



21  
CAR  
LOADS

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

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

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

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

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

Are YOU with us on this  
Square Deal Policy?

*W. K. Kellogg*



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

Toasted Corn Flake Co., Battle Creek, Mich.



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

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

We audit your Policies.

Correct forms.

Report upon financial condition of your Companies.

Reduce your rate if possible.

Look after your interests if you have a loss.

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

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

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

For information, write, wire or phone

**Policyholders Service & Adjustment Co.**

1229-31-32 Majestic Building, Detroit, Michigan

Bell Phone Main 2598

## ELECTRICAL SUPPLIES

Do You Want

**NEW DESK LIGHTS**

**NEW SHADES**

**NEW WINDOW LIGHTS**

Tell Us Your Wants—We Will Give You Prices

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

93 Pearl Street

Grand Rapids

Mich.

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

## Pure Cider Vinegar

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

**The Williams Bros. Co.**

Manufacturers

Picklers and Preservers

Detroit, Mich.



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.



# MICHIGAN TRADESMAN

Twenty-Sixth Year

GRAND RAPIDS, WEDNESDAY, DECEMBER 30, 1908

Number 1319



## OFFICERS

HENRY IDEMA, Pres.  
JOHN A. COVODE, Vice Pres.  
J. A. S. VERDIER, Cashier  
CASPAR BAARMAN, Auditor  
A. H. BRANDT, Ass't Cashier  
GERALD MCCOY, Ass't Cashier

## GRAND RAPIDS FIRE INSURANCE AGENCY

THE MCBAIN AGENCY

Grand Rapids, Mich. The Leading Agency

## Commercial Credit Co., Ltd.

Credit Advances and Collections

MICHIGAN OFFICES

Murray Building, Grand Rapids  
Majestic Building, Detroit

## ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2321 Majestic Building, Detroit, Mich.

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

**FIRE AND  
BURGLAR  
PROOF**

**SAFES**

**Grand Rapids  
Safe Co.**

Tradesman Building

## SPECIAL FEATURES.

2. Window Trimming.
3. Wound Up to Walk.
4. News of the Business World.
5. Grocery and Produce Market.
6. A Day of Rest.
8. Editorial.
12. A Novel Toot.
15. Cutting Christmas Trees.
16. New Year's Compact.
19. Gotham Egg Man.
20. Clandestine Credit.
22. Review of the Shoe Market.
24. The Commercial Traveler.
26. Drugs and Chemicals.
27. Drug Price Current.
29. Grocery Price Current.
31. Special Price Current.

## A RIDICULOUS POSE.

When one who is accustomed to United States of America ways visits any of the banking towns in Canada he is at once impressed by the exclusiveness of all members of the banking fraternity, from the boy messenger up through the maze of accountants, clerks, cashiers, and so on, to the chief dictators—the heads of the banks. In a way they are government officials, suspended proudly and perilously near to the same exalted line occupied by court officials, military officers, barristers, clergymen and even the governor generals and premiers. The aristocracy is very distinct across the border, with the impecunious member thereof quite as proud, fully as well satisfied and more exacting, perhaps, than are those who possess material wealth. And it seems natural, traditional, unavoidable and excusable that such restrictions of caste should be religiously observed by such as these even to an American.

On the other hand, there is absolutely no sufficient reason why members of the banking fraternity in the United States should, as they do, attempt to imitate the Canadians; who, ludicrously enough, are much more "chesty" than those they imitate—the members of the banking fraternity in England.

The rules governing and the practice of American bankers and their employes are much different than are the regulations imposed and followed by Great Britain and her colonies in the handling of finances. Then, too, because of the inherited characteristics coming down through two, three or four centuries of bank service, the British fraternity is an ancient entity by comparison with the craft in America.

True, banking is nearly as much a profession as are the ministry, the law, medicine and surgery, engineering or any of the sciences; but there is no justification for a member of the banking profession in this country to assume for himself any excellence—social, mental, moral or physical—superior to the possession of such qualities by members of the learned professions. Indeed, it is extremely doubtful if the average

American banker is at all superior as to social, mental and moral attributes to the average successful and upright man in any department of human endeavor.

The average American banker, because of his wealth chiefly, sets up for himself and his associates a standard of distinct exclusiveness and superiority—a degree of caste which, in a very large number of cases indeed, is simply ridiculous. A banker is little more than a tradesman engaged in buying and selling dollars, watching the markets just as closely as does the other man who buys and sells produce, or boots and shoes, or sugars, spices, teas and coffees. There is not, as a bottom fact, any very great distinction between them, and rectitude, shrewdness and industry are just as necessary in one calling as in another.

## LOOKING AHEAD.

Recently a meeting of mayors and other officials of cities in the southern part of the Lower Peninsula of Michigan was held to consider ways and means for the construction of a deep waterway from Lake Michigan to Lake Erie by way of the Kalamazoo, the extreme upper reaches of the Grand and the River Raisin—a proposition already more than half a century old.

More than two years ago a movement began for the purpose of developing a public sentiment in favor of building a deep waterway from the extreme south end of Lake Michigan through Indiana to the head of the Maumee River at Fort Wayne, thence down that stream to Toledo and Lake Erie. This latter project has been carried so far that geological and topographical surveys are completed, and with Lyman E. Coolidge as chief engineer it is known that the plan is feasible although it would involve a tremendous cost of money.

In all human probability both of these waterways will sometime be built. Why? Because they are feasible and because the new era of transportation by water, which is just beginning to dawn, will force their construction. Natural resources, however deeply they may be buried away from human sight, can not be disregarded with impunity because they are constantly, insistently, suggesting their values to the Spirit of Progress.

Take, for example, that section of Michigan which has St. Joseph and Bentor Harbor, South Haven, Saugatuck, Allegan, Kalamazoo, Battle Creek, Marshall, Albion, Jackson, Hillsdale, Tecumseh, Dundee and Monroe as leading industrial and commercial centers. What will that portion of the State do to preserve its importance in such respect if from

fifty to 100 miles to the south the cities and villages have deep water freight rates thirty or forty years hence, while they remain dependent upon railway service?

If the proposed Northern Indiana waterway is not built, what will the towns and villages along that route resort to to save their business integrity and prosperity when there is a deep waterway from Toledo to Evansville on the Ohio River, to the south of them, and the Kalamazoo and Raisin River waterway to the north of them?

While these problems and their solution are far away, they exist, and the communities which recognize their existence to-day and begin to strive to-day for their solution are those which thirty or forty years hence will remain the most influential, progressive and prosperous industrial centers in Michigan. On the other hand, those communities which to-day remain indifferent and inactive in the matter will, in 1938-48, be referred to as beautiful but dormant has-beens.

## THE ONLY SAFE RULE.

"I never failed to keep an engagement or meet an obligation."

This is the keynote to success uttered by one of the most successful men in Michigan—successful in all that the term implies.

By this is meant that the man has acquired a large fortune without shrinking in character—that money-making and character-making have gone hand in hand, instead of parting company at the beginning of his business career.

It is an easy thing for a man to fail to keep a promise. He can excuse himself on the ground that something unexpected happened or a friend he had not seen for a long time dropped in on him unexpectedly. This is no excuse. A promise, once made, should be fulfilled to the letter, and the person who violates this rule of life is an unsafe person to deal with, because he can not be depended upon in an emergency.

The same rule applies with equal force in the case of an obligation. Contracts are made to be kept. They are not made to be violated. The man who attempts to dissuade another from carrying out a contract is a criminal before the law and a sneak in the estimation of decent men. The only safe rule in life is to meet every obligation in man fashion and keep every promise sacred. Any deviation from this universal rule places the person so deviating in the list of undesirables and so seriously hampers him in the race for supremacy that he seldom achieves even moderate success.





### Fancy Boxes in Great Demand at Christmas.

The making of boxes, whether of pasteboard, leather or wood—ranging from the tiny pasteboard affair for Milady's thimble to the mammoth wooden boxes that come to the big dry goods emporiums—has grown to be a big industry.

At no time is this fact more impressed upon the general public than at Christmastide when boxes of every description are eagerly wanted for the enclosure of gifts to beloved relatives and friends.

The furnishing of boxes for gifts is largely featured in almost all of the stores. A pretty box adds greatly to the beauty of any gift that might be mentioned. At Christmas even a plain linen handkerchief, a 25 center, leaves the store in its own box. Some of the stores do not put in a box a purchase bringing in so little chink unless they are solicited to do so, while others, more generously inclined, give out the box without any request, which certainly creates a kindly feeling towards the store.

Some of the handkerchief boxes are ornamented with embossed ribbons and flowers while others look as if covered with moire silk. Those which do not bear the name of the person or firm are, needless to say, more admired than when disfigured with printing, but many merchants do not look with much favor upon the idea of going to the expense of getting boxes to distribute gratuitously and reaping no benefit therefrom in an advertising way.

A glance at any store window in town last week would have demonstrated to what an extent has increased the desire for nice containers for Christmas presents. Almost anything that might be referred to was to be seen enclosed in a more or less handsome container: handkerchiefs, as said, gloves, vails, hosiery, and numerous other articles of wearing apparel, besides books, combs and brushes, shaving sets and other articles of this sort either useful or ornamental.

Quantities of these boxes are really works of art. All countries are drawn on by American manufacturers for suggestions. Japanesque-looking boxes are a prime favorite. A German girl who "does up brown" everything she undertakes gave me a pound of cream fudge in one of the handsomest boxes I ever saw used for this purpose. It is put together so very neatly; is lined with fine turquoise blue momie paper. The box is some seven inches square and about three inches in depth. Around

the sides is a rich brown paper stamped in imitation of leather, in a winter rose design, and so cunningly is this accomplished that the imitation has the exact appearance of the genuine. On top is a scene from Japan, with a lady of quality standing on the right, while a child kneeling reverently at her feet is offering her a beautiful star-shaped flower. A double row of bamboo trunks enclose the scene, forming a panel on each side, which panels are minutely stippled, the left one also containing (supposed) Japanese printing. In the upper right hand corner a bamboo trunk, crossing the others, branches into wide-spreading leaves. A bunch of thrifty purple iris is growing at the left, contrasting brilliantly with the green of the lady's dress and the red of the maiden's. High in the air circles a large snow-white bird, while in the far distance, silent and grand, looms, mistily, Fujiyama, the sacred mount seen times without number in Japanese art decoration.

When such expensive boxes as these are used to hold candy or other sweets there should be used plenty of oiled paper for providing against the contingency of grease or stickiness of the confections, as either would spell ruin to the containers' good looks.

#### Viands in Boxes.

Talking about boxes is to remind one of the hundreds of eatables that now come thus sanitarily encased. We are so accustomed to buying them cartoned that the fact no longer occasions consideration. And how much better this is than the old way of everything exposed to the deteriorating effects of dust and other microbe-carrying contamination. I am afraid we don't half appreciate our privileges in regard to the later order.

#### Girl's "Romper."

Seen in windows of stores dealing in ready-to-wear garments is a sensible outfit for a small girl to play in. It eliminates entirely the uncomfortable, get-in-the-way petticoats and dress skirts and in place of the latter there are extremely full bloomers which have the effect of a circular skirt. The waist may be high-necked and long-sleeved, or there may be a Dutch neck and short full sleeves gathered into a band. This is a one-piece suit, buttoning up the back, and is appropriately named a "romper," something really emancipating to feminine childhood, as in it a girl can perform all the stunts of her joyous clothes-free brothers.

#### The Sheath-Gown Again.

Some one was telling, the other

day, about a lady friend of hers in Chicago who goes about clad in only a woolen union suit and a black broadcloth garment buttoning up its entire length in the back, fitting like the sheath-gown. Must be most as convenient as a man in an overcoat!

'Tis stated that the costumes of Miss Maud Odell—now appearing in New York in the role of the bewitching widow in "Love Watches"—are at once the admiration and the despair of her less fortunate sisters behind the footlights. Miss Odell is possessed of wealth enough to keep the wolf at her door at bay for some time yet. On the stage the lines of her figure are simultaneously and tormentingly concealed and displayed by modifications of the Directoire gown. This actress is ahead of anything in this country, as she is able to furnish herself with these gowns when they are first appearing on the other side of the Great Big Pond.

#### Doings in Other Cities.

Written for the Tradesman.

A prize of \$500 cash was offered through the Publicity Committee of the Board of Trade of Springfield, Mass., for the best plan to be used in advertising that city. A total of 250 different plans was submitted, and the sub-committee has winnowed this number down to ten, but up to this time it has been unable to agree in naming the winner. It is probable that the number of eligible plans may be reduced to two or three and that another sub-committee will be selected to make the final decision.

That playgrounds do more to prevent crime and delinquency in children and that investment in playgrounds is more economical than maintaining courts, jails and policemen for juveniles is the opinion of the December grand jury which has just concluded its work in Philadelphia. A general system of playgrounds for the entire city is recommended.

The 113,040,614 bushels of grain received at the port of Buffalo in the season just closed is a falling off of nearly 19,000,000 bushels from last year's record. Grain receipts at Buffalo have been declining for several years because of the prohibitive cost of sending grain over the lake and rail route and the tariff on Canadian wheat having forced the shippers of the Northwest to seek the cheaper all-water route by way of the Welland Canal and St. Lawrence River, which has resulted in putting Montreal ahead of Buffalo as a grain receiving port, to the injury of New York as a point of export. Buffalo hopes to regain its position after the Barge Canal is completed, although that will take many years.

The Judge of the Jackson Police Court has found a Detroit baking company guilty of violating the Jackson city ordinance in selling bread there that was under prescribed weight. He assessed a fine of \$50 against the company. The case will be appealed. The Jackson bakers make their 5 and 10 cent loaves weigh sixteen and thirty-two ounces, respectively, in accordance with the

city ordinance, and while the loaves of the outside bread weigh two to four ounces less the weight is stamped on each, so that the consumer knows what he is getting. The appeal will be taken on the ground that the ordinance is unconstitutional and that a baker can not be restrained from putting his bread on the market at any weight he chooses so long as no deception is used.

Through the active efforts of President Wm. Rath and his co-workers the membership of the Ludington Board of Trade has been increased to over 300. A thorough canvass of the city was made.

The State Military Board at Lansing has approved the plans for Saginaw's new armory building, which will occupy a site near the new Auditorium. It will be a handsome building, 60x110 feet, costing \$30,000, of which the State will provide \$20,000 and Saginaw \$10,000. Under a recent law the State appropriates annually \$40,000 for the erection of armories. Of the first year's appropriation Saginaw gets one-half, the remainder being divided between Ionia and Pontiac.

The city of Cleveland is now assured an art museum and the work of construction will be started in a few months. It will probably be the finest art museum in America west of New York, and its erection is made possible by the bequests of public spirited men and the energy of citizens of this go-ahead city.

Lansing received a fine Christmas gift from one of her most respected citizens, J. Henry Moores, in the shape of eighteen acres of land in one of the most beautiful sections of the city, to be used for park purposes. A year or two ago the same gentleman presented Lansing with a boulevard. Almond Griffen.

#### The Little Man.

"Hello, Harry! How are you? You seem to have a pretty nice office here. How are you making out?" "I'm at the top of the ladder. I am the Vice President of this mining concern."

"Is that so? You do a large business, I guess?"

"Immense. The responsibility weighs on me quite heavily, but I've got to shoulder it. No way of getting around that, you know."

"The man over there at that elegant desk is one of the officers of the Company, I suppose?"

"Yes. He's the Secretary. And those other two men at those fine desks are his assistants. He has a wonderful amount of work to do. But remember, he is a first-class man. We pay him a big salary."

"The man over there behind that railing is another official, is he not?"

"Yes. That's the Treasurer. He's another great man. We pay him big money; but we require a large bond. Got to do it. We handle too much money to run any risks."

"And who is that little wizened faced old man over there in the corner at that old desk?"

"That's old Bangs. He—ahem—owns the mine, you know."



## WOUND UP TO WALK.

## But the Automaton Was Unable To Talk.

Written for the Tradesman.

It is one thing to perform a service perfunctorily and quite a different proposition to take out of it all that savor of the mechanical. Some clerks have so much of the automaton in their make-up that if you didn't see the flesh you would declare that they were moved by machinery.

Such an one I encountered last Thursday morning.

The day was a sizzly one, conducive to making store employees do their very prettiest to get trade. With the weather in my favor to be waited on satisfactorily I entered a certain furniture store.

I don't want to injure the clerk who came forward with dilly-dally footsteps to see what I wanted, so I'm not going to disclose his whereabouts.

In thinking about it afterwards I made up my mind that it was probably my somewhat shabby attire that influenced the clerk's attitude towards me, for it is an undeniable fact that my clothes on that drizzly morning were none of the best. I don't like to spoil my better ones in the rain, so had donned an old cloak that the elements could not injure, for it had already seen too many storms to preserve its pristine freshness.

The clerk looked me all over with a coldly-critical eye that settled my good spirits in the bottom of my boots.

"I would like to look at bookcases," and, so that there might be no disappointment as to a sale, I added, "It is not my intention to purchase this morning, I only wish to look."

At this the fellow's face took on a sour expression as though to say:

"Plague take the luck! No earthly use bothering with this trash!" and his manner, frosty at first, took on an extra tinge of frigidity.

He groused out a muffled "All right," then abruptly turned on his heel and silently escorted me to the elevator.

"Blank floor," gruffly to the boy in the cage.

The elevator trundled creakily to the "blank floor" and the clerk impolitely preceded me therefrom.

"This way," he said briefly, and I followed down a seemingly endless aisle until we reached the rear of the room, where the bookcases stood in a silent row.

Then he said no more, leaving me to inspect them as I wished.

This was poky work. I looked for the clerk to make some sort of remark, but he remained glum as an oyster.

Thinking to start him to saying something I asked the price of one of the bookcases.

"Thirty-three dollars," he replied, and relapsed into his former non-communicativeness.

I enquired the price of two or three more of the bookcases, with a repetition of my first essay to engage the dummy in conversation.

As I say, I had distinctly stated that it was not my intention to pur-

chase a bookcase at the present; and now, although I had a fat roll of bills in my handbag ready to buy the furniture if I desired, and although I had seen there something that suited me perfectly, I walked back to the elevator with Mr. Icicle Dummy, my money still in my possession. I knew that I could please myself at some other place where I would be waited on by somebody that wasn't wound up just to walk through the building and keep mum. B. B. B.

## The Principal Motive Power of the Age.

Steam, a dynamic force which has probably done more to bring about this country's commercial greatness than any other agency, is slowly giving way before the superior strength of electricity. The progress of a people can be traced in the evolution of burden bearing. Packhorse days were days of a better civilization than the primeval methods of toting burdens on two poles and a skin. The discovery of the latent force in steam and its application to work resulted in a new era—the steam age—during which the world's greatest progress has been made. We are now in the first days of an electric age.

On the railroads the deciding battle between the old and the newer force is being fought. The flow of commerce must be incessant, and to keep it moving requires a driving force which combines economy and power. Steam has furnished this combination of satisfactory strength in the past, but electricity to-day promises to give greater power with a saving in the creative energy and in money. With proper business caution the railroads are slowly substituting electricity for steam.

Electrification, only a short time ago an experiment, has proved itself the solution for traffic within a city and between neighboring cities, and is being adopted generally. Evidence of the appreciation of the value of the new force is the statement of a prominent engineer that his firm is at work on plans to substitute electricity for steam on various railroads at an expenditure of \$100,000,000. Within the next few years the carriers will have to spend \$5,000,000,000 to haul the increase of traffic. It is estimated that by electrification, at a cost of \$4,000,000,000, they would increase their carrying capacity to such an extent that no new trackage would be necessary. For the electric locomotive there is claimed 40 per cent. greater efficiency than has the steam engine. E. H. Harriman, one of the greatest of railroad executives, whose success is largely due to keeping abreast with modern thought and invention, is making extensive substitution of electricity for steam on his properties, and others are giving the change serious thought. The New York Central, New York, New Haven and Hartford, Delaware and Lackawanna, are among those conducting satisfactory experiments with electrification. Eventually steam will go and electricity will become the principal motive force of the age.

## A Growing Great Power.

Basing his estimate upon the remarkable progress made by Brazil since it became a republic, John Barrett, director of the Bureau of American Republics, predicts that before the end of the present century Brazil will have a population of 150,000,000 and will be one of the greatest sources of food supplies in the world. The country is larger than the United States and is wonderfully rich in natural resources. With an immense population, a stable government and a high and varied civilization, Brazil, even before the end of the century, will be close to the head in the rank of the great powers. It may mean the shifting of the balance of the world's political power to the two dominant republics of the two Americas.

## STEIMER &amp; MOORE WHIP CO.

Westfield, Mass.

GRAHAM ROYS, Agent.

Fitch Court Grand Rapids, Mich.

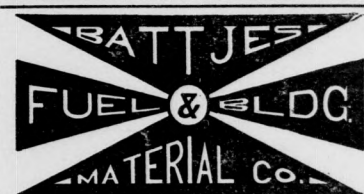
Write for Catalogue or Sample Order.  
We deliver the goods.

## G. J. Johnson Cigar Co.

S. C. W. El Portana

Evening Press Exemplar

These Be Our Leaders



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.



## 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



## FLOWERS

Dealers in surrounding towns will profit by dealing with

Wealthy Avenue Floral Co.

891 Wealthy Ave. Grand Rapids, Mich.

## Grocers and General Store Merchants

Can increase their profits

10 to 25 Per Cent.

On Notions, Stationery and Staple Sundries

Large Variety Everyday Sellers

Send for our large catalogue—free

N. SHURE CO.

Wholesale

220-222 Madison St., Chicago

## HIGHEST IN HONORS

## Baker's Cocoa &amp; CHOCOLATE



Registered, U. S. Pat. Off.

A perfect food, preserves health, prolongs life

Walter Baker & Co., Ltd.  
Established 1780 DORCHESTER, MASS.

## Jennings Condensed Pearl Bluing

The Liquid Bluing that will not freeze



The grocer finds it easy and profitable to sell C. P. Bluing

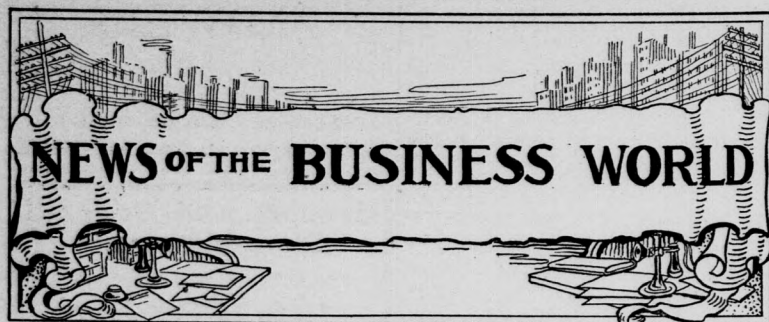
4 ounce size  
10 cents

Sold by all  
Wholesale  
Grocers

See Special  
Price Current

Jennings Flavoring Extract Co.  
Grand Rapids





### Movements of Merchants.

Morley—Edw. Snyder, of Altona, succeeds Harry Kingsley in the meat business.

Sturgis—A grocery store will soon be opened by Frank Classen and Chris Buck.

Eaton Rapids—On Jan. 1 A. D. Maurer and D. P. Waltersdorff, of Charlotte, will open a bazaar.

Harbor Springs—Gelsky & Morey will soon engage in the meat business and will also buy hides and furs.

Athens—The Farmers State Bank has been incorporated with an authorized capital stock of \$30,000.

Sherman—E. H. Cutler, of Mesick, has rented the meat market and equipment of Harvey D. Burt and his son.

Saginaw—John D. Mershon has entered the wholesale lumber business with offices in the Bearinger building.

Homer—Seymour C. Eslow has purchased the shoe stock of B. S. Snyder, who retires from trade on account of rheumatism.

Three Rivers—An assignment has been made by Hixson & Sessions, hardware dealers. The amount of the liabilities is not yet known.

Belding—A. E. Dorr, whose stock of general merchandise, including hardware, was burned in Chadwick recently, has engaged in the carriage and farm implement business at this place.

Muskegon—Alex A. Dick will carry on the meat business formerly conducted by Henry Rosema and himself. Mr. Rosema will devote his entire time to the buying of live stock.

Eaton Rapids—Chas. M. Hunt is again identified with the implement business, having become a partner of his son and B. J. Fowler, who have been conducting business under the style of the Hunt-Fowler Co.

Scottville—S. O. David, a registered pharmacist from Tustin, has come to Scottville and will have charge of the C. F. Meads drug store. Mr. Meads will be busy with the care of the County Treasurer's office after January 1.

Lansing—Arnold Brown, a member of the Brown Lumber Co., has retired from that company, his interest being purchased by his partners, W. C. Brown and Anson Longstreet, who will conduct the business under the same style as heretofore.

Turner—Nelson J. Fuehr has merged his general merchandise business into a stock company under the style of the Fuehr Mercantile Co., which has an authorized capital stock of \$4,000, all of which has been subscribed and \$2,000 paid in in property.

Big Rapids—A deal has been closed by which James O'Beck comes into possession of the Michigan Cigar Co.'s business. Though the two stores will be operated separately for awhile, the business will be run under the firm name of the Michigan Cigar Co. Mr. O'Beck states that he will probably combine the two stores later. James Vandenburg retires from the business.

### Manufacturing Matters.

Benton Harbor—The Thelma Cigar Co. has begun operations under the management of John A. Byers.

Otsego—The principal office of the Angle Steel Sled Co. has been moved from Kalamazoo to this place.

Centerville—The Michigan Central Woolen Co. has changed its name to Dr. Denton's Sleeping Garment Mills.

Detroit—The Detroit Grocer & Butcher Supply Co. has changed its name to the Gage Refrigerator & Fixture Co.

Springwells—The George H. Clippert & Brother Brick Co. has increased its capital stock from \$50,000 to \$100,000.

Saginaw—The Saginaw Shirt Waist Co. has increased its capital stock from \$12,000 to \$16,000 and changed its name to the Saginaw Silk Garment Co.

West Branch—The Batchelor Timber Co. is stocking its saw mill here with 10,000,000 feet of logs or more, which are being cut near Gaylord and will be railed to the mill.

Muskegon—The building formerly utilized by the Muskegon Carving Co. is to be occupied by the Miller & Hatfield Co., which will manufacture pearl buttons and nickel plated articles. Messrs. Miller and Hatfield are Chicago men.

Armada—Maver & McCrossen, who have been conducting a manufacturing business under the name of the Armada Glove Factory, are succeeded by F. E. Hebblewhite and H. D. Hathaway, who will make cotton gloves and mitts.

Manistee—A corporation has been formed under the style of the Goshen Shirt Manufacturing Co., which has an authorized capital stock of \$50,000, all of which has been subscribed, \$16,000 being paid in in cash and \$34,000 in property.

Plymouth—The Daisy Manufacturing Co., which makes air rifles, has merged its business into a stock company under the same style, with an authorized capital stock of \$150,000, all of which has been subscribed and paid in in property.

Fenton—A corporation has been formed under the style of the Murphy

Manufacturing Co. to deal in lumber, building supplies, farm products and fuels and has an authorized capital stock of \$20,000, of which \$10,000 has been subscribed and paid in in property.

Lansing—The Korff Manufacturing Co. has been incorporated to make infants' and children's vehicles and furniture and fixtures, with an authorized capital stock of \$10,000, of which \$5,500 has been subscribed and \$2,500 paid in in cash and \$3,000 in property.

Bay City—The Zagelmeyer Impervious Concrete Block Co. has changed its name to the Zagelmeyer Cast Stone Block Machinery Co. and will make cement block machinery. The company now has an authorized capital stock of \$25,000, of which \$21,660 has been subscribed, \$1,660 being paid in in cash and \$20,000 in property.

Grand Marais—A corporation has been formed under the style of the Grand Marais Manufacturing Co. to make folding coat, hat and umbrella racks and other wooden articles. The company has an authorized capital stock of \$15,000, of which amount \$9,000 has been subscribed and \$1,000 paid in in cash and \$8,000 in property.

Saginaw—The Michigan Creamery Co., a new organization, has been formed to deal in farm produce and operate in creameries. The company will have establishments in Clare and Merrill, which will be modernly equipped. The following are the officers of the company: President, W. C. Cornwell; Vice-President, E. J. Cornwell; Secretary and Treasurer, F. W. Glass.

Bay City—The Goldie Manufacturing Co. is cutting several million feet of logs in Tuscola county and is hauling and piling the logs on the Godkin lands along the right of way of the projected Bay City, Caro & Eastern Railroad. Last winter the company put in 5,000,000 feet in the same vicinity, the larger portion of which were banked on the bay and towed to Bay City.

Boyne City—The preliminary steps taken two or three weeks ago for the organization of a lumber company composed of Bay City capitalists and White Bros., of Boyne City, having for its object the erection of a large sawmill plant at Bay City and the cutting there of more than 200,000,000 feet of the white timber located east of the Mackinaw division of the Michigan Central, are temporarily in abeyance owing to a claim put in by a timber estimator named Lucas, of West Branch. He claims that several years ago White Bros. placed the timber in this deal in his hands to dispose of under a commission, that this has never been revoked, and he demands his commission, amounting to about \$12,000. It is expected the matter will be adjusted shortly and the organization perfected.

### Unalterably Opposed To Parcels Post.

Saginaw, Dec. 29—At the last meeting of the West Side Business Men's Association the following resolutions were unanimously adopted:

Whereas—The Postmaster General has become an active ardent advocate of a parcels post, going to the extent of requesting the postmasters of the country to address our public school children on the subject; and

Whereas—We have given much consideration to the evil which would result from the operation in this country of such a system; and

Whereas—We have come to the conclusion that it is no part of the function of the United States Government to enter into merchandise carrying business; and

Whereas—We believe that the present large deficit of the Postal Department would be enormously increased if any character of parcels post were put in operation; therefore

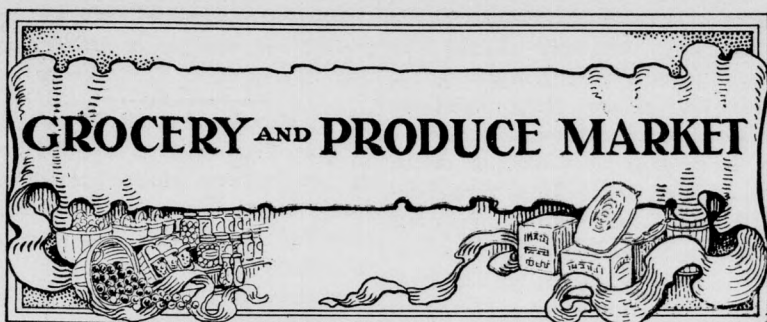
Resolved—That we urgently request our Senators and Representatives to vote against any measure looking to the establishment of such a system, and that we urge the members of this Association to do their utmost to prevent the passage of a measure which would to such an extent revolutionize business and cause the financial ruin of hundreds of thousands of small merchants throughout the rural communities, thus causing serious loss and great inconvenience to the farming communities.

In discussing the reasons for the action taken by the Association, Secretary Southgate said:

"The resolution adopted by the Association is but expressive of the sentiment that has been long growing against further governmental action in an unprofitable field. The subject has been many times discussed and has crystallized in the resolutions as noted. The Association believes it to be unwise for the Federal Government to invite a greater deficit in a direction where the benefits are questionable. A limited parcels post as proposed by the Postmaster General would not of itself be vicious except as it would pave the way for an evil that would be widespread. It was, therefore, considered wiser to oppose it in general features and first manifestation than to seek to prevent its extension after it was established. No good reason has been assigned why the Government should engage in an unprofitable business, the greatest good to the greatest number not even appearing in this proposition to warrant the innovation. The encroachment of the great mail order houses is already great enough and the only argument is a negative one, long ago pointed out by John Wanamaker, viz., the possible curbing of the express companies. Unless a democratic form of government is to become entirely paternal in essence it is unwise to further extend the present tendency. As a matter of local interest the sentiment of the citizens was found to be against the parcels post in general and the citizens of a given community are entitled to first consideration, and the Association endeavors to advance and protect the interests of the citizens wherever possible."

It is awfully hard to find your confidence after it has been misplaced.





### 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 supply is very light. The receipts have fallen off during the week, and the active demand for all grades has advanced prices 1c per pound, both on solids and prints. The demand is better than a year ago, while the supply is somewhat lighter. Stocks of high grade storage butter are decreasing very fast and a firm market can be looked for for some time to come. Fancy creamery is held at 32c for tubs and 33c for prints; dairy grades command 27c for No. 1 and 18c for packing stock.

Cabbage—75c per doz.

Carrots—\$1.50 per bbl.

Celery—25c per bunch.

Citron—60c per doz.

Cocoanuts—\$5 per bag of 90.

Cranberries—\$15 per bbl. for Late Howes from Cape Cod; \$13 for Bell and Bugle from Wisconsin.

Eggs—Receipts of new-laid eggs are increasing and lower prices are confidently predicted in some quarters. 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, 15c per lb.; head, \$1 per doz. and \$2 per hamper.

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, 9@10c for live and 11@12c for dressed; springs, 10@11c for live and 12@13c for dressed; ducks, 9@10c for live and 11@12c for dressed; geese, 11c for live and 14c for dressed; turkeys, 13@14c for live and 17@18c for dressed.

Squash—1c per lb. for Hubbard.

Sweet Potatoes—\$3.75 per bbl. for kiln dried Jerseys; \$1.60 per hamper.

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

8c for good white kidney. The raising of the embargo on Michigan cattle has tended to relieve the glutted condition of the market.

### The Store Beautiful.

It is always a pleasure to visit such a store, for it affords a sort of entertainment in the study of its beauty. The routine of store work is generally a cold business formality. A man calls at the counter and asks for some articles of wear. The article is placed before him and the price named; he pays his money and walks out. There is no poetry in the transaction. It is a hard, cold fact. If, on the other hand, the store presents something beautiful in its interior arrangement for the mind to dwell upon the coldness of the business fact is lost in the contemplation of the beautiful. The customer will have something more to carry away with him than the article he purchased; he will have pleasing thoughts of something beautiful, and his mind will often revert to the pleasure the arrangement of goods in the store gave him. The pleasurable side of what he saw and felt becomes impressed upon his mind, and he will remember the store as something more than a place of mere money transactions. There is something to call him back, and that is the pleasure he derived from the beautifully decorated store.—Clothier and Furnisher.

### Busiest Man in Town.

Sherman, Dec. 29—Robert Plotter is the busiest man in this place. In looking after his Harlan store, his interest in the Farmer's Mercantile Co. store at Buckley, his Sherman store, his logging and wood operations, the creamery company of which he is president, besides other business interests, it keeps him on the bound every minute of his time. In addition to the above, he expects to soon open a new store at Wexford.

Onaway—McTivor & Hughes are building a sawmill at Perue Siding, on the line of the Detroit & Mackinac Railway, north of Alpena, where their headquarters camps are located. The mill will carry a circular and band saw rig and is expected to cut 50,000 feet a day. They are putting in 15,000,000 feet of logs this winter. The mill will be ready for operation early in the spring. This firm has operated a number of years in that locality, cutting 10,000,000 to 12,000,000 feet every year.

A man who never accomplishes anything always looks the part.

### The Grocery Market.

Sugar—The market is quiet and without feature. New York granulated is quoted at 4.55c f. o. b. New York and Michigan granulated is held at 4.45c.

Tea—The local jobbing trade is fair, despite the usual holiday dullness in many lines, and jobbers generally have found the December sales fully up to the average, especially in Japans, the prices of which remain firm. The Congou trade has shown considerable improvement and the trade in black Ceylons continues to grow.

Coffee—Strong pressure is being brought upon the Ways and Means Committee to impose a duty upon coffee. It is represented the revision must have an eye to revenue to meet the growing expenses of the Government and that a tax of 5c a pound would produce \$45,000,000 customs receipts. It seems that the committee must yield to the demand to reduce the duties on some of the leading imports, notably sugar, tobacco, wool, hides, iron, steel and lumber. As far as the Treasury is concerned the income now derived from imports of hides, coal, coke, iron, steel and art works could be foregone provided coffee is taxed. Arguments in favor of taxing coffee are: First, it would be a good revenue producer and the consumer would not suffer any more than he profited when the duty was removed; second, it would stimulate production in the insular possessions, and, third, it would be the basis for reciprocal arrangements with coffee producing countries of Latin-America. The actual demand for coffee is very quiet, owing to the holiday season. The statistical position is against any bullish movement, and the market is apt to move within narrow limits. Mild coffee is about steady and unchanged. Java and Mocha are steady and unchanged.

Canned Goods—There are no pronounced developments to be noted in tomatoes, although a decidedly better feeling prevails and prices are expected to advance shortly after the first of the year. Corn continues on a very firm basis, but the market shows a quiet appearance, although this article is also expected to advance early in the new year. Peas, pumpkin and squash are unchanged and steady. All California fruits are on a steady basis, with the market somewhat dull and uninteresting. Gallon apples are strongly held, but no interest is shown by buyers, although advances are expected after the turn of the year. Strawberries and raspberries continue firm. All the higher grades of salmon continue on a very firm basis, with supplies none too plentiful. The supply of pinks is quite large and an easy tone prevails. Domestic and imported sardines are quiet, but firm.

Dried Fruits—Raisins show no improvement and prices are still easy. Citron has not had the demand it should have had at this season; prices are unchanged. Dates and figs are active and unchanged. Prunes are unchanged and very dull. Peaches show no change, but are dull. Apricots are

scarce and high; demand fair. Currants are selling actively at full prices, but will soon have a lull.

Rolled Oats—A very firm tone still prevails, due to the continued scarcity of good quality oats for milling purposes. Tapioca is easy. Pearl barley continues steady.

Rice—No new feature has developed. Domestic Japs continue on a steady basis, while fancy heads are firm, owing to limited supplies.

Syrups and Molasses—Manufacturers of glucose have marked their quotations down another 10 points. Compound syrup has declined 1c per gallon and is in fair demand. Sugar syrup is steady to firm and in moderate demand. Molasses is scarce and good grades have advanced 3c per gallon in New Orleans.

Cheese—There is only a fair consumptive demand, although normal for the season, and the market is firmly held. Stocks of storage cheese are light, and as the storage cost was high, holders are firm in their ideas.

Provisions—All cuts of smoked meats are exceedingly dull and in ample supply. The same description applies to both pure and compound lard, barrel pork, canned meats and dried beef.

Fish—Cod, hake and haddock are unchanged and quiet. Salmon is in moderate request at unchanged prices. Sardines of all grades and varieties are dull and unchanged in price. Mackerel is stronger. The cause of firmness at a dull season is the growing realization that stocks are light and that the low prices which have been ruling have not stimulated the demand.

### Trustee Appointed for Stewart Mercantile Co.

Saginaw, Dec. 29—Fred J. Fox is in charge as trustee of the wholesale business of the Stewart Mercantile Co. on South Franklin street. The appointment was made on behalf of the creditors, who are said to number thirty-six, and to whom an accounting will be made as soon as the financial affairs of the concern can be looked over.

Mr. Stewart is one of Saginaw's old-time business men. His wholesale store was several years ago located in the block at the corner of Washington avenue and Tuscola street, now occupied by Symons Bros.

At his home last night Mr. Stewart said there was nothing to be told further than the appointment of a trustee to take charge of the concern's business. He could not say as to the assets and liabilities and did not care to make any statement concerning the embarrassment of the company.

L. A. McIntyre & Co. have engaged in the grocery business at Boyne City. The Lemon & Wheeler Company furnished the stock.

J. A. Wiley and son, Glencoe, of Allegan, will engage in the meat and produce business at 201 South Division street.

When you are expecting an opportunity it usually misses the train.



## A DAY OF REST.

## Some Suggestions As To the Proper Observance of Sunday.

Written for the Tradesman.

The proper observance of the Sabbath is a question upon which there is a wide difference of opinion even among earnest, thoughtful, conscientious people. It is a question which ought to interest every one, because every one is more or less benefited or harmed by the manner in which he or she uses Sunday and also by the way in which other people use it.

The Sabbath was ordained—set apart—as a day of rest, and one reason why a command was given is that every one may be protected in his right to rest. Commands are given for man's benefit; not to burden or enslave him, but to restrain and direct until he learns what is best for him. Then he is free from restraint if he chooses to do the thing which is commanded and has no desire for that which is forbidden. So it is with the Sabbath question: If people knew what is best for them and lived naturally and worked reasonably there would be no need of a command to rest.

It is strange that people make so much of the part of the commandment which says: "Thou shalt not do any work" on the Sabbath, and overlook entirely the first of the commandment, which says: "Six days shalt thou labor." Truly one part should be as binding as the other, and is he not sixfold more guilty who spends his whole time in idleness than he who works on the Sabbath? Idleness is a sin, whether in the homeless vagrant or the healthy, able-bodied, rich pleasure seeker. And it is more often the idler than the steady worker who is a Sabbath breaker.

The mature or middle-aged person who has toiled physically for six days can walk or ride to church, listen to or take part in religious services; may read or write or converse quietly at home and gain needed rest. It might be a punishment for some younger ones to remain as inactive in their bodily powers all day Sunday. Therefore, that which is right and proper and best for one may not be best for another.

What shall the closely confined brain worker do? That which is rest for the laboring man may not be rest for him. Should he not seek that which will afford him real rest? And may he not do so without violating the injunction: "Remember the Sabbath day to keep it holy?"

In the time of our Savior's pilgrimage on earth the teachers of the law had made it an almost unbearable burden to the people by their perverted interpretations. He began to correct the prevalent ideas in regard to Sabbath observance by the broad declaration: "The Sabbath was made for man; not man for the Sabbath." And yet the Apostles spoke of Sunday as the "Lord's day." It is not man's day except as he uses it in accordance with the Lord's plan and purpose, which is for man's benefit. To do only that which is for one's own good and refrain from doing that

which injures himself or others is not a complete observance of the Sabbath. To gain rest for mind and body so that one may again take up his work with renewed vigor is wise and commendable, but that does not comprehend the higher purpose of the Sabbath—the greater good which man should receive from its fullest observance.

"Come unto me all ye that labor and are heavy laden and I will give you rest." "Take my yoke upon you and learn of me, for my yoke is easy and my burden is light, and ye shall find rest unto your souls." That is it: our souls are tired with the struggle against evil in the world. We want refreshment and strength for the trials and burdens of life. We want to cast off the yoke of sin and enter the service of Christ—for the yoke signifies service, work. We need to come into harmony with God's plans and purposes in the world and then we shall find rest.

If people did not work at such a high pressure all the week and then spend their evenings in strenuous social activities and pleasure seeking they would not be so worn out in mind and body that they find it hard to muster strength or ambition to go to church on Sunday. We know that many people are careful not to overtax themselves on other evenings in order that they may be fresh for work or business every morning, yet they will work or play to the full limit of their strength and until much later hours on Saturday evenings because they have all day Sunday to rest in. Attendance at church in the condition in which they find themselves Sunday forenoon would be of little benefit to them.

To participate in, to enjoy, to benefit by religious services one should plan to be prepared. People could check their desire to do this or that unnecessary thing on Saturday evening and seek to be in such a condition physically and mentally that they might properly observe the Sabbath.

There are those who can not lessen their work, who can not put down their daily burdens, who, but for the laws of the land and a sentiment in favor of Sabbath observance, would be crushed beneath their loads. These appreciate a day of rest, and with their hearts, if not with their voices in public, yield thanksgiving to an All-wise Being who has given command for a day of rest.

There is a vast difference between the one who acknowledges that he ought to do a certain thing and does not because of indifference and the one who earnestly desires to do but is prevented by cares or ills which are beyond his power to remove.

People with the noblest motives may sometimes err. The activities of church organizations at the present time prevent some of the members from obtaining the needed amount of rest on Sunday. The plans and lines of work are so numerous that there is no opportunity for quiet communion and soul rest which every hard worker has a right to seek. Much of the doing is without the proper kind of preparation. The

inspiration to do Christian work is in too many instances created by social contact, not engendered by the indwelling of the Holy Spirit or attained by communion with God.

Many an active worker in church or affiliated organizations finds himself more exhausted in mind and body on Monday than any day of the week, but he believes he has spent the day of rest in doing good, and his conscience commends him. After a term of years of such strenuous activity on Sunday, following hard work every week day, his health fails completely. He may then come to realize that he has been transgressing the command to rest on the seventh day. Perhaps it was his duty to sacrifice himself for a good cause. If so, he has done no wrong.

What about play on the Sabbath? Real play is rest, but too often it is carried to excess and becomes harmful. Children need exercise and must have occupation. It is not right to forbid play and not supply something in its place. In this day and age the needs of children in this respect receive greater attention than formerly. Play is interspersed with work and study and comparatively few have an excuse for games and sports on Sunday because of being denied their natural rights during the week.

The churches with their various societies, with gifted and devoted men and women, who devise wise and far reaching plans, especially for the young, are doing everything possible to entertain, instruct and help the youth. Sunday services are not long and tedious as in former times. Gloom and solemnity are banished and efforts made to attract and please everyone. Plans are in operation to keep the young occupied in ways that will help them become better men and women and more useful in the world. Parents who neglect to place their children under these beneficent influences, who allow them to let these great opportunities pass unimproved, are doing their children a great injury.

Parents who allow children unrestricted liberty to go where they please, to do whatever they choose on Sunday, are liable to realize their sad mistake in the future. The natural tendency is toward wrong, and it is one of the greatest obligations of a parent to guide, instruct and lead their children in the right way.

Sabbath observance is a test of citizenship as well as of Christian fidelity. To know how one spends Sunday is sufficient to determine his value as a citizen. If obligations to God are disregarded, if contempt is shown for divine commandments, we may expect only such regard for law, honor or the rights of one's fellows as will serve that person's selfish ends.

A community without a church or religious services is an undesirable place to live. For the benefits which come to every resident of a God-fearing community, for the sense of peace and security alone, every one ought to be grateful for a day of

rest properly observed, and aid by precept and example in maintaining that observance. E. E. Whitney.

## A Man Ahead of His Time.

Evansville, Ind., Dec. 26—The little two line item which appeared in your Dec. 23 issue, worded as follows, "A man ahead of his time is not usually ahead of the facts," is something every man should study and understand. We should always remember that facts are in and around all the time. We have just lots of men ahead of their time in this world and some of them are showing us that this is true by the way they talk and write. The facts concerning any problem, it matters not in what line of business or personal affairs, are within some man's mind, and the men who attract them are called men ahead of their time, when in reality they are not.

Everything you see men do and you have done yourself was in the silent thought first. So every fact concerning all things that are to be is now in the thought force in and around you. If you wish to be a man known as one ahead of your time, as it were, begin at once to study the power of thoughts.

Business men, as a rule, do not take time enough to listen to the facts which are in and around them.

Remember, no man can know everything, but every man can learn everything concerning his business if he will take in the right kind of a partner. When it comes to taking stockholders into your business you must beware of "the watered stock."

I am indeed sorry to say that we have too many men in business who have water on the brain. Let us turn the water out and get in our minds the power that will make us seem ahead of our times.

It is just as easy to think right as it is to think otherwise.

Edward Miller, Jr.

## By-Products of the Elephant.

A certain teacher was one day hearing a class in geography.

"What is gotten from the elephant which is valuable?" she asked.

"Ivory," answered a small boy.

"Can you tell what is made of ivory?" she then asked.

"Soap," answered Johnnie quickly.

## Grand Rapids Stationery Co.

Toys, Fancy Goods, Books, Etc.

134-136 E. Fulton St.

Leonard Bldg.

Grand Rapids, Mich.



# Making a Good Name

YOU probably like having your name kept before the public, but you are more interested in making sales. If what you are advertising is not all that it implies, would it not in a short time injure your good name and wouldn't your sales fall off? You advertise to create a demand, do you not? Well, then, why not have something that is all that it claims—something that is

guaranteed in every respect and will give you the reputation and name every good merchant is eagerly seeking?



"Flossy"  
"Graduate"  
"Viking System"

Young Mens' Clothes and "Viking" Boys' Clothes are high class in every particular, and with the kind of advertising that goes with them you are assured of a good name, and the making of lots of sales is inevitable. Thousands of good merchants will testify to this. Are you not standing in your own light by not investigating?



Arrange to see The Viking line. A postal will bring samples charges prepaid.

**BECKER MAYER & COMPANY CHICAGO**  
**VIKING GRADUATE VIKING SYSTEM**  
**BEST MADE CHILDRENS CLOTHING**

Cut Out this Coupon and Mail It to Us To-day

BECKER, MAYER & CO.,  
208-218 Van Buren St., Chicago, Ill.

Please send booklet, "Just a Few Unique Styles," without cost to us.

NAME \_\_\_\_\_ ADDRESS \_\_\_\_\_  
Michigan Tradesman





DEVOTED TO THE BEST INTERESTS  
OF BUSINESS MEN.

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

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

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

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

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

Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

Wednesday, December 30, 1903

Every one who has let fall into the stream of this world's life wholesome words, good words, divine lessons, has put into the current of humanity a handful of spices to sweeten a little the bitter waters. It is always worth while to live nobly, victoriously, struggling to do right, showing the world even the smallest fragments of divine beauty.

#### THINGS TO THINK ABOUT.

"Give Time a chance. Time is a very wise old party."

Just who evolved the above bit of philosophy is unknown. The author seemingly did not know that he had perpetrated a good thing. It hitches forcibly and right into the temper of this "Do-it-now" age.

Several centuries ago it will be recalled a certain Sprite declared with a swagger that he would "put a girdle round about the earth in forty minutes." The youngster boasted with no thought that Time stood close by, and in a prophetic mood promised that ultimately he would turn the trick himself.

Two centuries before the birth of Christ an ingenious mechanical philosopher named Hero spoke of steam as a motive power, but it was not until eighteen centuries had passed that Thomas Newcomer and James Watt had produced anything like a practical steam engine. Time was too busy otherwise to "Do it now" as regards the use of steam. Among other things he had under consideration was the fact that amber, when rubbed, attracted other bodies—a fact known to the Syrians and Persians at an early day as well as to the Greeks.

And so it happened that Time required centuries of leeway and patience to produce the perfect steam engine of to-day; to develop the Morse telegraph, the telephone of Alexander Graham Bell, the phonograph and other wondrous witcheries of Thomas Edison and the wire-less miracle of Marconi.

Aren't these things worth waiting for for centuries?

Just fancy, if you can, where civilization would be to-day had those students and matchless benefactors

been seized with uncontrollable desires to solve their problems tentatively, superficially, any old way so long as they could be able quickly to put up a bluff such as would impress people with the idea that they had achieved success.

No fair minded, thoughtful man will declare in all sincerity that such students, such investigators had as their chief aim their own material advancement; that they gave no thought to the benefits they hoped to bestow upon future generations; that they were driven relentlessly by the get-rich-quick motive.

Give Time a chance.

It is considerably over a hundred years since M. L'Enfant devised the plan of the city of Washington, which plan is just now moving slowly toward its ultimate perfection.

Centuries have been required to develop the picturesque beauties of cities and villages in Europe, just as centuries of patience and intelligent effort will be necessary to bring to full realization similar results in this country. True, mechanical methods—methods evolved during the past half century—render it possible to carry on great projects in architecture, sanitation, drainage and general improvement with much greater expedition than during olden times, but, withal, it is still a necessity to give Time a chance in order that the very wisest and best intelligence may guide in the carrying forward of such great projects.

The city of Grand Rapids has possessed a Comprehensive Civic Plan Commission a little over one year; barely long enough for its members to begin to get a hint as to the problems by which they are confronted.

Think these things over and put away, so far as they are concerned, all doubt and impatience. "Give Time a chance. Time is a very wise old party."

#### LOOKING FOR TROUBLE.

Naturally William J. Haywood, former Secretary of the Western Federation of Miners, has declared that Judge Wright's decision in the case of the Bucks Stove & Range Co. against the American Federation of Labor will be one of the strongest factors in amalgamating the forces of organized labor. And naturally, also, he predicts that the decision will surely be reversed by the Court of Appeals, to which the case has already been carried.

On Dec. 17, 1907, Justice Gould filed his opinion against the Federation and on the day following the injunction was issued which forbade that organization maintaining the special boycott that had been established against the products of the Bucks Co. by the Federation.

Knowing that this injunction would issue, the governing forces of the labor interests began before the prohibition was declared to advise all members to pay no attention to the order of the court, and after the injunction was in force this instruction was continued. And so developed the proceedings for contempt which have just been ended by the conviction of Samuel Gompers, John Mitchell and

Frank Morrison and the sentencing of those leaders to various terms of imprisonment for contempt of court.

Any thoughtful man who is free from fear as to the far-reaching, inexorable power of the labor organization; any man who is not bound head, hand, foot and pockets by the relentless grafters and thugs who dominate the unions, do not need to be told as to duties as law abiding citizens. And that it is fruitless to attempt to enlighten the ordinary labor unionist in this regard is shown by the responses made by Gompers, Mitchell and Morrison when asked by Judge Wright if they had anything to say why sentence should not be pronounced upon them.

Gompers said that he was not conscious at any time during his life of having violated any law of the country or of the State in which he lives, and Mitchell and Morrison both asked that this reply should be received as their own, also.

It is true that the Supreme Court of the District of Columbia is not the Supreme Court of the United States, but it ranks in power with the Supreme Court of any state and is entitled to equal respect and obedience.

And yet, goaded to madness by the open-shop record of the Bucks Stove & Range Co. and driven to desperation by the futility of their efforts to destroy a ten-hour shop, the labor leaders elected, deliberately and with malice, to sneer and jeer at a lawfully created Supreme Court; to ignore a decision of that Court and to go on with their "we don't patronize" and their "unfair" lists, as published in the organ of their Association.

For fully a year this law-defying, riot-inciting policy has been carried out. For a year Gompers, Mitchell and Morrison have been deliberately seeking what finally has been awarded to them. And now that the convictions and sentences have been realized these leaders have issued orders for a discontinuance of the "we don't patronize" and the "unfair list" slogans. Not alone is this a badly belated plea of guilt, but it will serve as a signal for placing the convicts in the list of martyrs to labor, and that, evidently, is what they desire. "Anything to promote our graft" is the battle cry of the labor leaders, and no moral sense is permitted to operate toward a defeat of this purpose. Meanwhile the hundreds of thousands who are doling out their monthly mites to such swindlers are protesting against the recognition and upholding of the laws of our nation which have just been promulgated, at the same time going on with their blind contributions to the insatiable "kitty" in the game of labor unions.

#### GREATEST CRUISE RECORDED.

About a year ago the battleship fleet sailed out from Hampton Roads on its world-circling cruise. The ships, as they got under way, were viewed by President Roosevelt, and from that moment until the present time their progress has been eagerly watched by every American. In the history of navies no such extensive

cruise was ever before undertaken, nor was so powerful a fleet ever assembled for such a purpose. It is true that Great Britain has assembled larger fleets, but they have never gone far afield in any such numerical strength or power as the fleet which has now been a year on its journey round the world and is hastening homeward to complete the great circle in time for Washington's birthday two months hence.

The only other immense fleet which has made a voyage anything approaching that of the American fleet was the fleet taken out from Russia by Admiral Rojestvensky around the coast of Africa to finally meet disaster in the Sea of Japan. That fleet was in no way comparable either in tonnage or in character to our battleship fleet, and its mishaps and contretemps during its long voyage are now matters of history. Our great battleship fleet on the other hand has met with practically no mishaps worthy of the name. It has been on time at every point where it was scheduled to touch, and such repairs as were needed to machinery or ships themselves were made almost entirely by the ships' own forces.

This is a record of which any country might well be proud, and even if no other direct results followed the outlay of money involved, the experience and training which officers and men received and the proving by actual test of the merits of the ships themselves amply justified the extraordinary sacrifices which so great a cruise demanded.

#### A PRESIDENT UNAFRAID.

There can be little doubt that there are editorial writers now living who are just a shade disappointed over the fact that the hot headed, undignified and indiscreet President of the United States has not voiced some expression of regret over his Pulitzer message to Congress; that he has not in some way modified his valedictory.

But President Roosevelt has not and will not oblige them or any other one of the many agitators of the tempest in the teapot. Seeing broadly and largely, as he does, and failing to diminish his view of the uncalled for and insufferable assault by the scandalmongers upon the American people, he maintains a superior confidence in his arraignment of the offenders and his defense of the dignity of our National Government.

History, to be reliable and fair, must give forth the bouquet of at least half a century of repose in the racking can, with every hint of lees absent. And so, when, fifty years hence, the record of Theodore Roosevelt as citizen, author, statesman and diplomat is written it will stand near to the top of the roster of great Americans. Just what may be said in the paragraph as to the use of the Secret Service Bureau in probing possible embarrassing incidents connected with members of the Congress—but why bother? There'll be no such paragraph.

The sound of a bell carries better under water than through the air.



# Biggest Business In Grand Rapids

Grand Rapids, Dec. 26.

It may interest the readers of the Michigan Tradesman to know that we have the **LARGEST BUSINESS IN THE CITY OF GRAND RAPIDS**, the volume of our annual sales being greater than that of any other house in any line of business.

## Our Total Sales Last Year Were \$2,234,772.29

Of course, it will be easy for our competitors to tell you that this statement is an advertising lie, but then, you know, success is the most prolific breeder of jealousy that ever came down the pike and you can't blame them if they find it hard to realize.

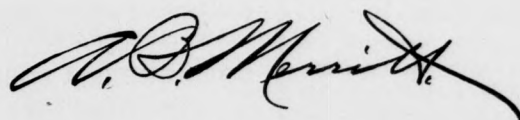
The figures we have given are absolutely accurate and we would make an affidavit to that effect if we considered it necessary, but we rely on your own common sense to tell you that we do not **need** to exaggerate. It would be foolish for us to do so.

However, if you would like to verify these figures for yourself, come to our office and we will gladly show you our books and the certified statement of the auditors that they are correct.

And remember, whenever you want to know the **real facts** about our business, you can get them of us—don't expect to get them correctly of our competitors—they are prejudiced.

Yours very truly,

### Valley City Milling Co.



Treas. and Adv. Mngr.



**SUCCESSFUL SALESMEN.**

**John H. Millar, Representing National Candy Co.**

John H. Millar was born in Charleston township, Kalamazoo county, May 27, 1857, his mother being of English descent and his father's ancestors being Scotch. Two years later he accompanied his parents to Detroit. From the age of 5 to 16 he attended school, when he entered the candy factory of Ames, Nay & Co., where he remained one year. The next two years he sailed the Great Lakes summers, occupying the positions of lookout and watchman, and working winters in the candy factory of Thorp, Hawley & Co. He then returned to Kalamazoo county and spent three years on the farm. Tiring of rural pursuits, he came to Grand Rapids in 1879, entering the employment of the then firm of Putnam & Brooks within an hour after reaching the city. He worked a year in their factory, sailing on the Lakes the following summer and returning to his former position in the fall. A year later he took charge of the city wagon, selling oysters winters and doing general delivering summers. In 1885 he took the position of city salesman for the house. In 1894 he became outside salesman, which position he still holds, covering everything east of the G. R. & I. and north of Lansing.

Mr. Millar was married April 25.



John H. Millar when he entered the factory of Putnam & Brooks in 1879.

1887, to Miss Mattie Turner, who was sample room clerk for Putnam & Brooks. They have two children, William Irvin, 20 years old, who is in his second year of a four years' course in the Forestry Department of the Michigan Agricultural College, and Gertrude, aged 13, who is a student in the Central Grammar School. The family reside in their own home at 212 South Union street. Mr. Millar will spend several days of his holiday vacation with his parents, who are still hale and hearty, his father being 80 and his mother 75 years of age.

Mr. Millar has been a member of the Michigan Knights of the Grip for twenty years and is a member of Grand Rapids Council, No. 131, U.

C. T., having served that organization on the Executive Committee in 1902.

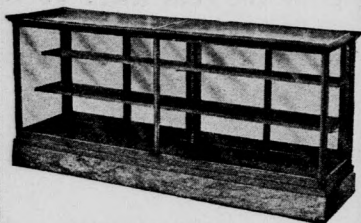
Mr. Millar attributes his success as a candy salesman to strict attention to details, such as selling seasonable goods—for instance, avoiding nut meat candies in warm weather. He also believes that when a promise is made to a customer it should be lived up to. If a grievance is reasonable he prefers to give the customer the benefit of the doubt and gives the merchant credit for knowing his wants, preferring to miss three orders than to sell one order under pressure. He says that his aim is



John H. Millar

to make regular trips, have attractive samples and depend on good goods and natural demand for his share of the candy business. Mr. Millar has never missed the early Monday morning train out, nor left home without having had a warm breakfast. His success is largely due to steady work and persistent effort, which have been made possible by unusually good health, he not having lost a day by illness in thirty years.

## A Better Case For Less Money.



No. 115-1909 Style.

### Our Latest Design

Made with wood, 4 inch and 6 inch Tennessee marble base.

Also fitted for cigars.

SOLD UNDER A POSITIVE GUARANTEE

Geo. S. Smith Store Fixture Co.

Grand Rapids, Mich.



## Our Doctrine

We believe the grocery business is one of the most staple lines of trade.

We believe the successful grocer requires a high degree of industry and ability.

We believe it is the duty of every customer to pay the retailer promptly.

We believe every consumer ought to buy his goods from the local merchant and help build up the community in which he lives.

We believe every retailer ought to buy his goods in his home markets and help increase the prosperity of OUR State.

We believe the mail order houses are a detriment to the best interests of all people engaged in business, and wish to remind the reader that they do not pay taxes nor contribute to the prosperity of the community in which he lives.

We believe the trade today demand, and are entitled to, good, pure and wholesome foodstuffs.

We believe the most successful businesses of today are built up by handling good goods for which one can charge a fair price.

We believe it is for the best interests of the consumer, retailer, jobber and manufacturer to work in harmony, to the end that all may enjoy good value for their money spent and a fair return on the money invested and the brains employed.

We believe in these principles and endeavor to use our influence to promote them. We conduct our business on these broad lines and solicit the patronage of the successful merchants of Michigan.

## WORDEN GROCER COMPANY

GRAND RAPIDS, MICH.

The Prompt Shippers



## NEW YORK MARKET.

## Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Dec. 26—The week is abbreviated and the few business days have been so largely given over to holiday fun that legitimate trading has been somewhat neglected. The holiday trade at the retail stores has been excellent, and this seems to apply to every kind of business. The little stores in out-of-the-way places were all busy and there is certainly rejoicing among merchants generally.

Coffees are about the same as a week ago—6½@65½c for Rio No. 7. In store and afloat there are 3,703,497 bags, against 3,768,692 bags at the same time a year ago. Willett & Gray, who are strong friends of the valorization scheme, say that the present outlook for the crop to come is indicative of a yield of not over 9,000,000 bags. This is much less than the consumptive requirements, but the deficiency is not to be overcome by having the stock owned by the Government and all dumped on the markets of the world at once. In fact, it seems that not a bag is to be disposed of in 1909. In 1910 500,000 bags will be offered during the first six months, and no more until 1911, when 600,000 bags will be sold during the first half of the year. All these signs indicate a steady and firm coffee market for a good while. There will be no depression and it is hardly probable that a "corner" will gather in the available supplies. In mild grades there has been a fair trade and the augmenting demand for a 5c duty on coffee has caused considerable talk.

Sugar dealers are having a rest and little activity is looked for until after the turn of the year. Sales are generally on the basis of 4.55c, less 1 per cent. for prompt delivery.

Talk of duty on tea, together with light crops seemingly inevitable, has caused dealers to show some life. The week has been quite in contrast to previous ones, and with the beginning of the year it is likely there will be something doing worthy of mention. The demand seems to be for almost all grades, although the cheapest sorts attract most attention. Quotations are practically without change.

Jobbers are doing a little business in rice and, in fact, the volume of trade has been quite satisfactory. Supplies are not especially large and quotations are steady so far as domestic stocks are concerned. Japans are seemingly in good supply and prices are on a lower level than a year ago.

A quiet week has prevailed in molasses and this will probably be the case with the ensuing week. Prices, however, are well held and rather in favor of the seller. Good to prime centrifugal, 22@30c. Syrups are steady.

Canned goods dealers seem quite hopeful and day by day shows a better situation in the market. Orders are not large in individual cases, but the aggregate is quite encouraging, and after the long depression it seems good to see a turn for the bet-

turn for the better and 67½c f. o. b. was paid for 13,000 cases of goods which were really full standard 3s, while it is thought this transaction could not be duplicated. In fact, they have 70c in mind and believe they will get it, too, after Jan. 1. New York corn is steady at 65@70c, as to quality, and 60@65c for Maryland, Maine style. There has been a better. Tomatoes have taken a realer enquiry for peas and holders are firm. Other goods are quiet and without noticeable change.

Best table butter shows an advance and special creamery is quoted at 33@33½c; extras, 32@32½c; firsts, 28@31c; Western imitation creamery, 22@23c; Western factory, 21@21½c for factory firsts and 20@20½c for seconds; process, 24@25c; packing stock, 18@20½c.

Cheese shows no variation in the range of prices. New York State full cream is held at 14½@15½c. The market is very quiet, with holders confident.

Eggs up to this time have been very firmly held and are still at about top notch. Western fresh gathered firsts, 32½@33c; seconds, 31@32c; refrigerator stock, 26½@27c; fair to prime, 25@26c.

## HEKMAN'S DUTCH COOKIES

Made by

VALLEY CITY BISCUIT CO.

Not in the Trust

Grand Rapids, Mich. Denver, Colorado

## 100% DIVIDENDS

An Improved Hanson Gasoline Lighting System pays for itself every few months in reduced light bills and increased business. Different from all others. Let us give you full information and prove our claims.

American Gas Machine Co.  
Albert Lea, Minn.

Brooms  
Of All Kinds

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

Write for information anyway.

Mention this paper.

**Superior Broom Co.**

Sidney, Ohio

VOIGT'S CRESCENT

"The Flour  
Everybody Likes"

That's the flour you ought to sell, because the flour your customers like is pretty sure to be good flour.

And you'll find that any housewife who uses Voigt's Crescent flour does like it—likes it well enough to keep on ordering it.

If your customers prefer Voigt's Crescent, be sure to have a sufficient stock on hand. If they don't like it simply because they never had the chance, be a good fellow once.

It won't hurt your profits any and it's sure to help theirs.

**Voigt Milling Co.**

Grand Rapids, Mich.

VOIGT'S CRESCENT



You do a good stroke of business when you recommend to your customers the original

**Holland Rusk**  
(Prize Toast of the World)

They find it comprises all that's good and wholesome, with just the right flavor.

Then they come back for more and that means increased business and more profits for the dealer.

**Holland Rusk Co.**  
Holland, Mich.

LARGE PACKAGE  
RETAILS  
**10¢**

Give your customers greatest food value and yourself a good profit.

Sell

**Ralston Health Food**  
**Purina Whole Wheat Flour**  
(Checkerboard Packages)

This mill does everything to help and protect grocers.

**Good Profit—Goods Guaranteed**  
**Window Displays and Samples Furnished**

If your clerks are not working for their Stick Pins and Cuff Buttons send us their names quickly. We will show them how in a hurry.

**Ralston Purina Company**

"Where purity is paramount"

**ST. LOUIS, MO.**

**SUMNER M. WELLS & CO., Agents, Grand Rapids, Michigan**



## A NOVEL TOOT.

## Traveling Men Who Knew How To Celebrate.

Written for the Tradesman.

No matter how clear and bracing the air outside; how enticingly bright the sunshine which comes streaming through the windows or how cheery and joyously busy may be the throngs of men, women and children as they pass up and down the street, a public hotel is no place for a full grown, normal man upon New Year's Day. The Omnipotent never intended such a man to spend such a day in such a place, thought Nat Perkins, as, tipped back in a comfortable arm-chair with his feet on the brass rail before him, he sat looking out of the hotel window wondering if the court would render a decision in time for him to reach home so as to greet his wife and children on New Year's morning.

Perkins was a traveler who touched only the high places between Portland, Maine, and Kansas City, selling only to big jobbers. Years ago, of course, he served an apprenticeship as a salesman dealing with small towns, retail merchants and limited orders, but he had long since graduated and was an adept at getting perfect nights of rest in sleeping cars; hated short jumps and felt equally at home in New York, Chicago or St. Louis.

He was just observing to himself that his "House" might have detailed some one else, rather than wire him to stop off at C— and look after the case of the Consolidated Mercantile Company, when Robert Maxwell came into the room with: "Well, Nat, our case won't be decided today, and we've got to look sharp or, with a whole legal holiday at their disposal, our Consolidated friends may do things." At this Robert, a great, big, robust, jolly chap whose attire was merely suggestive of the noisy nature throbbing beneath the elegant cream tinted waistcoat, took a chair beside Perkins and extended a richly embossed case toward his friend with, "Have a cigar, old boy."

"Thank you, I've smoked two already since luncheon and I'm sleepy; no, drowsy; no, I'm sore, clear through," responded Perkins. "Here we are only a little over 200 miles from home, and sentenced to pass the New Year's birth in this place."

"You're not superstitious, are you?" asked Maxwell, as lighting a cigar, he scanned his companion's countenance smilingly.

"Not a bit. Just sore. It's an outrage when a man has been away nearly six weeks to be shunted off on to a side track just within sight of home."

"Yep. That's so—but," responded Maxwell with a cloud of smoke keeping company with each word. What he might have said can not be known because Perkins suddenly sat erect in his chair and asked: "What was that you said about 'doing things' on a 'legal holiday'?"

"Oh, nothing," said Robert with a puff, "just a dream."

With this he, too, straightened up and added: "The old man might

commit suicide, or there might be a case of spontaneous combustion or a few things like that. But there won't be, partner; the court has got the thing well in hand and we're on the ground and I guess will fare as good as any of the creditors."

Perkins made no reply, but leaning forward, resting his elbows on his knees, was staring stolidly out into the street.

"Say, wake up, Nat," urged Maxwell. "You can not carry a grouch around with you while I'm by your side," and with this he laid his hand on Perkins' shoulder. "And, so long as we have just got to stay in this blessed town over to-morrow and perhaps a day or two longer, I've got a toot on for to-morrow for both of us."

"Not for me; I'm married," observed Perkins, still looking out and very hard at nothing.

"And I'm a bachelor who ought to be married," put in Maxwell. "Moreover, you are going to join me in this blow-out and you are going to begin right away." Thus declaring himself, he succeeded in commanding the attention of his friend so that during the next few minutes the two salesmen engaged in a quiet, interesting and seemingly very earnest conversation.

And it was noticeable that gradually the homesick man was smiling; was moving his head enthusiastically and at various noiseless climaxes in the confab would laugh. Evidently the buoyant bachelor was winner.

\* \* \*

To the surprise of the Receiver in charge of the plant and stock of the Consolidated Mercantile Co. Maxwell and Perkins had put in an appearance as purchasers at current market rates and they paid cash for everything. They bought coffee, sugar, cotton cloth and thread, underwear, hosiery, shoes, canned corn, soap, ready made skirts, boys' suits, overcoats, toys, candies, nuts, picture books, blankets, dolls and a little of almost everything to be found in a department store. And the purchases were made—with the consent of the Receiver—and paid for on condition that the entire mass of things would be delivered before midnight at a vacant store just around the corner from the hotel at which they were stopping.

And that evening after dinner, while waiting in the vacant store for their merchandise to arrive, it was noticed that Maxwell and Perkins were, both of them, particularly light hearted as they busied themselves slicking up the place and getting ready to receive the goods. "I have had this sort of thing on my mind, Nat, for half a dozen years; have figured it out time and again and know just how it will turn out. I tell you it's great!" and as he spoke the Superintendent of Police entered the store.

A conference ensued and while the men talked, one seated on the counter, another leaning on the counter and writing and the third swinging his feet as he sat upon the top of a barrel, there was a curious crowd at the front windows peering through

the dusk of the foreground of the place to the dimly lighted rear and wondering what it was all about. Presently the Superintendent of Police, accepting a cigar offered him by Perkins, said "good night" to the gentlemen and stepped unconcernedly into the street.

"What's on?" asked a citizen and two or three small boys ventured the opinion that the head of the police department had issued orders preventing a fake sale of some kind. Just then a reporter for a morning paper hurried up, breathless, and gaining the official's side enquired: "What can you tell me about this, Chief?"

The Superintendent invited the reporter to go with him to headquarters and, of course, the crowd followed naturally. Reaching the office the Superintendent observed: "Now, in the interests of justice, all the details in this case can not be given out, and what I see fit to tell is given upon your promise that you do not attempt to elaborate the story."

"Yes, but Chief—"

"You do not want to defeat the ends of justice, do you?" asked the Superintendent, and then, pushing a button, he said to an officer who appeared immediately: "Step outside and send that crowd away. Tell the boys there's nothing doing." With this he turned to the reporter, who at once began taking notes.

\* \* \*

Fortunately the street was empty when the wagons drove up, and the teamsters, aided by Maxwell and Perkins, began carrying the boxes and barrels and pails and bundles into the vacant store. And the first thing, after the consignment was safely housed, the two very transient merchants fastened three or four pairs of blankets in the front windows so that the interior of the store was not visible from the street. Then, full of energy and beaming with satisfaction, the two men returned to the hotel, and after a light luncheon in the cafe they retired to their rooms, leaving a call for 5 o'clock.

Next morning, secure from the eyes of the curious and refreshed by five hours' sleep, by a good breakfast and by a gloriously pleasant prospect, the two friends were busy unpacking and arranging their goods on the counters. And just at 6 a wagonload of hand baskets was quietly received at the back door. Shortly after 7 o'clock the Superintendent of Police, accompanied by the Secretary of the City Poor Commission, with various record books under his arm, were admitted, while a patrolman stationed outside kept people moving and prevented the ubiquitous small boy from peeping.

About 10 o'clock two delivery wagons appeared at the back door and quickly freighted with well filled baskets, each basket bearing an address and "A Happy New Year" card, were started out in charge of a patrolman. Within an hour they were back again and receiving a second load started out anew. And so, until about 2 o'clock, did the delivery wagons come and go, while inside the build-

ing were four strong, light hearted good men and good friends, working like beavers, utterly engrossed by their work. So thoroughly had they devoted themselves to the enterprise they were conducting that they had not thought of a morning paper and did not realize that all over the city people were reading a very interesting although somewhat ambiguous recital of what was being done by "Two Big Hearted Men." And not taking time to go out for a luncheon they had failed to see the noon edition with its scare head:

## UNIQUE BENEFACTORS.

Two Traveling Men Remember Our City's Poor Generously.

Aided and Abetted by the Police Department and the Poor Department.

"Whew!" ejaculated Maxwell, "didn't I tell you, Nat, that we would enjoy this?" and then hastily wiping the perspiration from his face he turned to the Superintendent of Police and the Secretary of the Poor Department, saying: "Now, fellers, you'll go over to the hotel with us and we'll drink to everybody's good health and a happy New Year and then—"

"Say, Maxwell," cried Perkins, who had stepped to the front door and drawing a blanket aside was peering through to the street, "there's a million people outside and the silence of the crowd, so unnatural, scares me."

Then, one by one, the four men took a peep to confirm the statement and Maxwell observed, "What do you make out of it, Chief?"

"Oh, nothing, just curiosity," replied the officials. "Has everything gone out?" he asked, addressing Perkins.

And Perkins assured him that there wasn't a thing left, to which the Secretary added: "And every family on our list has been provided for."

"All right," said the Chief, "now we'll go out together. My man outside will prevent a rush and we'll make our sneak around the corner to the hotel."

"Wait. Wait until I see if the back door is locked," shouted Maxwell as he sprinted to the rear of the store.

And so a minute later four really tired but equally happy men passed through the front door of the store. Perkins locked the door and as the quartette, keeping close together, stepped into the street flanked by the policemen the crowd maintained a silence that was oppressive. Quietly the throng opened a clear passage, as though by common consent, for the men to pass and each one of the four was disappointed by the respectful, almost devout, good order apparent.

Presently someone shouted: "Three cheers for the traveling men!" and they were given with tremendous heartiness. And then someone called for three cheers for the Superintendent of Police and the Secretary of the Poor Department, and these were given with equal force.

Quickening their pace and huddling more closely together as they hurried, with heads to one side as though dodging the spirit of approval that



# Big Profits Grow From Little Savings

## Little Mistakes Make Big Losses



**Latest Model Money Maker**

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

The daily little savings you make by remembering every "Charge Sale" and "Money Paid Out" amount to a big yearly profit that would surprise you if you saw it counted up.

You make a big mistake by letting the little savings go when you can take care of them with a

## National Cash Register

Many a storekeeper has smiled at this idea because he did not think he would save much, but when the saving was turned back to him in cash he saw he had been throwing away his profits for years.

650,000 Merchants All Over the World use the


## National Cash Register

because it pays them. A National Cash Register gives you an accurate daily record of Cash Sales, Charge Sales, Money Paid Out or Received on Account. It prevents mistakes and advertises your business. It will show you the real "ins and outs" of your business which you can learn in no other way. The only thing you are in business for is to make money. Why not use a National Cash Register and make more money? Just mail the coupon and we'll explain.

# The National Cash Register Co.

16 No. Division St., Grand Rapids, Mich.

79 Woodward Ave., Detroit, Mich.

 **WRITE TO NEAREST OFFICE**

### MAIL THIS COUPON TODAY

The National Cash Register Co., 16 No. Division St., Grand Rapids, Mich., or 79 Woodward Ave., Detroit, Mich: I would like to know how a National Cash Register can increase my profits and do the other things you say it will. This does not obligate me in any way.

Name.....  
 Business.....  
 Street.....  
 City.....State.....No. of Clerks.....



was so abundantly apparent, the little group made its way around the corner and into the hotel lobby in safety.

"Well, everybody seems to be wise to our fun," said he of the cream tinted waistcoat.

"Yes, and I'm a goat if we've seen the last of it," continued the Superintendent.

"Right this way, gentlemen, to the toilet room and avoid the crowd," said the chief clerk of the hotel, who had placed himself ready to receive them. And leading them into a corridor directly opposite the hallway to the regular toilet room the four workers, before they could realize their situation, found themselves surrounded completely, hemmed in by a Reception Committee headed by the Mayor of the city and embodying nearly every man of prominence in the community.

"Holy smoke!" said Perkins. "We are in for it," calmly observed Maxwell, and the Chief, looking just a trifle disconcerted, exclaimed: "Pinched or I'm a goat."

And they were. Carried along by pure force of enthusiastic appreciation on the part of the citizens, the four men soon found themselves in the large dining hall, seated at the Speaker's Table, with the Judge of the court on the one hand and the Receiver for the "Consolidated" on the other. Back of this table was a great draping of American flags and in the balcony at the opposite end of the room was an orchestra discoursing music, while the four distinguished guests were eating—and how they did eat!

In due time the Receiver, acting as toastmaster, called the meeting to order and announced:

"My friends and fellow citizens, the present occasion is not to be a gabfest. To talk much would be inappropriate. What is the pleasure of the meeting?"

"I move, Mr. Chairman, that this gathering of representative business men of our city," said the Judge of the court, "extend our most cordial greeting to four good men who know how to observe a holiday. And with my motion supported, I would call for a rising vote."

From all over the room came a chorus of, "Support the motion," and the question being put, every man was on his feet contributing his very best to the ringing volleys of applause.

"And now, gentlemen," said the Toastmaster, "knowing that it would embarrass you beyond measure and unkindly were I to belabor you in behalf of my fellow citizens with an expression of our thanks to you, I beg to introduce to you a lady who will speak for us for this community."

With this the draped flags back of the table drew apart slightly and there stepped forward a courtly, white haired lady, whose face was aglow with gratitude and delight and who made no effort to conceal the tears of mingled joy and pride which followed each other down her smooth cheeks.

"Gentlemen," said she in a clear

steady voice, "will you kindly place your hands in mine?"

Instantly the four conspirators ranged themselves, two upon either side, and placed their hands upon her outstretched palms in silence.

And this silence permeated the entire assembly with tremendous effect as the old lady said with most profound devotion as she lifted her streaming eyes: 'My sons, you have taught this entire community the true meaning of the Golden Rule for each and every one of us. We thank you from the bottom of our hearts. And may the peace of God which passeth all understanding rest upon you and yours forever and forever.'

\* \* \*

"Say, Nat," said Maxwell a day or two after the "reception" and as they were on their way home, "my people wired me this morning to include in my expense account whatever outlay I had been to as a result of our little blowout." And he spoke as though half afraid he might offend his friend by referring to the matter.

"That so?" quickly replied Perkins as he looked up from the magazine he was reading. And then, rather suggestively: "Well, my people have done even better than that," and his eyes fairly glared in triumph as they rested upon the noisy waistcoat.

"Better!" snapped Maxwell, as he turned squarely about in his chair. "How could they do better?"

"Read that," proudly answered Perkins, as he handed a telegram to his friend, at the same time returning to his magazine.

And Maxwell read: "My dear husband—The children and myself are more proud of you than ever."

Charles S. Hathaway.

No one finds happiness without often turning his back on pleasure.

#### A DIVIDEND PAYER

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

Holland Furnace Co., Holland, Mich.

#### The Perfection Cheese Cutter

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

Manufactured only by

The American Computing Co.

701-705 Indiana Ave. Indianapolis, Ind.



#### "Always Our Aim"

To make the best work garments on the market.

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

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

Write us for samples.

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

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.

**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

## A HAPPY NEW YEAR

You will have a happy and prosperous New Year if you buy your Dry Goods, Ladies' and Gents' Furnishings, Notions, Floor Coverings, Draperies, etc., of

**P. Steketee & Sons**

Wholesale Dry Goods

Grand Rapids, Mich.



## Buy Any Waist Measure You Like

We have a good assortment of Kersey trousers, solid 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.



**CUTTING CHRISTMAS TREES.****Custom Not a Menace To Forest Preservation.**

Washington, Dec. 26—The country's forests again have been called upon to supply about four million Christmas trees, and again many persons have asked themselves and have queried the United States Forest Service, "Is the custom a menace to the movement for forest preservation?"

In the millions of happy homes over the country where the younger generation has made the Christmas tree the center of play since early Friday morning there are many mothers and fathers who have given the question more or less thought. From Sunday schools and other organizations which hold an annual celebration around a gayly trimmed evergreen for the benefit of the little ones has come the question whether it is consistent to urge conservation of forest resources and then to cut millions of young trees every year to afford a little joy in the passing holiday season.

"Yes, it is consistent and proper that the custom should be maintained," has been the answer of United States Forester Gifford Pinchot in every case. "Trees are for use, and there is no other use to which they could be put which would contribute so much to the joy of man as their use by the children on this one great holiday of the year.

"The number of trees cut for this use each year is utterly insignificant when compared to the consumption for other purposes for which timber is demanded. Not more than four million Christmas trees are used each year, one in every fourth family. If planted four feet apart they could be grown on less than 1,500 acres. This clearing of an area equal to a good-sized farm each Christmas should not be a subject of much worry when it is remembered that for lumber alone it is necessary to take timber from an area of more than 100,000 acres every day of the year.

"It is true that there has been serious damage to forest growth in the cutting of Christmas trees in various sections of the country, particularly in the Adirondacks and parts of New England, but in these very sections the damage through the cutting of young evergreens for use at Christmas is infinitesimal when compared with the loss of forest resources through fires and careless methods of lumbering. The proper remedy is not to stop using trees, but to adopt wiser methods of use.

"It is generally realized that a certain proportion of land must always be used for forest growth, just as for other crops. Christmas trees are one form of this crop. There is no more reason for an outcry against using land to grow Christmas trees than to grow flowers."

The Forest Service upholds the Christmas tree custom, but recognizes at the same time that the indiscriminate cutting of evergreens to supply the holiday trade has produced a bad effect upon many stands of

merchantable kinds of trees in different sections of the country. Waste and destruction usually result when woodlands are not under a proper system of forest management. Foresters say that it is not by denying ourselves the wholesome pleasure of having a bit of Nature in the home at Christmas that the problem of conserving the forests will be solved, but by learning how to use the forests wisely and properly. The ravages through forest fires must be checked, the many avenues of waste of timber in its travel from the woods to the mill and thence to the market must be closed, and almost numberless important problems demand attention before the Christmas tree.

Germany is conceded to have the highest developed system of forest management of any country, yet its per capita use of Christmas trees is greatest. The cutting of small trees for Christmas is not there considered in the least as a menace to the forest, but, on the contrary, as a means of improving the forests by thinning and as a source of revenue. It is, therefore, constantly encouraged.

There is little doubt that the time will come when the Christmas tree business will become a recognized industry in this country and that as much attention will be given to it as will be given to the growing of crops of timber for other uses. This time may not be far off, for it is already understood that only through the practice of forestry, which means both the conservation of the timber which remains and carefully planned systems of reforestation, will it be possible to supply the country with its forty billion feet of lumber needed each year, as well as the few million little trees used at Christmas time.

**BRIGHT LIGHT**

Better light means better results in either business or home. More and better light for the least money is the result you get from the Improved Swem Gas System. Write us.

SWEM GAS MACHINE CO. Waterloo, Ia.

**A Good Investment**

**PEANUT ROASTERS  
and CORN POPPERS.**

Great Variety, \$8.50 to \$350.00

**EASY TERMS.**

Catalog Free.

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

**Mica Axle Grease**

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

**Hand Separator Oil**

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

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

Established in 1873

Best Equipped  
Firm in the State

**Steam and Water Heating  
Iron Pipe**

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

**The Weatherly Co.**

18 Pearl St. Grand Rapids, Mich.

**Foster,  
Stevens & Co.**

**Wholesale  
Hardware**

**Fire Arms  
and Ammunition**

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

10 and 12 Monroe St.

**Grand Rapids, Michigan**

**H. J. Hartman Foundry Co.**

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

**H. LEONARD & SONS**

Wholesalers and Manufacturers' Agents

**Crockery, Glassware, China  
Gasoline Stoves, Refrigerators  
Fancy Goods and Toys**

**GRAND RAPIDS, MICHIGAN**

**Fur Coats  
Blankets  
Robes, Etc.**

Is Your Assortment  
Complete?

We Make Prompt  
Shipments.

Ask for Catalog.

**Brown & Sehler Co.**

**Grand Rapids, Mich.**

**WHOLESALE ONLY**

HOW A  
RETAIL MERCHANT CAN  
INCREASE HIS BUSINESS  
WITH A  
TYPEWRITER

Send  
For  
Our  
Booklet

**"How a Retail Merchant can increase his business with a typewriter"**

It shows you how you may adopt the methods of the successful merchants in the large cities.

The proper use of a typewriter will bring you new trade and hold your present customers.

The Fox is the highest grade typewriter made. We place it in your office for examination at our expense.



**Fox Typewriter Co.**

260 North Front Street

**Grand Rapids, Mich.**

On the Fox all the writing is always in sight.



## NEW YEAR'S COMPACT.

## Swear-Off Promise Pledge of Sacred Honor.

Written for the Tradesman.

Three young men sat smoking in the back room of a small store not forty miles from the Valley City.

The time was some forty years ago, when the vast body of white pine still stood as the most valuable asset of the State. It was for this that so many stalwart sons of the East flocked to the Peninsula between the Great Lakes. From its wealth of white pine many a poor son of a Yankee agriculturalist hewed from the woods a competence and in many instances a handsome fortune.

"To-morrow is New Year's, boys," and Henry Rawdon drew out his watch. "In one more hour the old year will be gone—what then?"

The speaker removed his cigar and smiled enquiringly up into the face of Jim Sanderson, who stood at his elbow, having risen with a yawn and an expressed determination to go home.

"What, then, eh?" and Sanderson laughed a trifle boredly. "Why, we'll all start the new year with a swear-off, I suppose. My girl says I'm a loser unless I reform my wicked ways and become a pious and respectable young man. I suppose it's up to me to quit all my bad habits with the dawn of to-morrow."

"Well, that will be easy," said Frank Lawson, who had not until now interested himself. "Neither of you has many wicked habits. As for me, I am a slave to nicotine—you boys know that."

The speaker's two companions smiled at the lugubrious countenance of their friend, who was the youngest in the bunch, a youth of brilliant promise who had but lately returned from college.

"Don't laugh, boys. It's no laughing matter in my case," said Frank. "I've tried a hundred times to quit, but failed every time."

"Well, say," broke forth Rawdon, the storekeeper, "I can tell you how to quit."

"Let's hear it, Hank."

"You remember the signing of the compact on board the Mayflower. Now let it not be said that descendants of the Pilgrim Fathers are less courageous and manly than their ancestors. Now, I myself am mightily addicted to the weed and should like nothing better than to quit short off. When a man goes it alone he does not stand half a chance. Let's we three draw up a compact and sign it. What say?"

"I agree," quickly responded Lawson.

"Here too," drawled Jim Sanderson. "You draw up the contract, Hank, and we'll all jot down our several John Hancocks."

The young merchant at once sprang up and went to his desk. The smoke was blue in the room and thick enough to cut. The boys had been enjoying a few games of cards and the midnight hour had approached all too quickly.

Lawson walked about uneasily while his friend was drawing up a

compact. Rawdon had used all the big words at his command and provoked a smile when he read the portentous document, in which the signers pledged their sacred honor, one to the other, never to touch nor taste tobacco in any form after the first day of the new year.

"That's all very fine," drawled Jim, drawing a brace of cigars from his pocket. "Before we sign, however, let us have one last smoke together." To this the others agreed, and once more the air weltered in great clouds of nicotine poison puffed ceilingward. "It's our last smoke so let's make the most of it."

"By George!" exclaimed Lawson, "we'll smell of tobacco for a week." "Let 'er smell," chuckled Jim Sanderson.

Frank took up the paper and glanced over the written compact.

"Our sacred honor," he said. "All very fine indeed, but there must be something more added."

"What more can you ask for?" enquired Rawdon. "It seems to me there can be nothing stronger or more binding than sacred honor. You know the Declaration of Independence—"

"Yes, yes, of course," broke in Frank impatiently, "but that was different. There must be a penalty attached, or this compact isn't worth the paper on which it is written."

"Frank is right," said Sanderson. "I move that we make it a fine of \$10 to the one who breaks his agreement, the fine to go to the one who makes the discovery of his comrade's fall from grace."

"Agreed," returned Rawdon, while Frank signified by a nod that he was satisfied.

The big clock in the front part of the store struck twelve as the last name was signed to the midnight



Sold by all Wholesale Grocers

### Jennings Extract of Vanilla

is prepared from the choicest variety of carefully selected and properly cured vanilla beans and contains no coloring matter nor any of the artificial or synthetic principles so often employed.

### 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.

## 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.

## 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.

**PROGRESSIVE DEALERS** foresee that certain articles can be depended on as sellers. Fads in many lines may come and go, but **SAPOLIO** goes on steadily. That is why you should stock

# HAND SAPOLIO

**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.



compact. Stumps of three cigars were tossed aside, while three very tired, disgusted young fellows rose to depart. It was agreed that the merchant should lock the compact in his safe, where no one could get at it until such time as its contents might perchance be called in question.

The remainder of that winter seemed an age to Henry Rawdon. He missed his tri-daily smoke and contracted a habit of pacing the floor when alone, muttering curses not loud but deep over his folly. Henry was strictly honorable and kept his part of the compact with a degree of Spartan firmness that surprised even himself.

Not until afterward did the pioneer merchant realize that his was by far the hardest part of the compact. He had smoked longer than the others; he was in the store, handling tobacco daily, subject hourly to temptations, while his two friends, one a surveyor, the other a log scaler, and perforce most of their waking moments in the open air, had little incentive to break the agreement.

Time wore on. The three met occasionally. Once Rawdon set out the cigars by way of temptation, but the other fellows only smiled and waved the cheroots aside. In his misery poor Hank would have willingly compromised. The compact, however, could only be broken by unanimous agreement, and this did not seem to be forthcoming.

One summer afternoon Henry Rawdon found himself at Grand Rapids on business bent. Nearly six months had gone by since the signing of that compact in the back room of the pioneer store and Rawdon was well nigh wild for want of a smoke. He did not chew as did the others. They might easily use the weed on the sly and no one be the wiser.

The insertion of that \$10 penalty amounted to little. Had that been the only thing at stake Henry would have invaded the first cigar stand on striking town. The sacred honor part of the compact was what held him fast to his resolution. The others were, doubtless, of the same mind.

The whiff of a good cigar struck deep into the nostrils of our young merchant. A man passing was smoking Hank's favorite brand. This was too much. There are crimes far worse than a little deceit. The young man gazed sharply up and down Monroe street, then dodged into a place where cigars were sold.

Soon he had bought and was puffing at a delicious Havana. Ah, the richness of that forbidden smoke; it was as the nectar of the gods! Never had anything tasted so sweet to poor Hank Rawdon in all the days of his life. His two chums need never know and, if they did not, his sacred honor was safe!

He went to the door and peered out. The coast was clear and he passed to the curb. The balmy air and delicate scent of his cigar lulled him into a fancied security. His brothers of the midnight compact were forty miles away—they would never know. How he enjoyed that first

smoke after half a year of abstinence!

The throng grew denser. All who passed, however, were strangers, and Henry did not heed nor care. While he stood gazing down the street in a delicious brown study a heavy hand fell on his shoulder.

"Ha, old man, so I've caught you at last!"

Hank nearly fainted. He thought he should sink through the plank sidewalk. His half burned cigar fell from a nerveless hand, while he turned a shamefaced look up at tall Jim Sanderson whom until this moment he had supposed half a hundred miles away. Jim was grinning like a young ape. Evidently he was enjoying the discomfort of his chum whom he had surprised in the act of breaking a solemn compact.

"You of all men!" went on Jim, his tone falling into one of extreme gravity. "I thought you would be the last of the trio; you so pious, and really so correct and very moral. Oh, Henry, Henry!"

Rawdon stiffened at the mock misery in the voice of his friend.

"Confound you," he growled, "I suppose it's \$10 you are after; you shall have it and welcome," and the speaker's hand went into his pocket, fetching forth a well-filled wallet.

"One moment," protested Jim. "How many times have you fallen?" "This is the first time," began poor Hank.

"Sure?"

"Yes, sure."

"Oh, well, in that case I'll let you off." With the words Jim's other hand swept to view from behind his back, between the fingers of which smoked a newly lighted cigar. Rawdon uttered a surprised ejaculation. "I was coming down the street puffing like a steam engine when I saw you with a cigar and decided to give you a scare."

"Well, but—"

"I have smoked more or less since the first week," proceeded Jim Sanderson. "I couldn't break short off, although, to be honest, I have stinted myself to three cigars a day."

"You scamp!"

Henry Rawdon was angry at the outset, seeing how coolly his chum treated the affair. A solemn compact had been broken within a week, while he had kept to his sacred promise half a year.

"You have no honor, Jim. I am ashamed of you, even as I am of myself. What would Frank Lawson say if he knew?"

"Suppose we hunt him up and find out. I saw him step off the train this morning. He must be in town somewhere."

The two young men walked up the street in company, Jim puffing at his cigar. Hank was as solemn as an owl. He felt queer down to the ends of his toes. Just then two men came out of a store. One paused to light a match. He held a cigar between his fingers.

"Hello, Frank!" called Sanderson. "Fork over that \$10."

"The thunder you say!" gasped astonished Lawson, dropping his un-

# Barlow's Best Flour

Made from Choicest Michigan Winter Wheat

Made in a Modern Mill by Skilled Labor

Backed by Fifty Years' Practical Experience

**Judson Grocer Company**  
Grand Rapids, Mich.

## 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.

## The Record of What We Have Done

Is enough to convince almost any one that we will make a better administrator, executor, assignee or trustee than an individual who may be untried and inexperienced in such matters.

Executor  
Agent

**The Michigan Trust Co.**

Grand Rapids, Mich.

Trustee  
Guardian



lighted weed. "Pon honor, now, I was not going to smoke."

Jim had tossed his own weed aside on seeing Frank. He and Hank confronted the youngest compact signer and demanded the penalty.

"You were caught in the act, old man, and can't crawl out of it."

"All right then, boys," and Lawson drew his wallet and gravely produced a \$10 note. "Which of you claims the rhino?"

"Right here," and Jim took the money, winking at Hank.

The three walked along in company, Lawson looking a little blue.

"I don't care a snap for the money," he said, "it's the honor part of our compact. I'm ashamed of that, boys."

Jim regarded the speaker in surprise.

"Goodness alive!" ejaculated he. "How many times have you pawned your sacred honor since New Year's day, old man?"

"Not once, Jim," and Lawson regarded his two companions keenly. "It was just as I told you. I never meant to smoke that weed. I did want to smell a good cigar, however, and I meant to set it going and simply sniff its sweetness—that is the solemn truth."

"Then this was your first offense, Frank?" asked skeptical Jim.

"Yes, if it was really an offense. If I remember right there was nothing in the compact disallowing one a smell of a cigar."

"There was not," said Hank. "Give Frank his money, Jim."

The other hesitated, saying finally: "I'll tell you what I'll do: I will take this money and buy a box of the best cigars in town. We'll share alike in the distribution, and when Hank gets home he can burn the compact. What say, is it a bargain?"

"As you like," said Frank.

Jim bought the cigars. When proffered his share (we were crossing the river bridge at the time) Frank tossed his into the river.

"I did not break even the letter of the compact," he said to his astonished companions. "I consider my sacred honor pledged to abstain from tobacco and I mean to keep the pledge."

Then those three parted not to meet again in years.

Henry Rawdon destroyed the compact in the presence of Jim Sander-son; Lawson had gone no one knew whither. Afterward news of his marriage reached his old chums. He settled in a Far Western town, grew up with the place and became an attorney of note.

Strange as it may appear, he was the only one of that trio of young men who signed the New Year's compact who kept his pledge. How many will this year do as did Frank Lawson, regard a swear-off promise as a pledge of sacred honor?

Old Timer.

There never can be sufficient public virtues in a life to balance private vices.

Leaders of men never wait to feed on popular appreciation.

### Happy New Year.

Behold  
The old  
Is gone,  
And the dawn  
Of a new year  
Is here.  
Now is the time to make  
Resolutions that will break,  
To think  
You won't drink;  
To choke  
On smoke;  
To be shy  
Of the lie;  
To swear  
You'll be square;  
To—but why go into particulars?  
The perpendiculars  
Are upright and the others ain't,  
And you can't be a saint  
Simply because the new year  
Is here.

Swear off on a new year swear-off,  
Make your life throughout the year  
As clear and square as should be  
And your future will be clear.  
Resolutions are but rotten  
If the spirit is so weak  
That it breaks in two when tempted  
And shows the yellow streak.  
So

Just

Saw

Wood

And be good.

W. J. Lampton.

The uncommon opportunities for  
heroism are often in common duties  
of life.

### New York Greenings and Baldwins

Get our prices

M. O. BAKER & CO.

Toledo, - - - Ohio

## Buckwheat

Just what the name indicates. We furnish the pure, strong buckwheat flavor. We manufacture buckwheat by the old fashioned stone method, thus retaining all the buckwheat taste. Insist on getting Wizard Buckwheat Flour. Send us your buckwheat grain; we pay highest market price.

Grand Rapids Grain & Milling Co.

L. Fred Peabody, Mgr.

Grand Rapids, Michigan

## POST TOASTIES

The "Supreme Hit" of the  
Corn Flake Foods—  
"The Taste Lingers."

Postum Cereal Co., Ltd. Battle Creek, Mich

### Grand Rapids Floral Co.

Wholesale and Retail

## FLOWERS

149 Monroe Street, Grand Rapids, Mich.

## Egg Cases and Egg Case Fillers

Excelsior, Cement Coated Nails, Extra Flats and extra parts for Cases, always on hand.

We would be pleased to receive your inquiries and believe we can please you in prices as well as quality.

Can make prompt shipments.

## L. J. SMITH & CO.

EATON RAPIDS, MICH.

## BEANS AND CLOVER SEED

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

ALFRED J. BROWN SEED CO., GRAND RAPIDS, MICH.

OTTAWA AND LOUIS STREETS

## BAGS

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

ROY BAKER

Wm. Alden Smith Building

Grand Rapids, Michigan

## MAN

We wish at one of our loading stations within 50 miles of Grand Rapids a married man to reside and take charge of warehouse and buy farm produce. Must be experienced in buying beans and potatoes, bright, quick, active trader; able to keep his books. Strong, able-bodied and able and willing to do the work. Strictly temperate habits. Furnish references well known to us as to honesty, character, ability. Only competent, experienced, able to fill requirements need apply.

Moseley Bros. Wholesale Dealers and Shippers Beans, Seed and Potatoes  
Office and Warehouse Second Ave. and Railroad

Both Phones 1217

Grand Rapids, Mich.

## All Kinds of Cheese at Prices to Please

Write or phone

C. D. CRITTENDEN CO.

41-43 S. Market St. Both Phones 1300. Grand Rapids, Mich.

Wholesale Butter, Eggs and Cheese

W. C. Rea

A. J. Witzig

## REA & WITZIG

PRODUCE COMMISSION

104-106 West Market St., Buffalo, N. Y.

We solicit consignments of Butter, Eggs, Cheese, Live and Dressed Poultry, Beans and Potatoes. Correct and prompt returns.

### REFERENCES

Marine National Bank, Commercial Agents, Express Companies, Trade Papers and Hundreds of Shippers.

Established 1873

## BUTTER

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

T. H. CONDRAS & CO.

Manufacturers of Renovated Butter

Grand Rapids, Mich.



**Observations of a Gotham Egg Man.**

Partial reports from local storage houses give ground for the opinion that our reserve stock of refrigerator eggs was reduced to about 130,000 cases at the close of last week; this would mean a reduction of about 113,000 cases during the first nineteen days of December. This rate of reduction can hardly be expected during the last days of the month, but as there is no prospect that we shall realize any large increase in current receipts before the first of January it is probably safe to figure on a reduction of our total storage reserve by the first of January to an amount not exceeding 75,000 cases. This is about in line with our previous estimates and gives additional assurance for the expectation that our market ought to be practically dependent upon current receipts by January 20, although there will very likely be a few storage eggs carried beyond that date by holders who will be disposed to gamble on the chances of a dearth of eggs before fresh production reaches a permanently large scale.

Considering the fact that storage reserves are pretty well reduced in all interior sections and that there is little prospect of any considerable quantity of held eggs to come from interior points to the seaboard during the winter it would seem as though we might expect rather a light scale of egg receipts during the next six or eight weeks unless the weather should prove unusually favorable to production. The statistics of receipts and storage reduction since December 1 indicate that our consumptive output is even now between 65,000 and 70,000 cases a week, despite the high prices that have prevailed, and if it should continue on any such scale during January we should have to realize a very liberal increase in receipts of fresh stock to keep the trade supplied, or else run into a period of shortage which might force the market to a higher level.

A point which must be considered as bearing upon the prospect for much increase of receipts is that the whole country will, before long, be dependent upon current production for its supply, so that under ordinary winter conditions the surplus for shipment is likely to be moderate. And if we should have a series of cold waves in the West and Southwest—such as we are of course always liable to have at this season—we should expect some sky-rocket markets before the end of February.

Brown & Rittenhouse had a consignment of twenty-three cases of eggs from Nova Scotia last Saturday. The duty is five cents per dozen. The eggs are apparently fall gathered goods, mostly very much shrunken but fairly sweet flavored. They had not been sold at last accounts, but were probably not worth over about 23@24 cents a dozen, owing to their shrunken condition. We hear also of a small lot of Danish eggs on the way here from London, but foreign markets are not low enough to give promise of any considerable importations so long as our market remains on about the present level.

It is worth while for egg shippers to consider that even when fresh gathered eggs are in comparatively small supply buyers discriminate more or less closely as to the size and cleanness of the stock, and refuse to pay top prices for eggs which, although they may be mostly fresh, contain many small or dirty. In the fall, when it is so hard to obtain freshness, this is the main consideration and a little fault in size and cleanness is often overlooked if the eggs are full and of strong body. But now, when more of the eggs are of recent production and when it is not difficult to find shipments that contain a large proportion of fresh eggs, buyers pay more attention to size and cleanness. I notice a good many lots of fresh gathered eggs in the recent receipts which, although showing a good proportion of full, strong bodied stock, are passed by at top price because they contain so many small and dirty. This is especially the case with many of the Southern receipts for which it is impossible to find buyers above the range quoted for seconds.

The discrimination as to quality naturally varies according to the condition of the market; when the demand is brisk in relation to the supply offering buyers can not be so particular, but when the conditions are reversed and the offerings are larger than needed, then only the finest qualities can be sold at the top prices.

I am inclined to believe that shippers who would grade their eggs closely as to size and cleanness as

well as according to freshness would come out ahead in the long run—even when fresh gathered eggs are relatively scarce and high.—N. Y. Produce Review.

He who sneers at enthusiasm is past the dead line of any great usefulness.

**Dandelion Vegetable Butter Color**


A perfectly Pure Vegetable Butter Color, and one that complies with the pure food laws of every State and of the United States.  
Manufactured by Wells & Richardson Co.  
Burlington, Vt.

We have the price.  
We have the sort.  
We have the reputation.

**SHIP US YOUR FURS**

**Crohon & Roden Co., Ltd.**

37-39 S. Market St. Grand Rapids, Mich.



**YX BRAND**

Ground  
**Feeds**  
None Better

**WYKES & CO.**  
GRAND RAPIDS

**Custom Tanning**

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

**H. DAHM & CO.,**

Care E. S. Kiefer's Tannery.

Phone CIt. 5746

Grand Rapids, Mich.

**The Celebrated Royal Gem Lighting System**

with the double cartridge generator and perfected inverted lights. We send the lighting systems on 30 days' trial to responsible parties. Thousands in use. Royal Gem cannot be imitated; the Removable Cartridges patented. Special Street Lighting Devices. Send diagram for low estimate.

**ROYAL GAS LIGHT CO.**

218 E. Kinzie St., Chicago, Ill.

I want Hogs, Rabbits, Poultry, live or dressed; also Butter and Eggs.

**F. E. STROUP, 7 North Ionia St., Grand Rapids, Mich.**

**The Vinkemulder Company**

Wholesale Commission

We Buy and Sell

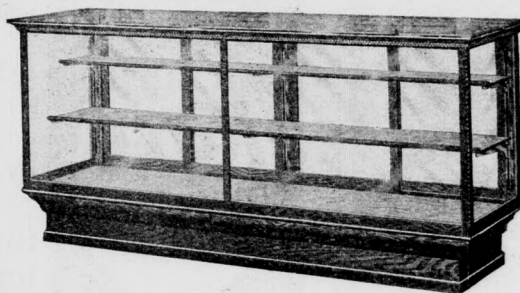
**FRUITS, POTATOES, ONIONS, BEANS And Other PRODUCE**

Write or Call on Us for Prices Before Selling

**Baskets and Fruit Packages of All Kinds**

14-16 Ottawa St.,

Grand Rapids, Mich.

**Start the New Year With a New Case**

Good cases inspire good business. People like to trade at the swell stores. The man that puts on a good front gets the business. Spruce up your store. See that every part of it reflects prosperity.

It's the very best investment you can make. It'll sell goods that poor surroundings would never move. Start with new show cases and be sure they are the

**Wilmarth**  
THE CASE WITH A CONSCIENCE

—the dependable—guaranteed kind.

Our catalog—and it's above the ordinary in text and illustration—is yours for the asking—free.

1,200 cases, all styles, constantly on hand for prompt shipment.

Every case made from perfectly air and kiln dried stock by expert workmen who are on to their job. And the finish is the kind that only Grand Rapids workmen know how to impart.

Get in touch with us—we'll do you good.

**Grand Rapids Fixtures Co.**

920 Jefferson Avenue, Grand Rapids, Michigan



## CLANDESTINE CREDIT.

## Opinion of a Leading Indiana Merchant.

Evansville, Ind., Dec. 26—I have read the article entitled "The Danger in Dealing Clandestinely With Married Women," signed Celery City, and which appeared in your Dec. 23 number. It seems as if I could write a book upon this subject. It is something that almost every retailer in the country has had some experience with if he sells goods on credit.

Of course, such men as myself, who sell strictly for spot cash, have no trouble along these lines; but I know something about it from my past experience. There is no way possible for a merchant to be successful if he will extend credit to married women without the knowledge and consent of their husbands.

Dealing clandestinely with any one is a sin against your intelligence. A merchant can not succeed if he tries to deal secretly with any of his customers. Any person who will ask such favors of a merchant is not honest themselves. We should never forget that honesty is the best policy. Every honest thought protects itself. There is no protection for dishonest thoughts. When a merchant feels that he should favor a woman against her husband's wishes, the only thing he has in mind is profit. The favor carries profit. Honest merchants should be very careful along this line. Guard your honor above the dollar. Don't let the dollar blind your eyes. If you want to be happy keep your eyes and mind on the principles of things. It is better to have the respect of any woman's husband than to have all of the profit you may get out of that family for a lifetime. We foolishly think in our days of sin that we must court friends by compliance with the customs of society, as its dress, breeding and its way of doing business. To be successful and happy one must listen to the greater intelligence.

For every friend we lose for truth we gain a better one. We know how much trade we are getting from a family, but we can never tell how much we are losing. The key to every man is his thought. The thought is power. It knows it all. You can not hide anything from him. He knows it all, as it were. Now, if you foolishly think you can do this or that and no one but those interested in it will find out the so-called secret, you will wake up some morning and find yourself very badly mistaken.

Our intellectual and active powers increase with our affection. Our friends come to us unsought. They go away in the same manner. In other words, we make our own lives, our own business, our own success and happiness; but, my dear fellow merchants, these things can not come satisfactorily to us without being strictly honest with ourselves; and, of course, if we are honest with ourselves we can not help but be honest with our customers.

We are fast growing into the new way of doing things. The old seems to be good enough for some, for they

think they know that others have made a success in business by doing little tricks.

Let me tell you, you don't know anything. You think you know. Never try to manage your business as you think others do. You can not follow in another's man's footsteps any more than you can eat for him. If you know other merchants are giving credit to women like those in question just close your eyes and mind to the subject and do just as you are made to feel you ought to do.

More men have failed because they could not say no than for any other reason. If your God within tells you to say no, stick to Him, for in Him you move and have your being.

Let me explain who your God is. It is your own intelligence. If your own thoughts tell you not to do this or that, and you do it anyway, how can you expect to be successful, wise and happy?

We overestimate our conscience or we listen too much to our educated conscience. Suggestion rules the world. Look out.

Everything your eyes look at and everything you hear is a suggestion, and there is a power behind it. Every man and woman who comes in your store carries a power with them that will overrule you if you are not very careful.

If you will extend credit to a woman and her husband finds it out, which he surely will, you are the cause of destroying the peace and happiness of that home, and how can you expect to live in peace if such things are made possible on your account?

Let us, if we must have great actions, make our own so. We all love honesty, we all feel the need of it and yet we can never hope to have it in our own lives until we have begun to live it.

We must not trouble ourselves too much about the light within our minds. We should live easy. The only life that is profitable is the life of contentment. I mean in this be content with the best there is in you and not allow yourself to think otherwise.

If we will allow no other thought to lead us but the best we will never be content with our surroundings. We will be filled with a power that will surprise the world.

I sell everything for spot cash as I have told you; and you will say, "It is easy for Miller to talk as he does in this article."

My friend, it may be easy for me now, but I had the devil to deal with to get where I am. All of you can attain the position I hold in life if you are not afraid to say no.

The first thing I would advise young men to do who are thinking about going into business is to find out what is controlling them. Find out who and what you are; then go ahead.

Edward Miller, Jr.

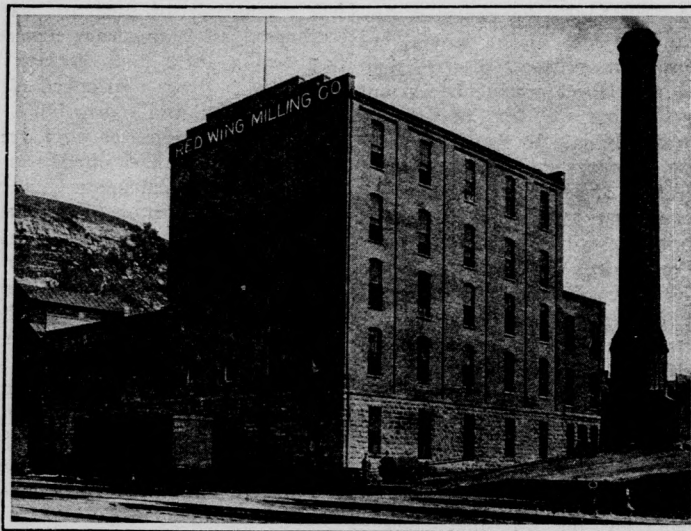
## Another Convert To the Tradesman's Policy.

Battle Creek, Dec. 28—I wish to add the result of my experience to the discussion now going on in the Tradesman relative to the clandestine

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.



THE SYRUP OF PURITY AND WHOLESOMENESS

There's a good profit for you in Karo—

There's satisfaction for every customer in Karo.

It is good down to the final drop. Unequalled for table use and cooking—fine for griddle cakes—dandy for candy.

# Karo

on your shelves is as good as gold itself—doesn't tie up your money any length of time, for the steady demand, induced by its quality and by our persistent, widespread advertising keeps it moving.

Develop the Karo end of your business—it will pay you handsomely.

Your jobber will tell you all about it.

**CORN  
PRODUCTS  
REFINING CO.  
NEW YORK.**



sale of goods on credit to married women. In common with your Kalamazoo correspondent, I started out on my mercantile career with the idea that a bird in the hand was worth two in the bush and that any policy which enabled me to increase my sales and augment my profits immediately was better than smaller sales and smaller profits and the good will of all my possible customers indefinitely. In pursuance of this plan I urged goods on customers who ought to have been chided instead of encouraged, and I made no bones of crowding goods on married women and telling them they could pay for them when they got a good ready, assuring them I would keep all knowledge of the transactions from their husbands. I pursued this course on the theory that if the wives did not pay the bills within a reasonable length of time I could make demand on the husbands and inveigle them into liquidating the accounts, rather than have it go out that they repudiated their wives' bills.

I need hardly say that I was very much disappointed over the outcome of these transactions. It is true that I succeeded in inducing some of the husbands to pay the bills, but I also succeeded in making enemies of them for life; and I also observed that the wives never crossed my threshold again, having evidently persuaded themselves that I had taken advantage of them and their ignorance by foisting on them goods they did not need and could just as well have gotten along without.

In most instances I not only succeeded in making life-long enemies, but I lost my accounts as well, the husbands not only refusing to recognize the bills, but denouncing me as a sneak and a coward to their friends and acquaintances. So frequently were these epithets applied to me that I was reluctantly compelled to admit their truth, and after a somewhat disastrous experience—both in the loss of accounts and the alienation of many valuable customers—I registered a solemn vow that I would never again permit a married woman to run up a big bill at my store in her own name unless she had an ample income of her own or her husband cheerfully acquiesced in the arrangement before the goods were delivered.

I don't enjoy being called a sneak; but candor compels me to admit that when I enter into a conspiracy with a married woman to sell her goods without her husband's consent I am fully deserving of that disagreeable appellation. I have talked with many other merchants on this subject. Most of them denounce such a woman as irresponsible and dishonest. With me, however, I fail to see any difference between the woman and the merchant. Both are sneaks. Both are conspirators. Both are equally culpable. Unfortunately the ultimate results do not bear the same elements of similarity. The merchant loses his money, which he can make over again. The woman destroys the peace of her household and the confidence and respect of her husband, which she can regain only at the expense of years

of right living and right thinking and right doing. We all dislike to admit our own mistakes and pay the penalty of our own misdeeds and I know of one wrong-minded woman who went so far as to insist that her husband was untrue to her and sought to blacken his character among her friends because of his coolness toward her. As a matter of fact, his coolness was due solely to her own perfidy because he found himself unable to treat her as a man should treat a wife because of the disgrace and ignominy she had cruelly and deliberately heaped upon him. In this particular instance I happen to know that the wife had promised time and again, personally and in writing, not to run up store bills—promises which were evidently made to be broken and agreements which were apparently signed only to be violated. If I was the only merchant who had indulged this woman in her hallucination I would feel like a murderer, because no home was ever more ruthlessly destroyed than this one was by a woman's weakness and perfidy. As it is, I never can look the husband squarely in the face because I realize that I have unintentionally been one of several to plunge him into the deepest despair. This man occupies a high plane in the estimation of the community and was booked for still higher honors at the hands of his associates and fellow citizens. The conduct of his wife put an effectual quietus on his ambition and the hopes and aspirations of his friends, so that he is to-day an embittered man—embittered against his wife, against the merchants who precipitated his downfall and against the lawyers who attempted to coerce him into paying dishonest accounts. In justice to the man I ought to record that he suffers in silence, having never complained over the treatment accorded him nor sought consolation from any one who might be able to give him solace.

I hope that every young merchant will take the trouble to read this recital and that its perusal will influence him to avoid the pitfalls which I fell into years ago as the result of too much greed, too little common sense and inability to read human nature as I can now read it.

Old Merchant.

## CHILD, HULSWIT & CO.

INCORPORATED.

BANKERS

## GAS SECURITIES

DEALERS IN

## STOCKS AND BONDS

SPECIAL DEPARTMENT DEALING IN BANK AND INDUSTRIAL STOCKS AND BONDS OF WESTERN MICHIGAN.

ORDERS EXECUTED FOR LISTED SECURITIES.

CITIZENS 1999 BELL 424

823 MICHIGAN TRUST BUILDING, GRAND RAPIDS

We Make a Specialty of Accounts of Banks and Bankers

## The Grand Rapids National Bank

Corner Monroe and Ottawa Sts.

DUDLEY E. WATERS, Pres.  
CHAS. E. HAZELTINE, V. Pres.  
JOHN E. PECK, V. Pres.

F. M. DAVIS, Cashier  
JOHN L. BENJAMIN, Asst. Cashier  
A. T. SLAGHT, Asst. Cashier

### DIRECTORS

Chas. H. Bender  
Melvin J. Clark  
Samuel S. Corl  
Claude Hamilton  
Chas. S. Hazeltine  
Wm. G. Herpolsheimer

Geo. H. Long  
John Mowat  
J. B. Pantlind  
John E. Peck  
Chas. A. Phelps

Chas. R. Sligh  
Justus S. Stearns  
Dudley E. Waters  
Wm. Widdicomb  
Wm. S. Winegar

We Solicit Accounts of Banks and Individuals

## THE NATIONAL CITY BANK

GRAND RAPIDS

Forty-Eight Years of Business Success

Security for Deposits \$1,400,000

Any Business Intrusted to us by Mail or in Person will be Strictly Confidential

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

## Successful Progressive Strong



No. 1 Canal St.

Capital and Surplus  
\$1,200,000.00

Assets  
\$7,000,000.00

Commercial and Savings  
Departments

## Deciding the Piano Question

Don't make up your mind until you have seen what we can do for you.  
Until you have been here you can have no idea how reasonably you may purchase a piano, and how easily you may pay for it.

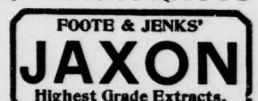
Friedrich's Music House, 30-32 Canal St., Grand Rapids, Mich.

## FOOTE & JENKS' PURE FLAVORING EXTRACTS



(Guaranty No. 2442)

Pure Vanilla  
and the genuine

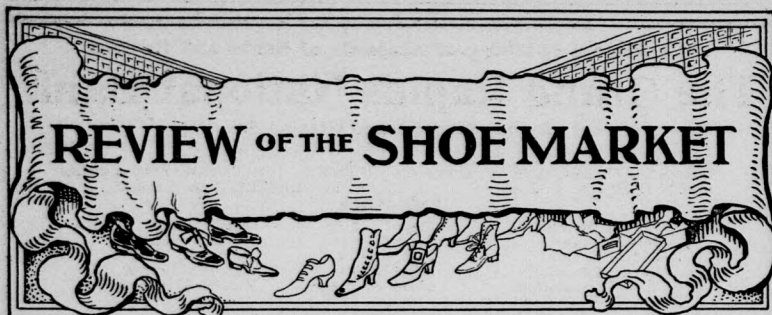


## ORIGINAL TERPENELESS EXTRACT OF LEMON

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

Order of Wholesale Grocers or Foote & Jenks, Jackson, Michigan





#### Some Mistakes in Shoe Store Advertising.

Every once in a while we are met with the assertion, made in the best of faith, that advertising does not pay. This is especially true of the retail dealer, who, as a rule, does his own work, in his own way, rather than employ a specialist. It is too often a vivid illustration of the old saying that the cheapest proves dearest in the end. That there is a big leak somewhere is evident from the fact that other advertisers in the same field do make advertising pay, and pay handsomely. The fault is not with the system but with the individual.

Recently in riding ten miles on a suburban trolley connecting a thriving city with a popular summer resort the shoe signs by the roadside attracted the attention of the writer—not so much on account of their merit as their lack of it; the thought of waste in advertising funds was too apparent to be overlooked. Here was an excellent opportunity to catch the progressive farmer, who most liberally patronizes the trolley, quick to perceive that his time and that of his team are too valuable to be frittered away when he can make the trip over the electric road in an hour, while it formerly cost him a half day. City people summering at the terminal point and those who find the trolley a quick connecting link between two prominent railroads were also reached by this means. Besides, the public road with which it is parallel is a much frequented thoroughfare for autos and carriages. Surely no better site for billboards could be asked.

To the stranger it soon becomes patent that there are at least two shoe stores in Springville—a half dozen or so equally large not announcing through the billboard. In this the two have an advantage over the rest with the tourist, although the superior location or window dressing of the others may counterbalance when would-be buyers are actually in the city. But that Brown Brothers and John Smith are at their respective places is clearly announced. The first billboard has this valuable bit of information: "Go to Brown Brothers, 91 State street, for the best shoes in town." This sign alternating with "Brown Brothers, 91 State street, cheapest shoes in town," is perhaps to the self-satisfied retailer all that is to be desired in the way of advertising. His location, the best and cheapest shoe in town; what more is to be desired by the buyer? The chances are that he has dropped

his card from the morning paper. For what is the use in paying the publisher when he has it all down in big letters on every road that comes to town? His sign over the door tells his city customers that he is still there.

True, his statements are all right if properly guaranteed. But does not every retailer claim to have the best and the cheapest goods? Thus the billboard is simply so much time and paint wasted with those who previously knew of Brown Brothers' establishment. To the stranger it tells his location—nothing more. Just half of the sign is dead material.

His rival in the field, John Smith, occupies a similar space, but it occurs with more frequency, the advertisement appearing about once a mile and with corresponding variations. "John Smith, Regal Shoe," "John Smith, the great Shoe Dealer," "John Smith, the One-Priced Shoe Man," and yet the main impression that is left by these permutations is a wonder how many changes can be wrought with a few words, and yet leave the last form as meaningless as the first. The only one which states a specific fact is that he handles the Regal shoe. Now those who know the merits of this shoe may go no farther. But only a small percentage of the people who wear shoes know anything about it. They may, if they have nothing else to do than to ponder over conundrums, wonder if it is for man, woman or child; if it is a light or heavy shoe; made for dress or service; high or low in price. But since the majority are not fond of dealing with puzzles in the commercial world, the force of this specialization is practically lost. Even if a prospective customer becomes interested, he is at once met with the discouraging questions; and as the audible asking of any one of them may but expose his own ignorance in a ridiculous manner, he chooses not to court enlightenment at such hazards, and quietly slips around to a plain shoe shop with no announcements that are not in plain black and white. One or two of the leading features of the Regal might easily have gained for it a new acquaintance and friends; but the advertisement which neither informs nor convinces cuts little commercial ice.

Yet with definite, succinct statements these advance agents of trade might have done good work. They came to the eyes of a receptive public, yet were as blasted seeds.

Turning to the daily papers for information we find a few names and addresses of leading shoe men, but

## 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



*We wish every shoe merchant twelve months of health and prosperity during the year 1909*



Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.



are bewildered by the claims of each as "best and cheapest in the city." Not one gives the least clue to the prices of such shoes as you want; or, in fact, of any shoes. You have gained nothing through their expenditure of printer's ink but to question their veracity; for how can each be the cheapest?

The first one in a 5-inch, two column advertisement, "For This Week," tells us that he has "All Summer Footwear at Extremely Low Prices. Expert Shoe Fitters and Promoters of Fashion." Below appear his name and location. He has all kinds of summer goods. Like all the rest, he is selling cheap. But we would like to know how cheap.

A rival takes the same space to announce "Reduction Sale on Summer Weight Oxfords. Extra Values." Then follow name and address with an inclusive date of two weeks for this sale, which makes us wonder whether there are really special prices within the time specified, or whether, with the general vagueness of the thing, it is only a change of the hackneyed phrase, "Cheapest in the City."

A quarter page advertisement to which the name of a well known shoe man is attached starts out hopefully with the unique headline in large type, "It Whistled Itself," and we hope at least to have come upon something which tells something. Here is the rest of it: "That was the boy's excuse when he accidentally whistled in school. Just so with our shoes. They're selling themselves. See window display. Terms strictly cash. C. Jones, Spring street." Shoes that "sell themselves" strike us as probably out of the same box with those of which we have been hearing so much—"Cheapest in the City." Of course we are interested in the fact that there is a window display, and can only hope that it may contain some definite information. But is this not using a good deal of space in which to tell a very little?

Here is another which promises well—on the face, at least:

23—SKIDOO—23  
Sale of Oxfords.

Oxford prices cut for your benefit. We're doing wonderful Oxford selling these days.

Oxfords as good as ours cost more elsewhere. We've put prices where you can easily reach them. Seldom do we sell so low. We're giving you the profit these days.

Have you heard about our Great Skidoo Sale? Better come in. Oxfords at cost.

Then follow the name and address of the firm, with the motto below, "Always Busy."

The advertisement is neatly set up. The printer is evidently an artist in his trade. This and the catchy headline attract favorable notice. Yet what do we learn from reading the copy? Only that Blank is selling Oxfords at cost. The rest is mere words. In half the space he might have told us how those cost prices ranged; whether he could supply men, women and children; of what colors his

stock consisted and several other things. This expecting to get broth and finding it only dish water is somewhat nauseating, and repels rather than attracts customers.

Then there is the old game of using a quarter page in the local paper with only the words, "Watch here for Jones' advertisement next week," still not uncommon in the country press. This is too busy an age for such slow process. By next week we shall have forgotten all about Jones. If we wanted a pair of shoes this week they were purchased of the man who had sense enough to say what he had to say without taking a week to clear his throat. If advertising space is worth anything to the retailer, it is worth too much to leave blank.

Neither is the old dodge of inventing the advertisement of any use now. In this busy age, when only the headlines are read unless the subject is of special interest, no one is going to take time to invert the sheet for the sake of humoring the whims of some advertiser. If a person wants anything in your line he expects you to show it up in such a way that he can scarcely dodge it if he tries. It is to your interest to make your copy clear-cut and straight to the point, rather than attempt to drag your readers through a labyrinth of words.

Why pay extra for a leading place in the paper and then fill it with copy which has not a single strong point? You certainly have a story to tell. Why not strive to make it "Multum in parvo;" to tell as much as possible in the space paid for, instead of leading your readers by a circuitous route of words into a maze that terminates in emptiness? Why not pattern after the shrewd reporter, who sums up his entire story in the headline, and then lets his readers unfold it little by little, if they wish to view it minutely? If you have shoes to sell say so; and do not require one to read several lines on the mere guess that this is your specialty. If you are making a special sale say so, and do it in a half dozen words; then use the rest of your space in describing goods and quoting prices. The price is a most important item in the estimation of many. Be specific, people are tired of being humbugged on the "Best and cheapest" dodge. The price in dollars and cents gives something upon which to base the genuineness of your claim.

If you are making a specialty of school shoes state it; and again make your claim good by prices. If you have a new stock of felt or rubber goods let the people know it instead of using your space from day to day through the whole year in that old story, "Best and cheapest shoes in town." Be specific, succinct, logical, honest and there will be no more cause for complaint that advertising does not pay.—B. L. Putnam in Boot and Shoe Recorder.

**MAYER Honorbilt**  
Shoes Are Popular

**Largest Exclusive Furniture Store in the World**  
When you're in town be sure and call. Illustrations and prices upon application.  
**Klingman's Sample Furniture Co.**  
Grand Rapids, Mich.  
Ionia, Fountain and Division Sts.  
Opposite Morton House

## Used Automobiles

Runabouts . . \$80 to \$350  
Touring Cars \$195 to \$750

I make a specialty of the sale of used automobiles and am the largest dealer in Western Michigan.

Send for my list. I can take your old car in exchange.

**S. A. DWIGHT**

1-5 Lyon St., Grand Rapids, Mich.

**YOU** Should send us your name immediately to be placed on our list for Xmas catalogue of post cards and booklets.  
**Suhling Company, 100 Lake St., Chicago**

## MERCHANTS

The best is the cheapest in everything  
When you have that

### AUCTION or SPECIAL SALE

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

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

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

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

**W. A. RALSTON & CO.**

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

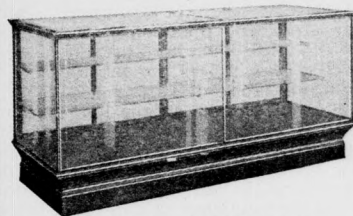
## PURE OIL

**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.



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.**

GRAND RAPIDS, MICH.

The Largest Show Case Plant in the World



## You're a Wide-Awake Shoe Man



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



You're in business to make money, you're looking for opportunities like

## H. B. Hard Pans

Maybe you think you can "get along without them"—well, we are willing to leave it altogether to you after you have seen this line—

Made to retail at a price that nine out of ten customers can afford to pay—

Made from our own special tannage stock and fine-grained, tough stock it is.

Half double or double soled shoes—made for men and boys that must have service—

Just take a postal and send in an order to-day for a case or two—shipped same day your order is received.

**Herold-Bertsch Shoe Co.**

Makers of the Original  
H. B. Hard Pans

Grand Rapids, Mich.





### Campaign for Lower Excess Baggage Rates.

Wm. Logie, who has been active in the matter of securing a reduction of the present exorbitant rates charged by Michigan railroads for handling excess baggage, is in receipt of the following letter from the Secretary of the Western Association of Shoe Wholesalers:

I to-day had a conversation with Mr. Day, of the Havens & Geddes Co., Indianapolis, who had probably more to do with getting the Indiana excess baggage laws through the Legislature than anybody else. Mr. Day tells me that they had a hard fight with the railroad people when it came to the Legislature naming the rates (see section 3 of enclosed bill). The railroad people wanted this section to read so that it would be left to the State Railroad Commissioners to fix the rates. In fact, the railroad people raised no other objection to this bill becoming a law. But, inasmuch as it would be within the power of the railroads to get out an injunction against rates made by railroad commissioners and thereby stop them from going into effect almost indefinitely, which was something they could not do with a law after it had been placed upon the statute books, the jobbers and manufacturers fought desperately to retain section 3 in the bill and finally succeeded. Mr. Day says he supposes the powers of the Railroad Commissioners in your State are about what they are in Indiana. If they are he thinks that you would be a great deal safer to have a law that you could enforce if necessary rather than a ruling that was susceptible of being enjoined by the railroads.

The Indiana law is as follows:

Section 1. Be it enacted by the General Assembly of the State of Indiana: That each common carrier in this State which shall engage in the carriage of passengers by steam or electric railroad between points in this State shall receive and transport with each passenger tendering the same the personal baggage of such passenger, not exceeding one hundred and fifty (150) pounds for an adult and seventy-five (75) pounds for minor less than twelve (12) years old, and such personal baggage shall be carried without compensation other than the passenger transportation charge. All baggage as defined by this act in excess of the weights here specified is hereby declared to be excess baggage, and such carriers are required to carry such excess baggage with the passenger, as required by this act.

Sec. 2. The samples, goods, wares, appliances and catalogues of commercial travelers or their employers, and used by them for the purpose of transacting their business and carried with them solely for that purpose, when securely packed and locked in substantial trunks or sample cases of convenient shape and weight for handling, are hereby declared to be baggage within the meaning of this act, and such carriers are required to transport the same with the passengers as required by this act.

Sec. 3. No such carrier shall

charge for the carriage of excess baggage as defined by this act in excess of one (1) cent for each three (3) miles for each one hundred (100) pounds of such excess or fraction thereof over forty (40) pounds; provided that no charge for such excess shall be less than twenty-five (25) cents when the entire baggage is less than five hundred (500) pounds or less than fifty (50) cents when the entire baggage is over five hundred (500) pounds, and in determining the rate fractions of less than one-half ( $\frac{1}{2}$ ) mile shall be disregarded and fractions of one-half ( $\frac{1}{2}$ ) mile or more shall be counted as one (1) mile.

Sec. 4. Any common carrier violating any provisions or requirement of this act shall be guilty of a misdemeanor and upon conviction thereof shall be fined not less than twenty-five (25) dollars nor more than one hundred (100) dollars.

Sec. 5. In case of the loss or damage to such samples, goods, wares, appliances or catalogues of any commercial traveler or his employer the carrier shall not be liable for any greater proportion of the value thereof or the damages sustained thereto than the excess baggage fare, paid by the passenger, bears to the current rate of freight on such line for like articles in like packages between the same points.

Sec. 6. All laws in conflict with this act are hereby repealed.

In order to ascertain the exact status of matters in this State a letter of enquiry was addressed to the President of the Michigan Railroad Commission, who replied as follows:

This question of excess baggage has been most thoroughly ventilated in two hearings before this Commission within the last ninety days, and the question has now been finally submitted to us for decision; that we made a proposition to the railroads and to the complainants in the case of a new excess baggage schedule upon a mileage basis rather than upon a percentage of first class fare. We believe after the statements made in the second hearing and a conference following the same between the parties in interest we are going to be able to issue an order on a mileage basis that the complainants in this case, who are shippers in Detroit, will be entirely satisfied with. It is not in the first fifty miles as low as the rate created by the Indiana Legislature, and which we are willing to express our opinion upon as being ridiculously low, unreasonable and inadequate, but that the rate which we have named under the fifty mile haul is very much less than the rate now in effect, and that in the 16 $\frac{2}{3}$  per cent. of first class fare, which is applied to the present schedule, is maintained in our mileage basis the difference in the present schedule, where the basis applies only to the maximum of thirty mile jumps, applies under the new rate to a maximum of ten mile jumps, and in reality holds very close to the 16 $\frac{2}{3}$  per cent. of first class fare, which is admitted by both the jobbers and the railroad companies to be reasonable and just. We would be pleased, when we have perfected this schedule, to supply you a copy if you so desire, which we think if you read

carefully section 3 of the Indiana law you will agree with us no railroad company can afford to handle excess baggage at the rate named therein, and the Commission feel they can not in justice ask a road to do an unreasonable thing and at the same time expect them to be reasonable in all other matters.

The best prayers are the ones that take longest to learn.

To err is human; failure to profit by the error is ditto.

### 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.

### PREPARE FOR SUCCESS AT



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

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

Write for new descriptive catalog.

**D. McLACHLAN & CO.**

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

### Fine Cold Day Sellers

#### Clark Foot Warmers

Lower in price than ever. Clark Heaters have a reputation for excellence. No casting in a Clark—no soldered joints or screws to work loose—every part is solidly riveted.

They fill the bill for carriage, wagon, sleigh or automobile.

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

#### Clark Coal Is Best

Costs no more than inferior grades and every brick carries a written guarantee to give at least 25% more heat than any other fuel on the market.

It is the one fuel that always pleases.

The ideal fuel for foot warmers or self-heating sad irons.

**Chicago Flexible Shaft Company**  
99 La Salle Avenue, Chicago

### The \$500 Maxwell Runabout

has a two cylinder 10 H. P. motor under hood, shaft drive, 82 inch wheel base, full elliptic springs.

Ask for catalogue.

**The Maxwell Agency**

47-49 No. Division St.

### Flour Profits

Where Do You Find Them, Mr. Grocer?

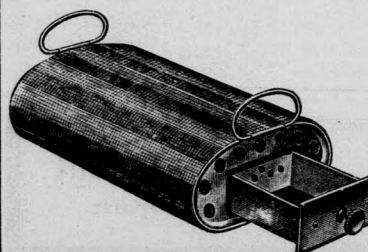
On that flour of which you sell an occasional sack, or on the flour which constantly "repeats," and for which there is an ever increasing demand?



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.





## TURNED DOWN.

## Dr. Wiley Now Finds His Face To the Wall.

Washington, D. C., Dec. 29—The Board of Food and Drug Inspectors has authorized a bulletin permitting the use of benzoate of soda as a preservative of foods without the signature of Dr. Harvey W. Wiley, Chief Chemist of the Department of Agriculture. Dr. Wiley was noncommittal on the subject, but it is known from previous rulings in his Bureau that he has no sympathy whatever with the finding of the Board and therefore refused to give the order his sanction.

Another aspect of the situation is that the referee board of consulting scientific experts—created and appointed by President Roosevelt without any authority of law and to which have been referred some of the mooted questions regarding the use of preservatives in the manufacture of foods and drugs, including the subject of to-day's order—has not yet reported on such subjects as the use of saccharine, sulphates of soda or benzoate of soda, although it has had the same under consideration in some instances many months.

In the meantime the pure food and drugs act, as interpreted by Dr. Wiley, backed up by his tests with his "poison squads," is being daily violated by those who use such ingredients contrary to the rulings of Dr. Wiley.

It is further understood that some of the interests affected very injuriously by Dr. Wiley's attitude with respect to their products have again renewed their efforts to oust Dr. Wiley from his position. It is understood that Dr. Wiley has taken an independent stand, and, if requested to do so, would not hesitate a moment to sever his connection with the Bureau of Chemistry.

At the same time, because of the fact that he is personally responsible in large measure for the passage of the pure food law and because of his outspoken attitude for its complete enforcement, the administration, it is believed, would hesitate to ask him to quit.

It is said that the steps thus far taken to secure the administration of the pure food and drugs act have served to circumvent Dr. Wiley's ideas on the subject. The pure food and drugs act makes the Secretary of Agriculture the sole judge of the merits or demerits of foods manufactured with preservatives, subject to an appeal to the Secretary of Agriculture, the Secretary of the Treasury and the Secretary of the Department of Commerce and Labor. In administering his part of the law Secretary Wilson of the Department of Agriculture has appointed a Board of Food and Drug Inspection composed of Dr. Wiley, F. L. Dunlap and George P. McCabe, the latter being the solicitor of the Department of Agriculture. It is presumed to be the duty of this Board to advise Secretary Wilson as to the administration of the act.

There having arisen a number of questions, particularly relating to Dr.

Wiley's interpretations of the law and in part the interpretations of the Board of Food and Drug Inspection, President Roosevelt, following appeals to him from certain business interests, created, less than a year ago, the special referee board of consulting scientific experts. Dr. Ira Remsen President of Johns Hopkins University, is chairman of this board.

Most of the important questions submitted to this special board are still under its consideration, and in the meantime important parts of the pure food and drugs act are being held in suspension, thereby permitting manufacturers to do as they have always done in the use of preservatives pending a decision.

Dr. Wiley has held that benzoate of soda is deleterious matter. In bulletin No. 101, just issued, the Board reiterates its decision in bulletin No. 89 that, pending a decision of the referee board, benzoate of soda may be used in quantities not exceeding one-tenth of 1 per cent. in those foods in which it has hitherto been used, provided the fact is plainly stated upon each package of food thus manufactured.

The importers of vegetables greened with copper salts have won a point in their fight with Dr. Wiley, and are patting themselves on the back, a letter to the President having been the means through which they gain a little time. The question of allowing green peas, spinach and other vegetables which have acquired a delicate green hue through the use of copper salts entry into this country has been one that has caused both Dr. Wiley and the importers some trouble. The erratic doctor contends that the use of copper is injurious. In his fight he has had the backing of the American canners who do not use copper and so far he has been able to score a few points. Last week, however, after receiving a letter from the importers protesting against the proposed exclusion of such canned goods as Dr. Wiley had put the "kibosh" on after January 1, 1909, the President took the matter up with the Food and Drug Inspection Board, with the result that they issued the following decision:

"Until further notice, vegetables greened with copper salts, but which do not contain an excessive amount of copper and which are otherwise suitable for food, will be allowed entry into the United States, if the label bears the statement that sulphate of copper or other copper salts have been used to color the vegetables."

This question will now be passed up to that excellent innovation, the referee board, which will probably render a decision about the end of President Taft's administration, to be solved. Incidentally, it looks as though the referee board is somewhat of a problem itself. If it requires a year to pass on the benzoate of soda matter, and a year for the solving of the sulphur problem, how long will it take them to pass on this?

In a legislative way things are still quiet on the Potomac. Congress will reconvene Monday and the wheels will begin to turn. The only thing for you fellows to do now is to get

a line of measures which will hurt your interests, take them apart piecemeal with the other members of the associations to which you may belong and then have the secretary of the association draw up a resolution embodying your views and send a copy to each of your Representatives and Senators. The good to be done this season will be accomplished only in a negative way—that of killing such bills as are unfavorable. Get the axe sharpened, give a few grunts, a lusty swing and let 'er go!

Representative Lefean, who still clings to the idea that a parcels post will be a decided benefit to the country at large, and whose scheme of proving this is to establish an experimental post in not to exceed four counties somewhere in the country, introduced another bill this session. By means of this bill he wishes to have the system started and a report made to the Postmaster General not later than December, 1909. It is only fair to say that he desires to restrict the use of the system to those merchants whose regular, bona-fide places of business are on such routes as may be selected as test routes, and to those only who reside on these routes.

I look for an early report on the postal savings bank bill, both in the Senate and the House.

The Ways and Means Committee has been working away, but as the daily news associations have been handling this work from day to day, I will report nothing from the Committee this week.

The hearing granted to coffee brokers and others interested in the grading of coffee resulted in nearly all of the interested parties agreeing that all grades of coffee from No. 7 up could safely be depended upon as being properly admissible under the section of the pure food law regarding branding; but that grades from No. 7 down, consisting mainly of screenings, must be carefully watched. No decision or official report on this has been made public by the Department of Agriculture, but the above I learned from a reliable source.

From the same source I gain the information that no steps have yet been taken by the millers to enjoin the Department from enforcing the section of the pure food law regarding bleaching flour.

## Wiley Defies the President.

Washington, Dec. 30—Since mailing my letter to the Tradesman last evening, I learn that Doctor Wiley may within the next few months lose his official head. This information comes from an official high in the Department of Agriculture, who said that the decision to oust that doughty fighter was reached a few days ago. This official has been quoted as saying:

"Dr. Wiley has defied the President of the United States. The rest of us are obeying the President."

The trouble arises from the stand which the Chief of the Bureau of Chemistry has taken on the benzoate of soda question. Dr. Wiley believes in sticking up for what he thinks is right and I know him well enough

to know that even the President of the United States could not force him to change his opinion when he thinks it is the right one to hold. Even two Presidents couldn't do it. Continuing his statement the official said:

"The President has ordered that the pure food regulations regarding the use of benzoate of soda be suspended until the referee board has rendered its decision and we have suspended the regulations according to instructions; but Dr. Wiley has denounced the use of benzoate of soda and created the impression that its use is prohibited by the Department."

Dr. Wiley refused, for reasons of his own, to sign the F. I. D. recently issued regarding the use of benzoate. He said that it would be a discourtesy to the Board of Food and Drug inspectors to make public his reasons for withholding his signature.

"My neck is ready," said the Doctor to-day, when told that he was about to become officially headless. "I have not been asked to resign, but I have been fought at every turn of the road by adulterators of food and I am ready to go if the Government wants to take their side. I think that I could support myself if I were to lose my official head."

Regarding that greening matter I mentioned in my letter I wish to add that the French ambassador, Jusserand, has been very active in the matter of having the embargo temporarily removed. It is said that the majority of green canned stuff that is imported and that has been greened with copper salts comes from France.

Preventing the entry of these products, you can readily see, would mean a big loss to the French nation. Great Britain has prohibited the entry of them, as have Belgium and a few other continental countries, leaving America only to eat them. They are mainly sold to restaurants and hotels, very few cans finding their way into private families. Jusserand, through the three secretaries, has achieved the wishes of the importers, for a while at least.

Frank W. Lawson.

## Movements of Michigan Gideons.

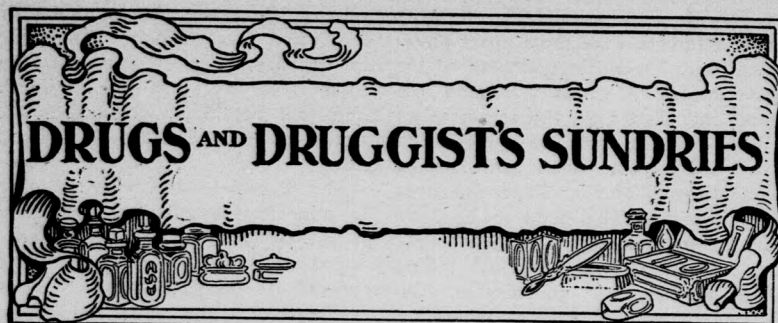
Detroit, Dec. 29—The holidays have made a great scattering with the Gideons. Some have stayed in the city, while others have gone on their trips. Only eleven people attended the Griswold House meeting last Sunday evening. However, what we lacked in attendance was made up in goodness, for they were all Christians. Among the number were four young people—visitors—Mr. and Mrs. Atkinson; Miss Ryan, daughter of our dearly beloved Dr. Ryan, formerly of Simpson church, and Mr. Ely, a young man just starting out as a Gideon.

We were all saddened to know this was the last night we could have the services of our dear sister, Miss Eyo. Her songs have been a great inspiration to us all the year. Our blessings go with her.

C. M. Smith, our National President, is in Boston at this writing and A. B. Gates, our Secretary, has been spending his holidays in the northern part of the State.

Mrs. A. B. Gates.





## DRUGS AND DRUGGIST'S SUNDRIES

**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.

### Buying Direct From the Manufacturer.

A great deal has been said and written of the desirability of buying direct from the manufacturer. The lower prices, the greater variety, the sentimental direct-contact-with-the-maker idea and many other points have been brought forth in due season and exploited to their fullest value.

What is there about the jobber anyway? Is he a robber? Is he charging the retailer too much? Is he the means of cutting the latter off from any of the advantages that go with direct buying?

The jobbers as we know them are a pretty square-toed lot of fellows. They are not as a class getting rich with startling rapidity. The Schiefflins seem to be the only ones on the list of New York's "400." Perhaps, after all, this go-between man has his good points and can continue to be of service to the retail druggist.

The main pull that has been exerted in the past to get the retailer to buy direct has been the "quantity discount" and many a small dealer to-day has this ephemeral thing to thank for eleven-twelfths of a gross of somebody's bitters or cough cure or other dope that is lingering disconsolately in the original packages in his back room or basement. Such stock is an investment that is making no money for its owner. Its dividends are in the nature of assessments, since insurance, interest and storage room are constantly being piled up on stock that will never sell for its original cost, let alone pay the assessments.

The "quantity price" is a very alluring thing when its advantages are presented by a silver-tongued representative from the "house" with the power to run advertising over your name and do countless other things that sound better in advance than in arrears. There are comparatively few druggists who can use the "quantity" of more than one or two proprietaries to any advantage. The flat gain in cost is easily offset by possibilities of loss from breakage, soiled packages

and decreased demand. Let the dealer figure out how many packages of the article in question amount to the saving in quantity buying and then consider carefully whether the possibilities of loss are not such as to entail a deficiency when the goods are finally all sold.

What has all this to do with the jobber? Everything. No one thinks of buying direct in the quantities as wanted. It is the jobber alone from whom one can buy small amounts advantageously, and when all is said and done that is the way to buy just about everything the average drug store uses.

Scarcely any class of store sells as great a variety of goods as the drug store. Grocers, dry goods men, clothing merchants, all may make larger sales, but they do not sell the variety that the druggist sells. In no line of goods is the jobber so well equipped to supply the entire demands of his customers. The wholesale druggist accommodates his patrons better than any other wholesaler. He enables them to concentrate in one shipment the goods of more different manufacturers than the wholesale grocer, hardware dealer or other line.

A few large drug stores might get along without the jobber, although it would be a great hardship. The small store could not do business and buy everything direct. The clerical work of the ordering and the transportation charges would eat up every vestige of profit and the retailer would be compelled to give up business. Only the large stores could exist, and they would be unable to fill orders for specialties not in stock in a length of time acceptable to patrons.

This condition is a sufficient preventative of the discontinuance of the middleman. If those in the business should get out, others would take their places, for there is an absolute demand for the jobber.

The attitude of a good many retailers toward the wholesaler is one of constant antagonism. Some merchants seem to have an idea that the man from whom they buy goods is a natural enemy. That idea is a relic of a bygone day and it is fast disappearing with the realization that no merchant, wholesale or retail, can expect to make a success of his business except by treating his customers as he would be treated.

There is in business such a thing, too, as friendship. A man who has served another well for years, either as a customer or as a seller of goods, has a right to expect fair treatment and a little additional courtesy from the other party of the transaction.

Friendship of this sort is a common thing and the right thing between a druggist and the wholesaler whom he favors with the bulk of his business. Friendship between a dealer and a manufacturer has to go too far around and through the hands of too many office employees to amount to much when it reaches its destination.

Since, then, the jobber is personally friendly to the dealer, and since the manufacturer is, at least friendly in the abstract, this should be another reason for buying from the middleman. To him you are an individual. To the manufacturer you are generally a mere account on the books.

To whom can you turn when it is desirable to secure longer time on your purchases? To the manufacturer, with his iron clad rules and his inviolable "terms?" Never. The fact that a man wants more time is to him reason enough for closing right down on him.

The jobber is the man who is called upon for accommodation, and he is the man who is willing to give it. He has faith in his customers, and more than that, he is willing to take a chance.

These things constitute reasons why the retail druggist should favor the jobber whenever practicable. It is more than business, it is humanity to treat right the man who treats you right. But on a straight money basis it pays, and after all that is the thing that appeals to most of us.

This same sort of reasoning constitutes it good judgment to make one jobber your particular wholesaler. The man who buys here and there, now trying one house, now another, has a business that is worth nothing to any of them and none of them feel sufficient interest in him to make them willing to accommodate him. The wisest plan is to buy largely from one house, with close enough watch of the market and sufficient purchases elsewhere to enable one to know that the one house is not taking advantage of the confidence placed in it.

A one line store might, and many do, exist without the use of a jobber, but the druggist needs him, and can not get along without him. The public would suffer from his elimination. The retailer would suffer and the manufacturer would suffer.

If the jobber is valuable make as much use of him as possible. Buy direct when you are certain that it will pay you in the end, but don't let that boggy of the middleman's profit scare you into loading up with dozens of goods that will never sell at a profit to you. The jobber can carry stock for you and he is willing to do it. You can afford to pay him for his services.

Dead stock is the cause of more failures than a few, and the jobber is there to keep you from loading up with what will prove to be dead stock.—Frank Farrington in Spatula.

### Cottonseed Oil by the Pound.

The Interstate Cottonseed Crushers' Association is putting forth its best efforts to perfect the general adoption of selling cottonseed oil by weight.



## Why Don't You?

### Be Consistent.

Why don't you weigh your sugar four or five times;  
 Put your potatoes into the bushel basket,  
 Put them back into the pile,  
 Measure them up again,  
 Pour them back into the pile,  
 Measure them over again,  
 Repeat this operation two or three times more,  
 Bruise and damage them by each operation?

### FOOLISH! SILLY! OH, YES!

But not as much so as keeping your accounts in the old way, writing each transaction over and over again three or four times, "bruising" your business by rehandling, making clerical errors, being always behind, never ready for instant settlement, never giving adequate information either to you or your customers, inviting jangles and disputes, driving profits away from your door.

### BAD BUSINESS! FOOLISH BUSINESS! DON'T DO IT!

Put an AMERICAN ACCOUNT REGISTER on your counter. Do it all with one writing only; save money, time and reputation; establish mutual confidence between you and your customers; put system in your business.

### THE AMERICAN CASE AND REGISTER CO. Alliance, Ohio

J. A. Plank, General Agent  
 Cor. Monroe and Ottawa Streets  
 Grand Rapids, Mich.

Foley & Smith, 134 S. Baum St., Saginaw, Mich.  
 Bell Phone 1958 J

Cut off at this line.

Send more particulars about the American Account Register and System.

Name .....

Town .....

State .....



## WHOLESALE DRUG PRICE CURRENT

<b>Acidum</b>		<b>Copalba</b>	1 75@1 85	<b>Scilla</b>	@ 50
Aceticum	6@ 8	Cubebae	2 15@2 25	Scilla Co.	@ 50
Benzolcum, Ger.	70@ 75	Erigeron	2 35@2 50	Tolutan	@ 50
Boracic	@ 12	Evechthitos	1 00@1 10	Prunus virg	@ 50
Carbolicum	16@ 23	Gaultheria	2 50@4 00	Zingiber	@ 50
Citricum	50@ 55	Geranium	2 50@4 00		
Hydrochlor	3@ 5	Gossippi Sem gal	70@ 75	<b>Tinctures</b>	
Nitrosum	8@ 10	Hedeoma	3 00@3 50	Aloes	60
Oxalicum	14@ 15	Junipera	40@1 20	Aloes & Myrrh.	60
Phosphoricum, dil.	@ 15	Lavendula	90@3 60	Anconitum Nap's F	60
Salicylicum	44@ 47	Limons	1 30@1 40	Anconitum Nap's R	60
Sulphuricum	13@ 15	Mentha Piper	1 75@1 90	Arnica	60
Tannicum	75@ 85	Menta Verid	3 00@3 50	Asafoetida	60
Tartaricum	38@ 40	Morrhuae, gal.	1 60@1 85	Atrope Belladonna	60
		Myrica	3 00@3 50	Aurant Cortex	60
<b>Ammonia</b>		Olive	1 00@3 00	Barosma	60
Aqua, 18 deg.	4@ 6	Picis Liquida	10@ 12	Benzoin	60
Aqua, 20 deg.	6@ 8	Picis Liquida gal.	4@ 40	Benzoin Co.	60
Carbonas	13@ 15	Ricina	94@1 00	Cardarides	60
Chloridum	12@ 14	Rosae oz.	6 50@7 00	Cardamon	60
		Rosmarini	1 00@1 03	Cardamon Co.	60
<b>Aniline</b>		Sabina	90@1 00	Cassia Acutifol	60
Black	2 00@2 25	Santal	4@ 50	Cassia Acutifol Co	60
Brown	80@1 00	Sassafras	85@ 90	Castor	60
Red	45@ 50	Sinapis, ess. oz.	40@ 45	Catechu	60
Yellow	2 50@3 00	Succini	40@ 45	Cinchona	60
		Thyme	40@ 50	Cinchona Co.	60
<b>Baccae</b>		Thyme, opt.	1@ 60	Columbia	60
Cubebae	28@ 30	Theobromas	15@ 20	Cubebae	60
Juniperus	8@ 10	Tigil	10@1 20	Digitalis	60
Xanthoxylum	30@ 35			Ergot	60
		<b>Potassium</b>		Ferri Chloridum	60
<b>Balsamum</b>		Bi-Carb	15@ 18	Gentian	60
Copalba	65@ 75	Bichromate	13@ 15	Gentian Co.	60
Peru	2 75@2 85	Bromide	25@ 30	Guaiaca	60
Terabin, Canada	75@ 80	Carb	12@ 15	Guaiaca ammon.	60
Tolutan	40@ 45	Chlorate	12@ 14	Hyoscyamus	60
		Cyanide	30@ 40	Iodine	75
<b>Cortex</b>		Iodide	2 50@2 60	Iodine, colorless	75
Abies, Canadian.	18	Potassa, Bitart pr	30@ 32	Kino	50
Cassiae	20	Potass Nitras opt	7@ 10	Lobelia	50
Cinchona Flava.	18	Potass Nitras	6@ 8	Myrrh	50
Buonymus atro.	60	Prussiate	23@ 26	Nux Vomica	50
Myrica Cerifera.	20	Sulphate po	15@ 18	Opil	1 25
Prunus Virginl.	15			Opil, camphorated	1 00
Quillaia, gr'd.	24	<b>Radix</b>		Opil, deodorized	2 00
Sassafras, po 25	24	Aconitum	20@ 25	Quassia	50
Ulmus	20	Althae	30@ 35	Rhatany	50
		Anchusa	10@ 12	Rhel	50
<b>Extractum</b>		Arum po	@ 25	Sanguinaria	50
Glycyrrhiza, Gla.	24@ 30	Calamus	20@ 40	Serpentaria	50
Glycyrrhiza, po.	28@ 30	Gentiana po 15	12@ 15	Stromonium	60
Haematox	11@ 12	Glycyrrhiza nv 15	16@ 18	Tolutan	60
Haematox, 1s	13@ 14	Hellebore, Alba	12@ 15	Valerian	60
Haematox, 1/2s	14@ 15	Hydrastis, Canada	@ 2 50	Veratrum Veride	60
Haematox, 1/4s	14@ 15	Hydrastis, Can. po	@ 2 60	Zingiber	60
Haematox, 1/8s	16@ 17	Inula, po	18@ 22		
		Inecac, po	2 00@2 10	<b>Miscellaneous</b>	
<b>Ferru</b>		Iris plox	35@ 40	Aether, Spts Nit 3f	30@ 35
Carbonate Precip.	15	Jalapa, pr.	25@ 30	Aether, Spts Nit 4f	34@ 38
Citrate and Quina	2 00	Maranta, 1/2s	@ 35	Alumen, grd po 7	3@ 4
Citrate Soluble.	55	Podophyllum po	15@ 18	Annatto	40@ 50
Ferrocyanidum S	40	Rhel	75@1 00	Antimoni, po	4@ 5
Solut. Chloride	15	Rhel, cut	1 00@1 25	Antimoni et po T	40@ 50
Sulphate, com'l.	2	Rhel, pv	75@1 00	Antifebrin	@ 20
Sulphate, com'l, by	70	Sanguinaria, po	18@ 15	Antipyrin	@ 25
bbl. per cwt.	7	Scilla, po 45	20@ 25	Argent Nitras oz	@ 53
Sulphate, pure	7	Senega	85@ 90	Arsenicum	10@ 12
		Serpentaria	50@ 55	Balm Gilead buds	60@ 65
<b>Flora</b>		Smilax, M	@ 25	Bismuth S N	1 65@1 85
Arnica	20@ 25	Smilax, off's H.	@ 48	Calcium Chlor, 1s	@ 9
Anthemis	50@ 60	Spigella	1 45@1 50	Calcium Chlor, 1/2s	@ 10
Matricaria	30@ 35	Symplocarpus	@ 25	Calcium Chlor, 1/4s	@ 12
		Valeriana Eng.	@ 25	Cantharides, Rus.	@ 90
<b>Folia</b>		Valeriana, Ger.	15@ 20	Capsici Fruc's af	@ 20
Barosma	45@ 50	Zingiber a	12@ 16	Capsici Fruc's B po	@ 22
Cassia Acutifol.	15@ 20	Zingiber j	25@ 28	Carmine, No. 40	@ 25
Cassia, Acutifol.	25@ 30			Carphylus	20@ 22
Salvia officinalis,	18@ 20	<b>Semen</b>		Cassia fructus	@ 35
1/2s and 1/4s	8@ 10	Anisum po 20	@ 16	Cateceum	@ 35
Uva Ursi	8@ 10	Apium (gravel's)	13@ 15	Centraria	@ 10
		Bird, 1s	@ 6	Cera Alba	50@ 55
<b>Gummi</b>		Cannabis Sativa	7@ 8	Cera Flava	40@ 42
Acacia, 1st pkd.	@ 65	Cardamon	70@ 90	Crocus	30@ 35
Acacia, 2nd pkd.	@ 45	Carul po 15	15@ 18	Chloroform	34@ 54
Acacia, 3rd pkd.	@ 35	Chenopodium	25@ 30	Chloral Hyd Crss 1	35@1 60
Acacia, sifted sts.	@ 18	Coriandrum	12@ 14	Chloro'm Squibbs	@ 90
Aloe, Barb	22@ 25	Cydonium	75@1 00	Chondrus	20@ 25
Aloe, Cape	@ 25	Dinterix Odorate 2	00@2 25	Cinchonid'e Germ	38@ 48
Aloe, Socotri	@ 45	Foeniculum	@ 18	Cinchonidine P-W	38@ 48
Ammoniac	55@ 60	Foenugreek, po.	7@ 9	Cocaine	2 80@3 00
Asafoetida	35@ 40	Lini	4@ 6	Corks list, less 75%	@ 45
Benzoinum	50@ 55	Lini, grd. bbl. 2%	3@ 6	Creosotum	@ 2
Catechu, 1s	@ 12	Lobelia	75@ 80	Creta	@ 5
Catechu, 1/2s	@ 14	Phalaris Cana'n	9@ 10	Creta, prep.	@ 11
Catechu, 1/4s	@ 16	Rapa	5@ 6	Creta, precip	@ 8
Comphorae	70@ 80	Sinapis Alba	8@ 10	Creta, Rubra	@ 8
Euphorbium	@ 40	Sinapis Nigra	9@ 10	Cudbear	@ 24
Galbanum	@1 00			Cupri Sulph	8@ 10
Gamboge	1 25@1 35	<b>Spiritus</b>		Dextrine	7@ 10
Gauliacum po 35	@ 35	Frumentum W. D. 2	00@2 50	Emery, all Nos.	@ 8
Kino	@ 45	Frumentum	1 25@1 50	Emery, po	@ 6
Mastic	@ 75	Juniperis Co.	1 75@3 50	Ergota	60@ 65
Myrrh	@ 45	Juniperis Co O T 1	65@2 00	Ether Sulph	35@ 40
Opium	4 60@4 70	Saccharum N E 1	90@2 50	Flake White	12@ 15
Shellac	45@ 55	Sot Vini Galli	1 75@2 00	Gala	@ 30
Shellac, bleached	60@ 65	Vini Alba	1 25@2 00	Gambler	8@ 9
Tragacanth	70@1 00	Vini Oporto	1 25@2 00	Gelatin, Cooper.	@ 60
				Gelatin, French.	35@ 60
<b>Herba</b>		<b>Sponges</b>		Glassware, fit boo 75%	@ 75
Absinthium	45@ 60	Extra yellow sheeps'	@1 25	Less than box 70%	@ 13
Eupatorium oz pk	20	Florida sheeps' wool	@1 25	Glue, brown	11@ 13
Lobelia	25	carriage	3 00@3 50	Glue, white	18@ 24
Majorium oz. pk	25	Grass sheeps' wool,	@1 25	Glycerina	@ 25
Mentha Pip. oz pk	23	carriage	@1 25	Grana Paradisi	35@ 60
Mentha Ver. oz pk	25	Hard, slate use.	@1 40	Hydrarg Amm'o	@1 12
Rue	39	Nassau sheeps' wool	@1 40	Hydrarg Ch. Mt	@ 87
Tanacetum, V.	22	carriage	3 50@3 75	Hydrarg Ch Cor.	@ 87
Thymus V. oz pk	25	Velvet extra sheeps'	@2 00	Hydrarg Ox Ru'm	@ 97
		wool carriage	@2 00	Hydrarg Ungue'm	50@ 60
<b>Magnesia</b>		Yellow Reef, for	@1 40	Hydrargyrum	@ 75
Calcined, Pat.	55@ 60	slate use	@1 40	Ichthyobolla, Am.	90@1 00
Carbonate, Pat.	18@ 20	<b>Syrups</b>		Indigo	75@1 00
Carbonate, K-M.	18@ 20	Acacia	@ 50	Iodine, Resubi	3 85@3 90
Carbonate	18@ 20	Aurant Cortex	@ 50	Iodoform	3 90@4 00
		Ferri Iod	@ 50	Liquor Arsen et	@ 25
<b>Oleum</b>		Ipecac	@ 50	Hydrarg Iod.	@ 25
Absinthium	4 90@5 00	Rhel Arom	50@ 60	Liq Potass Arsenit	10@ 12
Amygdalae Dulc.	75@ 85	Smilax Off's	50@ 60		
Amygdalae, Ama	8 00@8 25	Senega	@ 50		
Anisi	1 75@1 85				
Aurant Cortex	2 75@2 85				
Bergamili	3 75@4 00				
Cajiputi	85@ 90				
Caryophylli	1 10@1 20				
Cedar	50@ 90				
Chenopadi	3 75@4 00				
Cinnamoni	1 75@1 85				
Citronella	50@ 60				
Conium Mac	80@ 90				

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

# 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.

## Putnam's Menthol Cough Drops

Packed 40 five cent packages in carton. Price \$1.00.

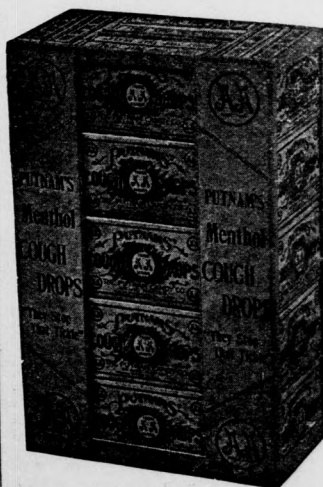
Each carton contains a certificate, ten of which entitle the dealer to

One Full Size Carton  
Free

when returned to us or your jobber properly endorsed.

PUTNAM FACTORY, National Candy Co.  
Makers

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		DECLINED	
Dried Peas		Spring Wheat Flour	
		Provisions	
		Raisins	

Index to Markets		1	2
By Columns			
A		ARCTIC AMMONIA	Oysters
Ammonia	1	12 oz. ovals 2 doz. box .75	Cove, 1lb. .85@ 95
Axle Grease	1	AXLE GREASE	Cove, 2lb. .1 60@1 85
		Frazer's	Cove, 1lb. Oval .1 20
B		1lb. wood boxes, 4 doz. 3 00	Plums
Baked Beans	1	1lb. tin boxes, 3 doz. 2 35	Plums
Bath Brick	1	3 1/2 lb. tin boxes, 2 doz. 4 25	Peas
Bluing	1	10lb. pails, per doz. .60	Peas
Brooms	1	15lb. pails, per doz. .70	Peas
Brushes	1	25lb. pails, per doz. .12 00	Pineapples
Butter Color	1	BAKED BEANS	No. 10 size can pie @3 00
		1lb. can, per doz. .90	Pineapple
C		2lb. can, per doz. .1 40	Grated .1 85@2 50
Candles	1	3lb. can, per doz. .1 80	Sliced .95@2 40
Canned Goods	1	BATH BRICK	Pumpkin
Carbon Oils	2	American .75	Fair .85
Catsup	2	English .85	Good .90
Cereals	2	BLUING	Fancy .1 00
Cheese	2	Arctic	Gallon .2 50
Chewing Gum	2	6 oz. ovals 3 doz. box \$ 40	Raspberries
Chicory	2	16 oz. round 2 doz. box 75	Standard @
Chocolate	2	Sawyer's Pepper Box	Salmon
Clothes Lines	2	No. 3, 3 doz. wood bxs 4 00	Col'a River, talls 1 95@2 00
Cocoa	2	No. 5, 3 doz. wood bxs 7 00	Col'a River, flats 2 25@2 75
Cocoanut	2	BROOMS	Red Alaska .1 35@1 50
Cocoa Shells	2	No. 1 Carpet, 4 sew .2 75	Pink Alaska .90@1 00
Coffee	2	No. 2 Carpet, 4 sew .2 40	Sardines
Confections	11	No. 3 Carpet, 3 sew .2 25	Domestic, 1/4s .3 3/4@ 4
Crackers	2	No. 4 Carpet, 3 sew .2 40	Domestic, Must'd 6 1/4@ 9
Cream Tartar	4	Farlor Gem .2 40	California, 1/4s .11 @14
		Common Whisk .1 25	California, 1/4s .17 @24
D		Fancy Whisk .1 25	French, 1/4s .17 @14
Dried Fruits	4	Warehouse .3 00	French, 1/4s .18 @28
		BRUSHES	Shrimps
Farinaceous Goods	5	Scrub	Standard .1 20@1 40
Feed	5	Solid Back 8 in. .75	Succotash
Fish and Oysters	10	Solid Back 11 in. .95	Fair .85
Fishing Tackle	5	Pointed Ends .85	Good .1 00
Flavoring Extracts	5	Stove	Fancy .1 25@1 40
Flour	5	No. 3 .90	Strawberries
Fresh Meats	5	No. 2 .1 25	Standard .1 25@1 40
		No. 1 .1 75	Fancy
G		Shoe	Tomatoes
Gelatin	5	No. 8 .1 00	Good .@1 10
Grain Bags	5	No. 7 .1 30	Fair .95@1 00
Grains	5	No. 4 .1 70	Fancy .@1 40
		No. 3 .1 90	Gallons .@2 75
H		BUTTER COLOR	CARBON OILS
Herbs	6	W. R. & Co.'s 25c size 2 00	Barrels
Hides and Pelts	10	W. R. & Co.'s 50c size 4 00	Perfection .@10 1/2
I		CANDLES	Water White .@10
Jelly	6	Paraffine, 6s .10	D. S. Gasoline .@13 1/2
		Paraffine, 12s .10	Gas Machine .@24
L		Wicking .20	Deodor'd Nap'a .@12 1/2
Licorice	6	CANNED GOODS	Cylinder .@29
		Apples	Engine .@22
M		3lb. Standards .@1 00	Black, winter .8 1/4@10
Matches	6	Gallon .2 40@2 50	CEREALS
Meat Extracts	6	Blackberries	Breakfast Foods
Mince Meat	6	2lb. .1 25@1 75	Bordeaux Flakes, 36 1lb. 2 50
Molasses	6	Standards gallons @5 50	Cream of Wheat 36 2lb 4 50
Mustard	6	Beans	Egg-O-See, 36 pkgs. 2 85
		Baked .85@1 30	Excella Flakes, 36 1b. 4 50
N		Red Kidney .85@1 30	Excella, large pkgs. 4 50
Nuts	11	String .70@1 15	Force, 36 2lb. 4 50
		Wax .75@1 25	Grape Nuts, 2 doz. 2 70
		Blueberries	Malta Ceres, 24 1lb. 2 40
O		Standard .1 35	Malta Vita, 36 1lb. 2 85
Olives	6	Gallon .6 25	Mapl-Flake, 36 1lb. 4 05
P		Brook Trout	Pillsbury's Vitos, 3 dz. 4 25
Pipes	6	2lb. cans, spiced .1 90	Ralston Health Food
Pickles	6	Clams	36 2lb. .4 50
Playing Cards	6	Little Neck, 1lb. 1 00@1 25	Sunlight Flakes, 36 1lb 2 85
Potash	6	Little Neck, 2lb. @1 50	Sunlight Flakes, 20 1lb 4 00
Provisions	6	Clam Bouillon	Vigor, 36 pkgs. 2 75
		Burnham's 1/2 pt. .1 90	Voigt Cream Flakes .4 50
R		Burnham's pts. .3 60	Zest, 20 2lb. 4 10
Rice	7	Burnham's qts. .7 20	Zest, 36 small pkgs. 2 75
		Cherries	Roll'd Oats
S		Red Standards .@1 40	Steel Avena, bbls. .6 35
Salad Dressing	7	White .@1 40	Monarch, bbl. .6 10
Saleratus	7	Corn	Monarch, 90 lb. sacks 2 90
Salt Soda	7	Fair .75@ 85	Quaker, 18 Regular .1 50
Salt	7	Good .1 00@1 10	Quaker, 20 Family .4 60
Salt Fish	7	Fancy .1 45	Cracked Wheat
Seeds	7	French Peas	Bulk .3 1/2
Shoe Blacking	7	Sur Extra Fine .22	24 2 lb. packages .3 50
Snuff	7	Extra Fine .19	CATSUP
Soap	8	Fine .15	Columbia, 25 pts. .4 15
Soda	8	Moyen .11	Snider's pints .2 25
Soups	9	Gooseberries	Snider's 1/2 pints .1 35
Spices	8	Standard .1 75	CHEESE
Starch	8	Hominy	Acme .@15
Syrups	8	Standard .85	Elmie .@12
		Lobster	Gem .@15 1/2
T		1/2 lb. .2 25	Jersey .@15 1/2
Tea	8	1 lb. .4 25	Warner's .@16
Tobacco	9	Picnic Tails .2 75	Riverside .@15
Twine	9	Mackerel	Springdale .@14 1/2
		Mustard, 1lb. .1 80	Brick .@16
V		Mustard, 2lb. .2 80	Leiden .@15
Vinegar	9	Soused, 1 1/2 lb. .1 80	Limburger .@16
		Soused, 2lb. .2 75	Pineapple .@40
W		Tomato, 1lb. .1 50	Sap Sago .@22
Wicking	9	Tomato, 2lb. .2 80	Swiss, domestic .@16
Woodenware	9	Mushrooms	
Wrapping Paper	10	Hotels .@24	
		Buttons .@28	
Y		Yeast Cake .10	

3

4

5

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

## CHICORY

Bulk 5  
 Red 7  
 Eagle 5  
 Franck's 7  
 Scherer's 6

## CHOCOLATE

Walter Baker & Co.'s  
 German Sweet 24  
 Premium 39  
 Caracas 31  
 Walter M. Lowney Co.  
 Premium, 1/4s 32  
 Premium, 1/2s 32

## COCOA

Baker's 39  
 Cleveland 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

## COCOANUT

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

## COFFEE

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

## Santos

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

## Maracaibo

Fair 16  
 Choice 19  
 Fancy 19

## Guatemala

Choice 15  
 African 12  
 Fancy African 17  
 O. G. 25  
 P. G. 31

## Mocha

Arabian 21  
 Package  
 New York Basis  
 Arbuckle 16 00  
 Dilworth 14 75  
 Jersey 15 00  
 Lion 14 50

## McLaughlin's XXXX

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

## 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  
 N. B. C., Square 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 Pall Cake 10  
 Dixie Sugar Cookie 9  
 Family Snaps 8

**FAMILY COOKIE**  
 Fancy Ginger Wafer 12  
 Flg Cake Assorted 12  
 Fruit Nut Mixed 12  
 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 11  
 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. 8  
 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  
 Rubie 8  
 Scalloped Gems 10  
 Scotch Cookies 10  
 Snow Creams 12  
 Spiced Honey Nuts 16  
 Sugar Fingers 12  
 Sugar Gems 8  
 Sultana Fruit Biscuit 16  
 Sunyside Jumbles 10  
 Spiced Gingers 10  
 Spiced Gingers Iced 9  
 Sugar Cakes 8  
 Sugar Cakes, Iced 9  
 Sugar Squares, large or small 8  
 Superba 8  
 Sponge Lady Fingers 25  
 Sugar Crimp 8  
 Sylvan Cookie 12  
 Vanilla Wafers 16  
 Victors 12  
 Waverly 8  
 Zanzibar 10

## In-er Seal Goods

Per doz.  
 Albert Biscuit 1 00  
 Animals 1 00  
 Arrowroot Biscuit 1 00  
 Butter Thin Biscuit 1 00  
 Butter Wafers 1 00  
 Cheese Sandwich 1 00  
 Cocoanut Dainties 1 00  
 Faust Oyster 1 00  
 Fig Newton 1 00  
 Five O'clock Tea 1 00  
 Frotana 1 00  
 Ginger Snaps, N. B. C. 1 00  
 Graham Crackers 1 00  
 Lemon Snap 1 00  
 London Cream Biscuit 1 00  
 Marshmallow Dainties 1 00  
 Oatmeal Crackers 1 00  
 Oysterettes 1 00  
 Old Time Sugar Cook 1 00  
 Pretzettes, Hd. Md. 1 00  
 Royal Toast 1 00  
 Saltine 1 00  
 Saratoga Flakes 1 00  
 Social Tea Biscuit 1 00  
 Soda, N. B. C. 1 00  
 Soda, Select 1 00  
 Sugar Clusters 1 00  
 Sultana Fruit Biscuit 1 50  
 Uneeda Biscuit 1 00  
 Uneeda Jinjer Wayfer 1 00  
 Uneeda Milk Biscuit 1 00  
 Vanilla Wafers 1 00  
 Water Thin 1 00  
 Zu Zu Ginger Snaps 50  
 Zwieback 1 00

## In Special Tin Packages

Per doz.  
 Festino 2 50  
 Nabisco 2 50  
 Nabisco 1 00  
 Champaigne 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

## DRIED FRUITS

**Apples**  
 Sundried 9  
 Evaporated 9  
 California 8 1/2@12  
 Corsican 17

## Currants

Imp'd 1 lb. pkg. 8 1/4@ 8 1/2  
 Imported bulk .8 @ 8 1/4  
 Peel  
 Lemon American .13  
 Orange American .13

## Raisins

Cluster, 5 crown .2 25  
 Loose Muscatels 2 cr. 6 1/2  
 Loose Muscatels 4 cr. 7 1/2  
 L. M. Seeded 1 lb. 7 1/2@8 1/2

## California Prunes

100-125 2 1/2 lb. boxes .@ 4  
 90-100 2 1/2 lb. boxes .@ 4 1/2  
 80-90 2 1/2 lb. boxes .@ 5 1/2  
 70-80 2 1/2 lb. boxes .@ 6 1/2  
 60-70 2 1/2 lb. boxes .@ 7 1/2  
 50-60 2 1/2 lb. boxes .@ 7 1/2  
 40-50 2 1/2 lb. boxes .@ 8 1/2  
 30-40 2 1/2 lb. boxes .@ 9

## 1/4c less in 50lb. cases

## FARINACEOUS GOODS

**Beans**  
 Dried Lima 5 1/2  
 Med. Hand Pk'd .2 75  
 Brown Holland .2 75

## 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

## Peas

Green, Wisconsin, bu. .2 45  
 Green, Scotch, bu. .2 45  
 Split, lb. .04

## Sago

East India .5  
 German, sacks .5  
 German, broken pkg. .5

## Tapioca

Flake, 110 lb. sacks .6  
 Pearl, 130 lb. sacks .5  
 Pearl, 24 lb. pkgs. 7 1/2  
 FLAVORING EXTRACTS  
 Foote & Jenks  
 Coleman Brand  
 Lemon  
 No. 2 Terpeness .75  
 No. 3 Terpeness .1 75  
 No. 8 Terpeness .3 00

## Vanilla

No. 2 High Class .1 20  
 No. 4 High Class .2 00  
 No. 8 High Class .4 00  
 J



6	7	8	9	10	11
<b>Spring Wheat Flour</b> 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 & 1/2s cloth 6 00 Laurel, 1/2s cloth 6 00 Voigt Milling Co.'s Brand Voigt's Crescent 5 50 Voigt's Flour 5 35 (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 00 Sleepy Eye, 1/2s cloth 5 90 Sleepy Eye, 1/4s paper 5 90 Sleepy Eye, 1/2s paper 5 90 <b>Meal</b> Bolted 4 00 Golden Granulated 4 10 St. Car Feed screened 27 50 No. 1 Corn and Oats 26 00 Corn, cracked 26 00 Corn Meal, coarse 26 00 Winter Wheat Bran 24 50 Middlings 26 50 Buffalo Gluten Feed 31 00 <b>Dairy Feeds</b> 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 <b>Oats</b> Michigan carlots 52 Less than carlots 54 <b>Corn</b> New 67 <b>Hay</b> No. 1 timothy carlots 10 00 No. 1 timothy ton lots 11 00 <b>HERBS</b> Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25 <b>HORSE RADISH</b> Per doz. 90 <b>JELLY</b> 5 lb. pails, per doz. 25 15 lb. pails, per pail 55 30 lb. pails, per pail 98 <b>LICORICE</b> Pure 30 Calabria 25 Sicily 14 Root 11 <b>MATCHES</b> C. D. Crittenden 4 75 Noiseless Tip 4 50 @ 4 75 <b>MOLASSES</b> New Orleans Fancy Open Kettle 40 Choice 35 Good 22 Fair 20 Half barrels 2c extra <b>MINCE MEAT</b> Per case 2 90 <b>MUSTARD</b> 1/4 lb., 6 lb. box 18 <b>OLIVES</b> Bulk, 1 gal. kegs 1 20 @ 40 Bulk, 2 gal. kegs 1 10 @ 30 Bulk, 5 gal. kegs 1 00 @ 20 Manzanilla, 3 oz. 15 Queen, pints 2 50 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 1 45 Stuffed, 3 oz. 1 45 Stuffed, 10 oz. 2 40 <b>PIPES</b> Clay, No. 216 per box 1 25 Clay, T. D., full count 60 Cob 90 <b>PICKLES</b> Medium Barrels, 1,200 count 6 00 Half bbls., 600 count 3 50 Small Half bbls., 1,200 count 4 50 <b>PLAYING CARDS</b> No. 90 Steamboat 85 No. 15, Rival assorted 1 25 No. 20 Rover, enam'd 1 50 No. 572, Special 1 75 No. 98 Golf, satin fin. 2 00 No. 808 Bicycle 2 00 No. 632 Tourn't whist 2 25 <b>CUTLASS</b> 48 cans in case Babbitt's 4 00 <b>PROVISIONS</b> 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 <b>Dry Salt Meats</b> S. P. Bellies 11 Bellies Extra Shorts Clear 11 1/2	<b>Lard</b> Pure in tierces 11 1/2 80 lb. tubs 11 1/2 50 lb. tubs 11 1/2 50 lb. tins 11 1/2 20 lb. pails 11 1/2 <b>Smoked Meats</b> 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 Boiled Hams 19 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 <b>Sausages</b> Bologna 4 Liver 4 Frankfort 9 Pork 9 Veal 7 Tongue 7 Headcheese 7 <b>Beef</b> Extra Mess 15 00 Boneless 15 00 Rump, new 15 50 <b>Pig's Feet</b> 1/4 bbls. 1 00 1/2 bbls., 40 lbs. 1 80 1/2 bbls. 3 80 1 bbl. 8 00 <b>Tripe</b> Kits, 15 lbs. 80 1/2 bbls. 40 lbs. 1 60 1/2 bbls., 80 lbs. 3 00 <b>Casings</b> Hogs, per lb. 30 Beef, rounds, set 70 Beef, middles, set 70 Sheep, per bundle 90 <b>Uncolored Butterine</b> Solid dairy 10 @ 12 Country Rolls 10 1/2 @ 16 1/2 <b>Canned Meats</b> Corned beef, 2 lb. 2 50 Corned beef, 1 lb. 1 50 Roast beef, 2 lb. 2 50 Roast beef, 1 lb. 1 50 Potted ham 1/2s 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 <b>RICE</b> Fancy 7 @ 7 1/2 Japan 5 @ 6 1/2 Broken 5 @ 6 1/2 <b>SALAD DRESSING</b> Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 <b>SALERATUS</b> Packed 60 lbs. in box 3 10 Arm and Hammer 3 10 Deland's 3 00 Dwight's Cow 3 15 L. P. 3 00 Wyandotte, 100 3/4s 3 00 <b>SAL SODA</b> Granulated, bbls. 85 Granulated, 100 lbs. cs. 1 00 Lump, bbls. 80 Lump, 145 lb. kegs 95 <b>SALT</b> Common Grades 100 3 lb. sacks 2 25 60 5 lb. sacks 2 15 28 10 1/2 lb. sacks 2 05 56 lb. sacks 32 28 lb. sacks 17 <b>Warsaw</b> 56 lb. dairy in dria bags 40 28 lb. dairy in dria bags 20 <b>Solar Rock</b> 56 lb. sacks 24 <b>Common</b> Granulated, fine 80 Medium, fine 85 <b>SALT FISH</b> <b>Cod</b> Large whole @ 7 Small whole @ 6 1/2 Strips or bricks .77 1/2 @ 10 1/2 Pollock @ 5 <b>Halibut</b> Strips 13 Chunks 13 <b>Holland Herring</b> Pollock @ 4 White Hp. bbls. 8 50 @ 9 50 White Hp. 1/2 bbls. 4 50 @ 5 25 White Hoop mchs. 60 @ 75 <b>Norwegian</b> Round, 100 lbs. 3 75 Round, 40 lbs. 1 90 Scaled 13 <b>Trout</b> No. 1, 100 lbs. 7 50 No. 1, 40 lbs. 3 25 No. 1, 10 lbs. 90 No. 1, 8 lbs. 75 <b>Mackerel</b> Mess, 100 lbs. 15 00 Mess, 40 lbs. 6 20 Mess, 10 lbs. 1 65 Mess, 8 lbs. 1 35 No. 1, 100 lbs. 14 00 No. 1, 40 lbs. 5 80 No. 1, 10 lbs. 1 65 No. 1, 8 lbs. 1 35 <b>Whitefish</b> No. 1, No. 2 Fam 100 lbs. 9 75 3 50 50 lbs. 5 25 1 90	<b>SEEDS</b> 10 lbs. 1 12 55 8 lbs. 92 48 <b>Anise</b> 10 Canary, Smyrna 4 1/2 Caraway 10 Cardamom, Malabar 1 00 Celery 15 Hemp, Russian 4 1/2 Mixed Bird 4 Mustard, white 10 Poppy 9 Rape 6 <b>SHOE BLACKING</b> Handy Box, large 3 dz 2 50 Handy Box, small 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85 <b>SNUFF</b> Scotch, in bladders 37 Maccaboy, in jars 35 French Rapier, in jars 45 <b>SOAP</b> J. S. Kirk & Co. American Family 4 00 Dusky Diamond 50 80z 2 80 Dusky D'nd, 100 6 oz. 3 80 Jap Rose, 50 bars 3 75 Savon Imperial 3 50 White Russian 3 50 Dome, oval bars 3 50 Satinet, oval 2 15 Snowberry, 100 cakes 4 00 Proctor & Gamble Co. Lenox 3 25 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 25 Lautz Bros. & Co. Acme, 70 bars 4 00 Acme, 30 bars 4 00 Acme, 25 bars 4 00 Acme, 100 cakes 3 25 Big Master, 70 bars 2 80 Marseilles, 100 cakes 5 80 Marseilles, 100 cakes 5c 4 00 Marseilles, 100 ck toilet 2 10 Marseilles, 1/2 bx toilet 2 10 <b>A. B. Wisley</b> Good Cheery 4 00 Old Country 3 40 <b>Soap Powders</b> Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large 4 50 Gold Dust, 100-5c 4 00 Kirkoline, 24 lb. 3 80 Pearline 3 75 Soapine 3 75 Babbitt's 1776 3 75 Roseine 3 70 Armour's 3 70 Wisdom 3 80 <b>Soap Compounds</b> Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 <b>Scouring</b> Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gro. lots 4 50 Sapolio, single boxes 2 25 Sapolio, hand 2 25 Scourine Manufacturing Co. Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 <b>SODA</b> Boxes 5 1/2 Kegs, English 4 1/2 <b>SPICES</b> Allspice 10 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 46 Cassia, Saigon, in rolls. 44 Cloves, Amboyina 22 Cloves, Zanzibar 16 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 <b>Pure Ground in Bulk</b> Allspice 14 Cassia, Batavia 28 Cassia, Saigon 55 Cloves, Zanzibar 24 Ginger, African 15 Ginger, Cochila 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singap. white. 28 Pepper, Cayenne 20 Sage 20 <b>STARCH</b> Corn Kingsford, 40 lbs. 7 1/2 Muzzy, 20 lbs. 5 1/2 Muzzy, 40 lbs. 5 <b>Gloss</b> Kingsford 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 5 48 lb. packages 5 16 lb. packages 4 1/2 12 lb. packages 6 50 lb. boxes 4 <b>SYRUPS</b> Corn Barrels 31 Half barrels 33 20 lb. cans 1/4 dz. in cs. 2 10 10 lb. cans 1/2 dz. in cs. 1 95 5 lb. cans 2 dz. in cs. 2 10 1 1/2 lb. cans 2 dz. in cs. 2 15	<b>Pure Cane</b> Fair 16 Good 20 Choice 25 <b>TEA</b> Japan Sundried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 43 Nibs 22 @ 24 Siftings 9 @ 11 Fannings 12 @ 14 <b>Gunpowder</b> Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 <b>Young Hyson</b> Choice 30 Fancy 36 <b>Oolong</b> Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 <b>English Breakfast</b> Medium 20 Choice 30 Fancy 40 <b>India</b> Ceylon, choice 32 Fancy 42 <b>TOBACCO</b> Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5 lb. pails 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 41 Tiger 41 <b>Plug</b> Red Cross 31 Palo 35 Hiawatha 35 Kyo 35 Battle Ax 37 American Eagle 37 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Tiddy 34 J. T. 33 Piper Heidsieck 69 Boot Jack 86 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 <b>Smoking</b> Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5 lb. 27 I X L, 16 oz. pails 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kilm Dried 21 Duke's Mixture 40 Duke's Cameo 44 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1 lb. pails 40 Cream 38 Corn Cake, 2 1/2 oz. 26 Corn Cake, 1 lb. 22 Plover Boy, 1 1/2 oz. 39 Plover Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 39 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXXX 30 Good Indian 25 Self Binder, 16oz. 80z. 20-22 Silver Foam 32 Sweet Marie 32 Royal Smoke 42 <b>TWINE</b> Cotton, 3 ply 20 Cotton, 4 ply 20 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium N 24 Wool, 1 lb. balls 8 <b>VINEGAR</b> Malt White, Wine, 40 gr 9 Malt White, Wine 80gr 11 1/2 Pure Cider, B & B 15 Pure Cider, Robinson 13 1/2 Pure Cider, Silver 15 <b>WICKING</b> No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 <b>WOODENWARE</b> Baskets Bushels, wide band 1 10 Bushels 25 Market 50 Splint, large 3 50 Splint, medium 3 00 Splint, small 2 75 Willow, Clothes, large 8 25 Willow, Clothes, me'm 7 25 Willow, Clothes, small 6 25	<b>Bradley Butter Boxes</b> 2 lb. size, 24 in case 72 3 lb. size, 16 in case 68 5 lb. size, 12 in case 63 10 lb. size, 6 in case 60 <b>Butter Plates</b> No. 1 Oval, 250 in crate 35 No. 2 Oval, 250 in crate 40 No. 3 Oval, 250 in crate 46 No. 5 Oval, 250 in crate 60 <b>Churns</b> Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 <b>Clothes Pins</b> Round head, 5 gross bx 55 Round head, cartons 70 <b>Egg Crates and Fillers</b> Humpty Dumpty, 12 dz. 20 No. 1 complete 40 No. 2 complete 28 Case No. 2 fillers 15 sets 1 35 Case, mediums, 12 sets 1 15 <b>Faucets</b> Cork lined, 8 in. 70 Cork lined, 9 in. 80 Cork lined, 10 in. 90 <b>Mop Sticks</b> Trojan spring 90 Eclipse patent spring 85 No. 1 common 90 No. 2 pat. brush holder 85 12 lb. cotton mop heads 1 40 Ideal No. 7 85 <b>Pails</b> 2-hoop Standard 2 15 3-hoop Standard 2 35 2-wire, Cable 2 25 3-wire, Cable 2 45 Cedar, all red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 <b>Toothpicks</b> Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 <b>Traps</b> Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 45 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 65 Rat, wood 80 Rat, spring 75 <b>Tubs</b> 20-in. Standard, No. 1 8 75 18-in. Standard, No. 2 7 75 16-in. Standard, No. 3 6 75 20-in. Cable, No. 1 9 25 18-in. Cable, No. 2 8 25 16-in. Cable, No. 3 7 25 No. 1 Fibre 10 25 No. 2 Fibre 9 25 No. 3 Fibre 8 25 <b>Washboards</b> Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 4 25 Single Peerless 3 60 Northern Queen 3 50 Double Duplex 3 00 Good Luck 2 75 Universal 3 65 <b>Window Cleaners</b> 12 in. 1 65 14 in. 1 85 16 in. 2 30 <b>Wood Bowls</b> 13 in. Butter 1 25 15 in. Butter 2 25 17 in. Butter 3 75 19 in. Butter 5 00 Assorted, 13 15-17 2 30 Assorted, 15-17-19 3 25 <b>WRAPPING PAPER</b> Common straw 1 1/2 Fibre Manila, white. 2 1/2 Fibre Manila, colored 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short cut 13 Wax Butter, full count 20 Wax Butter, rolls 19 <b>YEAST CAKE</b> Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Least Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 <b>FRESH FISH</b> Per lb. Whitefish, Jumbo 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 8 Pickerel 12 1/2 Pike 6 1/2 Perch 13 Smoked, White 15 Chinook Salmon 25 Mackerel 25 Pinnan Haddie 12 1/2 Roe Shad 9 Shad Roe, each 9 Speckled Bass 9 <b>HIDES AND PELTS</b> Hides Green No. 1 9 Green No. 2 8 Cured No. 1 10 1/2 Cured No. 2 9 1/2 Calfskin, green, No. 1 12 Calfskin, green, No. 2 10 1/2 Calfskin, cured, No. 1 13 Calfskin, cured, No. 2 11 1/2 <b>Pelts</b> Old Wool @ 20 Lambs 40 @ 85 Shearlings 35 @ 80 <b>Tallow</b> No. 1 @ 5 No. 2 @ 4 <b>Wool</b> Unwashed, med. @ 17 Unwashed, fine @ 13 <b>CONFECTIONS</b> <b>Stick Candy</b> Standard 8 Standard H H 8 Standard Twist 8 <b>Cases</b> Jumbo, 32 lb. 8 Extra H H 10 Boston Cream 12 Big stick, 30 lb. case 8 1/2 <b>Mixed Candy</b> Grocers 7 Competition 7 1/2 Special 8 1/2 Conserve 8 Royal 8 1/2 Ribbon 10 Broken 8 1/2 Cut Loaf 9 1/2 Leader 9 Kindergarten 10 1/2 Bon Ton Cream 9 French Cream 10 Star 11 Hand Made Cream 17 Premio Cream mixed 14 Paris Cream Bon Bons 10 <b>Fancy—in Pails</b> Gypsy Hearts 14 Coco Bon Bons 14 Fudge Squares 13 Peanut Squares 11 Sugared Peanuts 12 Salted Peanuts 12 Starlight Kisses 11 San Blas Goodies 13 Lozenges, plain 10 Lozenges, printed 12 Champion Chocolate 12 1/2 Eclipse Chocolates 15 Eureka Chocolates 16 Quintette Chocolates 16 Champion Gum Drops 9 Moss Drops 10 Lemon Sours 10 Imperial 11 Ital. Cream Opera 12 Ital. Cream Bon Bons 12 Golden Waffles 13 Red Rose Gum Drops 10 Auto Bubbles 13 <b>Fancy—in 5 lb. Boxes</b> Old Fashioned Molasses Kisses, 10 lb. bx 1 30 Orange Jellies 50 Lemon Sours 60 Old Fashioned Horehound drops 60 Peppermint Drops 60 Champion Choc. Drps 70 H. M. Choc. Drops 1 10 H. M. Choc. Lt. and Dark No. 12 1 10 Bitter Sweets, as'td. 1 20 Brilliant Gums, Crys. 60 A. A. Licorice Drops 90 Lozenges, plain 60 Lozenges, printed 65 Imperial 60 Mottos 65 Cream Bar 60 G. M. Peanut Bar 60 Hand Made Crms 80 @ 90 Cream Wafers 65 String Rock 60 Wintergreen Berries 60 On Time Assorted 2 75 Buster Brown Good 3 50 Up-to-date Ass'tm't 3 75 Ten Strike No. 1 6 50 Ten Strike No. 2 6 00 Ten Strike, Summer assortment 6 75 Scientific Ass't 18 00 <b>Pop Corn</b> Cracker Jack 3 25 Checkers, 5c pkg. cs 3 50 Pop Corn Balls 200s 1 35 Azulikit 100s 3 25 Oh My 100s 3 50 <b>Cough Drops</b> Putnam Menthol 1 00 Smith Bros. 1 25 <b>NUTS—Whole</b> Almonds, Tarragona 16 Almonds, Drake 15 Almonds, California sft. shell 11 Brazil 12 @ 13 Filberts 12 @ 13 Cal. No. 1 15 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 13 Cocoanuts 13 Chestnuts, New York State, per bu. 13 <b>Shelled</b> Spanish Peanuts 7 @ 7 1/2 Pecan Halves 55 Walnut Halves 30 @ 35 Filbert Meats 27 Alicante Almonds 27 Jordan Almonds 47 <b>Peanuts</b> Fancy H. P. Suns 5 1/2 @ 6 1/2 Roasted 6 1/2 @ 7 1/2 Choice, H. P. Jumbo 7 1/2 @ 7 1/2	



# Nailing a Lie

---

For many years we have known that attempts were being made to confuse us with so-called "retail mail order houses," and to carry the impression that we sell to persons who are not merchants.

Preferring to believe that this was done through an honest lack of knowledge of our business, we have until now kept silent.

We have reluctantly come to believe that, in some instances at least, the offense is committed with deliberate intent to deceive and we shall, therefore, speak plainly.

When we say "We sell to merchants only," we mean it in the broadest possible sense. We deal only with storekeepers who buy and sell the lines we handle.

Anyone who says we knowingly sell goods or send catalogues to anyone but legitimate merchants, says that which is false in every particular.

We doubt whether any other wholesale concern in the country goes to so great pains and expense to limit its dealings and its catalogues to merchants entitled to buy at wholesale.

It would be as absurd for us to accept orders from consumers as it would be for you merchants to buy of the retail mail order houses.

If any traveling salesman, or any one else, ever again insinuates that we sell to anyone but merchants, we beg that you will show him this article and challenge him to cite one particular instance in support of his claim.

If, in the future, your good sense, not less than our good faith, is insulted by the repetition of this falsehood, you will do us a favor if you will write us the facts.

---

## Butler Brothers

Exclusive wholesalers of general merchandise. New York, Chicago, St. Louis, Minneapolis, with complete sample houses at Baltimore, Omaha, San Francisco and Dallas





## Special Price Current

## AXLE GREASE



Mica, tin boxes .75 9 00  
Paragon .55 6 00

## BAKING POWDER

## Royal



10c size 90  
1/4 lb. cans 1 35  
6oz. cans 1 90  
1/2 lb. cans 2 50  
3/4 lb. cans 3 75  
1 lb. cans 4 80  
3 lb. cans 13 00  
5 lb. cans 21 50

## BLUING



C. P. Bluing

Doz.  
Small size, 1 doz. box..40  
Large size, 1 doz. box..75

## CIGARS

Johnson Cigar Co.'s Brand



S. C. W., 1,000 lots .31  
El Portana .33  
Evening Press .32  
Exemplar .32

Worden Grocer Co. brand  
Ben Hur

Perfection .35  
Perfection Extras .35  
Londres .35  
Londres Grand .35  
Standard .35  
Puritans .35  
Panatellas, Finas .35  
Panatellas, Bock .35  
Jockey Club .35

## COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60  
35 1/2 lb. pkg. per case 2 60  
38 1/4 lb. pkg. per case 2 60  
18 1/2 lb. pkg. per case 2 60

## FRESH MEATS

## Beef

Carcass .5 @ 9 1/2  
Hindquarters .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 1/2 @ 8 1/2  
Leaf Lard .11 1/2 @ 11 1/2  
Trimming .8 @ 8

Mutton  
Carcass .9 @ 9  
Lambs .10 @ 10  
Spring Lambs .10 @ 10

Veal  
Carcass .6 @ 9

## CLOTHES LINES

## Sisal

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

## Jute

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

## Cotton Victor

50ft. .1 10  
60ft. .1 35  
70ft. .1 60

## Cotton Windsor

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

## Cotton Braided

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

Galvanized Wire  
No. 20, each 100ft. long 1 90  
No. 19, each 100ft. long 2 10

## COFFEE

## Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1 lb. . . . .  
White House, 2 lb. . . . .  
Excelsior, M & J, 1 lb. . . . .  
Excelsior, M & J, 2 lb. . . . .  
Tip Top, M & J, 1 lb. . . . .  
Royal Java . . . . .  
Royal Java and Mocha . . . . .  
Java and Mocha Blend . . . . .  
Boston Combination . . . . .  
Distributed by Judson  
Grocer Co., Grand Rapids.  
Lee, Cady & Smart, De-  
troit; Symons Bros. & Co.,  
Saginaw; Brown, Davis &  
Warner, Jackson; Gods-  
mark, Durand & Co., Bat-  
tle Creek; Fielbach Co.,  
Toledo.  
Peerless Evap'd Cream 4 00

## FISHING TACKLE

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

## Cotton Lines

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

## Linen Lines

Small . . . . . 20  
Medium . . . . . 26  
Large . . . . . 34

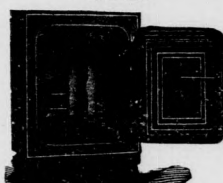
## Poles

Bamboo, 14 ft., per doz. 55  
Bamboo, 16 ft., per doz. 60  
Bamboo, 18 ft., per doz. 80

## GELATINE

Cox's, 1 doz. Large .1 80  
Cox's, 1 doz. Small .1 00  
Knox's Sparkling, doz. 1 25  
Knox's Sparkling, gr. 14 00  
Nelson's .1 50  
Knox's Acidu'd. doz. 1 25  
Oxford .75  
Plymouth Rock .1 25

## SAFES



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

## SOAP

Beaver Soap Co.'s Brands



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

Tradesman's Co.'s Brand



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

## TABLE SAUCES

Halford, large . . . . . 3 75  
Halford, small . . . . . 2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

## Business-Wants Department

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

## BUSINESS CHANCES.

Wanted—To buy, cheap for cash, stocks of dry goods, clothing, shoes and men's furnishings. H. Kaufer, Milwaukee, Wis. 250

A country saw and planing mill wants contracts in stock cutting and wood specialties. Any wood, shape, rough or completed. Smith-Cornell Co., Lowell, Mich. 249

For Sale—Half interest in largest wholesale and retail photographers' supply house in Los Angeles. Sicknes necessitates retirement from business. Established fifteen years. Always paid good salary and 20 per cent. on investment. Will sell at inventory, about \$30,000. The Barnum Company, 716 Fay Bldg., Los Angeles, Calif. 248

For Sale—Stock hardware, about \$3,000. No opposition. Splendid location. Rent only \$7. Best opportunity ever offered for a man to step into good established business. Write me. Lock Box 278, Sherman, Mich. 247

3,600 acre stock ranch for sale. 1,000 acres good hay land. (2,500 acres more leased, continuous lease). Whole 6,100 acres fenced and subdivided by 43 miles best barbed wire fence. Splendid soil, not a weed, no better grazing land on earth. Running water and springs on every section. Trout and game in abundance. Good buildings. Graded stock. Will sell cheap with or without stock. Write for particulars. Box 167, Bozeman, Mont. 245

## 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. Fullest 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

Wanted—Will exchange good lands in Nebraska and Dakota and cash for merchandise. L. W. Newell, Redfield, S. D. 244

For Sale—Hardware and furniture business and building in a live McHenry Co. town in the heart of the dairy district; nice business. Good trade; a rare chance. Address J. W. Gilbert, Union, Ill. 243

For Sale—Up-to-date feed mill. Good location, doing good business. Good point for custom work and sale of feed. Will sacrifice price on account of poor health. Will Kitron, Route No. 3, Benton Harbor, Mich. 241

For Sale—Flour and feed mill, capacity sixty barrels; also an elevator, corn sheller and scales, at the junction of the B. and O., with Clover Leaf, in Illinois town of 1,000; cost new \$10,000; price \$6,000; reasons, on account of old age. Address Box 65, Manito, Ill. 240

A. F. Mecum & Co., merchandise auctioneers, Macomb, Ill. Stocks closed anywhere in the United States. Terms reasonable. Write us for terms and plans. 239

## 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 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—Nice stock of groceries in first-class shape. Good steady trade. Best of reasons for selling. Address No. 235, care Michigan Tradesman. 236

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

## 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—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

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—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

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

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—Furniture and china business, the only furniture business in busy town of 5,000 inhabitants. Good factories, good farming country. Good reasons for selling. Address P. O. Box 86, Greenville, Mich. 853

For Sale—One 200 book McCaskey account register, cheap. Address No. 548, care Michigan Tradesman. 548

## G. B. JOHNS &amp; 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.

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

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

Want Ads. continued on next page.



### THE DIGNITY OF POSITION.

The President of the United States has presumed to remark that "the Congressmen did not themselves wish to be investigated by Secret Service men," whereat the Congressmen are offended and are moved to resolve "what action, if any, should be taken in reference thereto."

With the public generally it will be safe to assume that the real insult to the dignity of the Congressmen is not that they have been investigated by Secret Service men, but that they have been, and are, open to investigation by any body. They are representatives of the people and, therefore, as a body they are immune from all investigation and criticism from any source whatever. To all intents and purposes "Hoch Congressman!" has simply displaced "Hoch Kaiser," and the world, interested or uninterested, is expected to go about its business.

It hardly needs to be said that the same idea has long been entertained by the American public. "My friend, the Senator," or "the Congressman from my district" means much to the man using the terms and, what is of much more importance, it has meant much more than that to the man or men to whom the words have been addressed. Henchman and all that the expression means and can be made to mean may hint at the idea but can not cover it; and that the henchman is omnipresent in American politics will hardly be questioned, any more than this, that from the senator down the hands of the spoiler have been busy "reaping where they have not sown." Well, then, is it any wonder, from the proofs handed down by the courts, that the President should say—and that, too, with considerable earnestness—"the Congressmen did not wish to be investigated by Secret Service men" or by anybody else for that matter? The darkly investigated in regard to the disappearance of a goose, who, when the investigation proving his innocence was over, exclaimed, "Golly, if he'd said 'duck' he'd a had me!" illustrates the need of the investigation in similar lines; for the lines are similar. It is simply stealing, and whether we displace "goose," or "duck," if the investigation be thorough, by "land-grabber," the act of the theft is there to be punished accordingly. There is no doubt about the duck-thief being in good social standing—his position in his church will settle that—any more than that the Congressman's position is unquestioned; but the fact that he has been duck-stealing in spite of his position does not interfere with his responsibility for the theft, as the Congressman-filled cells to-day are testifying.

It seems safe to conclude, then, that the investigation business had better be continued with not a word about congressional dignity or position. The traditions of congressional dignity and honor are not so many myths. The line is long and noble with the occasional mishaps, which only confirms the rule. That there have been and that there will be

other instances goes without saying, and it may be added that in proportion as the mishaps—let us call them that—are proved and punished, the number of this kind of misdemeanor will decrease, if it does not wholly disappear.

A cheering fact is that the American public is showing more and more anxiety about its representative men. It wants them to represent; and it is learning after some rather painful experience that a thief in Congress does represent the constituency that sent him there. What is true of stealing is equally true of other forms of wrong, and the men who in "exalted places" flaunt their vices in the faces of the upright community, which the American nation considers itself to be, will learn sooner or later—sooner is the idea now—that gaming is not a vice to be tolerated; that drunkenness is not a national characteristic; that the animalism, underlying too often the average divorce, is going to be stopped; that murder is not temporary insanity and that any personality that tolerates these, positively or negatively, will not be chosen to represent any community calling itself Christian.

That the Secret Service men are performing a much needed duty there can be no doubt; that this circle of duty might with advantage be enlarged is at least suggestive, and that this service may be continued until Representative and people work harmoniously together for the common good is the heartiest hope which America, as a nation, can realize.

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

Buffalo, Dec. 30—Creamery, fresh, 25@31c; dairy, fresh, 20@26c; poor to common, 12@20c.

Eggs—Strictly fresh, candled, 33@34c; cold storage, 25@26c.

Live Poultry—Fowls, 12@13c; ducks, 14@15c; geese, 12@13c; old cox, 9c; springs, 19@20c.

Dressed Poultry—Fowls, 13@14c; springs, 14@16c; old cox, 10c; ducks, 16@17c; turkeys, 22@24c.

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.

Allegan Press: Edward Horan, Jr., has accepted a position as traveling salesman with the S. Korach Skirt Co., of Cleveland, Ohio, and will commence work about Jan. 1. Mr. Horan has been employed in the clothing and shoe department of the grange store for the past five years and has gained much experience in selling the line he will handle on the road.

L. W. Codman, who has represented the Traverse City branch of the National Grocer Co. for several years, has engaged to travel for the Lemon & Wheeler Company in the same territory. He is in the house this week posting himself on his new line.

### Jackson Traveling Men Show Public Spirit.

Jackson, Dec. 29.—A special meeting of Jackson Council, U. C. T., was recently held, at which it was decided to put themselves strongly in the "Do it for Jackson" movement.

Is it realized that there are nearly 500 traveling men living in Jackson, and that commercial travelers are everywhere recognized as the "advance agents of prosperity?" Two hundred of this number are members of the United Commercial Travelers of America, an order with a membership of over 50,000, and are representative among their profession.

The commercial travelers realize that their efforts will not be as fruitful without the assistance and co-operation of the Business Men's Association, and also that the Association's work will not be as perfect without the aid of the traveling men, who are strong believers in co-operative effort.

At this meeting the following resolutions were adopted:

Resolved—That the United Commercial Travelers give a series of five business talks for the purpose of promoting the welfare of Jackson and bringing about a combining of interests between the manufacturers, jobbers, retailers and commercial travelers of the city.

Resolved—That the first meeting be addressed by the manufacturers, the second by the retailers, the third by the jobbers, the fourth by the traveling men, and the fifth by representatives from boards of trade of other prominent cities.

Resolved—That a minimum charge of 25 cents be made at each meeting for the purpose of defraying expenses.

The importance of this action on the part of the traveling men will doubtless be appreciated, and should receive the support of all those who are interested in progress for Jackson.

### Couldn't Pass It Along.

"You have been with that firm a long time," said the old school friend. "Yes," answered the man with the patient expression of countenance.

"What's your position?"

"I'm an employee."

"But what is your official title?"

"I haven't any official title. It's like this: When the proprietor wants something done he tells the cashier, and the cashier tells the book-keeper and the book-keeper tells the assistant book-keeper and the assistant book-keeper tells the chief clerk, and the chief clerk tells me."

"And what then?"

"Well, I haven't anybody to tell, so I have to go and do it."

E. C. Leavenworth, Grand Rapids Oil Co., caught his foot in a curtain and fell downstairs head first a few days ago. He injured his spine and his kidneys and very seriously injured two ribs. Mr. Leavenworth holds accident policies in both the U. C. T. and the T. P. A. and \$50 per week will come handy during his enforced illness.

### BUSINESS CHANCES.

For Rent—Modern store room, 100x23 ft.; best location in Junction City, Kan.; new; will be ready Jan. 1st, hot water heat. Write J. J. Pennell, Junction City, Kan. 252

For Sale—Drug store in good Indiana town, population 850. Lake resort. Annual business \$9,000. Good reason for selling. Will bear investigation. Address Box 86, Hamilton, Ind. 253

Wanted—A licensed embalmer wishes to purchase an undertaking or furniture and undertaking business. Address No. 251, care Tradesman. 251

For Sale—The finest drug store in Reed City, Oscoda 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—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

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

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 on 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

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

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

Important Notice—The Marshall Blackstone Co., law and collections, Drawer H, Cumberland, Wis. Collectors. 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

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.

Wanted—Clerk for general store. Must be sober and industrious and have some previous experience. References required. Address Store, care Tradesman. 242

Wanted—Agents; stores; everywhere, handsome profits; sell our perfect brass, kerosene mantle, table-lamp; hanging or bracket-lamp; 100 candle-power; 1/4 kerosene used; sells on sight; retails \$3.50. Webster Specialty Co., Waterbury, Conn. 246

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

**All Kinds of Cut  
Flowers in Season**  
Wholesale and Retail  
**ELI CROSS**  
25 Monroe Street Grand Rapids

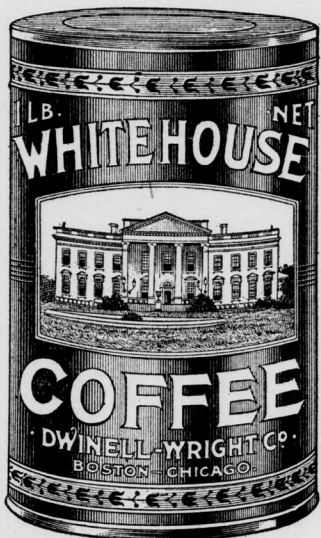




YOU OUGHT TO KNOW that all Cocoa made by the Dutch method is treated with a strong alkali to make it darker in color, and more soluble (temporarily) in water and to give it a soapy character. But the free alkali is not good for the stomach. Lowney's Cocoa is simply ground to the fineness of flour without 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.

## Symons Bros. & Co. Saginaw



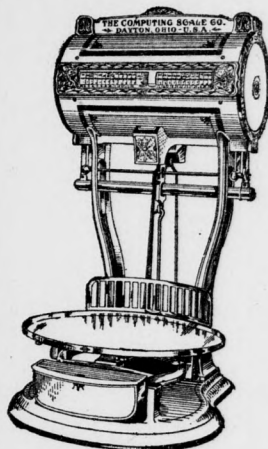
recommend the purchase of the reliable old

## White House Coffee

simply because experience has taught that this superb brand never disappoints anybody.

"White House" is a sort of peace maker in the family and a "soothing syrup" to the worried head of the household and a blessing to the cook, who is proud when she "hits it off" just right.

## 100 Dayton Moneyweight Scales



The new low platform Dayton Scale

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

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

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

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

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

### Dayton Moneyweight Scales

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

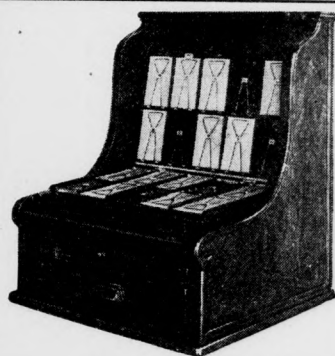
**Our purpose** is to show you where and how these scales prevent all errors and loss in computations or weights.

A demonstration will convince you. Give us the opportunity. Send for **catalogue** and mention Michigan Tradesman.

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



MONEYWEIGHT SCALE CO., 58 State St., Chicago



## Why Do Your Customers Dispute Their Accounts

Have you ever asked yourself that question?

On first thought you would undoubtedly answer, for the reason that the customer believes that a mistake has been made by miscalculation, overcharging or charging goods not received. And, ten to one, that first thought is **right**, and ten to one, also, the facts of each case will show that one or more of these errors have caused the dispute.

Then, when you can't show the customer that the account, as you have it, is **absolutely correct**, what happens? You must either throw off some or make a dissatisfied customer. That means a loss either way.

Why don't you **stop these disputes** and the consequent losses? If you handle your accounts by the McCASKEY REGISTER SYSTEM you would find that **disputes cannot arise**.

By it the **account is posted to date** and the amount due you is placed in the customer's hands with every purchase.

If you have **no disputes or losses** to contend with in handling your accounts you must be using the McCASKEY SYSTEM now. Are you?

Over 50,000 registers in use today.

Write for further information on this subject to

**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



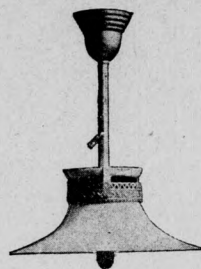


## "The H=O Way Is the Best"

It is the easiest way to please customers. When you suggest HORN-BY'S OATS sales follow without difficulty and your customers will come back for more. Isn't that easier than "arguing" for something that will make them **argue with you** if they ever do come back?

**The H=O Company**  
Buffalo, N. Y.

## 75% Dividends

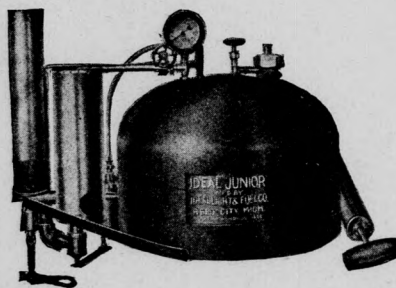


And yet you hesitate, saying—"Go thy way, and when I have a more convenient season I will call on thee."

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.

## Happy New Year

Be duly thankful for past favors but don't expect a continuance of "luck."

### Start the Year Right

If you haven't had a fire or your store hasn't been burglarized during the past year, be thankful, but for goodness sake don't tempt fate any longer.

### You Cannot Afford to Take the Chances

you are taking every day and night of your life by running a business

### Without a Safe

A small expense to start with; money, account books and valuable papers, absolutely safe. Don't delay; you will regret it if you do.

Write us today for prices.

**Grand Rapids Safe Co.**

Tradesman Bldg.,

Grand Rapids, Mich.

