CLOTHES LINES

Sisal

60ft. 3 thread, extra .1 00
72ft. 3 thread, extra .1 40
90ft. 3 thread, extra .1 70
60ft. 6 thread, extra .1 29
72ft. 6 thread, extra .1 50

Jute

60ft. .75
72ft. .90
90ft. 1 05
120ft. 1 50

Cotton Victor

50ft. .1 16
60ft. .1 35
70ft. .1 60

Cotton Windsor

50ft. .1 30
60ft. .1 44
70ft. .1 80
80ft. .2 00

Cotton Braided

40ft. .95
50ft. .1 35
60ft. .1 65

Galvanized Wire
No. 20, each 100ft. long 1 96
No. 19, each 100ft. long 2 10

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1 lb.
White House, 2 lb.
Excelsior, M & J, 1 lb.
Excelsior, M & J, 2 lb.
Tip Top, M & J, 1 lb.
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids.
Lee, Cady & Smart, De-
troit; Symons Bros. & Co.,
Saginaw; Brown, Davis &
Warner, Jackson; Gods-
mark, Durand & Co., Bat-
tle Creek; Fielbach Co.,
Toledo.

Peerless Evap'd Cream 4 00

FISHING TACKLE

1/2 to 1 in. 6
1 1/4 to 2 in. 7
1 1/2 to 2 in. 9
1 3/4 to 2 in. 11
2 in. 15
3 in. 20

Cotton Lines

No. 1, 10 feet 5
No. 2, 15 feet 7
No. 3, 15 feet 9
No. 4, 15 feet 10
No. 5, 15 feet 11
No. 6, 15 feet 12
No. 7, 15 feet 15
No. 8, 15 feet 18
No. 9, 15 feet 20

Linen Lines

Small 20
Medium 25
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 35

SAFES



Full line of fire and burglar proof safes kept in stock by the Tradesman Company. Thirty-five sizes and styles on hand at all times—twice as many safes as are carried by any other house in the State. If you are unable to visit Grand Rapids and inspect the line personally, write for quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size .6 50
50 cakes, large size .3 25
100 cakes, small size .3 85
50 cakes, small size .1 95

Tradesman's Co.'s Brand



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large 3 75
Halford, small 2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

Lowest

Our catalogue is "the world's lowest market" because we are the largest buyers of general merchandise in America.

And because our comparatively inexpensive method of selling, through a catalogue, reduces costs.

We sell to merchants only.

Ask for current catalogue.

Butler Brothers

New York

Chicago St. Louis

Minneapolis

FLOWERS

Dealers in surrounding towns will profit by dealing with

Wealthy Avenue Floral Co.

891 Wealthy Ave. Grand Rapids, Mich.

G. J. Johnson Cigar Co.

S. C. W. El Portana

Evening Press Exemplar

These Be Our Leaders

Watch Our Page

In our next issue

Becker, Mayer & Co., Chicago

Little Fellows' and Young Men's Clothes



TRADE WINNERS.

Pop Corn Poppers,
Peanut Roasters and
Combination Machines.

MANY STYLES.
Satisfaction Guaranteed.
Send for Catalog.

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

Automobiles for Sale

S. A. DWIGHT, Auto Dealer

1-5 Lyon St. Grand Rapids, Mich.

Used Automobiles

Send for large list of bargains in used cars of all makes and models.

My Line of New Cars

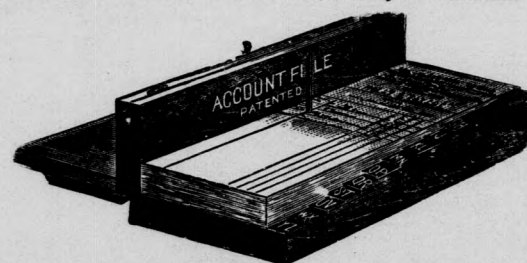
The E. M. F., 4 cyl., 30 H. P., shaft drive touring car or roadster with magneto, full set of gas and oil lamps, price \$1,250 complete. Send for catalogue.

Simple Account File



A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save one-half the time and cost of keeping a set of books.

Charge goods, when purchased, directly on file, then your customer's bill is always ready for him, and can be found quickly, on account of the special index. This saves you looking over several leaves of a day book if not posted, when a customer comes in to pay an account and you are busy waiting on a prospective buyer. Write for quotations.



TRADESMAN COMPANY, Grand Rapids

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.

Stock merchandise wanted in exchange for choice Detroit income property. Describe fully what you have. Address Lee, 301 Loyal Guard Building, Detroit, Mich. 230

For Sale—Grocery stock, fixtures; \$3,500. Best location. Brick building. City 5,000. Winter trade good. Summer resort trade enormous. Hardt & Fullenwider, South Haven, Mich. 229

For Sale—Southern timber lands. I have some bargains. Correspondence solicited only with bona fide purchasers. Address David Funsten, Staunton, Va. 227

I want to buy a going business that is a moneymaker and that will stand investigation. Address M. T., Box 313, Cherry Valley, Ill. 203

Pierre, the Future Great, offers splendid opening for nice dry goods and shoe store. Large room, well-located, available. Chas. L. Hyde, Pres. American Exchange Bank, Pierre, S. D. 226

For Sale—Nice stock of groceries in first-class shape. Good steady trade. Best of reasons for selling. Address No. 236, care Michigan Tradesman. 236

For Sale or Exchange—Stock of up-to-date millinery and masquerade suits, value \$5,000, located in the Nelson House Bldg., Rockford, Ill.; established 18 years; doing big business; cheap rent, long lease. Will take clear city or farm property; quick deal. Write or call James Geraphy, Rockford, Ill. 235

For Sale—Sorghum, 50c gallon; pearl pop corn, \$2 per 100; large hickory nuts, \$1.25 per bu.; small shellbark hickory nuts \$2.50 bu.; black walnuts, 90c bu.; sundried apples, 6 1/2c lb. F. Landenberger, Olney, Ill. 234

For Sale—The old established "Dr. Scott" cigar factory at Ithaca, Mich. Good proposition for somebody. Address Havana Cigar Co., Ithaca. 233

For Sale—If sold before other arrangements are made, one of the best paying investments of general department stocks—merchandise from \$9,000 to \$10,000—in the state. Has been, is now and will be, all the time to come, one profit maker. Easy to handle—best location, 45 miles from Grand Rapids or Kalamazoo. Double brick store. Cheap rent and low expense to run. Clean business and a winner. Address B. K., c/o Lemon & Wheeler Co., Kalamazoo, Mich. 232

For Sale—The finest drug store in Reed City, Osceola Co., Mich. New stock. New dark oak fixtures, fine soda fountain, good trade. Reason for selling, other business. Address L. Box 5, Reed City, Mich. 231

For Sale Quick—A stock of jewelry, plated ware, bench tools and material. All new and up-to-date. One-half down, balance in monthly payments. Invoice \$500. Have other business. Address S. A. L., care Tradesman. 215

For Sale—Tailor shop in best town in Northwestern Iowa; population 16,000; small investment; five people employed. With proper attention business can be doubled; present owner has other business; can not attend to it. Address Box 394, Fort Dodge, Iowa. 223

For Sale—Only hotel in good live country town; doing good business, 31 miles from Springfield. Three churches and graded school; good business proposition. Price \$1,600. Investigation invited. Nevins Sisters, Modesto, Ill. 220

For Sale—Stock of shoes and gents' furnishings, invoicing about \$4,500. Located in a thriving village in Southern Michigan. No trades. Can reduce stock. Address J., care Michigan Tradesman. 219

Timber for sale or exchange, for income city property, cash value basis. Submit proposition. P. O. Box 551, Vancouver, B. C. 218

A bargain in a bakery, located in Central Nebraska, town population 15,000. Doing a fine business, both wholesale and retail. If interested write No. 217, care Michigan Tradesman. 217

Do you want to sell your farm or business, anywhere, any place? We do it for you without commission. Just send lowest price with full description and terms. Buyers Co-operative Company, 711 20th Ave., No. Minneapolis, Minn. 214

To Exchange—Half interest or all, of good paying business. Owner of patent. Price, \$10,000. Write Coon Bros., Rantoul, Ill. 213

For Sale—Deeded land and relinquishments near Fort Pierre. Address Melvin Young, Fort Pierre, S. D. 212

For Sale—Outright or royalty. Patent on a manure spreader. No other like it. Works without an apron. Address A. A. Fokken, Raymond, S. D. 207

For Sale—Grocery stock at inventory price, located on corner Front street and Shawmut avenue. Address, 148 Mt. Vernon street, City. 216

Cash buyer and jobber. All kinds of merchandise, bankrupt stocks, etc. No stock too large or too small. Harold Goldstrom, Bay City, Mich. 206

First-class dressmaker wanted. Address P. O. Lock Box 86, Mancelona, Mich. 205

For Sale—Clean stock of general merchandise, established in same stand 29 years. Good paying lumbermen's and farmers' trade. In splendid location. Stock and fixtures in first-class condition. Reasons, poor health and have made enough in the business to quit. Stock with fixtures will invoice \$10,000. Can be reduced. Liberal terms to purchasers with some capital. Address J. B. Frechette, Bark River, Mich. 199

FOR SALE

Stock of general merchandise in country town in Emmet County, Michigan, located in a farming community. Store a good, steady money-maker and growing. Full investigation permitted.

Splendid opportunity. No trade. Stock invoices about \$5,000. Will reduce if desired.

We purchased the entire assets of one of Michigan's largest bankrupt estates. This store was a part of the assets.

Address COBE & McKINNON, Owners
100 Washington Street Chicago, Illinois

Up-to-date grocery store and fixtures for sale in Petoskey. Good trade. Bargain if taken soon. Must make change. Address No. 198, care Michigan Tradesman. 198

For Sale or Exchange—Stock general merchandise \$4,000. Rapidly growing Michigan town of 900 population. Will take farm or productive Grand Rapids property. Address No. 179, care Tradesman. 179

A Kalamazoo, Mich., merchant wants to sell his suburban store, groceries and meats. This store is doing a business of \$50,000 per year and his reason for selling is, that his increasing business requires him to take his manager into his own store in the city. This store is making money and is a good chance for a good man to step into an established business. The rent is \$35 per month. Kalamazoo is a city of 40,000 population and a good place to live in. The store is well located in a good residence district and will always command a good trade. Address No. 190, care Michigan Tradesman. 190

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—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

WHAT SHOES

are there on your shelves that don't move and are an eyesore to you?

I'm the man who'll take 'em off your hands and will pay you the top spot cash price 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—Finest confectionery and ice cream parlor in best city in Western Michigan, population 8,000, summer population 11,000. Fixed expense reasonable. Fountain equipment cost \$4,000. Store furniture and fixtures cost \$600. Entire equipment will be sold to right live man for \$2,500, reasonable terms. Best reasons for selling. Address W., care Tradesman. 184

Wanted—Location for stove and heading factory employing 60 men the year around. Prefer town in the Upper Peninsula of not less than 800 inhabitants and in well timbered district. Would like location at junction of two railroads and on lake or river. Annual pay-roll amounts to \$30,000. Address M. D. G., care Michigan Tradesman. 197

For Sale—The oldest established grocery, meat and produce business in town of 1,000 population and good farming country, doing good business. Reason for selling, ill health. For particulars address Martin Duffy, Lake City, Mich. 191

Wanted—To buy, for spot cash, shoe or general stock, inventorying from \$2,000 to \$10,000. Price must be cheap. Address Quick Business, care Tradesman. 187

For Sale—Only drug store in town of 600; nearest competition 12 miles. Good farming country. Three doctors and two veterinarians, all write prescriptions. Full prices on patents. A bargain. Owners wish to retire. Address Newell & Brandon, Oseo, Wis. 181

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

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

Stores, business places and real estate bought, sold and exchanged. No matter where located, if you want to get in or out of business, address Frank P. Cleveland, 1261 Adams Express Building, Chicago, Ill. 125

For Sale—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

Drug and grocery for sale. Best stock in Central Michigan. Cash sales twenty thousand. Address No. 183, care Tradesman. 183

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 Stafford, Kansas. 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. 852

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—To trade a first-class farm in Northern Indiana for a stock of groceries or hardware or a general store located within 200 miles from Chicago. Address Box 301, Syracuse, Ind. 211

HELP WANTED.

Whip salesman wanted. A first-class salesman to sell our whips in Ohio and Indiana. On commission basis only. Address with full particulars, Steimer & Moore Whip Co., Westfield, Mass. 228

Salesman Wanted—First-class salesmen in every section to carry as a sideline, the most up-to-date line of infants' soft-soles on the market to sell to the retail trade at \$2.25 to \$3 per dozen. Sample case small and light. Commission liberal. Address Peerless Shoe Company, 222 Mill St., Rochester, N. Y. 209

SITUATIONS WANTED.

Wanted—Position by young man of 25, as clothing and furnishing goods salesman. Seven years' experience. Best of references. Address No. 221, care Michigan Tradesman. 221

Want Ads continued on next page

Henry Smith
FLORIST
139-141 Monroe St.
Both Phones
GRAND RAPIDS, MICH.

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.

BATTJES
FUEL & BLDG.
MATERIAL CO.

Two Heads
on one body would be a freak of nature.
"Two telephone systems in one city" is a freak of finance.
The duplicate has no function not possessed by the original.
"Use the Bell"
IT PAYS
CALL MAIN 330
MICHIGAN STATE TELEPHONE COMPANY
LOCAL LONG DISTANCE TELEPHONE

The Tradesman Company
Engravers and Printers
ILLUSTRATIONS OF ALL KINDS
STATIONERY & CATALOGUE PRINTING
GRAND RAPIDS, MICHIGAN.

ON THE POTOMAC.

How Mercantile Interests Look at the Capital.

Washington, D. C., Dec. 22—At last active steps have been taken to have Congress pass a law making it unlawful to use in any of the states and territories false weights and measures, the delegates to the fourth annual official conference of the State and National Officers of Weights and Measures having voted to ask Congress to pass such a law. Another measure forcing senders of packages to mark plainly the quantity of the contents of such packages will also be introduced. It is too late now to have such a law passed at this session unless extraordinary work is done, but it will have a mighty good chance to pass the next Congress. Such a law will be of the greatest benefit to honest grocers and other tradesmen. It will prevent the giving of short weights and measures by dishonest firms and, I believe, will have a tendency toward preventing sharp dealers underselling honest ones by pretending to give the same weight and measure at a lower price than their competitors'. Many trade journals all over the country have been fighting for this legislation for a long time. I think they are about to succeed in their good work.

At this conference a committee was appointed to act with the many National commercial associations which had sent messages promising co-operation for the purpose of forming a National full-weight and measure association, the membership of which should be unlimited and to which any one favoring honest weights and measures in trade may be eligible. The Committee was empowered to act and prominent business men of the country are ready to back an organization of this kind in the interest alike of the honest merchants and consumers.

Efforts will also be made next session to have Congress pass a bill compelling Federal employes to pay their bills. As you all know, much good came of the resolution adopted at the last meeting of the National Association of Grocers, held in Boston, which was forwarded with a letter to the President. The President replied through the Attorney General if I am not mistaken, saying that while the Government had no power to act as a collection agency, any proven case of an employe refusing to pay his bills would be ground for dismissal from the service.

Perry B. Patrick, Secretary of the Retail Grocers' Protective Association of this city, called on me last week and said his organization intends to do all in their power to have such a bill as I mentioned above passed. At present they are working on a measure which, if passed, ought to pave the way for Sunday closing all over the country. The grocers here want to close up on Sunday and take a deserved rest. At present the only opposition they have to closing is from the Jewish dealers and the Seventh Day Adventists. Sounds rather funny to think of the last named sect cre-

ating trouble, but it is said that some of the grocers here who are of that persuasion have appeared before the District Committee to fight the bill. It is thought that the bill will be passed this session. If it is not it will be re-introduced at the next and vigorously pushed. The public ought to be educated up to buying their supplies on Saturday night. As Mr. Patrick said, "You can not expect a clerk who has worked hard all the week, with the long hours incident to the work, to take much interest in your business if he has to work Sunday." If it is possible to put the parcels post bill to sleep by vigorous opposition it is possible to cause these bills to be passed. Of course, I always preach the doctrine of writing to your representative in Congress. Let me tell you something: None of them are so busy they can afford to ignore a letter from a grocer. Every one of you controls a few votes. You have good friends who trade with you; you have time during the day to say a word now and then about who ought to represent you in Congress; who ought to make your National laws. Take time to write to your member whenever you want something done and get the Association of which you are a member to write. That is the only way you can get perfect representation, by making your wants known.

There is nothing new in either the parcels post or the postal savings bank matters. I think the last named measure will become a law before the close of the sixtieth Congress. I do not think the first one will. Petitions against parcels post continue to come in. Congressman Caulfield recently received a letter from the St. Louis Harness Manufacturers' Association protesting against the passage of a parcels post bill in any form.

Spores which can only seriously affect the Florida orange when the skin is broken, allowing them to enter, is said by the Pomologist of the Bureau of Plant Industry to cause the great loss of fruit (and profit) to the dealers and retailers of this country. He says further that "the decay is caused principally by improper methods of handling the fruit in the groves and packing houses." Further, "A conservative estimate of the total loss from decay in Florida oranges would be \$500,000 annually. There is an even greater injury to the reputation of Florida oranges because of the large amount of decay that develops after the fruit reaches the hands of the wholesale dealer or the retailer." Probably nothing has more to do with the low price of Florida oranges at any time than the fact that the buyers can not depend on the fruit keeping sufficiently long to be retailed. Watch your oranges and if any of them have bruised or broken skins when you get them, take the matter up with the jobber and let him get after the packer and shipper.

Dr. Wiley is still on deck and commanding the ship. Activity in the prosecution of violators of the pure food law is still active and I am informed will be kept going with a pile

of ginger and red pepper in it for those who infringe the law.

Frank W. Lawson.

AN OLD INTERFERENCE.

From the looks of things there is every indication ahead of foul weather. If the cloud hovering over the German Empire is not as large as a man's hand, it seems to be assuming that shape. History seems to be about to repeat itself, taking this time that part of the historical narrative which centers in the reign of the Stuart family in England, when the King and the Parliament settled, it was supposed, for all time, the question of the divine right.

Judging at this distance, the same conditions exist in Germany that led to the coming of Cromwell. For a long time the Kaiser has been as uneasy as Charles was and for the same reason: a King who has received his right to rule from Heaven is responsible only to Heaven for the way he makes use of that right, and the accounting for such responsibility is a matter existing only between the Giver and the recipient of the gift. Therefore the Parliament and the people it stands for have nothing to do in the matter beyond growling and acquiescing, and the sooner the Parliament and people accede the better it will be for all concerned. With the Stuart episode as a precedent the affairs in Germany are interesting.

Ever since the assumption of the perpendicular on the part of the Kaiser's mustache the Emperor and the people have not been exactly pleased with each other. Not that the mustache is the cause of the displeasure, but it has been observed that in proportion as the one has assumed the vertical the popular pulse has manifested an increase of temperature until to-day the simplest statement to make is that the Kaiser and his Parliament are out of touch, the former showing by his action his sympathy with the doctrine of the beheaded Charles. "As it is atheism and blasphemy to dispute what God can do, so it is presumption and high contempt in a subject to dispute what the King can do;" the latter, with the boldness and insistence of the Roundhead, declaring that the divine right is all well enough, only now-a-days the divine right consists in doing what we please—a privilege which since Charles' time has been enjoyed by parliament and ruler—a fact which the Kaiser can contemplate with profit. Hence it is that the Kaiser's attempt "to run things" according to his own sweet will is resented and hence it was that the German Roundhead sharply called a halt; and hence it follows, naturally enough, that Prince and people are not contemplating each other with kindly eyes.

It remains to be seen whether the Kaiser has enough of the student in him to reflect upon the English history lesson and to profit by it. From public opinion, as reflected by the press, there is a possibility that he may not. Hence the signs of bad weather and the general preparation for it. Lord Roberts, the English Field Marshal, took occasion to say

in the House of Lords recently that Germany, if she wants to, can invade England with an army of 200,000 men without any efficient resistance from England. At this France pricks up her ears and proceeds to say to her friend and ally across the English Channel that in case of trouble with Germany—was she thinking then of Alsace and Lorraine?—the brunt of the fighting would fall upon the French troops unless the British army was reorganized; while the Kaiser, in close communion with the heir apparent of Austria, who invariably defers to him, is looked upon by unfriendly eyes as calculating the possible results necessarily accruing from the combination of the German and Austrian armies under him as the undisputed head.

Question: Has the Kaiser enough of the old Tudor wisdom in him—an inheritance—to induce him to yield gracefully and heartily to the demands of the German nation and so avert the perils that the signs portend, or must the lesson of civilization—the development of personal freedom—be written again in blood? "Caesar had his Brutus, Charles First his Cromwell," and the Kaiser may profit by their example. Will he?

That remains to be seen.

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

Buffalo, Dec. 23—Creamery, fresh, 25@30½c; dairy fresh, 20@26c; poor to common, 15@20c.

Eggs—Strictly fresh, candled, 34@35c; cold storage, 26c.

Live Poultry—Fowls, 10@12½c; ducks, 12@13c; geese, 11@12c; old cox, 9c; springs, 17c.

Dressed Poultry—Fowls, 12@13c; springs, 13@15c; old cox, 10c; ducks, 15@16c; turkeys, 19@21c.

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

Potatoes—70@73c per bu.

Rea & Witzig.

The Drug Market.

Opium—Is firm but unchanged.

Morphine—Is steady.

Quinine—Is unchanged.

Bay Rum—Is very firm and tending higher.

Bromides—Have advanced and are very firm.

Castile Soap—On account of higher prices for olive oil, will be higher during 1909.

Glycerine—Is very firm at the late advance and is tending higher.

Balsam Copaiba—Is very firm and advancing.

American Saffron—Has advanced and is very firm.

Quince Seed—Has again advanced.

BUSINESS CHANCES.

Collect your own accounts with the "Just Rite" collection system; you pay no fees to anyone and collect more accounts than any collector you ever tried; send for free set of blanks for trial on debtor. The Just Rite Collection System, Waukon, Iowa. 237

For Sale—Meat market doing cash business of \$40,000 per year. Inventories \$6,000. Best town in Northern Michigan. Owner retiring. Address No. 238, care Michigan Tradesman. 238



YOU OUGHT TO KNOW that all Cocoa made by the Dutch method is treated with a strong alkali to make it darker in color, and more soluble (temporarily) in water and to give it a soapy character. But the free alkali is not good for the stomach. Lowney's Cocoa is simply ground to the fineness of flour without treatment and has the **natural** delicious flavor of the choicest cocoa beans unimpaired. It is wholesome and strengthening. The same is true of Lowney's Premium Chocolate for cooking.

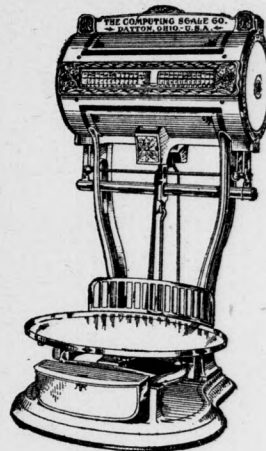
The WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.

What Is the Good

Of good printing? You can probably answer that in a minute when you compare good printing with poor. You know the satisfaction of sending out printed matter that is neat, ship-shape and up-to-date in appearance. You know how it impresses you when you receive it from some one else. It has the same effect on your customers. Let us show you what we can do by a judicious admixture of brains and type. Let us help you with your printing.

Tradesman Company
Grand Rapids

100 Dayton Moneyweight Scales



The new low platform
Dayton Scale

ordered and installed after a most careful investigation of the various kinds of scales now on the market. The purchasers are the promoters of one of the most colossal enterprises of the age.

These scales are to equip all booths of the
Grand Central Market

where weighing is necessary, such as groceries, meats, teas and coffees, poultry and game, fish, butter, cheese, candy, etc.

This market is all on the ground floor and contains over 16,000 square feet of floor space, which is divided into 480 booths each 10x10 ft. Its appointments are as near perfect as modern ingenuity can devise.

The management decided to furnish all equipment used in the building so as to guarantee to the patrons of the institution absolute accuracy and protection.

Dayton Moneyweight Scales

were found to excel all others in their perfection of operation and in accuracy of weights and values. That is the verdict of all merchants who will take the time to investigate our scales.

Our purpose is to show you where and how these scales prevent all errors and loss in computations or weights.

A demonstration will convince you. Give us the opportunity.

Send for **catalogue** and mention Michigan Tradesman.

Moneyweight Scale Co., Date.....
58 State St., Chicago.
Next time one of your men is around this way I would be glad to have your No. 140 Scale explained to me.
This does not place me under obligation to purchase.
Name
Street and No..... Town.....
Business..... State.....



MONEYWEIGHT SCALE CO., 58 State St., Chicago



Book Keeping Without Books

Thousands of merchants are worrying and working night and day trying to keep their accounts **posted to date**. If they are absent from the store for a few days the posting gets behind. Then either the business or the accounts are neglected, which in many cases causes loss.

With the McCASKEY REGISTER SYSTEM every transaction is completed at the time it is made. Every account is posted up to the minute and ready for settlement without making another figure.

The McCASKEY SYSTEM is easy to operate, simple and scientifically correct in construction.

It's a trade winner.
a money collector,
a systematic advertiser,
a square dealer.

Everybody pleased, the merchant, the clerks and the customers.

No time lost with the McCASKEY.

Credit sales handled as fast as cash sales.

Over 50,000 in use. A postal will bring the catalog.

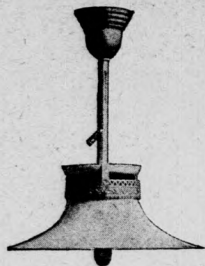
THE McCASKEY REGISTER CO.

27 Rush St., Alliance, Ohio

Mfrs. of the Famous Multiplex Duplicating Pads; also the different styles of Single Carbon Pads.

Grand Rapids Office, 41 No. Ionia St. Detroit Office, 500 Lincoln Ave.
Agencies in all Principal Cities

75% Dividends

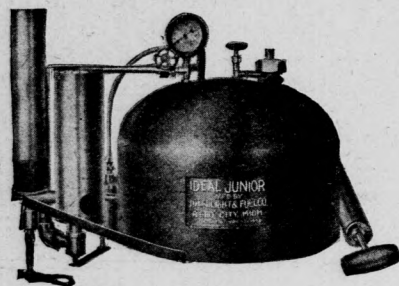


And yet you hesitate, saying—"Go thy way, and when I have a more convenient season I will call on thee."

But you never call, simply go on paying \$100 to \$200 per year to light your store when \$20 to \$25 will do it.

Can you make money easier? Will you continue to sleep or will you, for a saving of 75 per cent., take the trouble to ask us how it is done and how much of an investment it will require to earn this wonderful dividend?

A card will bring the answer.



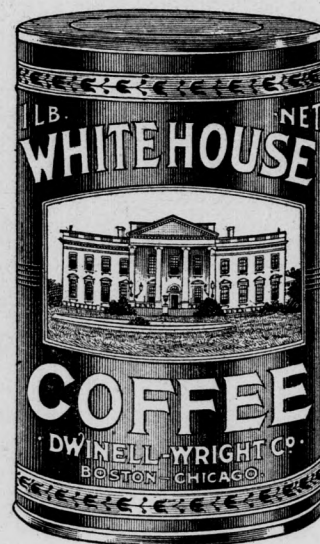
**IDEAL
LIGHT & FUEL CO.**

Reed City, Mich.

Judson Gro. Co.

Grand Rapids

and



Are a Mighty Good "Pair to Draw to"

Merry Christmas

May your stocking be filled with good things and your heart be filled with cheer.

A Stocking

Is a good place for Christmas gifts, but a mighty poor place to keep your money.

Buy a Safe

A good safe. One of the kind that has been tested and tried and never found wanting. Place your money, your account books and your valuable papers in its keeping every night, then carry to your home the comfortable feeling that you have taken all reasonable business precautions.

\$30

Buys a good one.
Larger ones for more money.

E. A. Stowe is a member of our company, his name guarantees a square deal.

Write us today for prices and full particulars.

Grand Rapids Safe Co. Tradesman Bldg., Grand Rapids, Mich.

