Twenty-Sixth Year

GRAND RAPIDS, WEDNESDAY, JANUARY 6, 1909

Number 1320



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

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 meritswithout 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



than they pretend to compete with us in quality.

-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.

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 coloring. Our vinegar meets the requirements of the Pure Food Laws of every State in the Union. *

The Williams Bros. Co.

Manufacturers

Picklers and Preservers

Detroit, Mich.



"As you like H" HORSE-RADISH

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

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

Makes Clothes Whiter-Work Easier-Kitchen Cleaner. GOOD GOODS — GOOD PROFITS.

Twenty-Sixth Year

GRAND RAPIDS, WEDNESDAY, JANUARY 6, 1909

Number 1320



GRAND RAPIDS FIRE INSURANCE AGENCY

THE McBAIN AGENCY

Grand Rapids, Mich. The Leading Agency

Commercial Credit Co., Ltd.

Credit Advices and Collections

MICHIGAN OFFICES Murray Building, Grand Rapids
Majestic Building, Detroit

ELLIOT O. GROSVENOR that is as important.

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.

YOUR DELAYED FREIGHT Easily We can tell you BARLOW BROS.,

Grand Rapids, Mich

FIRE AND BURGLAR **PROOF**

SAFES

Grand Rapids Safe Co.

Tradesman Building

FAIR AND WISE COUNSEL.

In view of the deficit in the Treasury, the declining receipts and the uncertainty as to the volume of revenues that would follow the enactment of a new tariff law, Chairman Theodore E. Burton-prospective U. care of them after a fashion, S. Senator from Ohio-of the House Committee on Rivers and Harbors. recommends that no rivers and harbors appropriation bill be passed at this time. Mr. Burton will serve out his term as a member of the House, which does not expire until the 4th of March next, and it is a foregone conclusion that a majority of his Com- bility of hearing or reading anything mittee will side with the view taken by the Chairman.

The reasons for such action are good ones. The deep waterway of might read what some newspaper the whole world-the Great Lakes of the United States-is practically completed; all that remains to bring about such perfection being the finishing strokes on the nearly completed new lock at Sault Ste. Marie. With that lock perfected the 21 foot standard waterway through the Great Lakes will be complete and there is no other 21 foot waterway in the United States that approaches, even approximately, completion. Indeed, there is no other inland waterway

Moreover, there is no other deep waterway that is sufficiently advanced as to preliminary investigation, plans and estimates, to render imperative the immediate making of appropriations. True there are harbor improvements almost innumerable and river improvements which are deserved and needed, but the need is not, strictly speaking, very pressing in any case.

There is no man, engineer or otherwise, who has a broader, more comprehensive and more just appreciation of the entire rivers and harbors proposition than has Mr. Burton, and present conditions coupled with this fact make of the gentleman a very safe advisor.

COMFORT FOR JURORS.

Just now the Annis murder trial is attracting a good deal of attention and most of it is unfavorable. The affair from start to finish is unsavory. and the general tone of the public is not at all improved by knowing all that occurs within that court house. It is the more gratifying therefore to find that in the proceeding there is at least one item that is entitled to unqualified commendation and it comes from the source where the very best that comes from anywhere in that court house should be expected. The trial is before Judge Crane, who is credited with having said: 'Let the jury go home at night. way of recruiting new ones.

They will be better able to try the case if they have home cooking."

The general custom is in important murder cases to lock the jury up together and let them see nobody, leading them in and out of court like a parcel of prisoners, taking good keeping them away from family and friends and their business, making them temporary exiles, sometimes within shouting distance of their own homes which they are not permitted to enter. The hardship of it all has occasioned much comment.

The theory of isolating a jury is to keep the men beyond the possiabout the case except that which comes via the proper channels in the court room. The fear is that they says about it or overhear what some of the neighbors think about it, or perhaps be approached by some briber seeking to corrupt. Now, in the first place, any man who is good enough to be on a jury ought not to be influenced by anything except the evidence and not to be tempted by bribes. One of the reasons why it is so difficult to get men to serve on juries is that, in addition to giving several hours a day in the court room, they are separated from their families and their business, and to all intents and purposes they might as well be on a desert isle. It is more than an inconvenience; it is a positive hardship. The man who has no business that would be interfered with by this isolation is not a man whose judgment is worth very much as a juror. If is confidently asserted that there would be better juries and better verdicts if those selected to hear and determine the evidence were permitted to go and come out of court and to enjoy some of the comforts and conveniences of living. The judges are not locked up during the trial and there is no reason why the jurors should be.

Life insurance experts have recently been making estimates on the duration of the G. A. R., the great organization whose members must be veterans of the Civil War. According to their figures there will be 347 veterans alive in 1930, and two years later the number will be reduced to 23. The last survivor will die in 1950. Past Commander G. F. Bassett, of Chicago, has investigated the figures of the experts and thinks their report as nearly correct as it is possible to make. In less than a score of years there will not be enough veterans in the physical condition necessary for the work of the organization.

Reviewing old troubles is a sure

THE ONLY REASON.

What a city it is!

And how hopes are raised up only to be cast down again.

It is a case of thimble rigging. "Now you see it and now you don't see it."

Oh, yes, a year or so ago we were assured that the unsightly horizontal electric-lighted signs along our principal streets must come down. And now we learn they have a five year tenure of office.

Three years ago we had reason to hope that ultimately Grand Rapids would have an adequate supply of water fit to use for any purpose. Now we are impressed differently.

Some time ago there were dences that we would have comfort stations somewhere -Monument Park and the east end of Bridge street were mentioned as sites. Now the matter is forgotten.

And that pump! The latest on this subject is that all propositions to provide one at a specific price have expired by limitation.

And who is to blame?

Nobody at all other than the men who have convictions, but lack the courage of those convictions. The chaps who are to blame are the ones who say, "Oh, I never vote; what's the use?" or who declare: "No, I do not have to mix in with ward heelers," or who beg off with, "I'm so busy every minute that I can not do more than vote on election day."

Politics is business and the most important business any man can undertake. And politics involves attending primaries and declaring your convictions; it involves the keeping of a personal tab on the records of candidates for office; it means that every citizen should know what is going on in the several departments of the city government; it demands that the citizen who desires to be truly valuable to the city shall not hesitate to mix with the heelers, the hoi polloi.

Politics means that "To the victors belong the spoils," and the reason that certain individuals get all of the spoils while certain other individuals are the only ones to complain is that the "certain other individuals" too lazy, too cowardly, too puffed up with their respective personalities or too ignorant or too all of these things together to do the decent thing, the right thing, the patriotic thing.

And the game of "Now you see it and now you don't see it," which has been going for years, will continue to thrive until the better classes of men get actually and sincerely busy.

The lofty soul is often best manifested in the lowly service.



Country Stores Sometimes Hire Pro- not far distant city to electrify the

When arranging a winter window with dummy ladies if they have on opera or other coats over their dresses it is always best to have on the dummies' more or less devoted heads. or near them, hats that are appropriate to go with the dresses and coats. Also feather or fancy fluffy neckwear or furs should be thought of. Oftentimes if all the accessories of a costume are given consideration in the window their appearance results in numerous sales. Many people have to have things thrown at them or talk their very loudest for them? they would never enter their head.

I scarcely ever remember seeing chiffon scarves laid lightly on dum- ies take photographs-or have them mies' heads, although there's no reason in the world why they shouldn't thus be featured. Or they might be draped gracefully over the shoulders, the long diaphanous ends floating plaining their animus, thus enhancing around the dummies' figures If these ladies' hands were not too fragile they might be holding a hat or chiffon scarf. Of course, if this device is resorted to the utmost care must be exercised not to break the dummy ladies' fingers nor crack them, as their beauty would be sadly damaged.

A wall in the background if covered with vines and artificial flowers goes well with an exhibit of this description. A gate in the wall would break the monotony; or there might be a double gate. White vines could scramble with studied carelessness in of special interest to the particiand out of the lattice or pickets of these gates. The white of the vines might not be true to Nature, but the effect of coldness would be well preserved.

If the dummies are bendable one could be posed leaning on the gate, looking toward the street, while another meeting her would present the back view of her fine clothes.

If the store has children dummies they can be used to contrast with the ladies; this also breaks up sameness.

Backgrounds Should Harmonize.

When gowns or other garments of a certain historical period are on exhibition in the big cities the backgrounds are always decorated to correctly represent that same epoch. Such backgrounds are generally impossible to the average small dealers in provincial towns, whose pictorial resources are limited by the fact that their business would not small boy or girl is employed to hold stand the strain. However, possibly not oftener than once a year-or maybe once in two or three years-quite a few merchants get up something ate a crowd out in front and to "adelaborate along the line mentioned by vertise the establishment to its loving hiring an expert windowman from a friends."

town. This is a big expense, but it is said to pay.

Advertising and Windows.

Advertising should always be made to accord with windows. If this rule is not adhered to half the advantages that might accrue are lost, just as special sales not referred to in the windows are deprived of much of their effectualness in bringing in that for which the whole world is longing and striving-money. It it's money, money, money that merchants want why don't they make their windows

Photographs of "Rushes."

Some window dressers in large cittaken-of the crowds jamming through the doors during a special sale, and later place the pictures in window along with a placard expublic interest in those particular stores' business methods.

This is a good idea to work out. It gives individuals who did not attend the sales an opportunity to observe what they meant to those who were in the "rushes."

Attention is also frequently called, in photographs, to the condition of the store in the departments when the "rushes" occurred.

Both the latter photographs and those of the situation at the doors are always of general interest, but

New Fixtures.

Here is the way one firm calls notice to some new window fixtures it has just installed. The following card further was neatly attached to the window with notched stickers:

Now, after the Christmas sales. our business needs a tonic. There is no better way to get it than to put in a line of up-to-date fixtures so unique that people simply can't get away from taking a peep at our goods.

We Are Hereby TEMPTING YOU To TAKE A PEEP

Racks in Windows.

Sometimes it is a good scheme to introduce in a window a rack that is used on the floor of a department to properly carry garments. Often up a variety of placards which make remarks about the merchandise on the rack. This always serves to cre-

THE CORNER CLUB.

The Mechanic Speaks for the Intellectually Unarmed.

Written for the Tradesman.

"I suggest," said the butcher, when the members of the Corner Club assembled at the rear of the grocery, Saturday evening, "that the chairman be requested to take a snooze on the bean bag by the alley door, and that the delivery boy be called to preside over this session. I'm tired of the everlasting monologue of the grocer. I make it as a motion."

The chairman made such a clatter with the gavel that no one could hear the half dozen enthusiastic supports offered the motion. He pounded harder as the members of the Club shouted louder, and refrained only when all were seated again and silent.

"The motion fails for lack of support," he then said, adopting the parliamentary tactics frequently used in political conventions. "The butcher will set up the cigars after adjournment as a punishment for lese majeste. When this chair discerns crass ignorance afloat in the room he will speak out and spread the truth, as heretofore. Who comes next? The teacher is always on his feet with a resolution, so the chair may as well recognize him right now."

The delivery boy, asleep on the bag of beans by the alley door, snorted in some humorous dream and the chairman threw an onion at him as a gentle rebuke. The teacher caught the onion on the top of the head as he arose with his usual screed. He glared at the chairman for a moment and then presented the following:

"Whereas--Through the and cruelty of man, the noble buffalo has entirely disappeared from the North American continent, and,

"Whereas-The harmless deer is now being pursued with the same relentless brutality which marked the destruction of the buffalo; therefore be it

the deer should be prohibited by law teacher of himself. This butchery will for a long period of time; and, be it

"Resolved-That the killing of a deer during such time of prohibition be regarded as a felony and punishable as such."

and the chairman threw the gavel at him, getting it back by way of the mechanic, who seemed to be anxious to please the grocer, having a long account overdue.

"I move to amend," shouted the butcher, shaking a hairy fist at the chair, "that the deer be rounded up at the expense of the State and provided with cravenettes and red flannel underwear.'

"I move as a substitute for the whole," said the mechanic, "that the deer be brought to the cities and given precedence over the poor at the soup rooms."

"I suggest," said Mr. Easy, "that each deer be also provided with a ticket for the Carnegie libraries."

"When you go out in the cold air." said the chairman, "the four of you. be sure to wear your hats, for there seem to be shingles loose on your sky exposures. The taking of a chil! might prove fatal. Instead of wasting time with such fool suggestions, the chair will now ask the teacher to proceed with his talk."

"There's so much hot air pumping here," snorted the teacher, "that one can't get a word in with an ax. When I read in the daily newspapers," he began, then, throwing his chest out and waving his arms in oratorical flourish, "when I read in the daily newspapers-"

"You said that before!" shouted the butcher.

"When I read in the daily newspapers the long lists of men going North to hunt the mild-eyed deer, I find myself asking myself this important question: 'How long is this butchery to continue?'

"Answer in two weeks!" roared the butcher, who seemed determined that the teacher should get no chance to talk to his resolutions. It was getting late in the fall, and the butcher had as yet no venison for sale in his market.

"If the butcher will close that slit in his face for a moment," said the chair, "your presiding officer will re-"Resolved-That the slaughter of ply to the question asked by the continue, my son, just as long as there is selfishness in the human breast. It will keep right on as long as there are deer to kill and men who want to kill 'em for the fun of the thing. The deer is an unarmed crea-The butcher broke into a laugh, ture, and there is no danger in hunt-

The Prompt Shippers

WORDEN GROCER COMPANY

Grand Rapids, Mich.

ing it, if the hunters can keep out of ments with red lights burning over range of each other's guns. With a couple of fierce dogs and a modern parlors all night." rifle, it is perfectly safe for a man to deer and shoot him down from a hid-

ing place behind a tree."
"I move to amend," roared the butcher, "that each deer be sent a picture post card informing him of the approach of the hunter and containing a picture of the tree. You fellows reason like sausages."

The chairman drew back with his gavel, but the butcher dodged before he could get a good line shot, and the teacher arose.

"If I catch the meaning of the chair's words," he said, "he has just emitted the only bit of wisdom since the organization of the Club. This slaughter of deer is not only against public policy, but it is cowardly and brutal. Every year at least fifty men go out after every deer in the forest-fifty men against one unarmed deer.

"I move," cried the butcher, standing behind a post, out of reach of the chair's gavel, "that the State troops turn their guns over to the deer."

The teacher sat down in disgust, and the mechanic got the floor by tripping the butcher, who was waving both hands to secure recognition.

"It has been truthfully said," the mechanic began, "that the slaughter of the deer will continue as long as there are deer to shoot at, and as long as there is selfishness in the human breast. The oppression of the weak by the strong, of the defenseless by the armed, will continue until selfishness is wiped out. When will that he?"

"Six months subscription for the best answer!" snarled the butcher.

"All you need to be an anarchist." said the chairman, "is a red special and a few pretty girls taking up a collection for you."

"I am not here," said the mechanic, as soon as he could make himself heard, "to shed tears over the cruel fate of the deer. Pass a law now prohibiting the slaying of deer for twenty years, and you merely transfer the fun of hunting him from the present generation to the next one. If a whole lot of the sympathy which is wasted on deer every fall could find its way to the intellectually unarmed in the cities, it would be more to the credit of the nation."

"The mechanic," said the chairman, "has been reading out of big books. What does he mean by intellectually unarmed?"

"The intellectually unarmed," said the mechanic, "are those whose wits are not strong enough to keep them in touch with the property which they earn, inherit, or come by in some streak of luck. The high brows don't kill the intellectually unarmed when they go hunting them as huntsmen kill the deer. They pick 'em like geese and turn 'em loose to raise another crop of feathers. A man who is armed with a muzzle-loading, spring-action, magazine-style brain can go hunting in cities for the mentally unarmed and soon own three lines of railroad and a row of tene-

the doors and pianos going in the

"We have a specimen of the intelrepair to the sylvan haunts of the lectually unarmed now addressing the Club," yelled the teacher. "If I'm going to speak to the resolutions at all I want to do it right now. Who ary does not cause them any worry. turned this brain-storm_loose, anyway?"

> "The supposition is," said the mechanic, "that one man is as good as another in a deal, and the law lets one man take another's house and lot, or his business, or his weekly wages, away from him if he can get him to consent to some fool proposition. Now, if you fellows who are lying awake nights shedding tears over the timid deer will give more thought to the intellectually unarmed who are going hungry because they are overmatched in the human jungle, there will be less suffering and less crime."

"Who brought the charity question in?" asked the teacher.

"I was only showing that many sympathize with the unarmed deer and permit the mentally unarmed widow with six children to go cold and hungry. Of course we ought to protect the deer now so some one can do the shooting after a time, but-"

"What the mechanic wants," sneered the butcher, "is a law giving back to fools the money they are cheated out of in fair trades."

"While all this sympathy for the unarmed is on," said the mechanic, "I only suggest that the unarmed of civilization be considered. I'll vote to give the deer a patent cast iron lung pad and a full dinner pail, but I want it understood that I'm in favor of depriving the high brows of some of the lawful by wicked weapons they are now using on the mentally unarmed people of the land."

"This Club will adjourn right here," said the chairman. "If we can not discuss the pleading-eyed deer without the mechanic bringing in the it out of the houses. need of laws for the control of corporations and the money-mad men of the world, we may as well pass a vote of sympathy for the denizens of the woods and take a bee line for home. I don't see any sense to this discussion, anyway. The teacher is fined for the suggestion that hoggish hunters ever will stop butchering the deer-law or no law-or that a strong brain will ever give a weak one a chance." Alfred B. Tozer.

A Change of Tune.

"Mamma, I'm tired of going to school."

"What's the matter, Willie?" "Th' teacher"-

"Now don't you say a against your teacher, Willie. I've no doubt you annoy her dreadfully, and she seems like a very nice sort of person."

"Well, she said this mornin' that she didn't think I had much of a bringin' up at home, an'"

"Wait! Did she say that? Well, of all the coarse impudence! You sha'n't cient—they have rooms fitted up as go back there another day!"

Exit Willie, grinning.

THE ICE CROP.

Some Idea of Its Magnitude and Importance.

The ice men take a natural interest in weather conditions at this season, but a warm spell in early Janu-It is the February thaw, if one comes, that upsets their calculations and farther north for their season's supply. In the last twenty years only twice has ice cutting in this vicinity begun before January 20. The usual has not been gathered until March. It ice, and not often does the ice grow heavy enough to make good summer coolness until with the lengthening of January last year there was no visible supply of ice at this date, and yet in the ice being hard, thick and as clear as crystal.

Last summer, with its prolonged stretches of extreme warmth, was good for the ice men. The companies doing business here exhausted their stocks before the summer ended and some had to bring it in from the outside to supply their customers. This winter a larger crop will be put in than last, all the companies having increased their capacities. According to present calculations the ice harvest this year will be:

Consumers Ice Co. 75,000 Collins Northern Ice Co. 50,000 Citizens Ice Co. 20,000 Moon Lake Ice Co. 20,000

165,000

This is 30,000 or 40,000 tons more than was put up last year, and even should next summer be not extremely warm it is believed the increased use of ice will call most of

Not many years ago ice was regarded as a luxury even in the homes of the well to do. Now it is looked upon as a summer necessity in almost every home, and not merely as a necessity but also as a measure of real economy. It is cheaper at current prices to pay for ice than to have the milk sour or the meat spoil, the inevitable consequences in summer of not having ice. In many homes ice is taken all the year round, winter as well as summer. In steam and furnace heated homes this is almost necessary to proper living as what may be the outdoor weather makes little difference with the indoor temperature.

Besides the largely increased domestic use of ice, more and more ice is being used in commercial lines. Fruits and meats shipped in summer are sent in iced cars to insure their delivery in perfect condition. The meat dealers have much more than the ice box which was once suffirefrigerators, and use ice to keep the temperature down. The grocer and does his friends.

the florist have their refrigerator rooms. The hotels use much ice and the saloonist that tried to do without it would soon be out of business. All the tendencies are to the larger use of ice in summer and winter alike, and in this tendency the ice men see their own prosperity.

This country is a greater consumer of ice than any other country in the sends them scouting to the lakes world. This is because this country has been educated up to it while the education in other countries has been neglected. In the countries of Europe ice is regarded as the height of cutting season has been from Feb. 1 luxury. It is rarely found in other to 15 and some seasons the harvest than the wealthiest households, and even the hotels use it sparingly. The all depends on the thickness of the insistant demands of the American tourist trade have made ice somewhat more common along the lines of greatest travel, but in most sections the days the frost gains strength. In of Europe it is still a little known summer commodity. In Cuba, where one would suppose enormous quanti-February the ice men put up one of ties of ice would be demanded, two the finest crops ever harvested here, comparatively small icemaking plants supply the entire Island. Some time ago Jos. Horner, of the Consumers Ice Company, in behalf of a New York syndicate, investigated conditions in Cuba and reported adversely to the investment in a new icemaking plant, to do business on a large scale. There was no denying that might need ice, but the popular education in its use had been so neglected that the success of a new enterprise was questioned.

In addition to vast quantities of ice this city makes liberal use of other cooling methods. The breweries have their own icemaking plants. The Morton and Pantlind hotels have refrigerating machines. The cold storage plants are kept cool by mechanical and chemical processes. The advantages of the artificial refrigeration is that it is dry cold, while the use of ice causes more or less damoness.

The ice men, with the increased use of their commodity and the necessity of larger supplies have made many improvements in the methods of harvesting and storage. Labor savin devices are used in cutting. As the cakes leave the water on endless chains they pass through machines which take off the surface snow and dirt, and then corrugate them. The corrugation is to prevent the chunks freezing together when they are in storage. The old ice houses had hollow walls filled with sawdust, and when the ice was all in a covering of sawdust and straw was put on top to keep out the air. The modern ice house is built on refrigerator principles, with the sawdust-filled hollow wall extending over the top as well as on the sides, and no covering of straw or sawdust coming in direct contact with the ice, to discolor it, is necessary. The new ice houses represent a larger initial investment, but they are more efficient and ice shrinkage is less and they are also more sanitary.

Sitting still is always the most trying situation in life.

A wise man does his duty; a fool



Movement of Merchants.

Big Rapids-H. S. Lansing has sold increased from \$36,000 to \$50,000. his grocery stock to E. M. Faust.

Eaton Rapids-Claude Stringham has purchased the shoe stock of E. C. Smith.

Wyandotte-The shoe stock in the store of Louis Hoff has been badly damaged by fire.

Saugatuck-Charles W. Parrish is making preparations to fit his store up with new fixtures.

Greenville-D. J. Howorth is succeeded in the confectionery business by Roy W. Kniss, of Belding.

Carsonville-C. C. McGregor will succeed W. R. Harvey, for many its plant a circular saw outfit to manyears engaged in the hardware business here.

Vriesland-Paul J. Tanis, formerly of Muskegon, will move to this place

Marine City-W. W. Briggs has purchased the clothing stock of M. on river, where he will conduct a J. Fiehn and will occupy the store with his jewelry stock.

Houghton-The grocery and meat has been placed over the same.

Grant-Charles L. Jones has purchased the stock of merchandise of has been conducting a creamery here, by A. McKinley & Son, and will take Moore, who has been employed by immediate possession. Mr. Bigelow Mr. Weber, will manage the local is undecided as to the future.

Williamston-Joseph H. Plunkett Hiram Starks in the elevator busi- connection with the mill plant. ness

Alma-E. C. Crandall and J. B. Scott have formed a copartnership merged the same into a stock comand purchased the furniture stock of pany under the style of the Orna-Convis & Convis. Frank Convis is retiring from business to take up his authorized capital stock of \$10,000, of duties as sheriff and Louis Convis will assist the new firm. Mr. Cran- paid in in cash. dall is succeeded in the harness business at North Star by Sherman Lo-Mr. Scott, who has been engaged in the furniture and undertak- kets, gas engines and cement mixers, ing business for some time, will not remove from Fremont at present.

Manufacturing Matters.

Detroit-The Acme Box Co. has increased its capital stock from \$40,-000 to \$75,000.

Co. has decreased its capital stock from \$500,000 to \$1,000.

Schust Baking Company has been

Salling-L. Jensen is making extensive improvements at his sawmill the style of the Phoenix Company, plant here, one being the installation of a new boiler.

Muskegon-The Indiana Box Company, which recently lost its plant by fire, has resumed operations at the Munroe Manufacturing Co. site.

Bay City-The Richardson Lumber Co. is operating two camps in Montmorency county and shipping articles and furniture, with an authe logs to the mill at this place, thorized capital stock of \$60,000, of which is running steadily.

Cheboygan-The Cheboygan Manufacturing Co. expects to install in ooo in property. ufacture a quantity of timber which was injured by fire the last season.

purchased a sawmill of Cassler & and with a brother will engage in the Hartnell, who have been operating shift will be started and the double in Pentland township, Luce county, and will remove it to the Taquamen- The mill has been thoroughly overshingle mill.

Muskegon-The American Standard Machinery Co. has been organiz- loader is used. The mill is the largmarket of E. H. Wellstein at this ed with a capital stock of \$30,000 to place, as well as at Laurium, have make coat locking devices for hotels been closed by order of the United and similar articles. Wm. H. Ashley, States District Court and a custodian of Milwaukee, is the principal owner of the stock.

Vermontville-H. W. Weber, who Clarence E. Bigelow, at Ashland Cen- is succeeded by the American Butter ter, which was formerly conducted & Cheese Co., of Detroit. Wm. business for some time.

Waters-The Stephens Lumber Co. is succeeded in the grocery business manufactured a little over 20,000,000 by Rockwell & Glaser. The new feet of lumber the last season. The firm is comprised of George Rock- company has enough timber at the well and William Glaser. Mr. Plunk- present rate to stock the mill seven ett will remove to Perry and join years. A planing mill is operated in

Lansing-The Briggs Co., which conducted a cement business, has mental Stone Company, which has an

Belding-The Ballou Manufacturing Co., which has been reorganized demands for years under the same style, will make bashaving an authorized capital stock of \$50,000 preferred and \$50,000 comand paid in in property.

Menominee-There is a better demand for No. 3 common, birch, ma- dealer explains, is that the mill ple and beech than there was sixty Detroit-The Northern Motor Car days ago and prices have advanced it is easy to overstock the market. 50 cents to \$1. Basswood has de- There is likely to be an overproducon has decreased its capital stock of the and is higher as well as being sought. Some of the virtues of the strength also tion in Michigan, the fires up north having damaged much timber and have buried their faults.

good demand for this season is reported. Maple flooring is selling freely but prices are not as good as manufacturers wish.

Detroit-The American Car & Foundry Co. has secured quite a numit will be able to overcome the efto resume the 4 .per cent. dividend on the common stock.

Allegan-The manufacturing business formerly conducted by the Rowe Carving & Cabinet Co. has been merged into a stock company under which has an authorized capital stock of \$10,000, of which \$9,000 has been subscribed, \$2,000 being paid in in cash.

Detroit-A corporation has been formed under the name of the Detroit Toilet-Dresser Co. to manufacture toilet-dressers and other toilet which \$50,000 has been subscribed. \$5,000 being paid in in cash and \$45,-

Menominee-The sawmill of the J. W. Wells Co. has started on its winter run. The plant will run steadily Newberry-O. H. Underwood has throughout the coming year. Imhauled and is in excellent condition. The logs are brought in by rail from est in this city.

West Branch-The Batchelor Timber Co., of Saginaw, has bought 25,000,000 feet of maple timber situated east of the Michigan Central Mackinaw division and north of Grayling. The timber will be cut and raised to the buyer's mill at this place and, after being converted into lumber, will be shipped to Saginaw and converted into flooring at the plant of the Strable Manufacturing Co., in which the Batchelor Timber Co. is heavily interested.

Escanaba-In order to handle the large timber traffic this winter the Escanaba & Lake Superior Railroad. which is owned by United States Senator Isaac Stephenson, has added a large 70 ton locomotive and seventyfive flat cars to its equipment. The largest amount of timber ever handled by this railroad is being piled along its right of way. The road extends through the largest and finest of this timber alone will make heavy to her maid.

Detroit-Local lumber dealers are exceedingly well satisfied with their volume of business for December. This is usually the quietest month in inch. mon, all of which has been subscribed the year, but the trade is fully up to normal and portends better things for the future. The great difficulty, a pacity of the country is so great that

Elm has materially picked up and a rendered its manufacture absolutely necessary if it is to be saved. The impression seems to be general throughout the country that dealers have been doing a sort of hand-tomouth business ever since the panic, but this condition certainly does not ber of substantial orders recently, and exist in Detroit, where factory and it is thought that within six month; yard stocks are fully up to normal. There are several dealers who are fects of the financial depression and carrying stocks of 10,000,000 feet and a number whose supply approaches this figure. Therefore danger of a lumber famine in Detroit in the spring is not feared.

Photography Used to Diagnose Diseases of Eye.

Eye wonders increase with the new photography of Profs. Cohn and Bagneris. The advantages to be gained from photographing the back of the eye have been evident ever since the invention of the ophthalmoscope furnished a means of examining it. First of the difficulties to be overcome was that of illuminating the eye sufficiently to allow of a photograph being taken, but of so restricting the illumination that the appearance of the retina may not be altered by excess of light.

Some idea of the problem to be solved is gathered from the expedients used. The eye was first benumbed with cocaine and a small saucer of iodine of sodium solution was placed in front of the orbit and run will be continued indefinitely. held there throughout the operation. The head was fastened to a support and other contrivances to keep the head and the eye absolutely immovthe camps and the new big steam log able having been completed a piece of wax was placed between the teeth. It was exceedingly painful.

The results were perfect. The most striking thing about them, apart from optical difficulties, is that they show traces of disease. One of the photographs is of a normal retina. On another appear symptoms produced by chronic alcoholism; on a third a tuberculous lesion. One occulist declares that the retina of the eye is a mirror of the physical state of the body. And it is thought that similar examinations of the eye by photography would furnish a certain, rapid, and easy means of diagnosing disease.

How Bridget Settled the Doctor.

A lady who had been ill and under medical treatment for some time without getting any better became very distrustful of her doctor's skill, and therefore wished to dispense with his services and to try another man in his stead. She had not, however, which \$6,000 has been subscribed and body of timber standing in the Up- the courage to inform him of this, so per Peninsula and the transportation she communicated her state of mind

> 'Lave him to me, mum; lave him to me!" said Bridget.

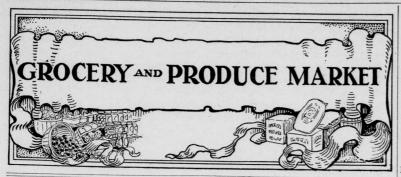
> Later on the doctor knocked at the door, and Bridget opened it about an

> "Very sorry, sorr, but you can't come in to-day, doctor."

"Can't come in? Why not?"

"The mistress is too ill to see you to-day, sorr."

Some of the virtues of our friends grow out of the graves where we



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-Creamery has been marked down ic, although most other markets have advanced quotations Ic, owing to local causes. Stocks of storage butter are being reduced very before. The Chicago gentlemen are condition throughout. The trade look for a firm market during the coming week. Fancy creamery is held at 31c for tubs and 32c for prints; dairy grades command 26c for No. 1 and 17c for packing stock.

Cabbage-85c per doz. Carrots-\$1.50 per bbl. Celery-\$1.50 per box of 4 doz. Citron-6oc 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-The market is steady at a decline of 1c from a week ago. There is some increase in the receipts of future, and prices to come depend on new management for a few weeks. the weather wholly. Local dealers pay 27@28c on track, holding cancold storage at 26@27c.

54s and 64s.

Grapes - Malagas command \$6@8 per keg, according to weight.

Honey-15c per tb. for white clover and 12c for dark.

Lemons-Messinas are in fair demand at \$3 and Californias are slow sale at \$3.25

\$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 Merchants' \$3.25 for Navels.

Parsley-35c per doz. bunches.

Potatoes-Local dealers are hold, ing at 70c. The market is looking big yellow winged butterfly in his

Poultry-Paying prices: Fowls, 9@ toc for live and II@12c for dressed: springs, 10@11c for live and 12@13c satisfaction. for dressed: ducks, o@toc 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-Ic per tb. for Hubbard.

Sweet Potatoes-\$3.75 per bbl. for disappointment.

kiln dried Jerseys; \$1.60 per hamper. Veal-Dealers pay 4@5c for poor 8c for good white kidney.

Change in Ownership.

P. Hartray and Mark W. Shaw, of Chicago and Phillip D. Leavenworth, reported as being freely made, the of Grand Rapids, who will continue the business under the same name as the owners of the John P. Hartray Shoe Co. They have been engaged in the shoe trade in Chicago for several years and have built up a large and profitable business on their own make of goods and Hood rubbers. They bring to the new business wide experience, as well as a degree of activity and enthusiasm which will aid very materially in building up the at unchanged prices. Java and Moinstitution. Mr. Leavenworth, the cha are in about the same condition. local associate of the purchasers, has been connected with the Judson Grocer Co. for several years, and is well past week and the market is strong, Men's Association and all feel that and favorably known in this community.

Mr. Joseph E. Coulter, who has managed the business for the past for cheap peas around 65c, but they with conditions in other cities, are fresh eggs, but the demand up to the eighteen months, has made an excelare not to be had. Finer grades are present time has absorbed all the ar- lent record and acquired many friends rivals. No material increase in pro- among the trade, who will be pleased duction can be looked for in the near to learn that he will remain with the

Miss Dora Yockey, of Kittanning, dled fresh at 31@32c and candled Pa., recently died and on account of price. California canned goods are old storage at 26@27c. her sife was necessary to have a Grape Fruit — Florida command casket built to order. She was 30 \$3.75 for 70s and 80s and \$4 for 46s, years old and weighed over 600 Maryland canned goods are dull and pounds. The casket could only be unchanged. taken into and out of the house by removing a window, with its frame and about 18 inches of the side wall. still very much demoralized, and sales She was always large, but was afflicted during the last years with a dis- been made during the week, not, ease similar to elephantiasis, and her however, by the largest packers. Citweight increased enormously. The Lettuce-Leaf, 15c per fb.; head, special casket was 47 inches wide and seven feet long.

> It may be interesting to entomologists to know that Fred W. Fuller, President of the Michigan Retail Association and also President of the Grand Rapids Retail Grocers' Association, has distinguished himself by hatching out a grocery store. The pretty insect is as lively as the summer species and flits about the store with apparently much

Happiness never comes to any who can enjoy it alone.

He who gives for gain always gains

The Grocery Market.

Sugar-The market is without material change, New York granulated being sold on the basis of 4.55 immediate delivery and 4.55 for shipigan granulated is being moved on the same basis as before.

Tea-Medium and low grade Japans have shown an advance during the past two weeks and New York cover possible wants until the new per cent. short. In addition to this and unchanged. The Hood Rubber Co. has sold its there seems to be a suspicion that controlling interest in the Grand an import duty may possibly be put Rapids Shoe & Rubber Co. to John on tea in the near future. All lines seem to show strength and sales are country dealers being generally lightly stocked.

> Coffee-The market shows a small flurry on account of the duty agitation, which flurry will be fostered and enlarged if possible by the syndicate. The receipts of Brazil coffees are light on account of railroad troubles, and this may cause a slight additional increase in the world's visible supply for December. Mild coffee is steady

Canned Goods - Tomatoes have been in strong demand during the with an advancing tendency. Corn is dull and unchanged. Peas are dull also. There would be a demand unchanged and very dull. Western packers have named prices sive meetings over to the manufacon future peas exactly on last year's basis. Apples are unchanged and fairly active. Eastern peaches are scarce and dull and unchanged in still unsettled and dull. Stocks on the coast are fairly large. Small

Dried Fruits-Currants are in moderate sale at ruling prices. Raisins are of fancy seeded at 5c coast have ron is dull and unchanged. Figs and dates are fairly active and unchanged. Prunes are dull at unchanged at unchanged prices. Apricots continue scarce, high and in fair demand.

Cheese-The market is steady, with light demand. No special change is expected to occur until the demand picks up, which it usually does about the middle of January. All factories are closed and stocks are very light. The future depends on the consumptive demand.

Syrups and Molasses-No further advances have been made by the manufacturers of gluco. Compound syrup is also unchanged, but shows a lowered prices. Sugar syrup is un-tional.

changed and in moderate demand. Molasses is firm and fairly active.

Fish-Cod, hake and haddock are unchanged in price and in moderate f. o. b. New York. The Federal re-demand. Salmon is quiet and unfinery, which will start up soon, is changed. The domestic sardine commaking a special price of 4.50 for bine has given out that there will be an advance on January 25. ment within twenty-eight days. Mich- varieties of sardines are unchanged and in fair demand. Mackerel is almost devoid of demand, but quotations are fairly steady.

Provisions-Smoked meats are dul! and featureless. Pure lard has adjobbers have been buying freely to vanced 1/4c, owing to the active consumptive demand. The outlook is and thin; 5@6c for fair to good; 6@ crop arrives in August. Some low strong. Compound lard is unchanged grades have advanced 1@11/2c per and in better demand. Barrel pork, pound, the 1908 crop being fully 10 dried beef and canned meats are dull

Traveling Men Imbued With Public Spirit.

Jackson, Jan. 5-Some time ago the Jackson's Business Men's Association offered a prize for a slogan and "Do it for Jackson" was decided upon. Several movements to awaken civic pride and start a concerted action in an effort toward a better Jackson have been inaugurated, but "died a borning."

The traveling men of Jackson Council, U. C. T., have volunteered to see this movement put through right and have decided to start it by a series of meetings to be held on five successive Friday nights beginning Jan. 15.

The traveling men are receiving the hearty support of the Business the traveling men, many of whom represent Jackson's varied interests and all of whom are in close touch the ones at this time to diagnose the Some situation and then turn the succesturers, retailers, jobbers and others.

> It is well known that you, Mr. Stowe, are not only interested in Grand Rapids, but in every city in Michigan, and all feel that you are the man to give us great assistance at this time. You are personally known to every member of our joint committee and each feels a keen interest in your accepting our invitation to come to us Friday evening, Jan. and open the programme conducted by the traveling men with a talk on "What Is Necessary to Build a City.

Kindly let us hear from you at your earliest convenience, so that we can properly advertise the meeting in prices. Peaches are selling fairly, but the event of your being able to be with us. Carl F. Clarke,

Sec'y Joint Committee.

The Clark Manufacturing Co. has merged its business into a company under the same style, with an authorized capital stock of \$50,-000, all of which has been subscribed, \$100 being paid in in cash and \$49,-900 in property.

Many a homely woman derives a lot of satisfaction from the belief that she is clever.

Some people are living examples of better demand on account of the the conventionality of the unconven-

THE HAUNTED STORE.

How Sammy, the Resourceful, Exorcised the Ghosts.

Written for the Tradesman.

Grocer Brown is showing, with great pride, a letter from Sammy, the clerk who went forth to conquer the world and came pretty close to the trough before he landed a job at St. Louis by going out after trade when it didn't come to the store. This is the letter:

Dear Mr. Brown-How do you like this letter-head? Isn't it best ever? I'm lying awake nights reading it. Rupprecht & Costigan! That's me. That is, the Costigan is me. I'm "old man" to the clerks, and they are all older than I am. I'm a member of the house! Forget the letters I wrote you from the shade of the water tank out in the desolate land. Forget the free lunches I told you about! I'm now a keen, levelheaded business man! Wow!

I presume you are dying to learn how it came about. I told you about getting a job with August Rupprecht, the fat, the lazy, the ox-hearted and ox-eyed. I got it by going out and ered at mention of the ghosts. I told bringing in money when that same him that I was the possessor of a commodity seemed to have declared salve that would drive away ghosts. I a boycott on his place of business. Remember? I guess you won't forget the money you sent me! Here about moving and cleaning up. it is, in a nice blue express money order-right out of the fire!

There wasn't enough room to do business in after I got to going at Rupprecht's, so we had to get a larger store. Gus-that's me fat partner-was helpless. He looked and acted like a baby in distress. He was so afraid he'd make a mistake that he just sat down and did nothing but wail to the moon. I've known other business men to do the same thing! What! So I says to myself I'll go out and find a store and move into it, leaving Gus to come along after a while.

I went out and found one. It is a big frame building on a corner in a neighborhood where people sleep five in a bed and one in the middle. You have to wade through the children when you go out on the walk in the evening. It is worse than Tompkins Square in the City of New York. The big building was vacant because no one would rent it. The outer walls were covered with bills, some on smooth, some falling off and showing layers of rotting paste and paper beneath. The windows were boarded up, the door was cut and carved with the initials of all the loafers in the ward. There are two stories, and the second one was vacant, too.

There had been a double murder up there a few months before I got me commercial eye on the joint, and that going to have a chance to bring in was the why of it all. The building was haunted. People wouldn't touch it with a stick after dark. They said they could hear the drip of blood on a dull day like the one of the murder. What do you think of that for do a certain thing and do it, he'll bea twentieth century notion? Haunted! Well, it was. I'll tell you about ure, then he'll kick you out for a the ghosts later on.

When I went to the real estate of-

his chair. He seemed to think I was kidding him. Then he woke up and ous in stepping into it. They came began telling me what a valuable cor- just to show that they wasn't afraid. ner it was.

business there a year just to take the curse off if you'll rent it to me for five years after that at \$1,000 a year."

"Do you mean the first year free?" sobbed the agent. "Why, that place is worth \$1,500 a year right from the start, and you do all the repairing needed."

"All right," said I. "Get your old think I'm going to trust my groceries among a lot of spooks just for the fun of seeing them stolen you're off your trolley. Four thousand for five years, and no rent to pay until the

first of the second year. Does it go?"
Of course it went. The store had tenant the agent wanted to evict, and he got me to do the job for him. Remember this. Whenever you want any ghosts eradicated send for Sam-Rupprecht pulled his white mv. apron over his eyes and wept when I told him what I had done. He shivam, too. I'll tell you what it is pretty soon, after I have explained

Say, but that structure was a sight. I got the paper hoed off the outer walls and had them painted. After they were painted white I covered them with brilliant red lines telling about our groceries. Say, both street fronts of this store look like the head lines of a muck daily. The windows look out like eyes, with brows and lashes of red capitals telling about pure tinned goods at cost prices. The concern stands gable end to the street and I had the roof painted blue! What! Blue! With white letters on telling about flour. I made the owners of the brand we sell pay for that.

And electric lights! I put 'em in everywhere there was room for 'em. The store fronts and the display windows look like a Taft procession tied up on a corner. I thick glass set in the walk and put lights under them until the whole pavement looks like a checker board. I fitted up the second floor for a store house and put so many electrics up there that the windows look hours. How would you like to put like caves of light.

Say, but me fat boss-I wasn't his partner then-howled when he saw what I was doing. But I brought in the money to do the business with, but who never have a dime to the and so he let me alone. When a man lays down the long green on a business man's desk, and plenty of it, he's more if he wants it. I've noticed that you can win the heart of a dealer by making money for him in your own way, without falling back on his ideas. When you tell a man you can lieve in you until you make a failconfidence operator.

When we opened up in that store

the agent came near tipping out of They had been afraid of the building in their pockets? How is it with the so long that they really felt courage- grocery business? They also dropped in to see the lights corners. Oh, but that store was a corker. It is yet. We are taking in whenever he sees me counting it

I wonder if you begin to see the point? Or the ghosts? There were ghosts when I rented the store. I know it. I saw them. First there was ghost out of there yourself. If you the ghost of neglect. It was no wonder people dodged the structure. It did look like the d-ickens. Then there was the ghost of unpopularity and fraud hanging about it. The building had for years been occupied as a saloon, or cheap auction house, or something of that kind, and there was a horror of it in the ward. Long before the murder no decent man or woman would trade there, no matter what goods were offered.

> These were the ghosts, my dear Brown. What do you think my salve was? Guess you know. It is a salve in two sections. It will brace up any business in the world. It will make poor men rich. It will make the unpopular the world's favorites. It will even at times take the place brains? Now do you know what it is?

Publicity! PUBLICITY! Do you get it? In this case publicity took the form of printer's ink, and paint, and light. There's many a dull old business dump that could be transformed into a splendid business house if the owners would wake up and use my salve. Let folks know. Use ink, paint and LIGHT. There you What do you think of my goare. ing into the promotion business?

Honest, you good old boss, I used to think the man at the head of a business was the one best qualified to operate it. Now I know better. There are plenty of men out of work and out at the elbows who can give established business men cards and spades and win out in any old game. But they've got to get the chance first. How are they to get the chance?

Now you've got me. All I can say s that they won't get it as long as they go to sleep at 2 a. m. and get most of their rest during business me up on a post in front of your store in good old Grand Rapids and let me talk to the young men who have good abilities and good impulses good? Never mind. I'm going to remain right here and knock a more ghosts out of this haunted store, so you needn't fear that I'm coming back to run you out.

Say, there are a good many haunted stores in this country! What! I know one or two, perhaps three, in busy old Grand Rapids. Did you ever notice that the original furniture men there still have their names in the firms? That the men who opened up the furniture game there are still at it, good and hard, with

How many of the old-time grocerymen saw the future? I'm afraid most of them sat back and waited un-"It's haunted," I said, " and I'll do and the strips of mirror in the back til young men-or more assertive men-came in and got the wholesale houses under way. Not one of the money so fast that August gasps men now at the head of the big wholesale and jobbing houses in the grocery line is, so far as I know, a product of the early retail groceries. Therefore, draw your own conclusions when I put it up to you. The furniture men didn't sit and tremble for fear of ghosts. They've got their names on the buildings yet. The grocers haven't. The hustlers are there.

You ought to have seen the face of August Rupprecht when I told him I was going into business with him or get out. He didn't kick. He smiled. A look of infinite peace came over his fat face and he went to sleep in his chair, certain that the future can never trouble him again. Good old man! I owe him \$3,000 for my hali interest, but I'll pay it out of profits in a year. How would you like to have me quit writing? Don't you wish you had given me a job when I wanted one? I'm glad you didn't. I'd now be sitting in some billiard "parlor" nights and kicking because never had a show.

Don't tell anyone about my salve for haunted stores. You'd have all the money in town going into light and ink. Well, anyway, a few may catch on, and you watch them. Come down and see my electric light emporium. Sammy.

When Brown takes a trip West next month he' may have something to tell about his ex-clerk's quick accumulation of common sense.

Alfred B. Tozer.

Powder Proof.

Mlle. Genee, the famous dancer, at a ladies' luncheon in her honor in New York said:

"I am glad to see that American women are not using powder in the ridiculous manner that prevails abroad. Over there the powder is, really, laid on quite too thick.

"They say a London man remarked the other day to a friend:

"'But if it was pitch dark, and she said nothing, how can you be sure that you kissed your wife's cousin by mistake?'

"'It was,' the other answered, 'a different brand of powder."

He Guessed Right.

A crowd of small boys were gathered about the entrance of a circus tent in one of the small cities of Michigan one day, trying to get a glimpse of the interior. A man standing near watched them for a few minutes, then walking up to the ticket taker he said:

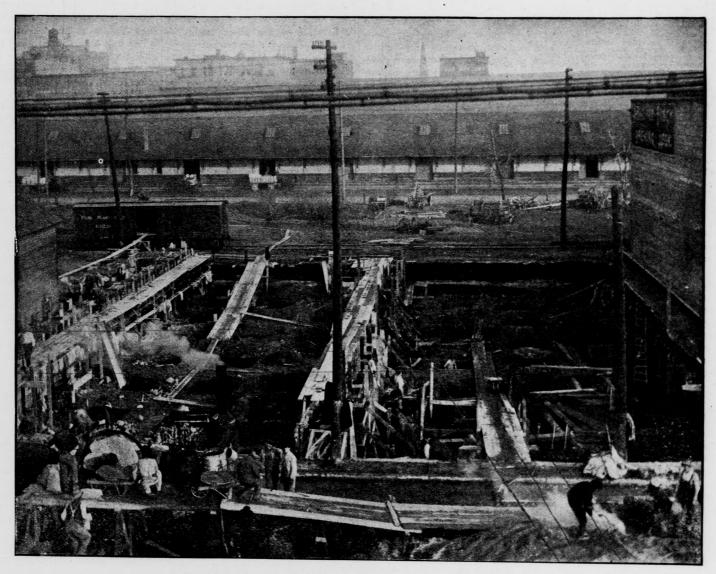
"Let all these boys in, and count them as they pass."

The man did as requested, and when the last one had gone, he turned and said, "Twenty-eight."

"Good!" said the man. "I guessed just right," and walked off.

fice to ask about renting that store there wasn't room for the buyers. money in bank and trips to Europe when hatred tells all the truth. When love lies it is better than

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Over seven hundred barrels Portland cement already buried here

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New Location
Will occupy about April 1, 1909

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E. A. STOWE. Editor.

Wednesday, January 6, 1909

SPIRIT OF THE NEW YEAR. I wish you joy on this New Year's day, joy of new beginnings, of high expectations, of renewed faith in things to be. May the spirit of the New Year go with you through all its days, and bring you many sweet surprises, many hopes realized, many dreams come true. If disappointments or sorrows or apparent failures come to make you sad, may you not spend God's time in mourning but go on your way rejoicing in His many blessings, counting them over and over, like the little child counting stars-always beginning but never ending. Edwin Osgood Grover.

A BUSINESS OUTRAGE.

An educational institution in Grand Rapids, which is the direct influence that causes at least \$100,000 to be expended annually in our city, is to be removed to the city of Lima, Ohio.

This enterprise is a legitimate one, so recognized by all state governments, and is operated under the provisions of a charter granted by the State of Michigan; and any reputable establishment which brings \$100,-000 worth of business into a town is well worth fostering.

The story of the present climax is a long one and had its inception in a condition which may be found at any time in any city in the land-the existence of factions representing the medical and surgical professions; fac- pear real to other people, and contions which literally control the practice of each profession in each city; which practically control the surgical and medical services rendered in every hospital and which, more often than otherwise, dictate as to the policy and practice of every city or county or state Board of Health.

Some years ago Dr. L. L. Conkey, having a State charter authorizing the maintenance and operation of a medical and veterinary college, engaged with certain members of the regular - so-called - professions of medicine and surgery in the creation have the real Bohemian temperaof a regular medical and surgical college, which was attached to the veterinary college. At once an opposing faction began a campaign of annihilation. It was an opportunity which

and Battle Creek in an effort to wipe out all but the long-established and C. Vaughan and Chas. B. Nancrede A. L'Esperance, Jr., as their representative in the State Legislature. Ostensibly this State campaign was solely against the practice of quack- stage. ery. In realty it was for the purpose of wiping out institutions which had at their respective heads physicians and surgeons who stand very high in their professions, but who have proved failures as political wire pullers.

Such, in the merest outline, is the history of the inception of the longcontinued assault upon Dr. Conkey's enterprise in this city, and upon other institutions, and it resulted in the destruction of the Grand Rapids Medical College. And now comes the fact that the campaign has driven Dr. Conkey's Veterinary College away from our city. And this attack has gone outside of the purely technical phases of surgery and medicine. Dr. Conkey has been arrested and fined for fast driving, he has been charged with cruelty to animals and, worse than all, he has been irritated and abused unmercifully and illegally. There is a State statute which prohibits and imposes punishment upon any person referring to any record of any person who, accused, tried and convicted of any offense against the State, has paid the penalty thereof. Dr. Conkey had a record-a most unjust one, he claims, with much evidence in support of his claim-which he wiped out according to law. And it is not only illegal to "twit" him of the fact, but it is cowardly and contemptible.

ARRANT HUMBUGS.

We can forgive, perhaps, the man who wears his heart on his sleeve "for daws to peck at," but it is somewhat of a test of manliness and good nature to abide the antics of the poseur.

And there is such a great variety of the latter class that one meets them everywhere; in business, in politics, in religion, in the arts and sciences and even in the slums. They are everywhere, serene and self satisfied in the delusion that they aptented with whatever attention they receive.

Notoriety is the sole aim of the poseur and his most prominent spring of action is selfishness of the unpardonable sort. The habit or rather the weakness begins in the high schools among the boys who strive to acquire the college practices; and in the colleges comes the evolution which apes the university idiosyncrasies of dress, hair-cuts, carriages, slang, and the like. And these young men reach a belief finally that they ment, when, in fact, they are not permitted even to get a whiff of the atmosphere of true Bohemianism.

There is the pedantic poseur who

useful and natural; there is the blase

so harmful as are other grades of from Toledo to the Ohio River. the craft. Take the benevolent poseur whose left hand is in a chronic state timacy with his right hand; and the meek, mild, smooth voiced and smooth brained poseur who perpetual--not because he enjoys being a quor or tobacco and who is constantly prating that the gambler's by the average man.

They are all imposters, every one of them, because the sole reward they expect-and usually receive-is no toriety. Beyond this they have no feeling. They demand that the general public shall know of them and then try to arrange so that they may be credited with being what they are not.

THE WATERWAY MEETING.

Thursday evening a meeting will be held at the Board of Trade rooms which should be very generously attended by the representative business men of Grand Rapids and to which all citizens are invited.

This meeting is for the purpose of informing the business men of this city as to the feasibility of constructing and operating a deep waterway from Lake Michigan at Grand Haven to Saginaw Bay and to demonstrate, also, the desirability of such an improvement.

The gentlemen who have agreed to present the facts in the case, so far as known, are Van A. Wallin, G. W. Bunker, Chas. R. Sligh, John F. Nellist, Chas. W. Garfield, Stanley Montgomery and Chas. S. Hathaway.

It is usually the case in awakenings that are National in character that a considerable time is required to overcome hastily-formed and ill-advised opinions in regard to whatever topic is under discussion. And so it is with the general proposition to improve the inland waterways of the United States. With the exception of the Lakes-to-the-Gulf Deep Waterway-Chicago to New Orleans-there is no canalized waterway proposition in the United States that is sufficiently understood to warrant appropriations except for making preliminary surveys.

And this is the case with the Grand-Saginaw Valleys project. More than that, Michigan is from one to measures out his thoughts with a yard ten years behind the other states in

Rapids in line with Detroit, Saginaw the flick of a feather would be more opportunities in this regard. New York State is spending over a milcosmopolitan chap who has passed lion dollars of her own money to wealthy medical colleges in Detroit three months or so "on the other deepen and widen the Erie Canal; and Ann Arbor, with Doctors Victor side" and revels in contemplation of Ohio is spending many thousands of the poster-covered grips he bought in her own dollars-\$20,000 during the as the moving spirits and with David New York upon his return; then year just closed-to ascertain accucomes the dogmatic first-nighter who rately just what is necessary to transcan tell you everything worth while form the Cleveland & Marietta canal about everybody relating to the and the Toledo & Cincinnati canal from shallow draft channels to water-All of these poseurs are more of ways 21 feet deep. Indiana is doing jokes than otherwise and not nearly likewise as to the old Wabash canal

The age of canalized waterways is at hand and it behooves the people of feverishness because of its in- of Western and Central Michigan to come to an appreciation of what the matter means to them. No one or ten or one hundred men can carry ly displays his claim to public spir- forward successfully such a campaign of education as the situation demands. public benefactor so much as he de- Hundreds of helpers are needed, and lights in the notoriety his acts bring Grand Rapids-whose industrial and to him. These grades are of the commercial future will be determinsame kidney with the well dressed, ed by the result-can well afford to self possessed and immaculately provide, out of her 120,000 inhabigroomed gambler, who never uses li- tants, at least 2,000 men who will contribute to the success of the campaign. Indeed, she can not well afword is better than the bond given ford to neglect so great an opportunity.

ROOSEVELT EXPLAINS.

Now we know and Congress knows that we know exactly what President Roosevelt said in his message relative to the use of the U. S. Secret Service in looking up infractions of laws other than those against counterfeiting.

And, after all, the people did not need the second message explanatory of the first. The first one was just about what the average citizen had sized the thing up to be and, now that our convictions are confirmed, the singular thing is that the gentlemen of the House should permit a few leaders to force all of them to "put on the coat" just as though it fitted them.

Briefly, President Roosevelt's first message is backed up by facts. It did not state and could not, fairly, be construed into a statement that a majority of the congressmen were in fear of investigation by secret service representatives; it made no charges of corruption against Congress nor against any member of the present House. In his second message on the subject President Roosevelt makes it clear that the present law, for which Messrs. Tawney, of Minnesota; Smith, of Iowa; Sherley, of Kentucky, and Fitzgerald, of New York, are responsible, is an obstacle to the proper apprehension, conviction and punishment of criminals whose field of operations is marked by land grabbing, fraudulent Government contracts, smuggling and other similar features. The President earnestly asks that the action taken by the House last year in the enactment of this law be reversed and recommends that the salary of the Chief of the Secret Service be made \$6,000 a year and that the service be made a Bureau of the Department of Jus-

It is easy to affect to despise the could not be ignored to put Grand stick and becomes ponderous when arriving at a realization of her things we can not understand.

CUT IT OUT.

which goes a great ways. Lying is one of them. It never pays. It always leaves a bad taste in the mouth and a good fat lie is apt, like the knows how long, the public has been freedom, is still a slave, toiling and unfortunate victim.

That rumor not creating the anticipated stir, the color of the victim has fitting subjects-unless victims be been changed, the slave driver has found the better word-of falsehood been displaced by a railroad and now there is no doubt about the slavery and the peonage, which is supposed to mean the same thing. This time the slaves-white ones-were imported from the North and set to work on the railroad, when it seems the suffering and the bondage at once began. Simmered down the two are limited to bad conditions and to this, not to be mistaken that it be "cut that the men were not allowed to leave when they wanted to. Finally men whose lying pens have been when the limit had been reached the Government took a hand and then the fat did get into the fire. The United States spent \$300,000 to bring the be convinced that wrong is never task master to punishment and the railroad, the task master, contributed altogether" is the best advice to folas much more to find out, what the railroad had known all along, that there had been no slavery and no peonage, that the "slaves" had not complained; that they had not been detained against their will; that the conditions were not bad and that the contract with them had been faithfully lived up to. Therefore, in order that somebody who happened to think of it and to feel like it might lie a little(!) the Government and the railroad spent \$300,000 each to find out that "No evidence could be found to substantiate the charges that had been published.

Here is another "modern instance" that in certain quarters made hilarious reading: As if there had not been trouble enough about the Panama Canal, after the dirt began to fly to some purpose the public were informed that the United States bought from American citizens for \$40,000,000 property that cost these citizens only \$12,000,000." That seems to be the lie condensed, and the reader, according to his leisure and inclination, can, if he will, go over the whole disgusting fabrication and wonder where the fun comes in and what it all amounts to. So far the regular programme has been carried out. Following a careful investigation the usual results have been obtained. "Corruption in connection with the purchase of the Panama Canal from its French owners had no basis of fact to support it and no shred of truth in it.'

men for the sake of the principle in- eigners were coming in at the rate until the lid is off.

volved and the good to be obtained of over a million a year, very few THE PRESIENTIAL There are some things a little of and to let the lying go by the board? More than that, isn't it time for the people, the whole 90,000,000, to let it be known that the liberty of the press boomerang with a back action, to hit like other liberties has its limits; that and hurt. Off and on, for nobody falsehood is not one of these liberties; that the taking of such liberty treated to a dose of peonage some- is a crime, and that he who is found where down South. The poor old guilty of such crime shall make such black man, kept in ignorance of his expiation as the courts of justice may exact? It will be said-it has been moiling for the cruel, hard-hearted said already-that the whole affair is Southerner, who in spite of law and only a campaign canard, to be conjustice is appropriating to his own sidered simply as such; on the other profit the work and the wage of the hand, it is insisted that the candidate of high office and still more that candidate's relatives and friends are not and misrepresentation.

> The action of the President to ascertain whether proceedings for criminal libel can be maintained in such cases is meeting the heartiest approval of all whose approval is worth having. The fact is the public is more than surfeited with such maliciousness and is demanding in terms out." Certain it is that these very holding high carnival with the reputation of their betters for the last few months ought in some way to right and that Hamlet's, "Reform it low in this and similar instances.

PROBLEM OF IMMIGRATION.

When some years ago it seemed as if the country was about to be ilooded with an ever-increasing tide of foreign immigration from the south of Europe and Russia, it was seriously debated in and out of Congress whether it would not be wise to place fresh restrictions upon immigration on the statute-books, and even to from the south of Europe in recent limit the number of immigrants that might be admitted in any one year. Some additional improvements were made to the immigration laws and a stricter enforcement of all such laws was inaugurated, but no real clog to ulation. the inflow of aliens was applied.

The Secretary of Commerce and Labor has issued a statement showing that in the twelve months ending on Oct. 1 the number of aliens landing in this country was 724,112, while 717,814 departed from our shores. This shows a net increase in alien population of only 6,298 in a year. This takes in the month in the latter half of which the financial panic took place last year, and Secretary Straus expresses the opinion that when the returns are made up to Nov. 1 it will appear that in the twelve months ending then the emigration exceeded the immigration. Account was not kept of the depart- er to see on all sides and the rear. ing emigrants before July 1, 1907, and in the fiscal year beginning with that date the net gain in alien population, or excess of arrivals over de- the Down and Out Club. partures, was 209,000. As more than The question which now rises to half of this came within the period the surface is: Isn't it about time to of depression this must be far below "cut it out?" Is it not possible to the ordinary increase. When immidiscuss public measures and public gration was at its height and for-

were leaving.

immigration was not as large as the foreigners. figures of inflow indicated.

portation pression by throwing additional men inguished foreigners. out of employment seems now to have lost its force."

Of course, that is all very true, but it is also desirable that able-bodied and thrifty immigrants should remain away. Formerly when the great bulk north of Europe but few of those States cared to return. As that class of immigration was of the most desirable character, it was good for the country that it remained, and much of our present citizenship is made up of the descendants of those earlier immigrants. Of the vast concourse years it would probably be the best thing for the country if a large proportion returned home, leaving only the energetic and thrifty to add their strength to our rapidly growing pop-

Did you ever notice the look of pain that doesn't show up on a doctor's face when a rival M. D. is spoken of contemptuously?

The world always sees something more practical in painting a pump than in purifying the water down out of sight.

You may have a right to nurse sorrow for yourself, but you have no right to let its shadow fall on others.

A French army officer has invented eyesglasses which enable the wear-

No black balls are cast against the man who makes application to join

Literature is the art of telling what you know so the other fellow will understand it.

Never form your opinion of an egg

There is a bill before Congress pro-As prior to the present year, or, viding for an increase in the salary rather, the last fiscal year, no data paid the President from the present as to departing aliens were compiled, figure of \$50,000 to \$100,000. It is althere is no way of knowing just what so proposed to raise the salary of the proportion of the immigration for a Vice-President to \$25,000. The main particular period remained. The fig-|reason assigned for this increase is ures for the past year, while undoubt- that, under modern conditions, the edly influenced by the financial and President is compelled to entertain business depression, nevertheless just- largely, and that with his modest inify the conclusion that a very much come he is unable to enterain on as larger proportion of aliens have here- lavish a scale as the rich people of tofore left the United States for their the country, who maintain their housenative countries than was popularly holds on such a plane as to make supposed, and that, consequently, the that of the President show to disnet increase to our population from advantage in the eyes of distinguished

While it may be a wise thing to in-Secretary Straus, speaking of the crease the President's salary so as lessons of this ebb and flow of the to make him entirely independent of tide of migration, said that the prin- any worry about financial matters cipal points were reassuring. The fa- during his term, and permit him to cilities for communication and trans- lay by a little for his years of retire-"make immigration and ment after leaving the office, it is a emigration respond quickly to eco- mistake to claim hat he should be nomic conditions," and "the old ar- able to entertain on a lavish scale and gument that a steady inflow of alien rival our very rich people, whose vullabor would have the effect of ag-gravating financial and industrial de-has rather disgusted than edified dis-

The President of the United States should be able to live in becoming style and entertain in a dignified but entirely simple way. There is no reaand help to develop this great counson why an American President nomadic in habits had better stay heads. Distinguished foreigners should customs and manners of crowned of the immigration was from the by the President of the United States, who sought homes in the United ment, and the Tradesman ventures no matter how simple the entertainto say that really distinguished and refined people from abroad would be much more edified at a display of gentlemanly simplicity and a democratic lack of display than by any attempt to imitate the grand scale on which some American rich people entertain.

> While the country pays its President only \$50,000, it should not be imagined for a moment that the maintenance of the President costs no greater sum than that. The Government provides at its own cost the two yachts, Sylph and Mayflower, for the President's convenience at a yearly expense of \$200,000; it gives the Executive \$25,000 a year for traveling expenses; it provides flowers from the Government gardens, messengers, mounted and unmounted, and an executive staff and ushers and all sorts of servants and employes without charge to the President. Countless small items paid for by the Government bring the total charge for the President up to about \$500,000 a year.

> It is true that the President pays his own domestic servants. He is also expected by custom to entertain, give state dinners and pay for them, and it is not likely that an ordinary President can save much out of his salary, hence an increase may be proper enough; but it is entirely wrong to hold that our Presidents should be able to imitate and keep pace with the rich Americans of the day whose style of living is by no means famed, either for its good taste or refinement, nor is it characteristic of the tastes of the whole American people.

MUNICIPAL COMMITTEE.

First Monthly Report Under the New Arrangement.

Because of the uspport given by a number of public spirited citizens the Municipal Affairs Committee of merce followed this work with great need of a new cemetery outside the Idaho, Pensacola, Fla., Toledo, Green the Board of Trade has been ena- interest and through its Secretary has city, where lots may be had within Bay, Wis., etc. bled to carry out a plan long in the offered to co-operate. The chairman the means of the laboring man. The minds of its Executive Committee of the special committee which made advisability of marking spots of local is at work on a proposal to hold a and employ a salaried Secretary, who the report has been appointed a mem- historic interest is also receiving its milk exhibit here. Such exhibits have gives it all of his time. This Secre- ber of a committee of five represent- consideration. tary has been at work a little over ing the Michigan Municipal League, a month and has gotten all but one which is to draw up a model law for recently brought two of the greatest standard of the supply. The better or two of the sub-committees started on a programme that, it is hoped, members of this Committee are Law- ids to aid in preparing its report, is glad to enter such an exhibit bewill lead to definite and tangible results. The remaining one or two resentatives of Detroit and Saginaw. which last spring held the Civic Re- them. The exhibit is held under the sub-committees will begin active work early in January.

submission to the Legislature. Other architects in America to Grand Rap- and more careful milk dealers are ton T. Hemans, Prof. Fairlie and rep- an outgrowth of this sub-committee, cause of the free advertising it gives The importance is the law in its ef- vival in order to arouse interest in supervision of the United States Defect on the future well being of a work that should result in great partment of Agriculture, so there is

of our good business men attended sores. It expects to be able to re- even farther. Because of this there The special committee of five later port definite progress before long. It is not a week goes by that the Commade a report to the conference, has also begun work on the long dis- mittee does not receive letters of enwhich received general commenda- cussed boulevard around Reed's Lake quiry from all parts of the country, tion. The Detroit Board of Com- and has drawn public attention to the New York, Boston, Yonkers, Boise,

The healthier city sub-committee been held in Cleveland and Pitts-The City Plan Commission, which burgh and have resulted in raising the



The New Ferry on Grand River at Jenison maintained by Mrs. Margaret J. Husband

During the past month the sub- Grand Rapids can scarcely be over es- economic benefit to the city. It is no chance for favoritism. committee on a better governed city timated. has held two conferences with city officials, local members of the Legislature and the Constitutional Convention on the general law for the incorporation of cities which is to be pass- be given some voice in the selection a result of the first conference a com- petitions were signed by over 3,100 mittee of five was appointed to study the matter and report on the princi- the city. Their effect in helping to ples that should be embodied in the law. Your Secretary persuaded Prof. ficulty can not be doubted. The Com-Fairlie, of Ann Arbor, one of the mittee believes that an efficient police Board of Trade has made Grand leading authorities on municipal gov- force is a very valuable commercial ernment in America, to come here to consult with this Committee and then induced him to stay over for a public luncheon at the Pantlind. In spite that will, it hopes begin the redempmagazines have published articles street signs placed along our thor of the fact that the subject was a tion of our hillsides, which should be telling what we are doing and news-

erned city also circulated petitions two. asking that Chief of Police Carr's resignation be not accepted and that he permissable to call attention to the ed by the Legislature this winter. As of his subordinates. In two days these persons, representing every class in City Plan Commission. Other live secure the happy solution of the difasset to a city.

The Committee on a More Beauti-

believed that the Commission will The sub-committee on a better gov- publish its report within a month or organized a special sub-committee to

In this connection it is perhaps great amount of favorable advertising Grand Rapids has received because of the Civic Revival and the cities all over the country are planning civic improvements. Because of its Municipal Affairs Committee the Rapids a leader. The Outlook, the tee. World's Work, The World To-day, Parks and Cemeteries, Charities and dry and technical one over seventy beauty spots, but which are eye-papers have spread the good news

The safer city sub-committee has study the reasons for our high insurance rates. It is believed that by making comparatively inexpensive changes many merchants and property owners could materially reduce the amount of the premiums they now pay. Any information obtained along this line wil be published so that everyone in the city may get the benefit. Mr. Francis D. Campau is Chairman of this special commit-

The sub-committee on a city of ful City has begun work on a scheme The Commons and other National tion the success of its efforts to have oughfares. Work on this improvement is now under way by the City

Engineer, the Common Council having appropriated \$1,000 as a starter.

The city's charities sub-committee has recently been reorganized and enlarged under the name of the Social Welfare Committee. It will seek to aid in all that makes life worth living in Grand Rapids; as playgrounds, juvenile court, schools, etc. A subcommittee which retains the old title will pass on all solicitors for charity, endorsing those whom, after investigation, its members believe are honestly seeking to do a valuable work. There is no question that a large amount of money is annually taken out of Grand Rapids by frauds who masquerade under the cloak of charity. This Committee will also seek to lessen waste by discouraging duplication of effort. A special committee was appointed at the last meeting to investigate the lodging house sination in Grand Rapids. The public improvements sub-committee started and is now supporting the movement for a convention hall. It has other plans on foot which will, it is hoped, be far enough advanced for specific mention in the next monthly report.

Since taking up this work your Secretary has attended the National convention of the American Civic Association and the National Municipal League at Pittsburg. The important phases of this convention, especially those having application to Grand Rapids, he reported in three daily letters, one to each of the three local daily newspapers, sent free as part of his work for the Committee.

Grand Rapids has reason to be proud of the showing it made at this convention, which was attended by representative men. from all the Northern States west of the Mississippi. On the first day it was mentioned as one of the three American cities which have shown most clearly the effects of the new civic spirit Scarcely a day went by that one or more speakers did not have something to say of its efforts for civic advancement. And on the last day your Secretary was asked to appear before a special committee of the Pittsburg Chamber of Commerce and tell of the Civic Revival and the City Plan Commission. During this trip he studied the work of the Chambers of Commerce in Pittsburg and Cleveland and learned much which should be of value here. Since he began his work he has addressed a number of local gatherings, such as the Bissell House and Wealthy Heights Neighborhood Associations, the State Convention of Charities, the Grand River Valley Horticultural Society, the Class in Civics at the Central High School and the Child Labor Committee, telling of the work of the Municipal Affairs Committee and discussing allied subjects. John Ihlder, Sec'y, Municipal Affairs Committee G. Board of Trade.

Too many when they attempt to leave their sins make the mistake of holding farewell meetings.

No man can take iniquity into his creed and keep it out of his character.

Interesting Season in Hat and Cap Trade.

The retailers' retrospection shows sales on stiff hats to have been comparatively small during the first two months of the fall season. A few weeks ago, however, the demand began to increase and at the present writing the retailers are finding a ready sale for them. This is par-the lovers of out-door sports and ticularly true in the cities and larger recreations. The light shades relievtowns. Novelties in stiff hats are not so rare as in times past, and these favorite sellers. One prominent mannovelties introduced by the manufacturers and the variations in shapes and the colors have proven a great stimulus to the sale of stiff hats.

The sales on soft hats were most numerous and the demand for this style of headgear during the 'early fall season reached a phenomena! stage. The novelties introduced early in the season caught the fancy of the public and the staple shapes had a season in the past when so many their usual share of favor. The late attractive styles of hats, both stiff fall weather has been advantageous and soft, will be offered to the trade to the sale of soft hats as out-door sports have had an extension of the hats there is a decided trend toward time-limit.

Orders from the traveling salesmen on the road for spring business it of the manufacturers it may be are coming in fairly satisfactorily; said that in designing the new hats the reports indicate that the market they have avoided both extremes in will see an unusual number of visit- low and high crowns. The new shapes ing buyers. While the salesmen have been on the road ostensibly for the in height. A few samples have been purpose of taking orders for spring, an unusually large number of orders for immediate delivery have been While these quick-shipreceived. ment orders have been small, their coming has been acceptable to the manufacturers receiving the same. Most of these late orders have been on green-colored hats, and this radical innovation in color has had an equal division of honor, with the revival of business confidence in the steady reaction in the retail trade.

When the green-colored hat made its appearance the odds were against it with the wholesale and retail dealers, but the public looked kindly upon the green, and the demand found few retailers and fewer manufacturers prepared to hand over the goods. The green soft hats took more readily than the green stiff hats, but one has only to "go to the street" to know that the green-colored derby is in evidence.

It would be impossible to foretell the bearing this radical innovation of the green, especially in stiff hats, may have upon the future of the styles in men's headwear. Season after season men have continued to wear stiff hats in the shades of black and the various shades of brown. Every retailer and manufacturer remember the rise and the fall and the revivals of the brown

ple as black. The vicissitudes of the pearl-colored derby are also in vivid recollection, but we must all acknowledge that the green-colored hat caught quickly with the public and also caught most of the hat makers unawares.

The green-colored soft hat appeals to the automobilist and to most of ed by a band in a darker hue are ufacturer of a popular agency hat is showing a novelty in this style, and the raw edging shows a double row of stitching, thus giving somewhat the appearance of a bound edge. The stitching corresponds in color with the band of the hat. The crown is low, pliable and capable of numerous shapings.

It is doubtful if there has ever been as for the coming spring. In the stiff medium round crown shapes, and flatset brims of slight curl. To the credare nearly all more than five inches seen showing crowns as low as four and three-quarters inches, but the majority of the sample hats show a height of five inches and five and a quarter inches, and not a few show a height of crown of five and a half inches.-Clothier and Furnisher.

Johnny Was a Sport.

It happened in Sunday school None of the children had studied their lessons, apparently, and as for Johnny, the new boy, he was not supposed to know much about it any how.

"Now, Willie," said the teacher, "who was it swallowed Jonah?"
"I dun'no'," giggled Willie.

"Bobbie, can you tell me who swallowed Jonah?" continued the teacher.

"You can search me," said Bobbie "Tommy, who swallowed Jonah?" asked the teacher, a little severely this time.

"Please, ma'am," whimpered Tommy, "it wasn't me."

'Well, I declare!" ejaculated the teacher. Then turning to the new boy, she asked: "Johnny, who swallowed Jonah?"

"I'll bite," said Johnny. "What's the answer?"

Our example when we are on paderby; how to-day various shades rade has no influence at all compared of brown stiff hats are almost as sta- to the effect of our everyday living.

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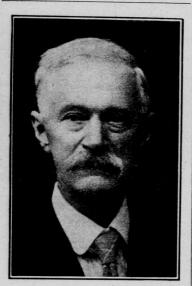
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SUCCESSFUL SALESMEN.

Graham Roys, the Veteran Whip Traveler.

Graham Roys was born at Sheffield, Mass., June 22, 1836, and lived there until about 26 years of age, with the exception of one year, which was spent in attendance at the Conference Seminary, at Charlottville, Y. In the fall of 1862 he entered the employ of Van Deusen Bros., whip manufacturers at Westfield, Mass., remaining with them five years, when place of business at the same time. One year later he retired to a farm near Sheffield, where he tilled the soil for five years. In 1873 he was sent ful and reliable salesman.



to Portland, Oregon, by the Oregon Iron Co., where he accomplished the feat of turning 40,000 cords of wood into charcoal during the summer season. Returning to Sheffield he taught school one winter, when he went to New York and worked for a little over a year as a conductor on the belt street car line, being the recipient of three bounties for diligence and honesty-an unusual honor. Receiving an offer from Van Deusen Bros., he returned to Westfield, and worked in their factory for a year, at the end of which time-January I, 1876—he started out with a line of whips. His success as a salesman was so marked that in October, 1877, he was engaged by L. H. Beals & Co., of Westfield, to look after the Western trade of that house, taking in all available towns in Massachusetts, Connecticut, New York, Pennsylvania and Ohio on the first trip out. He maintained this connection until 1906, when he engaged to travel for the Steimer & Moore Whip Co., covering Southern Michigan, Northern Indiana Northern Ohio, which house he still dull times. These whips are a piece of

Mr. Roys was married at Grandville March 12, 1883, to Mrs. E. F. Russell, sister of L. H. Beals. They have one child, Harvey C. Roys, 22 it through between four knives, so years old, who is in his fourth year at the University of Ann Arbor, tak- Then it is cut the length needing the course of electrical engineer- ed. Then an iron spike is fastened ing. Mr. Roys is a member of the at one end to load the whip and raw-Park Congregational church, but is hide to the other end the length of

not a member of any fraternal order, whip required, say six feet. Two never having joined any other society.

Mr. Roys' success as a salesman is to be attributed to two cardinal reasons-his uncommon honesty and long, quarters of a round piece, fit prevailing good nature. His integrity in to round up the handle large is a matter of common knowledge enough. Then the center is dipped with everyone with whom he has in the glue so far as the siding will talks with him ten minutes without also dipped in glue. The man holds being favorably impressed with his the center in the left hand and lays infectious good humor, which he has the rare faculty of imparting to oth- chinks. He holds all the nine pieces he accepted a position with Gemail ers. These virtues, coupled with un-King, who was engaged in the same usual diligence, exceptional tact and chinery. Then another man puts a a thorough knowledge of the line he carries, serve to make him known throughout his territory as a success-

How Whips Are Manufactured.

Thirty-one years ago last October only. At that time a great many whip peddling wagons went out of Westfield. I met six in one week in New York State. I started on a salary, with instructions to sell for cash only. In 1877 and 1878 cash did not circulate so freely-it was during the return to specie payment-but all the time I paid expenses, kept my salary and sent in some cash. In a few years I had my route established in Northern Ohio and Indiana and Southern Michigan. I worked first on a commission basis; when a combination was formed I went on a salary. Combines on whips do not hardly ever last over a year. The last effort was to buy all the whip plants they are sized with thin glue, rolled, and run them as branches, but some good ones have not sold out yet, so prices are not controlled by the trust. Rattan is used largely in manufacturing whips. It is called Java. Singapore, Maringo, Snakeroot or some other great name

It comes from the East Indies and varies in price, the best quality costing at least \$100 a ton more than the cheapest. Some have used the peth, as we used to call it. The outside or scale has been taken off to make seats for chairs. When I went to work in a whip factory the stock was stuck together with pitch. The civil war cut off the supply of that article, so the manufacturers took up glue, which has been used ever since-a little different process in putting the stock together, that is all. I am often asked why it is that a whip can be made so cheap and why it is that nine-tenths or more of all whips made in the United States are made in Westfield, Mass. The cheapest whips, those which retail at 10 cents each, the manufacturer does not make any profit on. They can on some use up short ends of rattan, also keep the machines and help employed during rattan glued to a wood butt, turned and covered. In a better called a stocked whip, a piece of rattan is put into a machine which pulls that it comes out with four sides.

pieces of rattan split in halves, shaved and ribbed by machinery, fit the center. Four pieces, called chink, about 18 inches occasion to deal; and no one ever go, about four feet. The chinks are the siding in place and then the and puts a thread around by marope on tight by machinery and the stock is left until the next day for the glue to set and dry. They usually go in gross lots and a gross an hour is the rate the two men put them through; that is, a dozen every I started from Westfield, Mass., with a load of whips to sell to dealers taken off and the rough stock goes to the rounding machine, a big machine like a threshing machine with little knives and thumb screws. The foreman sets this by trying and turning the thumb screws and, when right, the machine works automatically and rounds the whips, leaving them in place, taking one more until the gross is done. It does not slight the work. Now the finisher takes them and gets them ready for the plaiting machine. The whips must be papered and lined. The plaiting machine puts on the thread cover. One girl attends to six machines, which work automatically. Then the whips go to the finishing room, where

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.

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

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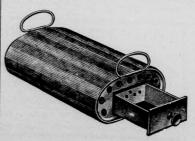
Clark Foot Warmers



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 They fill the bill for carriage,

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It is the one fuel that always pleases.

The ideal fuel for foot warmers or selfheating sad irons

Chicago Flexible Shaft Company 99 La Salle Avenue, Chicago

filled, buttoned, snap put on, and the was Russell. They had heard the trying to get out of the snowdrift varnish. I believe if a good whip concern from Westfield, Mass., could be Rapids, bringing enough experienced help to operate every machine and I left the shop to get outdoors. I like outdoor exercise and I find friends wherever I go. If I have a turnover or a runaway or a sick horse or I get stuck in a snowbank, someone is always ready to help me.

Talking about runaways and spills, I've certainly had my share of 'em. But, some way or other, I don't know why, but I've always found people who would go out of their way to help me out of my dilemmas with my team, or any other accident which might befall me or my outfit. If I were to recount all the unforeseen predicaments that have befallen us the tale would fill a book. So many people have befriended me in time of need that to mention two or three names and not a host would not seem fair to the rest.

I well recollect one time in the early winter when I was faring from Carson City, up in Montcalm county, to Vickeryville. Although, as I say, it was only early winter, the day was one of bitter cold. I had had a hard day, driving constantly since early morning. It was already dark and about eating time when I got to Vickeryville and drew up in front of Henry Fishell's store. Jumping hurriedly out more frozen than alive I didn't stop to hitch my team-I always owned my wagon and horsesbut ran upstairs (Henry lives over the store) to see if I could get something to eat for myself and the animals. I was half famished and stiff with the cold. Henry informed me that he could feed me, which I had anticipated, as he often boarded traveling men who struck the town, but that I would have to look elsewhere for my team as he had no extra room in his barn.

I said that I didn't stop to tie my horses. At the end of my few words with Henry I heard them starting off. By the time I hustled down the stairs, even faster than I had gone up impelled by hunger and cold, the horses had fallen into a brisk walk and were rods away. I broke into a run and the horses followed suit. I hollered to them to whoa, but they paid no attention to my expostulations. They kept going faster and faster and so did I. Imagine me, at my age, chasing like mad down the road and out into the country after horses that I had housed and fed and otherwise cared for for long, long months-'twas too bad to be treated that way. Try my best I couldn't catch them. If they weren't running away it was so near to it transaction.

ing out of their place. Their name horses, which had broken loose. In

last process is a coating of coach horses tearing by and now harnessed the evener had been broken, also one up a horse of their own to go in pursuit. Seeing my panting condition induced to move its plant to Grand they knew I must be a part of the combination. Two miles farther we met a man with a lantern. We asked handle every branch of manufacture, him if he had seen a runaway team and come to stay, it would pay a good and he informed me that my prancdividend from the start. Why do I ing steeds and the wagon of whips stick to it and drive? For one reason, had turned turtle just beyond in a swamp.

The farmer whipped up his horse. As we neared the swamp we could discern that the nigh horse had run faster than the other and the wagon had gone off the side into the ditch, which was about two feet deep.

When we reached the scene of the catastrophe there lay my horses with their eight feet in the air and my wagon with its underpinning in the air and to me the whole business did not look worth two shillings.

The man with the lantern had said that he would walk on and send us help, and soon a lot of men arrived to help out, and it wasn't very long before they had rolled over the horses and the wagon, mended the harness as best they could under the circumstances and we were almost as good as new and trotting along toward the next town, where it cost me only \$5 to have the harness and wagon properly repaired.

I wanted to pay those fellows for their good office, but they wouldn't listen to a cent. Said it was "no more than their bounden duty to help a brother out in time of distress.'

Another time I was down in Indiana six miles from the town of Lima. farfamed and wellfamed as the location of that most excellent School, Howe, with military training and military discipline for boys good, bad and indifferent, where the latter two are generally metamorphosed into the former one by a process of gradual evolution under the guidance of that remarkable Episcopal clergyman, Dr. J. H. McKenzie.

The town I was delayed at is called Brighton. A dealer there named Amos Long has bought whips of me for ever so many years. He keeps a store that carries goods of every description. All the traveling men who make Brighton stop and see this merchant.

Once while there one of my horses was taken suddenly sick. got some medicine out of his store for me to give it. I know he had to pay at least 50 cents for it. Of course, I wanted to-and expected to-pay him what the medicine came to, but he, too, was obdurate and wouldn't let me reimburse him, reiterating, "What we're put in the world for is to help folks."

The winter that the Chicora went down, if you remember, the weather was frightfully cold.

Soon after she was lost, with all on board, I was driving from Edwardsburg to Cassopolis. It was 10 degrees below zero and blowing like that there wasn't any fun in the I don't know what. I was on runners and got stuck in a deep snow-When I had got about a mile from drift. Failing, after many attempts, the town I saw a man and boy driv- to extricate the wagon, I tied the

of the whiffletrees, so that I was thribbly crippled in my progress.

I walked on ahead and stopped at a farmhouse, but it was empty, and not even a shovel could I find to borrow and dig out with.

Then I retraced my steps, walking about half a mile. Again, as when getting out of Vickeryville, I got warmed up by running. I saw another farmhouse before long and routed out the owner. I had no business to be out in such a snowstorm, with the roads so drifted, but once in I was bound to get out of my misfortune some way. The farmer was more than kind to help me. He got an evener and a whiffletree and shovel from his barn and accompanying me back to where my rig was disabled, dug out the wagon. We hitched up, using his evener and whiffletree, and he told me where to leave them for him in Cassopolis.

He was another friend in need who would not permit me to compensate him for the bother to which he had out himself.

And so it goes. As I have several times stated. I am all the while running across people with "kind hearts that are more than coronets."

One of the whitest men I ever saw was a black man, anomaly although it seems.

I was going from Marcellus Lawton. He had a load of logs. We met where the snow was too deep for either one to turn out. The negro said if I could get out of one track he could drive by. He passed me all right, but when I attempted to pull back into the road the evener broke. That let the horses loose from the rig. His boy was in front of them and stopped them when they pulled me over the dashboard, otherwise they might be traveling yet. The colored man happened to have his ax with him and with it he made an evener out of a fencerail by the roadside, and with loose wire swiped from the farmer's fence he secured things so that I could go on to my destination, where I got new parts to replace those injured.

The black man would take no money for his obligingness, but gave him a nice whip-"to help the next feller out that he should find in Graham Roys.

The widow in the flower of her youth is not discouraged by weeds.

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.)

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Steam and Water Heating Iron Pipe Fittings and Brass Goods Electrical and Gas Fixtures Galvanized Iron Work

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"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.



MEN OF MARK.

Fuel Co.

To the architect attaches the blame or credit for the success or failure her children the benefit of a high and the business is growing at a of the structure he conceives. Oth-school and college education. None rapid rate under the skillful mancarrying out ideas he originated. Their efforts may have operated to enhance the beauty and utility of the good educations. structure or to detract from it. Ordigive little attention to minor influenclittle effect on the master project. The man who initiates great undertakings receives credit for what he wholly or in part, with strict impartiality and without regard to the His territory comprised whys and wherefores in either case. This is all the compensation he getsand sometimes it does not compensate at all appreciably.

Many of those who have established successful manufacturing enterprises in this country have back of them a record of clean cut, well proportioned, stable and enduring structures, an ornament to the commercial interests of the sections in which they do business. The character of the founder and the director of a great business permeates every nook and corner of it. He it is that gives it tone and character. Others necessarily lend their aid and influence and may improve upon the plan of the master mind in some particulars and depart from the standard in others. Such influences, however, are local in their effect and bearing, being confined solely to the department in which the individual is employed.

Various avenues lead to prominence in the manufacturing world and in it are to be found representatives of all known types of forceful, aggressive business men. Representatives of each class are tinctured and flavored with the personality of the individual. Manufacturers are not set apart from their fellows notably by any characteristic difference. Those who have reached a high position in this industry necessarily are men of large caliber. Among them are to be found examples of the spectacular growth, the hot-house production, the ultraconservative and those whose methods seemingly are a fair composite of all of these. Naturally the disposition and ability of the architect are the forces which decide the character of the structure and the time required to erect it. A lifetime is not too long provided the best results are secured. A few years are sufficient if the builder is able to complete the work in first class manner and to see that every detail is perfect.

or another engage the thought of the business structure is the objective of & Fuel Co., with a capital of \$40,000, most directors. It is a glowing trib- one-half of which has been paid in. ute to American men and systems that this high standard is closely ap- Mr. Ball became Secretary and Treasproached by many.

Wm. D. Ball was born at Cedar

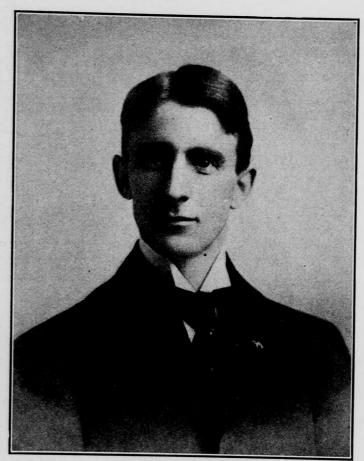
W. D. Ball, Manager Ideal Light & this sketch, who was the youngest of the Ideal lighting system. The comthe mother removed to Albion to give road operating in ten different states ers may have had much to do with of the children were graduated from Albion College, but they all attended that institution and secured fairly

At the age of 16 Mr. Ball entered narily the onlookers are disposed to the employ of the Gale Manufacturing Co. as office boy. He remained Woodmen and all of the Masonic es which at the most can have but with this institution about ten years and, when he retired from its employ, he was in full charge of the shipping Consistory. Aside from these reladepartment. He then went on the achieves or censure when he fails road for the Cook Manufacturing Co., tions. of Albion, selling gasoline engines.

born in Ohio, was of Scotch descent. ness has been conducted at Reed tically all the feeding and growing four children, was 6 years of age and pany now has eleven men on the agement of Mr. Ball.

Mr. Ball was married Nov. 30 1898, to Miss Laura Watson, of Albion. They have a boy 8 years of age and reside at 237 Woodmere Court. Mr. Ball is a member of the bodies from the Blue Lodge to the Shrine, with the exception of the tions he has no fraternal associa-

Mr. Ball attributes his success to Central hustling and being square. His ad-



William D. Ball

Michigan, and during the three years vice to his traveling representatives is he was on the road for this house invariably to "keep busy and tell the he resided a portion of the time at truth." The remarkable growth of Howard City, which was about the his business is in keeping with the center of his territory. Three years character of the man at the head of it, peared in 1907. It is now reported ago he formed a copartnership with James Lynch, of Amble, under the style of Lynch & Ball, and engaged in the sale of gasoline engines and ac-Commercial creations of one sort cessories in Grand Rapids. A year ago he sold his interest in this busi- less abrupt changes in outward apbest people in the country. The ideal ness and organized the Ideal Light The factory was located at Reed City. urer of the corporation, as well as General Manager of the business. Springs Oct. 13, 1874. His father, Soon after the company was organ-who was Yankee born, was a Metho-ized it acquired the Individual Gas present. dist preacher. His mother, who was Light Co., of Petoskey, which busi-

Moth's Evolution Marked by Stages.

From caterpillar to chrysalis, from chrysalis to moth are stages in evolution importantly marked by more or pearance. The caterpillar sheds the outer skin and when the perfect insect emerges from the chrysalis the covering also is shed. The nervous, respiratory, digestive and reproductive systems are modified to suit the life of the insect at the various stages, hear and the dumb can speak.

The father died when the subject of City along with the manufacture of take place, the digestive organs are paramount. They do not disappear in the winged or perfect stage, but become of imporance secondary to that of the reproductive system. These are the two important stages, the caterpillar, feeding and growing, and the winged or perfect stage, reproducing.

> The chrysalis is merely the winged state in dormant condition, the chief value of which is to bridge the seasons. The chrysalis is not, as is popularly supposed, a hard shell in which the perfect insect gradually takes form. When the caterpillar skin is finally discarded the insect, to all intents and purposes, is a moth or butterfly with wings, legs, antenuse, and proboscis all neatly folded along its under surface. These may be seen for a short time before the semi-transparent jelly with which the whole is covered darkens and hardens into the well known outer coating of the chrysalis.

Coast Islands Illustrate Mountain Making.

The making of mountains is illustrated by the Bogoslof islands off the coast of Alaska. They are volcanic islands which seem to afford an example of Dr. T. J. See's theory that coastal mountain ranges are first thrown up parallel to the coast line of a continent by the explosions which result when the ocean percolates through its bed to the heated rocks below the earth's surface.

Dr.-See's suggestion is that successive percolations and the resultant explosions dig a trench in the sea bottom during the course of ages, one ridge of the excavated trench being thrown up seaward, there to wait perhaps for a million years until it is established as a submarine mountain range and the sea drains out from between it and the existing continent.

The Bogoslof volcanic islands confirm this suggestion, for they and the Aleutian islands are part of a ridge which is being formed more or less parallel to the northern coast line of North America. The ridge suffers many vicissitudes and the islands are never safe from sinking beneath the sea again.

The last of them, Perry island, rose from the sea about the time of the San Francisco earthquake, 1906. Fire island, its younger brother, rose in 1853. Castle island, the oldest, has been known since 1796. The latest island was believed to have disapthat Fire island has vanished also. A party of explorers who had intended doing a little surveying about the islands could not at first find them at all. Later it reports that the biggest of the three islands has sunk to a reef.

Walking in the sunshine will not always enable a man to escape the shadow of suspicion.

Love has a language the deaf can

The best evidence of a healthy soul In the caterpillar stage, when pracis its hunger for work to do,

"RICH AS A JEW."

Popular Misconception Regarding Wealth of Hebrews.

In its popular misconception of the Jew the world has coined the proverb, "As rich as a Jew"-the word "Jew" has been made a synonym for money, whereas it is often its an-

The 600,000 Jews living in Africa and Asia are who live in Russia and Roumania are only just raised above the level of pauperism, while a goodly proportion are sunk below even that level. Among the Russian Jews only a few names, like Gunsburg, Iseman, Kronenburg, Posnanski, Bergeman, Zuckthe Zabludowskis, Raffalovitch, Poliakoff, Ephrussi, Brodsky, De Bloch, and Rothstein, rise above the general level of hard working poverty.

If all the money of the more than 11,000,000 Jews in the world were capitalized and equally distributed among them, the Jews would be ey changing to clothing, from news-

Of course, among the Jews there are men who by their innate force of genius, by indomitable perseverance, by unconquerable grit, raise themselves to prestige and power, as in the case of the great banker, Rothschild, who was born Mayer Anselm Bower, of the poorest of poor Jewish families in the Ghetto quarter of Frankfort in 1743.

He commenced life as a money lender on the smallest scale under the "Red Shield" (Rothschild), raised himself to a position of highest eminence and founded the great banking house which bears his name, and which has been, for more than one hundred years, the factor that supplied the nations of the earth with money. The financial system of the world, its inventions and perfection, we owe to the Rothschilds, who were the first to make national loans popular.

The Jew in finance is almost indown. Most of the great fortunes times, notably in America, have been er established and incorporated in-

The Jews, with comparatively few exceptions, made their money manufacturers and merchants. This equally so on the continent of Europe, the Pereires, the French railway kings, and the Rothschilds being among the few exceptions.

Capital and Jew are not synonymous terms. The leading spirits of the antagonistic forces-capital and labor -are Jews. There are financiers like the Rothschilds, the Schiffs and the Seligmans and there are socialistic Jews like Laselle, Marx and Singer. The capitalists can not curse the Jews and the socialists can not dyna- til the charity of the race has to come mite the Jews without abandoning to the rescue. their leaders.

American Federation of Labor, who dam the Dutch East India Company

American labor market than any oththe American artisan and mechanic into a beast of burden and a servile tool of the union labor monopoly, is a Jew.

There are upwards of 5,000 millionaires in the United States, the number of the Jewish-American millionaires does not exceed 200. Jews, number 1,500,000, are about onepoor. The 5,000,000 sixtieth of our population, but since the Jews do not live in the country, we must take, as a basis of computation, the city and town population where the Jews live, and of which the Jews form less than one-thirtieth, so that from this viewpoint the Jews are under their due proportion. Among the more than 1,200 millionaires in New York there are only about 110 Jewish names.

The 200 Jewish captains of American industry cover every field of human enterprise, from brewing to pork packing, from realty to dry goods, from law to liquor, from monamong the poorest people in the paper publisher to manufacturer. from cotton to tobacco, from grocer to miner, and from marketing to medicine.

> In New York City alone there are more than 900,000 Jews, making the metropolis of America the greatest Jewish center in the world. There are more Jews in New York City than in all the German empire, three times as many as in Great Britain, eight times as many as in London, and eleven times as many as in France.

The property holdings of the Jews in New York exceed \$900,000,000 in the single item of real estate, their wholesale trade is rated \$1,000,000,-000 per annum, and with few exceptions all the big department stores are controlled by the Jews-and yet they are not the money power in New York which they are popularly supposed to be. While one out of every four New Yorkers is a Jew, there are 1,200 so-called Christian millionaires against 115 Jewish, while variably a creator and not a puller there are tens of thousands of Jews in the New York Ghetto who live in which have been made in recent the most abject poverty conceivable, and yet it is only as a last resort that made by wrecking railroads and oth- any of these will appeal to their coreligionists for charity.

The United Hebrews' Charity Society in New York collects and disas tributes more money annually for the Jewish poor than any other similar is true not only in America, but institution in the world. During the last fiscal year about 12,000 families were compelled to apply to this society for assistance, but of these only 2 per cent. were born in the United States and of whom the majority were of the first generation. Practically speaking, there are no American born Jewish poor. The poverty is brought from Russia, Roumania, Bulgaria, and the other South Europe countries, and the congestion in the Ghetto increases it un-

When old Peter Stuyvesant fought Samuel Gompers, president of the to keep out the Jews in New Amsterhas done more to demoralize the allowed them to enter on condition

that they would not become a burtwenty-six pauper Jews in the New York almshouse, of whom the majordefect which precludes their admission to the existing Jewish charitable institutions.

Originally the Jews were an agricultural people and their civil polity was framed especially for this state of things. The sons of Shem built their first cities remote from the channels of trade, while the race of Ham and Japheth built upon the seashore and the banks of great rivers. The misfortunes of persecution made traders of the Jews. Denied citizenship, subject at any time to spoliation and expulsion, their only possible chance of living was in traffic, in which they soon became specialists.

The Jew is everywhere pioneering and building up states. Jewish commerce in the olden time centered around the great cities the world over and thus opened the gates for Christianity. The flourishing trade of the Jews made Spain the focus of medieval culture, and furnished not only the great discoverers with the key to unlock the new worlds with their inexhaustible treasures, but exercised the man with bonds in his pockets its broadening influence on Christianity. Lecky, in his "History of Rationalism," says: "Jewish commerce liberated mankind from the thraldom of the church, giving the world the cal common sense."

The love of money is the curse of er factor and endeavored to convert den, that they would provide for their Jew and Gentile alike. Is not the own poor. This they have nobly done Christian to blame for the moneyto the last letter. There are only lending characteristics of the Jew? Did not the Christian drive him from all other branches of trade, with a ity are afflicted with some peculiar price on his head, and place his home at the mercy of others? Is it right now to insult his race and religion, because of that fact, in sneeringly calling him a Jew? You can throw a stone into any of our churches and hit a Shylock. The Jew knows how to deal in money, but the Christian gave him the point in the game of usury.

> Yes, Jews love money, but so do Christians. Look at our American congress and our state legislatures and tell me if those who sell their votes to the corporations for class legislation are Jews. Are all who have monopolized the lands, watered the railroad stocks, looted life insurance companies, and cornered the homes-are they all Jews? Who owns the mortgage on your home? Nine times out of ten it is a Christian. Ask him to be lenient with you and he will demand his pound of flesh, and go old Shylock one better by sucking the blood along with it.

> Among Jews, as among Christians. there are those who think more of than of the bonds on his feet and hands. Madison C. Peters.

You may have a right to your own sorrows, but you have no right to much needed lesson of sound, practi- throw their shadows in another's

Success

BECAUSE we want the best trade and the most of it, we do printing that deserves it. There is a shorter way to temporary profits, but there is no such thing as temporary success. A result that includes disappointment for somebody is not success, although it may be profitable for a time.

Our printing is done with an eye to real success. We have hundreds of customers who have been with us for years and we seldom lose one when we have had an opportunity to demonstrate our ability in this direction.

Tradesman Company Grand Rapids, Michigan

GROWING PEANUTS.

Some Peculiarities Incident to Their Production.

Written for the Tradesman.

Arachis hypogaea, the peanut, is an annual plant of the order leguminosae, the order to which peas and beans belong. It is believed to be a native of Brazil, but this belief has a good deal of the nature of a guess, although a number of species are said to be indigenous to that country. It has, however, a footing on all of the five great continents of the world, being found in both torrid and temperate regions, which appears to indicate that it has been in existence for a vast number of years, as it takes a very long time for such a product to become so widely distributed. It has been suggested that the peanut had its origin away back in the remote period when most of the space covered by the Atlantic Ocean was a continent that has been named "Atlantis." This, of course, is mere speculation.

The peanut comes to us under several names. It is called in different localities "ground nut," "goober," "earthnut" and "pinder." In foreign lands, where it has numerous aliases, not be markedly successful unless this nuts are carried by elevators to the it has made its way into the hearts (and stomachs) of all classes of people, few of whom know that the annual crop in our country amounts to four million bushels of the value of ten million dollars. It has been hill, twelve to fourteen inches apart, an important crop since about 1866.

The peanut is a peculiar plant. It feet apart. does not grow on vines or stalks example, nor does it cling to the roots a potato. It has a way of propagating itself, unlike anything else in the seems to be a sort of combination above ground. between the three—nut, fruit, vegeta-ble. It resembles a nut in appear-the "Hallock" or "Breed" weeder, or The prime nuts are al ing in a shell. It also resembles a erally diagonally, across the rows, and there are from one to three nuts ing the ground very mellow and preclover family, and gathers nitrogen cows and mules. Ton for ton, it is the hills and between the rows. considered as valuable for hay as

peanut vines will make as much milk means of specially-made plows. After as a ton of the best clover hay.

and July, having a beautiful purple to them, and they are stacked around flower, not unlike the blossoms of the poles, very much as beans are stackpea. Immediately after blooming the ed. Care is taken to turn the nuts plants begin to "peg," as the natives inward, so that the vines shelter or runs along on the ground, and at former may become discolored by beeach end of the joints in the running ing exposed to the sun or rain. vine a "peg" formation is seen issu-The peanut's method of propagation is entirely original, and, as has been mentioned, different from that of any the peanuts are taken at once to the other known plant.

nut is a sandy loam, light in color, two or three cents per pound. If he free from vegetable matter, unless it is in a position to hold his product be thoroughly decomposed. Peanut until later in the season he is almost soil is literally as mellow as an ash- certain to receive a higher price. The heap, and the experienced peanut rais- nuts are handled by weight-twentyer prepares his earth thoroughly by two pounds making a bushel, and a eliminating every spear of grass and sack holding four bushels. every weed, for peanut culture can is done.

for planting, as machinery-shelled ward, being cleaned and assorted as seed is more or less injured in shell- they go, until at the bottom they the relation is between presidents, ing. Two peanuts are planted in each are run into sacks, according to their and the rows are about two and a half The peanuts are then ready to ship.

The planting is done by a one-horse above ground, like the tomato, for peanut planter, very much like the til they look bright, clean and smooth. one-horse corn planter. The seed is Finally, they are carried slowly along of the plant, below the ground, like planted from two to four inches deep. If the earth is at all weedy or grassy a cultivator is run between the rows, fruit, vegetable or nut line and it even before the vine has appeared By this process, when bagged, they

from the air by means of its roots, must not be disturbed, and before the brings an oil almost equal to that oblike beans and peas. The peanut "pegging" takes place the vines have tained from olives. There is little foliage is greedily eaten by sheep, usually covered all the space between doubt that, until recently, peanut oil

good clover. A ton of well-cured are plowed out or loosened up by cover the adulteration.

the vines have laid in the sun a few In Georgia, for example, peanuts hours to wilt, the workers with pitch are planted in May and bloom in June forks lift them with the nuts clinging

After a few weeks the workers are ing from the points. This "peg" is sent into the fields to pick the peaabout as large as a small match, and nuts from the vines, and for doing bends downward from the vine and this they are paid (in Georgia) ten "pegs," pushes or punches its way in- cents per bushel. This is a regular to the mellow earth, and the peanuts picnic for the hands employed, chiefare formed under the surface of the ly colored people. It resembles hop soil on these little "pegs" or shoots. picking time in other parts of the country.

> If the grower is in need of money nearest peanut-cleaning establish-

At the cleaning establishments the the world. top of the four-story building, and The seed is first shelled by hand then begin their journey downgrade, and the sacks are sewed up. to have been determined.

> Peanuts are cleaned by fanning and by abrasion, also by brushing unon endless belts, with the pickers ranged on either side, to remove all small, defective or discolored nuts. are ready for the trade, having been

The prime nuts are all shipped ance, as almost everybody knows, be- some similar implement, is run, gen- away in the shell to be roasted. The smaller nuts are shelled by machinvegetable, the pea, for it is in a pod, both ways, for the purpose of keep- ery and are sold to confectioners. in the peanut pod. It belongs to the venting the growth of grass or weeds. into peanut butter and some are used After the peanut blooms the soil for making oil. The first pressure 13.1; crude fibre, 3.9; ash, 2.6. In October, before frost, the nuts oil, and the chemist alone could dis-

The second pressure yields oil that is employed to make soap and lu-The hull or shell is said bricants. to be utilized for the bedding of animals, but this the writer has not seen. If the hulls are ground with the cake after the oil has been pressed out of them the mixture can be term the process. The peanut vine cover them. If this is not done the fed to cattle. It is not, however, a first-class food, being deficient in fat, as might be expected.

Taken as a whole it will be seen that both nut and vine are almost entirely used up by man, little or nothing going to waste.

The larger portion of our (American) peanut crop is grown in four counties of Virginia, one of which, Isle of Wight county, leads the world in peanut production. One firm in this county handles about 400,-000 sacks annually-something like a million and a quarter bushels. In The soil best adapted for the peament, where he is paid at the rate of doing this they send out more than forty carloads of peanuts every week during the greater part of the year! At another point in the peanut section, Suffolk, Va., trains carrying nothing but peanuts are often sent out, but the city of Norfolk handles more of the product than any city in

It is believed that fully 10 per cent. more peanuts are during the year of a presidential election than in intervening years. What politics and peanuts does not appear

As human food peanuts are wholesome and nutritious and inexpensive, but little is definitely known concerning their digestibility. They are apparently more easily digested when eaten with other fods than when eaten alone. Attempts to introduce peanut soups, cakes, etc., into our diet have not proved very successful, and the probability is that peanuts will continue to be used as a luxury or for eating at odd times rather than as a staple article of food.

The following analysis of peanut kernels is taken from the Internation-Some of the inferior nuts are made al Cyclopaedia; Water, 7.9; protein, 27.2; fat, 45.3; nitrogen free extract,

Lawrence Irwell.

Some people try to accomplish was often mixed with imported olive their work with one hand while holding onto the tail of time with the



IF NOT? WHY NOT? Use Baker's Cocoanut

if you want the BEST. It makes for success to have only the best of everything in stock. BAKER'S COCOANUT is best excepting none. You need it.

BRAZIL—PREMIUM—TABLE TALK

Let us send you circulars.

THE FRANKLIN BAKER CO.

Delaware and Fairmount Aves. PHILADELPHIA, PA.

ODD PLACARDS.

Their Engagement Should Be More Extended in Windows.

Written for the Tradesman.

In window trimming the placards used in connection with the goods on exhibition play a part that can not be overestimated. If they are prosy, dull, meaningless, they are worse than none at all; they were better omitted than put to a purpose for which they fail utterly. To say

Shoes and Rubbers

Sold Here

is to announce what is patent to everybody who has eyes. But to say as does one bright shoe dealer

We Fit the Fussiest Feet

puts the idea into the reader's mind that here is a store where the utmost care is exercised to fit patrons precise as to fit, style, comfort, wear, etc.

> We Are Meeting the Fancy Button Demand

calls especial attention to the fact that the store writing this card is alive to the wants of a clientele desiring the newest details to show up prominently in the footwear into which they put their spare chink.

The Shoes
That
Walk
Lightly
Everywhere

The above creates two favorable impressions: that the shoes in the window are not heavy old clodhoppers and that they are so popular that there is no place where they may not be run across.

Here's the way a popular merchant voices the intense delight that Blank patent colt gives to lovers of shiny leather:

Try It Out
That's the Only Way
You
Can Become
Thoroughly Satisfied
That
Blank Patent Colt
13

The Most Satisfactory Shiny Leather Made

A shoe dealer who has had gratifying results from explaining matters explicitly placed the following in his window and said that it brought quite a lot of people across his threshold whose faces had never been seen in the store before:

Mothers

Sample These Shoes.

That is the easiest and quickest way to make the acquaintance of So-and-So's—the soft soles of quality.

If you don't believe that quality counts for much in the baby shoe business all we can say is that your belief is wrong. If it was not we certainly would not

be doing the business we are larger every year than the year before—nor would so many customers throughout the city be telling us that they did a wise thing when they took up our line.

Mothes, quality in soft soles does "cut ice." You can demonstrate it to your entire satisfaction simply by making a trial of our goods. The samples are ready for you—why not step in and look at them now?

The picture of an eye helped to draw notice to this sign in a certain prominent shoe store:

> Tickle Your



A
Pair
of
These Pretty
Evening

Slippers
The rubber business in Grand Rapids might be helped by a card which was used in a nearby town. It ran somewhat like this:

The
Weather
Affects
Us All
!
If
It Rains
It Rains
All Over

the City Step In and Get

The first line of the next card would excite curiosity that would impel a perusal to the last word:

Dryshod

Rumors

Stories Continue
To Be Told
But We will Verify
Those Rumors
Step in Quick
And We Will

Tell You Something

Your Interest
The store that carries a complete
line of findings could emphasize matters by such a hint as this:

Comfort

and
Service
Will Be Found
In All These
Little Devices
That
Appeal
To

An ingenious shoe merchant on Monroe street once introduced a live fox in a wire cage in a window that had in it nothing but rubbers—rubbers heaped all around his foxship's prison, rubbers suspended above it and around it by black threads from the ceiling, rubbers attached everywhere to the ends and background of

Particularists

the window. This arrangement occurred on the most perfect of perfect days in June. At first thought a display of rubber footwear on the brightest of bright days seemed incongruous, but on second thoughts the anomaly appeared to be the very thing to engage interest. By its very unwontedness the presence of a live and lively animal and an exhibition of rubbers with a clear sky overhead-it could not help but so impress itself on the memory of those who saw it that when rubbers were next needed this store would be sure to be recollected. A card which admonished

Be Foxy
Provide Against
The Rainy Day That's Sure To Come
By
Purchasing Now
A Pair

These First-Class Rubbers was tacked to the upper part of Reynard's abode. At one corner of his house another card announced his common and his Latin name.

Of

Kate Wallingford.

Cactus Sugar Promised.

The desert will bloom like the rose when the cultivation of Burbank's latest marvel, the thornless cactus, becomes general. Practically all of his predictions in relation to his discovery have come true, according to a recent report. He has demonstrated that ninety-nine tons of the fruit can be grown on one acre, and the plant is so hardy and deep-rooted that it drives out the parent thorny cactus stock. A significant feature of the new plant is that it contains a large percentage of sugar, and it is hinted that this percentage can be so largely increased that it will become a cheaper source of commercial sugar than cane or sugar beets.

Natural Deduction.

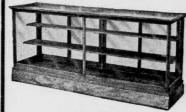
Two little children, being awakened one morning and told that they had a new little brother, were keen, as children are, to know whence and how he had come.

"It must have been the milkman," said the girl.

"Why the milkman?" asked her little brother.

"Because," replied the sister, "it says on his cart, 'Families supplied.'"

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.



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.

Consider This

In selecting an administrator, guardian or trustee, weigh the permanency and responsibility of a corporation against the possible disabilities of an individual.

A trust company is never sick or out of town or many other things to which an individual is subject.

Executor Agent The Michigan Trust Co.

Grand Rapids, Mich.

Trustee Guardian

TWO GROCERS.

Wisdom and Folly Exemplified in Family Life.

Written for the Tradesman.

"The trait of economy or the habit of extravagance in a husband and wife has everything to do with the prosperity of that husband when he is engaged in trade.

disbursements for the children with which the home may be blest, the of the establishment is getting foothold in business, should exhibit the very strictest of prudence, never tation of indulging in needless buy-

"If the husband is in the grocery business of course most of the supplies for the table and the kitchen will come through the store, and be cheaper on that account; but, for all that, the eatables should be reduced to a point where only plain whole-some food is provided. This is thrift, more is squander.

"The clothing of the family should be ordered on the same frugal plan as the eating. Its purchase should be governed by much forethought, by most careful regard for prices. Things should not be procured for mere prettiness, but with the idea that they shall serve a useful purpose; comfort and values should be the first considerations.

"Only furniture that is necessary should enter the house, and it should unornamented and of unbreaka-

"I know one wise little mother who arranged everything in the house with reference to its three growing youngsters. The floors all over the house were hardwood, the furniture and hangings only such as would stand the hard knocks and rough handling of a trio of healthy boys. There were only such mirrors as were absolutely essential, as balls have most alarming way of bounding in dining room chairs and all the rest were capable of affording the utmost of amusement as a railroad wreck on a rainy day. The dresser tops could be metamorphosed into a playgrocery store on a moment's notice. Occasional molasses candy-pulls were possible of an evening in the kitchen. graniteiron and ironstone china being practically indestructible. Little parties for growing kids were easily rendered enjoyable with squares of hot gingerbread, also big red apples previously washed clean and polished until they shone so the boys and girls could almost see their faces in them. Popcorn, hot, crisp and generously buttered, was also a neverending delight in the kitchen, where the bowls of ironstone kept the portions within bounds. Only simple pleasures were gotten up for the children by their sensible little mother, and thus the doctor was a rare visitor at the house.

homely manner of living and that of der discussion, at which something body. Sometimes another family I knew:

"This tribe lived up to the topcar-fare with which to begin the every member of the family, food garbage can at the back door heard "In the conduct of her house and constant scrapings. Furniture and this practical education. There have in all personal expenditures and all hangings cost a pretty penny and were bought for show and not to last. Costly entertainments at the wife, during the years when the head house were given by the dozen and theater parties to the city were frequently gotten up, the outlay for tickets to the shows and on the Inallowing herself to yield to the temp- terurban making a big hole every time in the husband's salary. The one puny child was brought up like a little prince, more being paid out for owned two-thirds of the business in which his father was engaged.

"Matters have been going on thus for some fifteen years with these two families which I have used as an illustration of wisdom and its opposite. And they are the counterpart of many others in this day and age. It is appalling to contemplate reckless existence of those like the second one I have described."

The above is an epitome of a little one-sided conversation I had the other day with a sage man in the grocery trade, and I shrewdly suspect that the family he first described comes pretty near home-comes pretty near to coinciding with his own, although, of course, I discreetly ask-Jessie Johnson. ed no questions.

Need of More Practical System of Education.

On one or two occasions The Tattler has made mention of certain of the Grand Rapids manufacturers who have shown a deep interest in manua! training which should have so large a place in the schools of that city of craftsmanship. But now comes the Michigan Tradesman with extended mention of a recent exhibition of the through open windows and hitting handicraft of the students in the pubwhatever obstructs their passage. The lic schools of Saginaw, coupled with some mention of the schools at Muskegon, Menominee and other cities where public-spirited citizens have given generous sums for the promotion of this sort of education, and denominates what has been thus far done in Grand Rapids as absurdly inadequate. What a pity that some part of the fortune of D. A. Blodgett, the wealthy lumberman who died recently leaving a \$10,000,000 estate, was not devoted to the founding of such a school as James Stout has built in Menominee and Charles H. Hackley built in Muskegon! Possibly this will be done by John W. Blodgett, his son, whose fortune, it is said, is even now a half greater that that of his worthy father. Here in Chicago no better things have been done in the public schools than in Grand Rapids and most of the other cities of this fatal if it were not for the surgeon's country, although there is seldom a gathering in which the future of this fore it had an opportunity to rupcountry is under consideration, and ture and send its fiery and poisonous

more practical system of education notch in everything, so that each than our public schools now afford. schools, is urging the development of ered that will cause a cure. come to his support an earnest body oi business men who hope to overcome the apathy of the Board of Edhigh school connected with the Unitute, at the Crane Manual Training School, the Francis Parker School and Armour Institute some substantial things are being done, not without influence upon the men who are nal.

discovered the real cause.

in summer than in winter; it is more soft. common among men than among cause it is found in all quarters of but it may cause dyspeptic troubles. haps, where they still call it inflammation of the bowels, but that is because they have not recognized it as appendicitis.

There is no disease where the symptoms are more uniform, and it is one of the easiest of diseases to diagnose. First there is the pain, then come nausea, soreness due to local pressure, and, lastly, the elevation of the temperature. The appendix can float around in a large space and while it is generally on the right side it has been found on the left side. There are times when the pain entirely disappears and the patient may still be on the lightning express to death. The sudden cessations of pain are due to ruptures which allow a discharge into free cavities, temporarily relieving the pressure.

It is a dangerous disease, because the appendix can fill up and the patient die in thirty-one hours. Therefore, procrastination is the cause of the greatest mortality in appendicitis. Inflammation of the bowels, which was the name it was formerly known by, was an extremely fatal disease, and appendicitis would be just as skill in removing the appendix be-"Note the difference between this the educational institutions come un- discharge into the vital organs of the ror.

is not said about and in behalf of a life by causing a discharge into natural channels.

The mortality rate with medical week there was not so much as a Just as sure as any plea is made for treatment alone is about 20 per cent., something of the sort, just so sure a while it is less than one-fifth of I next. Clothes were of the finest for responsive cheer comes from any as- per cent. under surgical treatment if sembled body of business men. Super- operated on in its incipient stages. was lavish and of the richest and the intendent Cooley, of the Chicago No medicine has ever been discov-

John B. Murphy, M. D.

Hard and Soft Water.

One sometimes hears the assertion ucation on this subject. But at the that a hard water, although not especially pleasant for washing purposes, versity of Chicago, at Lewis Insti- is fine for drinking and possessed of health giving properties of the highest order. If one keeps his ears open he can hear almost anything in the course of time. This is one of the things he can hear. As a matter of his rearing than for all three of the charged with guiding the destinies of fact, the softer the water, that is, the offspring of his father's partner, who our public schools.—Funiture Jour- more nearly pure it is, the better it is for all purposes.

Hard waters are those that contain Origin of Appendicitis Still in Doubt. a considerable amount of lime or No one has been able to discover magnesium salts, or sometimes iron, the cause of the inflammation of the in solution. The permanently hard appendix. Some people charge it up to waters are those that can not be softrheumatism, others to measles. There ened by boiling; they usually contain are persons who believe that overfed sulphate of lime. The temporarily people get it, others that underfed hard waters, on the other hand, are people are most liable to have the those that contain bicarbonate of lime. trouble, but no surgeon has ever When such waters are boiled some of the carbonic acid is thrown off, and But we do know appendicitis in all the insoluble carbonate of lime or of its nature and in the destruction chalk is formed; this falls to the botthat it produces. It is more common tom of the vessel, leaving the water

Hard water, when it is not praised women, in the ratio of about four to as healthful, is sometimes accused of one; it is more common among boys being the cause of kidney colic, or of than among girls, so that the old idea stone in the bladder, and it has also that tight lacing is a cause seems been asserted that its use results in to be dissipated. It is something a premature hardening of the arteries. It probably does not do this,

> A permanently hard water is bad for cooking, as peas and other vegetables will not soften in it properly, and more tea or coffee is required to make an infusion of palatable strength when the water is hard. A hard water is also wasteful of soap. Every degree of hardness, which means the equivalent of one grain of bicarbonate of lime to the gallon, requires from eight to ten grains of soap to neutralize it before a lather can be made.

A limestone water can be softened for washing and cooking purposes by the addition of a little carbonate-not bicarbonate-of soda, but for drinking it is better to boil the water and then, after giving it time to settle, decant it. The boiled water can be aerated and so made palatable, by half-filling a clean bottle with the water and then shaking it vigorously.

Drugged Soaps.

A new scheme (patented) for making medicated soaps is to extract drugs with fatty acids, as oleic and stearic acids, and then to saponify the extract with caustic soda or po-

Few women waste money-if they haven't got it.

No woman is as truthful as her mir-

THE LARGEST FLOUR MILLS IN THE WORLD.

DAILY CAPACITY 35.000 BBLS.

HENRY L LITTLE, MANAGER



MINNEAPOLIS, MINN., U.S.A.

December 24, 1908.

Michigan Tradesman, Grand Rapids, Mich.

Gentlemen:

In an interview published in your paper, as occurring between the editor of a trade journal and an officer of a cereal concern, this officer is reported to have said that his one competitor is Pillsbury's Vitos.

In this connection we wish to correct an error. Pillsbury's Vitos as a brand has been entirely withdrawn from the market and we have replaced it with Pillsbury's Breakfast Food hence this letter.

Pillsbury's Breakfast Food is vastly superior to the old Vitos and by all means the finest wheat cereal manufactured. Although it is widely and extensively advertised in the magazines and elsewhere, we do not feel that through this advertising we can force the retail grocer to handle our Pillsbury's Breakfast Food, because we realize that the retail grocer is the man who really sells the goods, and without his assistance a manufacturer is practically powerless to reach the consumer.

Will you please put this before your people so that they may know the correct name of our new and Best Breakfast Food and also understand our appreciation of the retail grocer and his co-operation?

Very truly yours,

PILLSBURY-WASHBURN FLOUR MILLS CO., Ltd.

HHW-03

MERCHANDISING.

Economy Is One of the Vital Elements of Prosperity.

Written for the Tradesman.

I have no other notion of economy n that it is the parent to liberty ease.—Dean Swift.

The idea of economy so genially expressed by the famous satirist is not the idea which commonly prevails. Most of us dislike the very word economy. It carries with it numerous unpleasant frugalities and skimpings of all kinds which necessity has imposed upon us in the past, and seems an earnest of similar retrenchments which we shall probably be compelled to exercise in the fu-

It is so easy to acquire a champagne appetite and so difficult to increase the income above the lager beer notch! To be able to drop this everlasting struggle with the cash account and to indulge our tastes, nay, farther, even our whims and fancies, regardless of cost! The realization of this very natural desire is, for most, something to come, if it ever comes at all, in the remote future. Now there is the pressing need of making every dollar do its fullest duty.

The mental attitude which avoids the subject as long as possible, which delays the study of what is wise and proper economy until a time when a lessening or stoppage of income compels drastic measures, is all wrong. How to make money perform its proper utility is a science, and one which, in spite of the odium so unreasonably attached to it, has a beauty and order of its own

Those of us who studied a system of book-keeping put out by one Ira Mayhew some thirty or forty years ago remember among the accounts which were to be computed and written out by the student a Smoker's ter the milk must be right to start Account and a Winebibber's Account. Each was carried through quite a long period of time, and by lengthy problems in compound interest results were arrived at which showed what a moderate indulgence in the use of tobacco and liquor for the number of years covered would should be, then no skill of the butteractually cost.

This, of course, was simply a graphic manner of illustrating one phase of the subject of economy, viz., and efficiency can not atone for negthe waste, enormous when viewed as ligence on the part of those who have a whole, occasioned by the small but preceded him. oft-repeated and unnecessary pense. It was a step in the right direction and it is a matter for regret that the idea has not been enlarged upon, and that various phases of the subject have not been wrought out into concrete forms which the mind of the student could not fail to grasp.

It is certainly a radical defect in our educational system that a pupil forceful illustration, bad buying is may go through the whole curriculum, beginning with the kindergarten and ending with a post-graduate university course, and never receive an hour's instruction in the proper use of money or in the disposition of other things as valuable as money. He spends his own time, which should most beyond human wisdom, who he has on hand before he leaves be valuable, and his father's and oth-

use only indirectly, if at all, while the natural prey of the unscrupulous this that he will surely need to know is wholly neglected.

a large business or a small one, econselling of goods.

It would be hard to find a business to pay. in which the net income possible unbe made to show a largely increased ficiencies. total, if there were proper conserva-

The manufacturer will often tell us would barely pay running expenses, make and sell some seemingly unimwill yield him proper returns.

The store that is bringing its own- he knows it surely will be wanted. er a mere living may, by a better adjustment of means to ends, ample provision for competence in making money may not be putting harder, if as hard. He simply has his it grinds him more grist.

The Waste of Bad Buying.

The expert buttermaker will tell you that in order to make good butwith. It must come from good watered and housed, and milked in a cleanly and gentle manner. These things are fundamental, and if, from any remissness in respect to any one of them, the milk is not what it maker in setting or churning or salting or working can make the most delicious quality of butter. His care

In storekeeping the buying of the goods occupies the same essential position that the quality of the milk occupies in buttermaking. If goods are not bought right there is no making up for it afterward. Loose, careless, indiscriminate buying is absolutely fatal to the life and profit of a business. To use a homely but cutting the dog's tail off right behind its ears.

One of the strange things about buying is that the people who think they know the most about it really know the least. Find a man who believes he possesses shrewdness althinks he always secures prices a home. That kind of a job is not to

drummer or wholesale salesman.

It is a trick as old as the hills to For the merchant, whether doing name a low price on a few items that a buyer happens to be posted on and omy is not a subject for hard times then make it up many times over only, something which must be look by charging a long price on the reed after in times of depression, but mainder of the purchases, yet it is city that "having to buy goods" ofthe exercise of which may not be re- still being successfully employed, and fers. laxed, may not be dropped altogether the poor dupes seem never to learn when trade is lively. On the contheir folly. There is no form of vantrary, it is one of the vital elements ity more quickly and easily appealed no more be discontinued than the which prides itself on being able to get goods for less than others have

The good buyer, the one who has der the circumstances is not reduced sounded the depths and immensities from 10 to 25 per cent. through un- of his subject, so to speak, is ever necessary waste of various kinds. In humble and ready to learn, while the many instances, without the selling poor buyer thinks he already knows of a dollar's worth more goods, the all there is to know, and has not the credit side of the balance sheet could slightest realization of his own de

The good buyer ever has in mind tion of what is now foolishly dissi- the needs and desires of his customers, and is never enticed from his plain path of duty, which is to supthat making his main product alone ply them as acceptably as possible, price being, of course, one important but if he can utilize the waste, and element of acceptability. He does not buy undesirable goods simply beportant by-products, then his plant cause they are cheap, nor refrain from getting a thing because it is dear, if

Space will not permit even a brief give attempt to cover the whole subject of buying. One illustration must sufold age as well. The man who is fice: Two men, whom we will call A. and B., both merchants in a small out any more goods than his neightown, go to market to buy goods. A. bor who is only keeping his head has very carefully looked over the above water. He may not work any stock he has on hand and prepared a list of about what he thinks he mercantile machinery so adjusted that will need to purchase. Of course he may modify this somewhat when he comes to see what is offered, but he will not deviate greatly from the plan he has blocked out, nor be induced to invest a larger amount than he has determined upon. He goes at healthy cows that are properly fed, his buying in a systematic way, and applies himself to the task with the same diligence that he uses in his work at home. If he can take some time to see the sights he does so, but attending to business is the main object of his trip.

He purchases where he finds he can get the best goods for the least money, not where they slap him on the back with the jolliest familiarity, or laugh longest at his jokes, or offer him the most alluring entertainment. He does not allow some smoothtongued wholesaler to take possession of him upon arrival and, after running him and his affairs for a few days, send him back home with large invoices of merchandise, mainly of the wholesaler's selection, to follow. He relies upon his own judgment, and having the correct instinct of the judicious buyer he lays in a stock of goods that do not have to be urged upon a reluctant public, but which are so well adapted to the wants of his customers that they will be sought for eagerly.

B. does it all differently. He never finds any time to look over what er taxpayers' good money, in learning little inside the very inside, and he subjects very many of which he will is pretty sure to be the one who is much attention to the details of his than you do."

business, and his ideas as to just what will please his trade are, in consequence, rather hazy. His real object in going to market is to have the time of his life, and he is glad of the excuse for making a trip to the

His wholesale man is just tickled to death to see him and extends to him all kinds of hospitality. He is of successful merchandising, and can to by the skillful flatterer than that not given an itemized statement of the charges for this, but he will pay for it just the same. What time B. can spare from pleasure taking he spends in buying goods, but he gets through with the work as rapidly as possible. He buys many articles of which he already has enough in stock at home, and omits altogether a like number of things that are absolutely necessary. He does not get down to his work at all in the sense of putting his best thought and judgment upon his task.

> Suppose the two men expend exactly the same amount of money. Then the stock A. has purchased will actually be worth at least a quarter to a third more when it is laid down in his store than the heedlessly collected melange of goods that will follow B. home. For it is far easier to sell well-bought goods at a fair profit than it is to get the first cost out of a stock purchased without proper care and discrimination. Quillo.

The Farmer's Happy Lot.

There are about 6,000,000 farms in the United States, and after division is made among them it will be found that the average amount for each farm is about \$920. This is a comfortable sum for the living of a family which has house rent and a greater part of the food consumed thrown The agricultural population of the United States is about 25,000,000 persons; that is, there are 10,381,765 employed in agriculture, and the rest, nearly 15,000,000, are dependent on them. If the earnings on the farm, over and above the amount fed to livestock, should be divided equally among those who have to live on it, each one would have \$245. The value of the crop of 1908, as estimated by the Secretary of Agriculture, is about double that of 1900, according to the census of that year. We have seen that by dividing up this great crop among those who have to live upon it the figures begin to appear not so big, after all. And yet they are big enough to make the farmer very prosperous and contented. In recent years he has paid off his mortgages and has opened a bank account. He lives comfortably and although a portion of the year he works very hard, yet he has more leisure during the twelve months than most men in other occupations.

Best Wishes.

"What do you think!" exclaimed the theatrical star, proudly. "They are going to name a new cigar after me."

"Well," rejoined the manager, "here's hoping it will draw better

INFORMATION THAT IS WORTH DOLLARS TO YOU

SUPPOSE that you were absolutely sure you got every cent for every purchase that went out of your store, and that you knew all the details of your business at a glance.

isn't It Worth Money to You to Know

THAT
Goods Sold in Your Store To-day Amounted to \$75.00
THAT
Clerk A sold goods amounting to \$35.50
Clerk B sold goods amounting to
Clerk D sold goods amounting to 22.10
THAT
Clerk A paid out\$0.00
Clerk B paid out (for drayage)
Clerk D paid out
THAT
Clerk A sold goods on credit\$4.75, and to whom
Clerk B sold goods on credit 8.95, and to whom
Clerk D sold goods on credit10.00, and to whom

HAT

67 Customers Were Waited On in Your Store To-day.

THAT

Clerk A waited on 14 customers

Clerk B waited on 23 customers

Clerk D waited on 30 customers

THAT

Clerk A received on account.......\$4.00, and from whom Clerk B received on account....... 8.90, and from whom Clerk D received on account........10.00, and from whom

THAT

Clerk A opened his cash drawer...4 times to make change Clerk B opened his cash drawer...5 times to make change Clerk D opened his cash drawer...8 times to make change

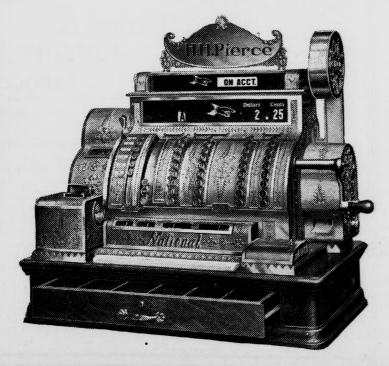
We want to show you how a National Cash Register will give you all these details of your business, together with many others of equal value to you, and that it will save you enough money in a short time to pay for itself.

It will cost you just two cents to find out for yourself exactly what a National Cash Register will do for your particular business. It will not obligate you in any way to fill out and mail to us the attached Coupon for further information.

It will pay you to investigate.

Our Guarantee

We guarantee to furnish a better Cash Register for less money than any other concern in the world



We make many different styles and sizes, one of which is exactly suited to your business.

Prices as Low as \$15

Small Monthly Payments If You Wish

The National Cash Register Co.

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

WRITE TO NEAREST OFFICE

The Rapids,	TEAR OUT AND MAIL TODAY National Cash Register Co., 16 No. Division St., Gran Mich., or 79 Woodward Ave., Detroit, Mich.: I would li
to know	how a National Cash Register can increase my profits as ther things you say it will.
Name .	
Busines	
Street	
City	

WITH ONE FIRM.

Advantage of Concentrating Trade at One Store.

Written for the Tradesman.

"I've traded at Potter & Henderson's for ten years now," said old Farmer Heckstraw, "and I don't want no better place to buy than of them."

"I think you make a mistake in sticking to one firm so long," said one of the little group gathered in Farmer Cornwood's sitting room. "There ain't no merchant good enough for me to trade with more than a year at a clip. How do you know but what you've been cheated a lot of times during these years? I tell you it pays to keep your eyes and ears open in these days of trusts and graft."

"Don't you think Potter & Henderson are honest?'

"As honest as any of 'em."
"Well, as for me," declared Heckstraw, "I stick by the men who treat me white. It is something to have the reputation for honesty and square dealing which Potter & Henderson have. I believe it is right to trust a bridge which has carried you over in safety. When I first moved into this town ten years ago I was in the tights, as you might say; hadn't much to swing on after buying a place, a team and farm tools. I had to get trusted somewhere."

"Bet you didn't find no merchant anxious to open an account," chuckled old Bill Sniggers, who sat in one corner hugging his knees and chewing his quid like a cow half asleep under a tree.

"Don't be rash or you may lose your money," returned Heckstraw.

"Did you honestly find someone-"Potter & Henderson," broke in the farmer. "I own up, however, to trying several merchants before them without success. You see, it's this way with me: If I want an accommodation I ask for it once; if I get it all right; if I don't I go right away; never catch me urging or coaxing for credit. That ain't my style. I tried three of the dealers in Newtown before I struck Potter & Henderson."

"And they were turrible anxious to trust a farmer who had just moved in, I suppose," churtled Cornwood.
"Not too fast, Ben," said the other.

"I went to them with a plain statement of facts. I had some money coming in about six months. I felt that I could depend on this should anything go wrong with crops that must have six months' credit. My farm was mortgaged for half the payment price, so I could give no security. Of course, there was the horse team, but I make it a point never to give a chattel mortgage. I told the merchant he would have to trust to my honesty for his pay and Potter said, 'All right, come in and get what you want."

"He said that, did he?" exclaimed old Sniggers with uplifted hands. "Oh, Lord! how that old skinflint has changed. Why, he wouldn't trust me for a plug o' Battle Ax last week when I was that nigh dead for want of a chaw 'at I fairly drooled."

"His head was level in your case billin', is there?" came from Sniggers,

all right," chuckled Cornwood. "You see Potter knows you, while Mr. Heckstraw was a total stranger."

"Oh, you git out!"

"But let's hear how you come out?" and the farmer turned to Mr. Heckstraw.

"You may guess that I came out right, else I wouldn't be still trading with the men who gave me credit ten years ago," said the one addressed. "I have found Potter & Henderson square dealers. Whenever I had money I turned it in to them. They kept me going most of the time during my first year; after that I began to pick up some, and during the past four years I have paid as I went, and my trade still goes to the men who befriended me at the out-

"Your bump of gratitude is large, Samuel," said Ben Cornwood. said Ben Cornwood. 'Now, in all these years you have stood by Potter & Henderson, how much do you suppose they have swindled you out of?"

"Swindle isn't a word that I care to hear with regard to Potter & Henderson," and a flush mantled the tanned cheek of the visitor.

"Call it by a milder name if you like," proceeded Cornwood; amounts to the same thing in the end. By looking around occasionally could have found bargains that would have saved you money.'

"I am not so sure of that."

"I am. Let me tell you a bit of my experience," said Ben Cornwood. "I thought once, as you do, that it was right to stick by one merchant through thick and thin."

"That depends on the merchant, of

"Wait a moment," said Cornwood. 'As I said, I was a one merchant customer for a long time. I stuck by Beardsly, the corner merchant, for a straight year. I thought there was nobody like Beardsly. My wife thought the same. He is bland and smiling, throws in a cigar and a little candy now and then to keep customers sweet. He holds a lot of trade and is making money. I jumped him, however, when I found that he wasn't paying me as much for eggs and butter as I could get at another

"Wasn't Beardsly paying the mar-

"Yes, but Peterson was paying a cent above, so I went to him.

"And you are still there?"

"Not on your life. I don't marry none of 'em," and Cornwood chuc-"I change about from one merchant to another. I find it pays to do so."

"Do you for a fact?"

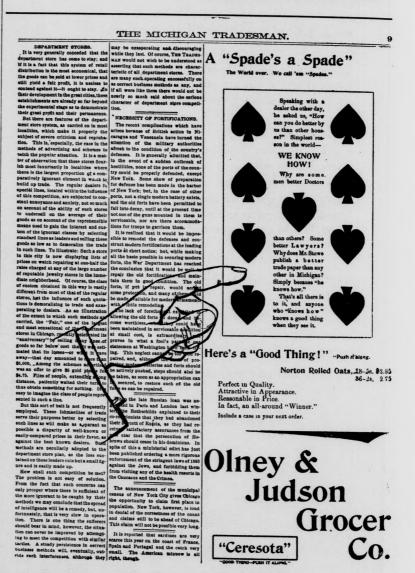
"That's what I do. I trade with one firm for a few months; am always well treated for a time and get the highest price for anything I have to sell. As soon as a merchant thinks he has your trade cinched, then look out. You belong to him and he begins his plucking. I know 'em like a book, to the last man-they're all alike."

"Not an honest one in the hull

Grand Rapids Knows How

The original of this advertisement was published in the Michigan Tradesman May 15, 1895.

JUDSON GROCER CO.



Grand Rapids adopts this as her slogan to-day from over 15,000 submitted:

Grand Rapids Knows How

wiping the tobacco juice from the corners of his mouth with the back of his hairy hand.

"By changing your trading place antidote for suicide. two or three times a year you get the cream of the bargains, Sam. Every merchant treats a new custom- all the humorists. er a little better than the regulars. He wants to get his trade, you see, and have him for a regular. After that he can make up for what he lost in the beginning-that is, if he lost anything, which, of course, is not likely. I have found it money in my pocket to change about, as I tell you."

"What do you do when you have been the rounds? Begin over again?" "That's it exactly."

"I should hardly expect it to work the next time."

"Sure it does. The first merchant serious themes. is tickled to death to get you back again. I tell 'em how I have missed ical Americans of the nineteenth cen- lever to shape events. it leaving, and soon the bait comes my way. Oh, there's nothing like table humor to make real his literary keeping your eye out for the main gods. chance, my boy."

"Maybe. But then, I don't know," hesitatingly began Heckstraw.

"I know," declared the other. "My experience proves my theory."

"I gorry, and mine, too," gurgled the man in the corner.

"Keep quiet, Sniggers," warned Cornwood. "Your experience would pit misfit. poison a skunk."

Heckstraw got up to go. His face respectfully to his neighbor's reasoning, yet it was plain to see that he was not convinced.

You may be right, Ben," said he, utilizing humor. as he stood by the door on the eve of taking his departure. "With you that flowed through Beecher's serit may work all right, but in my own case I find it different."

"How different?"

"Yaas, how diff'rent?" ventured tue in Robert Collyer's smile.

Sniggers from his corner. "Gol durn Few plays that are not be... my skin, I can't see why one man ain't 's good's another. All the store fellers is tryin' to skin us farmers."

Cornwood frowned and looked as though he would like to cuff the man in the corner.

"I find it to my advantage to trade with one firm. Of course, if I found I was not being treated square I should change."

"That's it exactly. No merchant will treat you square always."

"I must disagree with that statement," persisted Heckstraw. "Potter & Henderson deal square with me always." The old farmer walked out J. M. Merrill. whistling softly.

Enthusiasm As a Business Getter.

You might as well try to thaw out a frozen pipe with an ice cake as to interest a customer in your proposition unless you are interested your-

If your heart is in your work your enthusiasm will often cause a wouldbe customer to forget that you are trying to make a sale.

Enthusiasm is a great business getter. It is so contagious that, before we know it, we are infected with it, even though we try to brace ourselves against it.—Success.

The meddlesome third party causes many a divorce.

The Philosophy of Good Cheer.

There is no better asset in life than good cheer. It is the best known

A directory of the world's philanthropists should contain the names of

"The most wasted of all days," says Chamfort, "is that on which one has not laughed."

Humor is the life of life.

It is the best medicine for the sick room.

A doctor who is devoid of humor should be prohibited.

It is the salvation of the rostrum. Booker Washington's phenomenal platform success rests upon his happy you must be good-natured. faculty of blending humor with his

David Swing, one of the most classtury, depended largely on his inimi-

It is because he radiates good cheer that Senator Depew is in such demand.

Humor is the chief stock in trade of the commercial drummer.

It will often sell goods where an argument fails.

A preacher without humor is a pul-

That most genial of men, Dr. Henry Van Dyke, says: "There is such think wore a half smile. He had listened a thing as taking ourselves and the world too seriously."

The author of "Little Rivers" owes much of his popularity to his art of

The gentle undercurrent of humos mons, often coming to the surface, was the secret of much of his force.

There is a purifying, ramifying vir-

Few plays that are not humorous, wants to be an Indian?

aside from the classics, outlive a sea-

Not to have laughed over James T. Fields' owl, Mark Twain's frog and Artemus Ward's wax works is to have missed much.

The man who makes men laugh makes the world better.

Few have had Dr. Holmes' experience, which prevented his being as funny as he could.

A good nature is the best thing that ever happened to a man.

Humor and sunshine-"the heaveny twins"-are the arch-enemies of crime and disease.

If you would be a leader of men

No one ever courts the company of a man with a grouch.

Lincoln used humor as a mighty

Man is the only animal that laughs. It is an exclusive God-given prerogative.

It is our duty to make the most and the best of it.

Sterne says: "I am persuaded that every time a man smiles-and much more so when he laughs-it something to this fragment of life."

God pity the man who never laughs!

It is a great work. It makes men

Bill Nye wrote a history of England. It is a great work. It makes men laugh.

Both were benefactors of their

"We ought to be as cheerful as we can," says Sir John Lubbock, "if only because to be happy ourselves is a most effectual contribution to the happiness of others.'

The Indian seldom laughs. But who

"I was suspicious if him," says the cynic, "until I heard him laugh."

John K. Le Baron.

Was a Colonel By Marriage.

When A. W. Newark, of Cadillac, was in Texas recently, he met a rather pompous looking native of the region, who introduced himself as Colonel Higgins, of Devil's River.

"Were you ever a colonel in the Confederate Army?" Newark asked

"No, sah."

"Or the Union side, then?"

"No, sah; nevah was in no wah."

"Belong to the Texas Rangers?"

"No, sah; I do not."

"Ah, I see; you command one of the State militia regiments."

"No, sah; I don't. Don't know nothing about soldiering."

"Where, then, did you get the rank of Colonel?"

"I'se a kunnel by marriage, sah." "By marriage? How's that?"

"I married the widow of a kunnel, sah-Kunnel Thompson, of Waco.'

Wealth as Distributed.

There are to-day doubtless men in the United States wealth amounts to a million or more. There are many worth very much Hume wrote a history of England. more. It is an easily defendable estimate that of the 117,000,000,000 of wealth half of it is in the possession of 50,000 persons, and we thus find only about \$60,000,000,000 distributed among the remaining 84,950,000, which is approximately \$700 each, or \$3,500 for the head of each family. But the inequality of the distribution is maintained in the downward scale, so the continuation of the figuring would show half the people with no wealth at all, and half of these leading a veritable hand-to-mouth exist-

A CUSTOME

asks for

and you can not supply it, will he not consider you behind the times?

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.

A DICKER IN HAWGS.

Showing the Folly of Exaggeration in Business.

Written for the Tradesman.

I have heard it said by those who claimed to know what they were talking about that there are plenty of business men who ought, for their own good, to be fitted with a patent, lot more. When Sherman came out automatic, non-interfering padlock for the mouth. The padlock, say these wise men, should be similar in construction to the automobile fire- Climax Corners and raise hawgs until announcers which blow a whistle or something whenever the temperature in them at six cents a pound, dressed. of the building gets up to a certain point. Only the padlock should lock with a snap when the merchant gets too hot under the collar and shut off his flow of language.

The people who favor such a contrivance may be right, but it is safe to say, in defense of business men. that they are not the only ones who talk to the detriment of their own interest when angry or excited. Such a padlock would be a fine thing during a political campaign, and it might even be used to advantage at some of the sessions of the Grand Rapids Common Council. But, however that may be, it is a sure thing that it is not wise for a merchant to become angry or excited in his place of business during business hours. If he wants to go through the dictionary for words to calm his mind and express his opinion of things after the store is empty, that is his own affair. He must account to the custodian of the Golden Gate for that, and not to his bank balance.

There was Sherman. He was a keen, level-headed fellow, with a big trade and money in bank, besides various real estate investments in the city. He made money like anything, but he had to, for his ugly temper cost him quite a lot of cash each year. He flew into a rage on the slightest provocation, and then he was given to exaggeration and words of sarcasm. Time and again he had gotten himself into serious trouble by a mixture of temper and tongue, but that made no difference. He was ripe for er this deal in hawgs which I am telling about he may have quieted down a trifle, but I don't believe it.

It all came about through Adelbert, who came in from Climax Corners and talked his way into a job at Sherman's. Sherman had a big establishment in those days, and has still, for all I know, but he made a specialty of meats, supplying several hochickens, and all that slaughtered in bert in the meat department, telling him to be careful and not get in the way of the chickens or baa-baas. From the first he didn't like Adelbert, but he gave him a job, under mental protest, to please an old friend the hawgs were proud of the twists the coming financial wonder of the Western World. Sherman may agree with this friend of Adelbert now. At any rate, he has had cause to re- drew up a petition to the Common cast his first opinion of the man from Climax Corners.

with his limited vocabulary, and the the animated roasts put the porkers clerk was all submission, but one day he roused the gentle clerk to the point where the worm turned. Adelbert had sold a dressed hawg at six cents per pound, a large, fat hawg, which should have brought quite a to talk with Adelbert about the transaction the first thing he said was that the new clerk might go back to he found out how much money was

"Why, you everlasting idiot!" he shouted, "I'll pay seven cents a pound on the hoof for all the hawgs there are in the county! Hawgs is hawgs! Before spring they'll be up to eight or nine. Six cents a pound, dressed! You go back to that blind siding of yours and play you're a Lady Bountiful givin' away the hawgs of other folks."

"Do you want to buy some hawgs at seven, on the hoof?" asked Adelbert, innocently. "I don't think they are worth more than six, dressed."

"Never you mind what you think you think!" roared Sherman, in fine "I know what I'm talkin' frenzy. about! Hawgs is hawgs! I'll pay you seven, on the hoof, for all you bring me durin' the next two weeks. I'll make that agreement right here. You hear, do you, boys? Seven on the think seven on the hoof is good hoof, an' this infernal idiot has been sellin' for six, dressed."

"If I find any out at the Corners," said Adelbert, "I'll bring 'em in."

"Bring in all you can find," said Sherman, red in the face and getting asked. angrier every minute. "Bring in all there is in the county. I'm here to pay seven on the hoof, and my word hundred tons of hawg meat here." is as good as my bond. Bring on your hawgs!

When Adelbert turned in at the old farm gate he didn't tell his admiring parents that he had been fired for not knowing the price of the stock in his department. He told them that he was out looking for hawgs for an ing a nuisance." Eastern firm, and that there would be more money in it for him if he a fresh outburst at any old time. Aft- had about \$500 to pay the farmers as a guarantee of good faith.

I don't know how much Adelbert's papa enquired into the matter and 'Eastern firm," but it is a matthe ter of record that hawgs began to goin' to 'phone to my wife to get rain in on Sherman the second day after the clerks' departure for his ancestral corners. They came, squealing, on hoof and, squealing, in crates, back to the corners." and, squealing, tied down in wagon tels with beef, pork, mutton, veal and boxes, and, squealing, bound hand and foot on wood racks. There were white his own abattoir. He stationed Adel- hawgs, and black hawgs, and spotted hawgs, and hawgs which had come away from home without their morning bawth, and hawgs which were clean and prim. There were vicious hawgs and gentle hawgs, and some of who looked upon the young man as in their tails, and lorded it over the others who had no such frills.

> The men who did business in the neighborhood of Sherman's store Council and asked that a commission in lunacy be set up to enquire into

Sherman frequently found fault the mental condition of their neighwith Adelbert's store manners, and bor. The farmers who came in with into a large pen which had been as you said just now." built at the back of the store and went their way, after Adelbert had weighed them-the porkers, not the farmers. Sherman stood in the back door of his store and shook his fist at Adelbert. During a lull in the unloading of pork Adelbert walked over to Sherman.

"I've brought your hawgs," he said.

"Take 'em away again!" thundered Sherman. "I don't want 'em!"

"You bought 'em," said Adelbert, 'and the law is that you've got to take 'em at seven cents a pound, on the hoof. I can show it to you in a book."

Sherman knew that the contract he had made in his rage was a binding one, but he had no idea that Adelbert would know enough to take advantage of it. He began to recall what the friend of the young man had said about his being one of the money barons of the Western World!

"How many hawgs have you got?" asked Sherman.

"Got about eight hundred here," was the reply. "There's more com-

"How many more?"

"Oh, about ten thousand! Farmers enough for them."

Sherman saw that the only way to save himself was to conciliate the

"What weight you got there?" he

"These hawgs is powerful heavy," replied Adelbert. "I've got about a

"Then, as near as I can fog it out," said Sherman, "you've got about \$14,000 worth of pork chops sausage there. What do you think I'm goin' to do with a mess like that? If you bring any more hawgs here I'll have you pinched for creat-

"I've got only about a thousand more," said Adelbert. "You bought 'em."

"Oh, I bought 'em, did I?" roared Sherman. "What do you think I'm goin' to do with this surprise party of hawgs? I presume you think I'm ready for company and invite 'em home to dinner! I countermand the order right now. Take your hawgs

You bought 'em," said Adelbert. "I'll come in and settle with you as soon as the others get in."

By this time other farmers were spilling hawgs out of crates and hayracks, and hawgs were foaming over the pen fence, and moving in tidal waves against the back end of the store. The noise of their protests brought all the small boys of the neighborhood, and many who were not so small.

"Look here," said Sherman, presently, "what's your rake-off on this deal? What do you make on these hawgs? This thing has got to stop." Despite its great so "Why," said Adelbert, "I make two has only eight teeth.

cents a pound. That's forty dollars a ton. Do you think that is as much as I ought to make? Hawgs is hawgs,

"Do you mean to say," began Sherman, "that you mean to hold me up for \$4,000 for bringing these hawgs

"You bought 'em at seven on the hoof," replied Adelbert.

"I'll give you \$500 and settle with the farmers," suggested Sherman.

"Four thousand," said Adelbert.

"I'll make an assignment first!" roared Sherman.

"Four thousand!" said Adelbert.

"Where am I to get \$4,000 to pay for these hawgs?" shouted Sherman. "You come around the corner and I'll change your face for you, you little snip!"

"Four thousand dollars," said Adelbert, "looks to me like a good deal of money."

Sherman argued and threatened, but in the end Adelbert went off with his check, and Sherman began figuring how he was to save himself from loss on the hawgs. But when a man runs his own abattoir and utilizes all the by-products, it is going some for him to lose money on hawgs at seven on the hoof, even if the price is high.

Anyway, we'll let Sherman figure that thing out for himself. I don't believe he ever heard of the patent, automatic, non-interfering padlock for the mouth, but I think he would be in favor of it, don't you? But perhaps he held onto himself better after his experience with the boy from Climax Corners. Alfred B. Tozer.

The Cost of Tuberculosis.

There are 86,000,000 people in the United States, and it is estimated that 200,000 of them die of tuberculosis every year. It is estimated that II 2-10 per cent. of all who die die from tuberculosis. If that be true, then of the 86,000,000 of people now living in the United States 0.632,000 are doomed to die of tuberculosis. Professor Irving Fisher states that the money cost of tuberculosis, including capitalized earning power lost by death ,exceeds \$8,000 for each death; so that the hand of this destroyer has already laid its paralyzing grasp upon \$1,100,000,000 worth of human productive energy a year, and of this cost two-fifths, or \$440. 000,000, falls on others than the consumptive. And when this tremendous loss, this enormous paralysis of energy, is extended to what may happen unless conditions change, before the last inhabitant of the United States passes to his long home it is represented by figures that are stupendous and inconceivable. Measured, then, by the bare standard of money alone, this dread disease, unless checked, has already laid out for destruction an amount of energy to be measured feebly and crudely by the sum of \$77,066,000,000."

It is nothing to a man's credit if no one will trust him.

Despite its great size an elephant

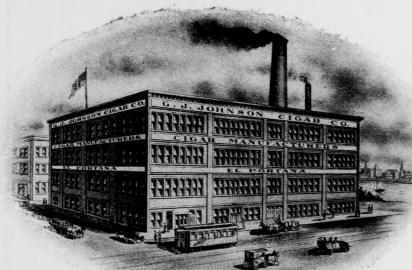
LPORTANA 5c CICAR







"In a Class by Itself"



Manufactured
Under
Sanitary
Conditions



Made in

Five Sizes

G. J. Johnson Cigar Co.

Makers

Grand Rapids, Mich.



TEDDY BEARS.

How They Won Out Over the Rag Dolls.

Written for the Tradesman.

When Crawley entered the Golden Rule store one morning he found Higgins, his partner, raving. "What do you suppose that cunning old fox, Bingsley, is up to now?" he shouted as soon as he saw Crawley.

"Never could guess," answered Crawley, "But let it out quick if it hurts you like that."

Higgins was making hideous faces over his troubles. "He is going to give away a bunch of rag dolls, one with every dollar purchase."

"Only one dollar," exclaimed Crawley, surprised at this radical departure of their competitor, Bingsley of the Racket store.

"That's the idea," returned Higgins, "As long as he kept his free offers on a five dollar basis, there was no need to worry, but now the women and children will flock to his store and, to make matters worse," he went on desperately, "I had just flict. about got my nerve up to the point of asking Bingsley to be my father-inlaw. Now it looks as though I must fight him harder than ever, and he on the seasonable cutting, tearing and will never give his consent with a fight on.'

"You have as good a chance now as you ever had," retorted Crawley. which each supposed were unknown "One thing is certain, Bingsley will to the other. never want you for a son-in-law unless you show him that you can cause he has been a prospective each other. father-in-law. Now, I tell you, is your chance to make him realize that your power here-show him you can pull trade as well as he can.'

Higgins continued to pace the floor. To lighten his pent-up anger, he gave into a chair. the waste basket a vicious kick and sent its contents flying about the crumpled paper. That advertisement, small office. One of the few circular letters which had escaped from toil, had been the favorite child of the disabled waste basket fell at his brain. Now when he saw it as Crawley's feet. In an absent minded his customers would see it, his spirits way, more to relieve his troubled dropped a hundred points. When the mind than anything else, he picked it stun of the blow finally departed, his up. The moment his eye caught the emotion was so intensified he could drift of its contents his mind began only make funny sounds in his throat working at double quick time. In and swallow the constantly rising some mysterious way an idea had lump. stolen into his grey matter.

excitedly, shoving it at Higgins.

ner gruffly, turning away. "That is some fake toy somebody wants to stick us with."

now. The very thing we want. Don't Golden Rule's signature plate was the you know Teddy Bears are all the Rag Doll offer and over the Racket's rage? The city children have gone name place was the Teddy Bear offer. wild over them. Why, man, this "How did it thing is a gold mine. Here is a Higgins at last. chance to stir up this town as it has never been stirred before. We will Crawley. "I suppose those printmake the Racket's rag dolls look like ers-Coxey's army of tramps, and old Bingsley will feel like he has had a blockheads, the all fired ignoramuses," Turkish bath.

getting Crawley's germ of enthusiasm found it impossible to express his hosinto his blood.

"But can we afford to give these Teddy Bears, as you call them, away free with every dollar purchase?" asked Higgins incredulously.

"Afford it," yelled Crawley let old Bingsley issue our death war- Bingsley of the Racket. Bingsley was rant and be the happy mourner at our funeral? Not much. We have a chance now to beat him at his own the sting of a million hornets. game and, by Cracky, we'll do it. glares that were exchanged would And it is your chance to win that have bored holes in a sixteen foot prospective father-in-law for good."

Teddy Bears in time," continued lent tormentors was to draw them Crawley, "we would soon be changing nearer to each other for a fight. our name to The Broken Rule Store. Bingsley we will begin throwing fist at his enemy. that he does."

Both stores were secretly planning their maneuvers for the coming con-

It has always been the custom to use the one weekly newspaper of Plain City as a medium for carrying slashing of prices. And now, as before, they intended to use the newspaper to exploit these new schemes,

Wednesday, the day Plain City's weekly paper was published, became get ahead of him. It is his nature to the day of the great conflict. Just as recognize only those who are his it was carefully planned the page ad-You have always been vertisements, with their screaming afraid of him," went on Crawley with-out mercy. "And why? Simply be-Dollar Purchase," appeared opposite

Five minutes after the papers were off the press Crawley came flying into you are in the game, make him feel the office, as though he had been shot out of a cannon and was hunting a place to light. "Look, look," he cried, then dropped almost exhausted

Higgins stared in confusion at the over which he had spent nights of

"When did this come?". he asked of surprise, anger and fright was an The sight which caused this spasm advertisement wreck, a smash up of "Oh, that," replied the senior part- his fondest hopes. The advertisements of each store, in all their bold glaring type, were just as planned except the signatures under each were "Fake nothing," yelled Crawley in his wildest voice. "That is the fad way got them mixed. Over the

"How did it happen?" mumbled

"I don't know," meekly answered

"The idiots, the numskulls, the Higgins at last exploded. He let

During this outburst Higgins had loose all the violent, stinging epithets stood in mute astonishment, slowly he could think of, but even then he tile feelings toward the newspaper men; and before he finished his fiery outburst of volcanic anger he was rushing toward the newspaper office.

As he sped through the narrow with doorway he ran into the open arms blood in his eye, "can we afford to of another raving maniac. It was so highly seasoned with peppery spirits that his piercing frown was like armor or melted the north pole, but "Why, if we had not discovered the their only effect on these two turbu-

"You, you with your crazy Rag But now that we are wise to old Dolls!" shouted Higgins, shaking his "Any man who bombs into the air the same time hasn't more brains than to screech Rag Dolls ought to be carrying a peddler's pack." This was decidedly the opposite from what he intended to say, but he was fighting mad.

"I'll peddler's pack you," screamed Bingsley, pawing the air where Higgins had a moment before stood. "This was your trick to make the people think I dealt in measly grizzly bears. You make me the laughing stock of the town, just to sell that trash of yours; that worthless truck. that-"

"Truck, is it?" shouted back Higgins, seizing Bingsley by the collar. "I'll teach you to call my goods trash." But before they could start the first round, the editor was between them, making them break away.

"Gentlemen, I'm sorry this mistake happened. But I'll-make it right-"No, you won't," the two merchants shouted, turning on the editor.

"This is a mistake which can not be made right," snapped Higgins. "And I am through with your

worthless sheet, too," said Bingsley. Then both merchants, heaping curs es upon the poor scared editor, stalked out. Each, naturally, took to his own side of the street. But the distance between them was not sufficient to interfere with the burning words and cutting remarks which were hurled back and forth as they made their way to their respective strongholds. It looked now as though the





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 acounts 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 disputes, driving profits away from your

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

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

THE AMERICAN CASE AND REGISTER CO. Alliance, Ohio

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

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

Cut off at this line

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warfare would result in a terrible catastrophe. The whole affair was so asked Crawley. badly muddled that the outlook was most uncertain, but Higgins was cer-transfer a child's affections from a tain he had destroyed all chances of Rag Doll to a Teddy Bear was a gaining Bingsley's consent to give heathen and not fit to be a citizen." him his daughter.

Bingsley of the Racket was posiover his Rag Dolls, and now he was better than the beautiful images of disdained it? Of course not! Find a worrying because the misplacement human babies." of his signature would drive them over to the Golden Rule store. And ley. "I'll bet he has never seen that thinks clearly and powerfully, loves Higgins of the Golden Rule was just motley mess over there in that win- his wife and children, fights for his as certain that every child preferred dow. If he had he would never have country, succors the indigent, sleeps Teddy Bears, and that they would be called them beautiful." forced to accept Rag Dolls at the Racket.

As soon as Bingsley saw Higgins thing. Later, when he saw the same to-day." window being filled with Teddy Bears, he rushed his Rag Doll army to the front.

"What will you take for that bunch of rags?" Higgins shouted across, as Bingsley appeared on the sidewalk to inspect the window.

'More than you can pay," he snorted. Then asked, "What are the measly grizzlies worth?"

'Market price is too high for you," jeered Higgins.

"Oh, I don't know," sneered Bings-

"What do you mean? demanded he asked Crawley. Higgins.

find out soon enough," smiled Bings-

When Higgins saw that smile he Bingsley when he smiled, because it sighed hopelessly. off of his brow.

Both had secretly hoped that the other might be induced to close out them free with a dollar purchase. his stock of free goods. If an offer had been made it would have been snapped up in a second, but both were too wise to offer to sell. They wanted to buy. Naturally, it was a standpat policy on both sides and a fight to the finish. Sunday came with its usual quiet approach, and everything indicated that the hostilities between the Teddy Bears and Rag Dolls would cease for one day, but Sunday had a surprise planned for the crafty two of the Golden Rule. It proved to be a day of astonishing developments in the Teddy Bear market look like the hole inside a zero mark.

Before the day had ended, Higgins & Crawley were closeted together began to change the large sign to discussing the maneuvers of the

"It pays to be a deacon in a church, after all," remarked Higgins.

"How so?"

"Why, that minister would never had not put him up to it."

"Was that why the preacher tried law for all time. to hand a knock-out blow to our

"Of course. That was what Bingsley meant yesterday when he smiled tises umbrellas when the sun I knew that smile meant mischief." shining.

"What else did the preacher say?"

"He said that any one attempting to

"Was that all?"

"No, he said that it was barbarism tive that the children would go wild to teach children to love animals of an athlete or a philosopher who

"Beautiful images," roared Craw-

They are not even images. Our tuned to the transcendental flavor of Teddy Bears look more human than the emperor of all victuals are palates & Crawley tearing out their display Bingsley's Rag Dolls. Yet I am wor- that never tremble to a lie. windows, he began doing the same ried about the effect of that sermon that sparkle as the trencher of steam-

> "that was good advertising for us. brave men should. After that denouncement everybody will be down to our store to see what Teddy Bears look like. And the children won't rest until they have one. Don't you know that when children are forbidden anything that is the very thing they want and that is what they usually get?"

When the eventful Monday rolled around, Higgins was not pleased with the small crowd that filled his store. "You just wait until I get He looked across the street and saw through and your Teddy Bear Mar-ket will be on the toboggan." about the same sized crowd at the Racket. "What is Bingsley doing?"

"He has the lead on us now," an-'Never mind what I mean. You will swered Crawley. "He is handing out Rag Dolls with every fifty cent purchase."

"I'm afraid it will be a sad ending began to grow uneasy. He feared for our Teddy Bears," and Higgins "These Teddy took a big thing to knock the icicles Bears may be all the rage in the city, probable, the perhaps—but the prebut the people of this town will not even take them when they can get

> "Not when they can get a Rag Doll with a fifty cent one," said Crawley.

"Well, I guess there is no way of stirring the people up, is there?" ask- Brilliant Lamp Burns ed Higgins.

"Not unless," began Crawley hesitatingly.

"Unless what?"

"Unless we go Bingsley one better and give them away with every purchase."

Higgins hesitated a bit while he mentally figured the cost. "By Jove," he murmured. "We can not be caught which an attempt was made to make like a rat in a trap. We will do it, even if we lose money.

Crawley held the ladder while Higgins mounted and with a paint brush read: "Teddy Bears Absolutely Free With Every Purchase." Then the shoppers of the town came in droves and the Golden Rule became the Mecca for that day.

That evening when it came time have thought of denouncing Teddy to close up Higgins saw Bingsley lock Bears as being demoralizing if Bings- his door and start across to the Goldley, who is a deacon in the church, en Rule. He knew then that he had conquered his prospective father-in-

Chalmers L. Pancoast.

An optimist is a man who adver-

Wonderful Sauerkraut Men.

The habitual eater of sauerkraut is invariably a man of extraordinary vigor, both physical and mental. Did you ever hear of a lunatic or a puny, shaking invalid who liked the incomparable viand? Did you ever hear man with a plate of sauerkraut before him and you have found a man who soundly and snores all night like "I should say not," replied Higgins. freeman and a patriot. Palates ating kraut comes on are eyes that "Man alive," exclaimed Crawley, look ever to the front, as the eyes of

Be Exact.

The business world is filled with men who guess or assume or are led to understand that a certain figure is nearly or approximately or to all intents true.

But they are bossed by the man who knows.

Round numbers are the cloak of ignorance; definite figures form the basis of action.

Two and two make four-authorities do not differ. Mathematics do not compromise.

A few cents in a cost figure in a job estimate, in a profit percentage, mark the line between solvency and bankruptcy-success and failure.

Build your system and your facts to give you not the approximate, the cise, the actual, the definite.

Be exact.—System.

The Sun Never Sets where the

And No Other Light
HALF SO GOOD OR CHEAP
It's economy to use them—a s
of 56 to 75 per cent, over
any other artificial light,
which is demonstrated by
the many thousands in use
for the last nine years all
over the world. Write for
M. T. catalog, it tells all
about them and our systems.

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

Hand Separator Oil

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

> STANDARD OIL CO. GRAND RAPIDS, MICH.

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A perfect food, preserves health, prolongs life

Nalter Baker & Co., Ltd.

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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



Meeting the Responsibility of Fatherhood.

Those of us who have a sense of humor are in the way of laughing a good deal at the Mothers' Congress, where cranky old maids and beardless boys who have never given birth to anything but an unraisable idea make speeches, telling mothers in Israel how to raise their children. I, my- in all the ninety-nine cases she lacks self, have had the joy of attending two of these conventions of late years, of the world and the sympathy with at one of which the august assemblage devoted hours to discussing able her to guide and restrain her son whether you should ever say "must" to a child, when life is one long "must" to all of us, while at the boy is a long-haired, ruffled-collared, other an eloquent spinster warned mothers against the insidious nursing bottle, declaring that it was the taste for imbibing things out of a bottle, boy to be, and she would like him to acquired in infancy, that led many a man to a drunkard's grave.

But, ludicrous as these meetings are, in many of their aspects, ridiculous as are many of the theories advanced, there is another side to them and crochet tidies to playing foot that is tragically serious and pathetic. It is blind groping after an idea, a reaching out for more light model of propriety breaks over the and wider knowledge, the expression traces and is dirty and noisy and of the realization of thousands of women that a sacred trust has been put into their hands, and their passionate desire to keep it well.

This feeling of responsibility for their children's rearing is, however, apparently a maternal sentiment only. We have business and professional men's leagues everywhere. Men travel from one end of the country to the other to attend the conclaves of the Elks, or the Hoo-hoos or Hoodoos, or what not; we have conventions of cattle breeders and dog fanciers, but there is no record of any number of men having ever thought the raising of their children of sufficient importance to meet together in a fathers' congress to swap ideas on the subject.

This is not because fathers do not least, men spend their lives in abject providing their children with coming them. All the balance he leaves when he is naughty.

own experience gives her rules and through a channel of life she has

must walk the same paths she did, but where boys are concerned it is a fatal mistake. No woman is fitted to raise a boy, as the record of widows' sons shows. Ninety-nine times out of a hundred a woman lacks the physical strength and the mental firmness and determination to deal with a boy, and the experience of life, the knowledge a boy's taste and inclination to enaright.

Every woman's dream of an ideal sad, sweet infant of the little Lord Fauntleroy school. That is what in her secret soul she would like her grow up into one of the nice, good young men who always go to Sunday school, and would rather go to the Y. M. C. A. than the theater, and wear long hair, and prefer to read poetry ball. When her beloved Adolphus whom she is trying to prune into this rude, when he wants to do things that will spoil his beautiful pink complexion, and possibly smash his lovely Grecian nose, when she catches him with the odor of stale cigarette smoke on him-why, it breaks her heart. This was not in her scheme of things. She never wanted to smoke or kick a foot ball, and she thinks he must be very, very wicked, and she calls him in and prays with him, and weeps over him, and gets another female saint to talk to him, and does everything that is possible to start him on the downward road, for the boy is not a conscious sinner. He has only followed Nature and instinct.

Now, there is not a man in the world that does not know that this is true, yet what are the fathers doing for their boys? What one of all the love their children. In America, at hundreds of good, kind, conscientious men we all know is doing his duty by slavery for their families, but after his own sons? For, let no man be deceived on this point-responsibility forts and luxuries they let it go at is one of the things in the world that that. The average father's sole idea we can not pass on to another. It is of his duty to his offspring is support- we, and not another, who must give account of our stewardship. It is not to their mother. He is a mere fig- enough to pass a boy on to his mothurehead-a creature who stands in er. The successful business man, no the child's mind for a cash register matter to how sweet an angel he is and a tyrant-some one who pays the married, would not think of turning bills and with whom he is threatened over his affairs to her to manage if she knew nothing of commercial mat-This does not matter so much in ters, and he has still less right to the case of girls, where the mother's leave her to pilot a young soul measures for the guidance of feet that never traveled, and where she knows

The Syrup of Purity and Wholesomeness.

Unequalled for table use and cooking—fine for griddle cakes—dandy for candy. Now more favorably known than ever before. Everybody wants the delicate, charming flavor found only in Karo, the choicest of all



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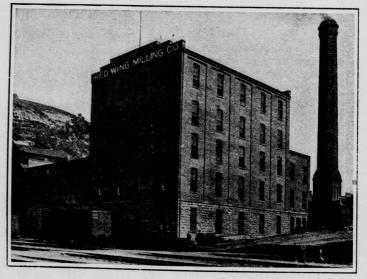
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The Mill That Mills

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 recom-

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.

none of the snags, the dangers that are surging through his veins like threaten on every side.

sacred duty of a mother, but the sacréd duty of a father is still more binding, but how do men regard it? Would not the history of the average man's connection with his boy go something like this?

Boy born; father inordinately proud; opens bottles to celebrate the occasion when he meets friends downtown; six weeks later father flees to the Club to escape the colic; next from three to five, father occasionally from five to ten, he grumbles at the twenty he derides the boy's collars and neckties and girds at him for being a dude; and at twenty he chucks him out into the world to shift for hand that would pull him back from himself, to find his way as best he the abyss of drunkenness and the lure can through all the temptations and of the poolroom and the gambling snares and lures that he will have to table. pass through in order to safely win home at last.

To me it seems the most cruel thing on earth that any man should let his son go unwarned on such a journey. A mother is excusable for not arming her boy for it, for she does not understand, and hopes by some miracle that the sirens will veil their faces when her son passes by, and that the wine will not shine red in the cup, or the fascination of the gold on the green table stir the drop of gambler's blood that is in every one of us, but a man knows better. He knows that evil women will tempt, that bad companions will allure, that drink and cards entice, and that no son of woman may ever hope to escape, for the world is made over again every time a boy is born, and everyone has to go through the same

Knowing this, what is the father's duty? Surely a thousand times it is his duty to prepare the boy for the temptations he is to face. A woman's idea of fitting a boy to resist temptations is to keep him in ignorance of them, which would be all right if everybody could have a deserted island to himself, but it is slightly impracticable in a crowded world. A man's plans should be to forearm the vouth, vet did vou ever hear of a father sitting down quietly and calmly and having a real heart-to-heart talk with his boy about such subjects? Not in the way of preaching, which does no good, but as a man of the world to one who is to be a man of the world. I never did, and I have asked dozens of men the question whether their fathers had ever tried to prepare them for the temptations of life, and in every instance the reply has been sadly, "No."

There is no use in telling a boy that it is wicked to drink. He does not care. There is no use in inveighing against playing the races or gambling. He will not listen to you. There is no use in telling him that rect that life if he will. if he goes out on a bat he will have a head the next morning. He is bound is his son's confidant and best friend, bounding life and high animal spirits hopes and dreams and plans and de-

champagne, and must bubble over in-We hear a great deal about the to action and riot; but while he will back from a drunkard's grave. A not listen to preaching, he will listen man I once knew, when his son was to the quiet word when his faher going off to college, called to him shows him, just incidentally, some and said: "My boy, you are going man whose once brilliant career was off to school, and you will do a lot wrecked by some harpy, or some man who drowned a great intellect It will remind me of when I was in liquor, or someone whom gambling has made a fugitive from justice and a wanderer on the face of for I have been there, too. You will the earth.

Every normal boy, you say, must year, also flees, to escape teething; have his fling. That is sadly true, but it is his father's place to go with finds boy amusing as a plaything; him, and see that he does not go too far, and to teach him the boundary boy's dirt; from ten to fifteen, he that lies betwen liberty and license. swears at his noise; from fifteen to If I were a father and had a son disposed to be wild, even more than with a good boy, I would go the pace with him, and it would be my

> Whenever one of those heartbreaking stories of a young man gone wrong-a young man who has speculated with his employer's money or tapped the till, or killed in drunken fury-is printed, a pathetic picture is always drawn in the papers of the heart-broken old father with his gray hairs brought down in shame to the dust by a wayward son. For my part, my pity all goes to the boy. and I feel like exclaiming: "God forgive that father for his crime against his son, for somewhere he has failed in his duty to that erring boy.'

> And, gentlemen with boys, that question is squarely up to you day. What are you doing for your sons? You have been down line. You know every snare and lure that are going to beset them. Are you going to send the ignorant, untried, inexperienced young creatures out to find by bitter experience, as you did, how weary is the harvesting of a crop of wild oats, or are you going to try to guide them into paths where there are fewer tares among the wheat?

Fathers say sometimes that their sons will not listen to them. is a mistake. The only reason boys do not listen to their father is because the father so often does nothing but grind at them for "long-haired foot ball cranks," "asinine dudes," "dancing monkeys," and so on. The father has never shown any sympathy with their interests and pursuits and they think, rightly, that he does not understand them. Every man starts out by being a hero to his little boy, the one creature the little one wants to imitate and be like, and believes to be the wisest strongest man in all the world, and and if the father ever climbs down off of that pedestal it is his own fault. The boy will never depose him. He will be king still, and it is within his province to mold and guide and di-

And be sure of this: No man who to try it for himself. Youth and to whom the boy goes with all his

sires, is ever going to have to pay for the temptations of life. Against that boy out of prison or drag him of fool things. Write me about them. at college. You will do a lot of wrong things. Tell me about them, get into scrapes. Call on me for help. That is what I am here for. You have always seen wine on the table and cigars in the smoking room, so you will not think yourself a devil of a wicked fellow to be sodden with tobacco and liquor. You know you will simply be a disgusting hog. So far as I could I have prepared you that.

those to come I can not protect you. Meet them like a man, and in a way that will not make you ashamed to meet your mother's kiss." And the boy went through college a Sir Gala-

Gentlemen with boys, I say again, the question is up to you. How are you meeting the responsibility of fatherhood? Dorothy Dix.

Too Late.

Husband-When I am gone, and that will be soon, you must marry again, dearest.

Wife-No, Edward; no one will marry an old woman like me. You ought to have died ten years ago for

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Forty-Eight Years of Business Success

Security for Deposits \$1,400,000

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Successful **Progressive** Strong



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Commercial and Savings Departments

No. 1 Canal St.

ELEMENTARY COOKERY.

Some Essentials Grocers and Butchers Should Know.

Written for the Tradesman

All grocers and most butchers are expected to be able to tell their lady customers how long every article which they sell-from cauliflower to rice-should be cooked and how much seasoning of various kinds should be used. It often happens, however, that the customer returns and explains that although the directions were carried out in every detail the food was not satisfactory when served. Why it was not she can not understand.

It is true that grocers and butchers are not necessarily cooks, but they are, nevertheless, so closely connected with the consumption of edibles that some knowledge of culinary management is almost essential to business success, especially outside very large cities. In the circumstances there are certain well-established facts that the most inexperienced housewife ought to realize in her own interest, and when she asks for information from her grocer he can sometimes refer to them without giving offense.

A pair of scales and a meat chopper are among the requisites of kitchen, and nobody will deny the truth of this assertion; but they will not take the place of other necessary apparatus or of knowledge of cook-

Cookery is an art that approaches a quasi-exact science. It is by no means a purely mechanical operation. If it were it could be learned from books without other instruction.

Scales are indispensable in a kitchen and one of their uses should be to ascertain that merchants do not make mistakes in the quantities of goods for which they expect payment. Willful dishonesty in weight on the part fect result. Another cook might foiof grocers or butchers is too rare to be worth serious discussion.

employ scales for weighing the quan- more or less stock might be necestity of salt to put into a sauce, or into a saucepanful of water in which to tency. Again, if the stove happened boil a cabbage, is, to say the least, somewhat childish. In sauces the ing reduced, would become too thick. proportions of salt and other ingredients are sometimes so minute that telligence, aided by experience in measurement is practically impossible without the delicate scales used by chemists, and everything must be left to judgment, which results from have often objected to such terms experience and not from servile ad- as "pinch," "spoonful," "glassful," and herence to fixed rules.

The quantity of salt and of everywhile an ounce of salt would be of strictly fresh codfish boiled in a gallon of water in Boston, that quantity would probably be too small if the cooking were done after the fish had reached Chicago. Instances of this kind might be multiplied indefinitely. If perfect uniformity of condition and quality of materials could be ensured, if the fire, whether coal year, time and measure might be of ful" is a term that leaves compara-enormous importance; but, as things tively little ambiguity and is on that

are, their importance is greatest the more mechanical branches of cookery, such as cakemaking and confectionery, where the employment of weighed quantities is extremely useful as a guide, but where followed.

The exact weight of a certain number of eggs is usually taken by the skilled confectioner as a starting point, and to be absolutely reliable there ought to be a recognized weight for the yolk and the white of a single egg, but no such thing exists, and eggs differ both in size and weight. Judgment must, therefore, come into

Even in physicians' prescriptions the direction is often found: "Add X. X. X. quantum sufficit;" and although numbers of prescriptions are given in which the precise amount of every drug is specified, yet the directions for mixing must be carried out by a trained pharmacist if the recipe is to be satisfactory. The same conditions are applicable in cookery however minutely the weight of every ingredient may be given, and failure will usually be the result if the cook has had neither practice nor experience to guide her in putting into the various combinations a little more of one thing or a little less of another. Under these circumstances all amateur cooks should realize the fact that it is impossible to give exact weights and measures in writing many cookery recipes and that, if so given, they are approximate only and are intended to convey a fair general idea of quantities and nothing more.

For example, one person make a thick soup, using strictly one quart of stock with which to dilute the puree, and might produce a perlow the same directions explicitly; but if the flour used in the soup should It is necessary to understand that to be of a slightly different character sary to secure the desired consisto be exceptionally hot, the soup, be-With the employment of ordinary incooking, this could be rectified by the addition of a small quantity of stock.

The advocates of exact measures it must be admitted that they are vague; but all practical cooks underthing else used in cookery varies, and stand that a pinch is as much as can be held between the finger and thumb enough to give flavor to three pounds of an adult; and anyone possessing an unusually small or large hand would, in following the direction to use a "pinch," take the size of fingers into consideration and act accordingly. "Spoonful" means the spoon generally found in most kitchens, but "teaspoonful" or "tablespoonful" conveys a far more accurate idea. By "glassful" is usually meant the ordior gas, could always be kept at the nary sherry glass filled to the top, same degree of heat, and if the tem- and no body would take a tumbler perature of the atmosphere did not when the term "glassful" appeared in vary at the different seasons of the a recipe. Nevertheless, "wineglass-

account, more satisfactory than 'glassful."

Recipes are only a kind of dictionary of dishes, and when one hears of a cook who is able to work from recipes one at once understands that person is meant who knows somethe exact weights can not always be thing of the true art of cooking, in contradistinction to the individual who has learend a certain number of dishes by rote, and can prepare them well, but, through never having mastered the elements of the art, is quite at sea when asked to do anything outside her repertory.

The weighing of each small ingredient, like the regular use of a thermometer, would soon be found in practice to impede the work of the cook to such a degree that the preparation of a dinner within the time available for the purpose would be almost impossible unless a number of assistants were always at hand, which is not the case in most households. Such instruments as the saccharometer, for ascertaining the density of boiling sugar, and the latometer, for testing milk, are not suitable for the home. Their proper place is the kitchen of the professional cook.

Specific directions as to time are a little unreasonable, because such marked variation exists in the tastes of different persons. For instance, some people would pronounce a boiled egg "raw" which in the opinion of others would be considered Even when tastes agree it done" must be remembered that no two eggs are exactly alike. A large egg will take longer to cook than

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.

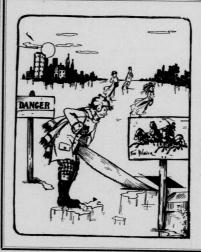
And you'll find that any housewife who uses Voigt's Crescent flour does like it-likes it well enough to keep on ordering it.

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



Ben-Hur Cigars Always Cut Ice

They've never been content to be just a pusilanimous brand and humbly take their place with the "Seldom-Called-For" brands.

Ben-Hurs will ginger up any trade, and, best of all, they never be-come an old story with smokers; they establish a trade and hold it by their constant good quality.

Gustav A. Moebs & Co., Makers Detroit, Mich.

Worden Grocer Co., Distributors Grand Rapids, Mich.



small one, and a new-laid one longer Implied Accusation and How Matter loud enough for every one to catch than one that is not strictly newlaid, although fresh. No hard and fast rule can be given even for the simple boiling of an egg. An inexminutes to the pound, and this rule ble position in a downtown business would prevent her sending the meat to the table either very rare or burned to a crisp. An experienced cook, however, would first consider the character and condition of the leg of lamb, for if it had been kept for some time it should be cooked in a somewhat hot oven, rather quickly. A freshly-killed roast requires less heat and more time. The same rule holds good for the boiling of vegetables. A cook who uses intelligence and observation will know that if vegetables are young or particularly small they will not take as long to cook as if they are large or older.

Time and measure are not everything in cookery. Like rhyme and rhythm in poetry, they are necessary conditions, without which success can not be attained, but by themselves they never ensure success.

Lawrence Irwell.

What Advertising Does.

Advertising introduces the goods and paves the way for the salesman. Advertising insures for the traveler a respectful hearing when he ar-

Advertising brings orders when the salesman is not on the ground.

Advertising increases the volume of the order which the salesman can secure in person.

Advertising makes the merchant respect the firm and the salesman. Advertising cements the friendship

Advertising tells the merchani what the salesman forgets to men-

Advertising supports the salesman in his statements to the merchant.

Advertising brings about a better was with. acquaintance and understanding be-

Bragging Advertisements.

is constantly expatiating on his own the table, and directly opposite to greatness is soon set down as an idle braggart and all of his statements are taken at a proper discount. The same rule applies with equal pertinence to advertisers who blow their horn too blatently.

studiously avoid over-statements, for they are sure to meet with the discredit they deserve.

Gross exaggeration and flamboyant boasting do very well for a circus bill for the circus is "here to-day and gone to-morrow," but the merchant is not playing one-day stands. He must remember that the confidence of the buying public is essential to his success. Big talk is not always conducive to that end.

A woman would rather a man made love to her without meaning it than mean it without making love to her.

The difference between a man's opinions and the facts in the case is generally the truth.

Cleared Up. Written for the Tradesman.

"I had a queer experience this noon, an experience I never had beperienced housewife who had a leg of fore in all my life," remarked an oflamb to roast would allow fifteen fice girl, a girl who holds a responsiestablishment

> "What was the nature of that experience?" I asked curiously.

> "I was taken for a thief that was my experience!" she exclaimed passionately.

> "A thief!" she repeated dramatical-"Think of it-a thief!

> "How on earth did such a thing as that happen?" I asked.

"Well, I'll explain it," replied the girl, "although there's not much to tell. It all happened so quickly," continued the narrator, "that I could scarcely have told at the time just how it did happen. But in thinking it over afterward-in collecting my scattered senses-I tried to put the pieces of the little history together.

"It was this way:

"I had been upstairs with a friend, who had been making a few purchases in the store where the episode took

"We came down the elevator after my friend's errands were done and the one she thought I had taken. were drifting towards the door when the 'weather eye,' of each of us, always on the alert for bargains-bargains that are such in reality as well as in name-lighted on a pile of furs on a counter near the door. This counter had a crowd of women around it handling-'pawing over' I should call it if I told the truth-the goods in that eager way so well cogbetween the house and the merchant. nized to those knowing to the tactics always more or less employed by Genus Woman at one of these departments.

"'Strange if we wouldn't find bargain here,' remarked the girl

"We had just reached the end of tween the merchant and the traveler. the table nearer to the door, and decided we did not want any of those furs as a gift, when suddenly a well-The loud-mouthed individual who dressed woman on the other side of us, fixed a piercing eye on the pocketbook in my hand and fired the di- from the world-which fact is surely rect question at me:

"'Have you got my pocketbook?"

"'The interrogation came so quick and unexpected that I was almost The advertisement writer should lifted from my feet in astonishment.

"My face was flushing angrily, and I was opening my mouth to deny the implied accusation, when clerk who had charge of the fur bargain(?) counter falsettoed:

"'Here's your pocketbook, Madam!" "The woman grabbed a purse that the clerk picked up from the side of the table opposite from us, and at the end farther from the door-the side, mind you, where my friend and myself hadn't even stepped foot-and her face got a confused crimson.

"'I beg your pardon,' she mumbled to me, and made a dart for the door.

"'Well, you'd better beg my pardon!' I exclaimed, you may be sure

who had heard the woman's unwarranted tone to me.

"I was so furious at her I didn't know what to do, but everybody who was witness of the transaction could see that I was perfectly innocent, so that eased the situation for me a trifle

"In reviewing the predicament with my companion I came to the conclusion that the purse of the woman and my own must have been very much alike in appearance to have called forth the lightning question she put to me before all those shoppers. I tried to put myself in her place; to see how I would have acted had our positions been reversed. I also endeavored to fathom the reason why that clerk had not spoken sooner when it seemed as if she must have seen the missing purse lying on the table before she called the owner's attention to it.

"But these are matters I shall never know. I am only aware that I was utterly innocent of that woman's insinuation that I had stolen her pocketbook, and I further am aware that I had money in my own to worry over as well as she, judging from her trepidation, seemed to have in

"But, 'when all's said and done,' the thought uppermost in my mind is one of deep resentment that any one dared to impeach my honesty!"

And two red spots glowed in the speaker's cheeks.

Real Kids Vanished.

When I was younger kids were kids, in Kansas or in Cadiz: now all the boys are gentlemen, and all the girls are ladies. Where are the kids who climbed the trees, the tousled young carousers who got their faces black with dirt and tore their little trousers? Where are the lads who scrapped by rounds, while other lads kept tallies? The maids who made their pies of mud, and danced in dirty alleys? They're making calf-love somewhere now, exchanging cards and kisses. They're all fixed up in Sunday togs, and they are Sirs and Misses. Real kids have vanished hades; and all the boys are gentlemen, and all the girls are ladies.

Walt Mason

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?

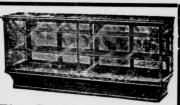


is the best "repeater" you can buy. Your customers will never have occasion to find fault with it. When they try it once they ask for it again because it is better for all around baking than any other flour they can buy. Milled by our patent process from choicest Northern Wheat, scrupulously cleaned,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



The Case With a Conscience

Although better made than most, and the equal of any, is not the highest priced. We claim our prices are right. You can asily judge for yourself by comparison. We are willing to wait for your busines until you realize we can do the best by you

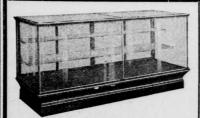
GRAND RAPIDS FIXTURES CO. Grand Rapids, Mich. Jefferson and Cottage Grove Avenues

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OLIENE The highest grade PENNSYLVANIA oil of unequaled excellence. It will not 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 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? I cases in stock, all sizes and styles.

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



The Story of the Phantom Um- lacked some two hours of dinnerbrella.

This umbrella was really a material thing, but all umbrellas belong billiards, and to that end repaired to sifted through it in a fine mist which to the realm of phantoms.

A phantom flits-so does an um-

One has no proprietary rights in a phantom, and this also applies to an billiards at the Hotel Metropole in umbrella.

ever. This is also a characteristic of tains three tables; two of them are every properly constructed and self- English tables, each about the size respecting umbrella.

I am not intending to write a philosophical treatise, however, but 1840. to record a simple story of events which happened in this wise:

I was making my first trip to Europe. The Campania, on which I the next day, and the night before not see to the other end without the we landed I made the acquaintance of George in the smoking-room, and late a pair of heavy glasses with one learned that he, too, was making his hand while endeavoring to make a first trip abroad, and, after having our glasses replenished a few times, I discovered that he was a royal good fellow, and we resolved that for a few days we would see the sights of London in company. We country for the first time rigid economy would be a mistake, and the better way would be to spend money freely and have a good time.

In order to simplify the matter of finances (I was always quick at figures), I proposed that we pool our issues, and that George should act at first as cashier, paying all bills, and that when he had served for a time then I would assume the burden later.

He approved of the general idea, but claimed that as I was the first to think of it, I was entitled to the it his game and gave it up. honor of the office first, and that he would come in later as second choice. I was never one to thrust myself forward for positions of prominence, and did my best to reason him out George seemed singularly obtuse in out and buy one and in the meantime expenses, and so we parted for the that this would also save him the the umbrella firmly under my arm.

When we arrived at Liverpool the next morning, it was raining. I was this point and I at once suggested ran its ferrule through the hat of a not surprised at this, for I had heard that, as his judgment on such mat- lady who was closely following me venience. When we arrived in Loned the dinner. George is susceptible
don, it was still raining, but this octe flattery, and I hoped that this
seated she proceeded to express her casioned no surprise, as I had read would appeal to him, but it didn't, so opinion of my umbrella and myself that this was not an unfrequent oc-currence in that city, so we took a and I lost. I reluctantly went out, ing, and in a voice of remarkable

time, and the rain continued to pour, the billiard-room is located.

And here let me digress for a moment and ask, Did you ever play London? If not, your foreign ex-A phantom eventually resolves it- perience has been incomplete. The self into thin air and disappears for- billiard-room in this great hotel conof a city block, and the other a French carom-table of the vintage of

We first essayed a game on an English table, being anxious to conform to the customs of the country; but George, being a trifle near-sightwas voyaging, was due at Liverpool ed, soon complained that he could use of field-glasses, and to manipudelicate shot with the other is a matter of difficulty to one not accustomed to it. We therefore gave up English billiards, and tried the French carom-table, which, as a means of healthy exercise, proved a both agreed that in seeing a new great success. The cushions on this table are stuffed with soft sand, so that every time that you shoot a ball with force to the other end of the table it strikes the cushion with a dull thud, and-stays there.

This keeps the players constantly trotting around the table, and soon produces a healthy glow, although you do not count much on the string. We worked faithfully at this game for an hour and a half, at the end of which time, the score standing 5 to 3 in favor of George, we called

When we came upstairs it was still raining, and here is where the umbrella comes in.

George said that if we were going tip to the attendant, recovered it. out after dinner we must have an of this attitude, but it was useless. umbrella, and suggested that I run money matters, so it was finally de- he would order the dinner, which cided that each was to pay his own would save time. He did not mention price of the umbrella, but my quick financial mind immediately grasped long had sought, and it immediately that it sometimes rained in Liverpool, ters was much better than mine, I up the steps. and as the London train starts from thought it would be better for him the dock it occasioned us no incon- to select the umbrella while I order-

the finest umbrella that I could find for eight shillings and six-pence, which in real money is about two dollars. Now, I never was particularly superstitious, but I had no sooner purchased that umbrella than I regretted it. There was something uncanny in its looks.

Its influence was distinctly depressing, and had I not already paid for it would have left it in the store where I found it. This would not only have been expensive, but cowardly, so I raised it and started for the hotel. It became at once apparent that as a protection from the we resolved to fill up the time with rain it was not a success, as the water the basement of the hotel, where distributed the moisture evenly but effectually over the person.

Although there was only a gentle breeze at the time, it managed to turn itself wrong side out just as I reached the hotel entrance, to the evident entertainment of a number of bystanders.

With some difficulty I restored it to its original condition, and then went to dinner, after which we (George, the umbrella, and I) took a cab to the Alhambra. It was not until the performance was half over that it occurred to me that the umbrella was missing, it having remained in the cab when we got out; which discovery was the occasion of more or less sarcasm from George, which was of course uncalled for, as, the umbrella being for our mutual convenience, it was as much his business to remember it as it was mine.

However, at an expense of half a day and half a crown, I recovered it the next day from "the lost article department" at Scotland Yard, and returned with it in triumph to the hotel. In the afternoon George and I and the umbrella visited Burlington House to see the exhibit of modern art, but at the entrance we were stopped by the attendant, who called out attention to the fact that canes and umbrellas were not permitted in the picture gallery, so we deposited it in the cloak room and proceeded to a critical examination of the pictures.

Neither George nor I know anything about paintings, and naturally when we came out, we were engaged in an earnest discussion over their merits and demerits, so the umbrella was momentarily forgotten and its loss not discovered until we reached the hotel. Then I footed it back to Burlington House and, with the usual

It was growing late, so I hailed a bus in Piccadilly, and proceeded to climb to the roof. The ascent is somewhat difficult, and in order to use both hands, I naturally placed

This was the opportunity that it

I was mortified, and apologized profusely, but my excuses were not seated she proceeded to express her cab to the Hotel Metropole. As it and, regardless of expense, purchased carrying power. I know that she



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.

was a "perfect lady," as she mention- largely with my own personality, charges might have been saved me house to eat but an umbrella, simply that I was becoming the center of attention for all the passengers on the subsequent career as I could recall. I called his attention to bus, I reluctantly sacrified the penny rest of the way.

and then went out with George and that tricky umbrella. had a pleasant evening.

the wardrobe, and found that the um- I sought the Portier with confidence. brella had disappeared.

The next morning I found it se-lish?" creted under the bed.

This may, of course, have been the work of the chambermaid, as suggested by George-I have my own been forwarded. He replied: "It opinion of the matter.

My business called me to Bremen yet not arrived." and Cologne, so I prepared to start the week. He at once suggested that land. I leave the umbrella with him during my absence, in view of the fact George, for I knew that his first inthat I was "very forgetful and would quiry would be, "Where's the umfor some reasons, I would gladly have inquiry when I met him the next day. dropped it down the sewer to get rid but I evaded it by merely saying that of it, I at once decided to take it the umbrella and myself did not exable to say to friends on my return England by different routes, and I to New York that my umbrella came presumed that it would be there the from "dear old London, don't y' next day. know," and I resolved to stick to I don't that miserable object until the bitter lieved this, but it was the best that end. That night I crossed the North I could do under the circumstances. Sea, and arrived at Bremen by train rushed back to secure it before the the amount, and waited. train left for Hamburg, which it was scheduled to do in a few minutes.

all of which look just alike. I jumped to him and ask him to bring my umguards were slamming the doors, and risk. I had just time to get out and stand popular hostelry. He assured me England. Of course I knew that he that nothing was ever lost on the I had to do was to fill out a form, and I think that it had its effect. giving the particulars of my loss, and the umbrella would be forwarded to umbrella. any point that I might designate. He procured a form, which was a formidable-looking document, and I proceeded to fill it out.

It required not only a full descrip-

Having completed this autobiograthat I had already paid as fare, and phy, I closed by requesting that the climbed down again and walked the umbrella be forwarded to my hotel in Cologne; and after mailing it re-Determined to have one evening of tired to my couch with supreme confipeace, I locked that miserable um-dence in the power of the German brella in my wardrobe at the hotel, Government to grapple even with

Three days later I was in Cologne, When I retired at night, I opened and no sooner was I at the hotel than I said to him, "Do you speak Eng-

"Yet perfectly," said he.

I then explained the circumstances, and asked him if my umbrella had does me pain, but he have himself

From this I gathered that it had for the Continent, while George was not come, so I left word with him to remain in London, to which point to send it after me by parcels post to I proposed to return at the end of London, and I started back to Eng-

It was a trying thing to meet certainly lose it." It needed only this brella?" and I could not afford to undeserved reflection on my memory admit to him that I had lost it. As to make me stick to it, and although, I had anticipated, this was his first Then, again, I was look- actly agree as traveling companions, ing forward to the delight of being so that we had decided to return to

I don't think that George fully be-

Three days later I received a postal at 5 p. m. I had just left the cars card from the Portier at Cologne and reached the door of the station stating that the umbrella had arrived, when I remembered that I had left but there was three marks charges that umbrella on the rack, and I on it. I sent him a postal order for

On Saturday I was to sail for New York, while George was to remain The Continental trains are, of another week, and as there was no course, not like ours, but are made sign of the umbrella, I was reluctantup of small separate compartments, ly obliged to state the exact facts into the first one, and at once dis- brella with him when he came. Of covered that it was not the one in course I knew that if George once which I had been traveling. I climb- got possession of it the chances were ed into the next one, with the same that I would never see it again, but result. The bells were ringing, the I was helpless and had to take the

It is sometimes the case that if you dejectedly on the platform as the give a man the impression that you train drew out bearing that wretched have perfect confidence in him it will umbrella off to Hamburg. Sadly I spur him on to be honest, so I treattook my way to the Hotel de l'Eur- ed George in this way, and even addope; but my spirits rose again when ed, in a burst of generosity, that he I had confided my trouble to the might use the umbrella himself durgorgeously attired Portier of that ing the week that he remained in would do this anyway, so I risked German railways, and that all that nothing in giving him permission,

Two weeks later George appeared forward it to the proper officials, and in my office in New York, but no

"Where is it?" I asked.

"Well, it hadn't come when I left," replied George, "so I left word to have it sent you by express."

I confess that I was annoyed at tion of the missing article, but dealt this, for the expense of express

and parted with coolness.

Three weeks later I received a means so much more than words. postal card from the American Express Company saying that an umresult.

Ten days later a dignified gentletioned that he represented the Ex- property. press Company, and that there was an umbrella at their office awaiting delivery.

I explained that the original cost I did not feel like putting up \$3.75 merely for transportation.

He then stated that only \$1.25 was for charges, and that the other \$2.50 was for duties; and, in a burst of eloquence which stirred the blood, he appealed to me as a patriot and a soldier (I once served a short term in the militia) to stand by my country in this hour of her need.

I replied, in a few well-chosen words, that I loved the flag better than my life, but in view of the fact that it lacked several months of election. I did not feel like putting up \$3.75 for a disreputable umbrella unless I had to.

He left me at last, more in sorrow than in anger, and the next week another man called. This party had a gentle and persuasive voice that I found it hard to resist. He avoided the line of argument advanced by his predecessor, and appealed directly to my feelings. He called my attention to the fact that many shares of the stock of the American Express Company were held by helpless widows and orphans, and he drew a heartrending picture of the sufferings entailed upon them when the Company announced that it must pass its regular dividend, merely because they had misplaced their confidence in me and brought that umbrella from Europe without having the charges prepaid.

It was almost too much for me; but as soon as I could stifle my sobs I drew for him another picture of my own little family gathered about a cheerless hearth with nothing in the

ed that fact several times in the calling for my name, age, nationality, had George waited a week or two because I had wasted the \$3.75 which course of her remarks, and, finding appearance, together with such inter- longer in London until it arrived and should have gone for bread. We were both so affected by each other's re-I called his attention to this, and marks that we wept copiously for we had some words in consequence some minutes, and finally parted with that silent grasp of the hand that

> Three months later I received a notice from the Express Company that brella had arrived for me with \$3.75 if I would pay the \$1.25 freight charges. I ignored this, and a week charges they would deliver the later it was repeated, with the same goods; and rather than have a continuance of painful scenes I sent the money, and that night I again graspman called at my office and men- ed that miserable umbrella as my own

> I determined that I would show that thing in triumph to my family before I had time to lose it again; so I started with it at once for home. of the article was only \$2, and that I took the elevated train, and as soon as we reached my station I hurried eagerly down the stairs, and it was not until I had reached the street that I remembered that I had left the umbrella in the cars, which were already three blocks away.

> > I have never seen it since-and I'm glad of it.-C. H. P. in Outlook.

> > Water poured into a hole is not wasted if the other end of the hole is properly located.

> > > 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.

PREPARE FOR SUCCESS



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.

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.

KNOWS HOW.

Significance of the Slogan Adopted by Grand Rapids.

Written for the Tradesman.

Grand Rapids has just selected as her slogan, watchword, motto or whatever you may choose to designate it, these two words. In response to a request published in the Evening Press, over 15,000 slogans were submitted to a committee of five business men of the city, and they came from every direction and many from thousands of miles away.

It can readily be seen that the task of selecting the right sentiment from so many offerings was no easy oneone not to be undertaken unless by those who Know How.

Knows How! What a field is here. Are there in our language any two



words which are more expressive, which convey more meaning? The world is and always has been searching for the man or woman who Knows How and when they are found them on a throne, so to speak. The world needs such people, God needs them, and what God needs he gets. We needed a Washington, a Lincoln, a Dewey and they were provided at exactly the right time. They all Knew How. We needed a Watt to discover the giant power hidden in steam, a Stevenson to invent the locomotive, a Fulton to produce the steamboat, a Howe to give us the sewing machine, a Morse to give us the telegraph, an Edison and a Bell to give us the phonograph, the telephone and the electric light. I might go on with this list ad infinitum, but it is not necessary. These men all Knew How and the world honors are among the immortals, and why? Simply because they Knew How and did it, and you and I and everyboly are happier, better and more prosperous because they did.

But coming down nearer to earth we find that the man who Knows dered by the cash register companies How to do ordinary things well is the man we are looking for. If we from errors in making change, from want a house painted or an overcoat made, a chimney cleaned or a tree willful abstraction from the cash moved, a horse shod or a cistern drawer by dishonest employes. cleaned we go to the man who we believe Knows How.

The man who Knows How is the man of power, the man who runs the great world's machinery and makes things "go." We love the man who Knows How, we look up to him, he inspires us with faith and courage. In fact, Courage is the child of Faith and can not exist without it. As to the young man or woman just starting out in life's battle who is anxious to succeed I can think of no two words better calculated to assist them than these, Know How, and when you do Know How the world will find you out and insist on rewarding you.

Know How to do something better than others are doing it. It is not necessary that you Know How to do everything, but the more you know how to do the greater be your success. The results, however, from Knowing How to do just one thing better than others do it are truly surprising.

Chicago's motto is, "I Will," but she can not unless she Knows How. So, I say, Know How and the greatest thing to know is to Know How to live, and I fear that is something too many of us fail ever to learn, but the man who does learn it is a splendid success--it matters not whether he lives in a palace or a cottageand if I can in this short article impress on one person, boy or girl, man or woman, the tremendous importance and advantage of Knowing How I shall feel well repaid for my effort. Heman G. Barlow.

Economies Which Can Be Introduced in Storekeeping.

Written for the Tradesman.

The makers of computing scales have performed an invaluable service to grocers, meat dealers, confectioners and all who sell goods in small amounts by weight. By actual demonstrations, and by graphic and even startling advertising, they have shown pays homage to them, exalts them, sets the enormous loss caused by giving overweight in every transaction, as is sure to be the case when downweight is given with a slow, clumsilyadjusted scale.

> The scale manufacturers were not acting from benevolent impulses. They simply used hard business sense. They had their scales to sell and the prices were high-high beyond all reason they looked to men earning their money from the slender profits of the grocery trade. Whether the prices actually were too high, considering the construction and all, need not be discussed here. Undeniably they seemed high.

There was nothing for the manufacturers to do but to go to work and them and always will do so. They demonstrate to the dealers that the new scales would pay for themselves over and over again. A man might think he could not afford to buy a new scale. They convinced him that he couldn't afford to use his old one.

A similar service has been renin showing up the losses resulting omitting to charge goods and from

A little something thrown in, measure heaped extra full, giving thir-

Annoying?

Well, what is more annoying than a rubber that slips at the heel?

Have you ever seen a woman slouching along the sidewalk with her rubbers half off, stopping every ten steps to pull them on? And was she annoyed? Well, you may well guess she was!

Where will she buy her next pair of rubbers? Of the same man who imposed upon her with this ill-fitting pair? Not if she knows herself. She will seek a place where rubbers are handled that are made in styles that are modern, styles that are made to fit, styles that do fit.

Because rubbers are similar in appearance, do not con-clude that there is no difference in quality, for there is as much difference as there is between the scent of new mown hay and the smell of an injured pole cat.



"Glove" brand rubbers are made on the English, British, Potay, Columbia, Creole and Melba lasts. They will fit any style of shoe made and fit it neatly and attractively, and they will give wear beyond comparison.

Our salesmen will call soon with a full line of samples. Run no chances. Place your blanket order for "Glove" brand rubbers for next season's needs. Discounts for next fall delivery will be as follows

> "Glove" Brand, 25 and 5% Rhode Island, 25-10-5 and 5%

provided the order is detailed before May 1st.

Hirth=Krause Co. Grand Rapids, Mich.



A Substitute **Never Substitutes**

There is nothing like the real genuine original Hard Pan Shoes for the wet weather. They are storm proof; not only that, but they will give the



hard-on-shoes people more wear and foot comfort for their money than they can get in any other shoes.

Our trade mark on the sole guarantees them to your customers.

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

teen for a dozen, and the like, may lest his flour suffer from dampness. serve to please and hold trade; but an overweight or an error is dead loss. It is only when a customer knows he is getting something for nothing that a hold is gained on his patronage.

Little wastes, very trifling in themselves, by constant recurrence aggregate a serious total. Look sharply after all such.

Take the matter of cutting off goods that are sold by the yard. One of the first lessons every dry goods clerk should learn is to make a straight clean cut right across a piece of goods, exactly at right angles with the selvage. A jagged, slovenly cut, two or three inches out of line, will necessitate more waste the next time a dry goods store. a sale is made from the same piece of goods. Full measure should always be given. It is not economy to stretch goods while measuring or in any way to allow the customer to is being skimped. Ordinarily there is nothing gained in giving more than good full measure.

economy do not be afraid of being called a kicker. If you find your wholesale houses are charging you too much for goods, say so, and, if necessary, buy elsewhere. If goods are sent you that are not what they should be return them. A merchant of the piece. can not afford to be easy about these

When freight is damaged or lost by the railroads, if there is any chance to recover on it, do not neglect to put in a claim. Then keep after it until it is paid.

If possible discount every bill. The man who loses his discounts is losing the easiest money that can be made in a store, and should aim to get things into shape so that he can take them at the earliest moment prac-

Wrapping paper and twine are items of considerable expense and both are often used wastefully. With paper bags, the smallest sizes that will contain the goods are the ones to select every time. In wrapping parcels a sheet of paper too large does not make so neat a package as one that is just right. With cotton twine costing 20 cents a pound, there is no need of taking three or four yards and wrapping it round and round a small

Preventing Damaging the Goods.

No sooner are goods gotten into a store than the forces which work injury and mischief come also.

Every separate kind of goods has its own special enemies. The dry goods merchant is neither bothered with rust nor, usually, with the depredations of rats and mice, but he must look out for moths, see that his kid gloves do not spot in damp weather and that fabrics of delicate colors are it will be an utter waste. Quillo. not faded by light and sunshine.

The shoe dealer must not let his rubbers get old or his leather goods moldy, and especially must he see that in all but the most staple lines bile?" his stock moves before Dame Fashion issues some fresh edict as to what is the proper thing in toes.

The grocer must exercise vigilance

crackers become soggy, pickles soften, eggs get stale and butter airstruck and frowy. His dried fruits will be riddled by the larvae of the fruit miller, while all fresh fruits and vegetables are prone to go swiftly to decay. These are only a few of the things that are sure to happen if the groceryman "Joesn't watch out."

Just plain common dirt is allowed to work damage that is beyond all computation. It would seem that a dry goods merchant had a better chance to keep things clean than had a grocer or a hardware dealer, yet dirt often makes great havoc even in

While waiting a few moments in a dry goods store lately the writer noticed several packages of Saxony yarn opened at the end and stacked on the floor. They were white and get the impression that the measure light colors and already showed sorry evidence of the dirt thrown in them by sweeping. A bolt of pale blue cashmere, bearing many marks If you want to practice proper of flies and soiled fingers, lay on a shelf. The fold end of the bolt had been laid toward the light, and was faded as well as soiled, showing plainly that when the goods were opened there would be a dirty, whitish streak running through every yard

In this store silks and velvets were laid away in creases and wrinkles, the whole place was in a state of disorder and the shelves had a disheveled appearance. The goods all looked old because they had not been properly cared for.

A great problem of the retail dealer is to display goods to the best advantage, and, at the same time, keep them from damaging. One is placed, as it were, between the devil and the deep sea. If goods are carefully wrapped up and put away they won't sell. If gotten out where they can be seen and examined, if they do not sell at once, they are liable to suffer more or less injury.

It certainly is not wise to keep goods out of sight. By changing displays frequently, so that each article will be exposed for only a short time, and by giving delicate and fragile things some favored location, the damage occasioned by displaying goods may be minimized.

The damaging of goods can not be prevented entirely, even by exercising the utmost diligence. The best that can be done is to keep this loss down just as much as possible.

Some damaged goods make great bargains and will often be taken eagerly if offered at a low price. It is important that every such thing that has any value should be marked down and disposed of promptly, otherwise

What Was Broken.

"You say there is nearly always something broke about your automo-

"Yes," answered Mr. Chuggins, nervously.

"What is it, as a rule?" "Me."

The Lucky Shoe Dealer

placed his order early for

You know this line has gone steadily

The unlucky dealer knew about H.

H. B. Hard Pans on growing in value from good to better. from better to best-his lot were the best values he had ever seen-bought them at the lowest prices-shoes that will earn big profits just as sure as 2 and 2 make 4. B. Hard Pans, but he said, "What's

the hurry? I'll write next week." The lucky man wrote P. D. Q. He

won. Which man would you rather be? You may be too late already. We'll tell you if you are-if not, you'll get the strongest line of money-making everyday sellers on the market today.

It will cost you only a penny to find out-better write today.

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



Herold-Bertsch Shoe Co.

Makers of the Original H. B. Hard Pans Grand Rapids, Mich.

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



TRADE MARK

NEW YORK MARKET.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Jan. 2-With a big holiday this week the coffee market has been somewhat neglected. This is especially true so far as spot transactions are concerned, but there is a feeling of confidence that is gaining all the time. While prices show no appreciable change within a few days. there is a tendency toward a slight advance. In store and afloat there are 3,656,663 bags, against 3,843,917 bags at the same time last year. At the close Rio No. 7 is worth 7@71/8c. Mild coffees have been in more active demand and prices at the close are well sustained.

As compared with tea quotations prevailing a year ago prices at present are on a low level. It seems to be a good time to buy and the market is showing a good degree of activity, which will be more and more pronounced as the year grows older. The firmness maintained by the holders is helped by the persistent talk of a duty on teas.

Sugar is unchanged. There is no new business being transacted and very little in the way of withdrawals on previous contracts. At the close the usual rate is 4.55c less I per cent. cash, and for a wonder all refiners quote the same rate.

Rice is quiet, as is usually the case at this time of year, although the condition is not at all discouraging. There is a steady run of moderate sized orders and quotations are very firmly maintained. Japan rice here seems in quite plentiful supply and is held at steady rates-31/4@4c. Good to prime domestic, 5@534c.

There is little or nothing to be said of spices. Some trading has been done in pepper at unchanged quotations. Rates generally are well sustained and, as a rule, are in the sell-

Molasses is firm, but quiet at the moment. Holders anticipate a good trade for the remainder of the season and are not inclined to make any concession. Good to prime centrifugal, 22@30c.

The week has been a very quiet one in canned goods circles, but packers and brokers are girding their loins for the spring campaign and will make a great effort to get the floors cleaned up before new goods arrive. They will not, however, sacrifice everything in the way of profits. Tomatoes are firmer than at last report and sellers are not at all inclined to dispose of the goods for a jot less than 70c for goods that are really standard 3s. There are cans and cans to be found for less, but they are somewhat "lacking" in the things that go to make a well-ordered tin of tomatoes. There is quite a demand for peas, but mostly for the cheaper grades, the supply of which is not seemingly overabundant. The rate of 70c seems about the correct figure. belle of the community. The best Other goods are steady and without

held and there seems to be no over- which he shall choose,

abundance in the way of supplies. Creamery specials, 331/2@34c, although the last is probably top; extras, 321/2@33c; firsts, 29@31c; Westand working out at 24@25c.

Cheese is unchanged. Full cream, 141/2@15c. The demand is rather quiet, but sellers are confident.

The colder weather has had the effect of boosting the egg market and at the close fresh-gathered extras are worth 35c; firsts, 31c; re- sacrifice of his personality. frigerator, fair to prime, 25@26c.

his work in the world can afford to careful training as to equipment he element entering largely into the proposition-his own individual personality.

The observant man often has seen two dogs, each strange to the other, trotting toward each other in the Meeting, they pause a moment in amicable dog greeting, and pass on. Again, two stranger dogs trotting toward such a meeting, dash instantly at each other's throats without warning, grappling with a savage hatred that is inexplicable.

Why? Perhaps no man can answer the question definitely. It is not too much to infer, however, that something in the personality of these two animals is so mutually intolerable as to prompt combat at sight. In the case of men meeting suddenly in the same unexpected fashion, each may feel the same instinctive mutual dislike, which, only for the reasoning faculty and self-control of the two, might lead to a like blind collision.

"I never liked that fellow Jones," is a common speech. "Why? Oh, I don't know; he never did anything to me-I just do not like him!"

Supposing that the speaker, Smith, were in a position to hire a man of Jones' qualifications exactly, would not Iones' chances be slim for the place? Yet regardless of a man's qualifications for his work, men every day are turned away from vacancies for which they are competent, save that in their personalities they are impossible to the employer.

Occasionally the reverse of the proposition holds true. The employer may be in need of the services of a man for a particular place where his purpose is to avail himself of this man's personality. Disliking the employe's personality himself, he may see his way to utilizing it most acceptably in his business. He may hug himself, figuratively, that this particular Jones is so innately repugnant and forbidding.

Naturally there can be no set rule applicable in this matter of personal selection. The homeliest young woman in an entire neighborhood may be married years before the recognized which the young man can do is to consider the type of men who have Top grades of butter are very well been successful in the field of effort

Perhaps that most valuable of all attributes of the man is the ability to "mix" acceptably with whatever constituency attaches to his line of ern imitation creamery, 23@24c; effort. Without this qualification Western factory, firsts, 211/2@22c; most men are handicapped in busiprocess, in full supply apparently ness effort. They are alien to their own interests. They are misfits, always, nursing discontent. No young man can make wise choice of his work without considering this exaction of mixing with his constituency. There are few occupations which do not call upon a man for exercise and

No matter in what direction the young man would turn, it devolves Personality Must Conform To Work. upon himself to consider how his per-No young man fitting himself for sonality is likely to accord with the environment which he may expect of forget that after all his specialized, that calling. A physician must be prepared to give more of himself to still must reckon with an inevitable his profession than does the lawyer; a successful minister may prepare to sacrifice more of himself than do both the others.

> Occasionally some one calls attention of a stranger to an acquaintance of his with a remark such as, "You wouldn't think that little fellow over there is one of the brainiest lawyers in town and can make the best extemporaneous speech in the county, would you?" But the one who looks with surprise upon that man is likely to forget that the cause for such a speech has been that man's greatest handicap to success!

John A. Howland.

One way to unsettle a question is to argue about it.

New York Greenings and Baldwins Get our prices

M. O. BAKER & CO. Ohio

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.

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

All Kinds of Cheese at Prices to Please

Write or phone

C. D. CRITTENDEN CO.

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

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

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

T. H. CONDRA & CO.

Manufacturers of Renovated Butter

Grand Rapids, Mich.

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

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

The World Is Constantly Growing of them. In the United States crimes too late to take up some of these

and world famous traveler, but lately avenged, as also are political and ecoshe has stayed at home and explored the highways of the past. And that er and larger measure. is how and why there have come to light certain fascinating facts regarding the mysterious Hyde Park of old London and the strange misadventures which therein befell defenseless pedestrians, both male and female, a hundred or more years ago.

So familiar and celebrated were the catastrophes to person and property in the wilds of the renowned park that women and children, as Mrs. Tweedie tells, never essayed the journey through it without masculine protection, even at high noon, while after dark nobody save soldiers or ruffians would fare forth alone. The hapless folk who had to cross the few blocks of green in order to make their destination, collected with lanterns at the gate until a sufficient Have You Made Progress the Past number warranted their braving the anticipated attacks of outlaws-pickpockets and other varieties of row-

There is all manner of picturesque and thrilling and laughable incident among the stories of old Hyde Park, and it all points the profound moral of the securities and pleasures of travel nowadays, and the safety and delights of modern cities. Some sociologist has shown that all the ancient cities were cities of refuge; that they were built as asylums for their inhabitants against the assaults of the foe. But the modern cities are repositories of pleasure and amusement, centers for the culture of the arts and commerce and other peaceful enjoyments.

So soon as we look at our own times with the historical perspective they seem different. And they seem better. They are contrasted with the past, and the favorable changes that have taken place in the meantime are clearly exposed. They receive from the past the light that is needed in order to set into relief the present. Without this light from the past the present is easily misunderstood.

Modern people insist upon learning something about their own times. And then they verify the old saw that a little learning is a dangerous thing. For they have discovered the ills of our own time without comparing them with the greater ills of the other times

That people interest themselves in the disposal of public funds, in the administration of public trusts; in the careers of public officials, in the life ily interests. of the worker, in the weal of woman and child, the education of the criminal, and countless other sociological, political and economic methods all go beries are committed and none hear onward toward a single object, is it

make unhappy reading in the dailies. long-deferred projects? Mrs. Alec Tweedie is a world wide But they are rendered public and nomic and other wrongs, in ever larg- carrying so great a burden of cares

> For all the pessimism abroad rethe ideals of business and political life are on the rise. They invite com- he like an American farmer predecessors and ancestors. Our political heroes of to-day are not Talleyrands to declare that the first qualification of a successful statesman is the ability to lie. And the merchants of to-day have so far abandoned the methods of more primitive commercialism, the moving scale of prices and kindred ideas, that they find it difficult to trade with the nations which have not adopted their own, the modern system.

Ada May Krecker.

Year?

Written for the Tradesman.

It matters not whether one has had few or many years' experience in business, a pertinent question, especially at this season, is: Am I making progress? No matter what branch of the mercantile line one is engaged in he can not have given it much thought without realizing that there are still room to advance, still unsolved problems, still chances for improvement.

Progress from a financial point of is of vital importance. It should certainly be ground for apprehension if the annual inventory showed no perceptible gain. There would be necessity for a careful consideration of all the conditions, more thoroughness in plans and greater endeavor in the future. But financial progress alone should not satisfy the merchant. There should be progress in other respects. The merchant is also a man-or woman. It is not sufficient that the business increases and prospers; so also ought the merchant as a merchant and as a man. Is he gaining new ideas, overcoming obstacles, gaining broader and more comprehensive view of his chosen occupation? Does it yield greater satisfaction? Does life mean more to him than ever be-

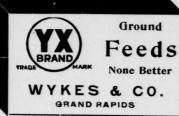
If successful in business, if property surely and steadily accumulates, there comes a time when every man ought to devote some time, some talent, some energy to things outside his business and his personal or fam-

What of the high ideals of a youth? What of the aims and ambitions which possessed him in other days? The necessity of earning a livelihood to show that the world has attained a for himself or others, of establishing height never hitherto reached. In the himself in business, of securing a good old times many of the wrongs foothold in the world may have prethat now horrify the people as they cluded the possibility of attaining pass under the limelight of publicity some things which are highly desirheretofore flourished in the dense able. These obligations may have dark. Travelers in South America tell necessitated his denying himself of the dread crimes perpetrated there pleasures and enjoyment which are so easily because so covertly, so furbeneficial to everyone. Now that tively, so stealthily. Murders and rob- stern necessity no longer drives him

Has business increased; has property accumulated until the merchant is that he has no time for anything else? Is he like a poor peasant staggarding the degeneracy of the day, gering along to market with a great sack of produce on his back? Or is parison with those of other of their tides on top of his load and has a fine team to do the work?

Think it over and see if you can determine how you stand with the world as a man as well as in financial matters. If you are not getting out of life all that is due you, all that you might have, see if you can not get on the right track at the beginning of E. E. Whitney. the new year.

The surprising part of a surprise party is the fact that the surprised party is seldom surprised.



Custom Tanning

tanned with hair and fur or

H. DAHM & CO... Care E. S. Kiefer's Tannery. 6746 Grand Rapids, Mich.

The Perfection Cheese Cutter

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

Manufactured only by The American Computing Co. 701-705 Indiana Ave. Indianapolis, Ind.

The Vinkemulder Company

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.

Wanted===Beans

Send us your samples and offerings.

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

Both Phones 1217

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

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, MIOH. OTTAWA AND LOUIS STREETS

BAGS

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

ROY BAKER

Wm. Alden Smith Building

Grand Rapids, Michigan

LOVE AND LEOPARD.

How They Brought Two Hearts in Unison.

Written for the Tradesman. 'Silas! I say, Silas!"

As Miss Ellen stood at the rude rail fence which separated the Harvev and Hardacre farms no one would have accused her of having designs on the sweepstakes ribbon at a beauty show. Clad in a faded blue gingham wrapper, with her thin face partially concealed by a big yellow sunbonnet, she couldn't possibly have been mistaken for Venus.

"Yes, Miss Ellen."

A pudgy little roly poly man, surmounted by a very bald head, appeared from the doorway of the Hardacre barn. In one hand he carried a currycomb, which he had evidently been using, while his other hand contained a torn imitation Panama hat with which he was fanning himself. His round little body seemed to exhale humor while his forehead, which, because of his absence of hair, seemed to extend back to his rear collar button, was covered with horizontal wrinkles-the kind that advertise the jokes in the Farmer's almanac.

It wasn't Silas Hardacre's fault that Miss Ellen was a spinster. He had through an avenue of trees leading to been courting her for twenty years. even before her father, Jedediah Harvey, one of the pioneers of Walpole township, had died as the result the platform. of a corn shredder accident. Silas was a bachelor and never had a himself, shaking the reins in an effort woman on the premises with the ex- to rouse the tired horses. ception of the one who appeared once a week to sweep and scrub.

Miss Ellen had an idea that Silas hated to confess it to Silas. She didn't wish to seem to yield too easily and, besides that, she believed her though the distance between the two houses wasn't more than one hundred feet and Silas saw Miss Ellen every day, he always donned his black suit But the real center of interest wasn't of a Sunday afternoon and paid her a formal call, remaining to spend the tained, and what it contained was-a evening. In spite of his oft-repeated leopard! avowals of love Miss Ellen steadfastly refused to change her name to Hardacre. "Wait, Silas," was always her answer.

As she stood at the fence Silas thought her mighty good to look up-

"Whut's th' matter?" he asked, approaching the fence. "Changed yer the answer. mind?"

"Not yet. I jest wanted t' know ef ye intended goin' t' Dominick today."

"Yas," lied Silas.

through with a whole hide.

Peters drove past this mornin' an' he "Whut 'n Tophet kin Miss Ellen said there's sumthin' at th' railroad want with a leopard?" he growled as station fer me. Th' agent told 'im t' he made his way to the ticket office tell me t' cum an' git et. Th' hired where Giles Carter, general factotum

ners 'cause his mother's sick. One held forth. o' our team's lame an' I can't git et. Will ye bring et, Silas?"

"No trouble 't all," assured Silas, astonished Giles. "I'll git et this afternoon."

Silas returned to the barn and continued his currying stunt, while Miss Ellen went back to her morning work.

The afternoon was a hot one. August had been especially dry and the dust lay like powder in the road to Dominick. As Silas felt the burning particles, stirred into clouds by the feet of the lagging horses and the wheels of his old farm wagon, strike after all, it paid to be in love.

"Wish I cud persuade 'er t' tear down th' dividin' fence an' consent t' mused, as the team plodded along. "I don't 'bjec' t' 'er mother comin', too, but, at thet, they've got a better house 'n I hev. Oh, well, I s'pose th' romance 'll be over when th' Dominick choir sings 'Lead, Kindly Light' over one on us an' th' preacher says, 'Dust t' dust.' Land, but et's hot!"

Soon the cluster of houses which formed the residence portion of Dominick appeared, and the horses, with their tired, sweating driver, passed the railroad station.

As the outfit drew nearer to the station Silas could detect a crowd on leopard wasn't the most genteel an-

"Wohder whut's up?" he asked

Dominick was usually as full of ex citement as a church stew is of oysters and if there was anything dowas her sure enough affinity, but she ing, why, Silas wanted to be in it. He urged the sleepy team until the wagon drew alongside the station platform. He jumped from his wagon place to be with her mother. Al- and elbowed his way through the crowd.

Then he saw the center of attraction. It was a strongly built crate. the crate itself. It was what it con-

"Look out, old man," yelled one of the crowd, as Silas quickly retreated to the second row of spectators. 'He'll git out an' separate ye from yer breath."

"Wall, I swow!" ejaculated the astounded Silas. "Who's et fer?"

"Et's right there on th' crate," was "Miss Ellen Harvey Dominick, Mich."

"Miss Ellen Harvey? Holy smoke!" Silas almost collapsed.

He took another look. it was in large, plain black letters. On Dominick was the railroad station, the side of the crate Silas could read two miles away, and he had held no his doom. He had never had the previous idea of making the drive to pleasure of meeting many leopards Dominick in the hot sun. With him, and he strongly doubted his ability to however, Miss Ellen's slightest re- ever get home with this one. There quest was a command and he would was one thing in his favor, however. have waded through fire for her, pro- The animal appeared to be asleep. As viding he stood a chance of getting it lay in the crate with its head buried in its paws it resembled nothing so "Wall," continued Miss Ellen, "Zeb much as a huge spotted tabby cat.

man's gone over t' Horton's Cor- for the railroad company at Dominick,

"Say, whut th' blazes!" he yelled, bursting in like a tornado upon the marked to himself as the team started

"Why, whut's th' matter, Si?"

"Matter 'nough. I cum down t' git sum freight fer Miss Ellen an' find a menagerie. I ain't no drinkin' man an' wunst I circulated a local option pertition, but I'll swear I seen a leopard out on th' platform addressed t' Miss Ellen."

"Ye don't need no glasses, Si. There's a leopard there all right an' et's fer Miss Ellen. Th' way bill sez his moist skin he wondered whether, et's from Raymond Burton, Kansas City, Mo. Ye know Ray Burton's th' nephew thet used t' live with 'em. 'Fore he jined a cirkis he was th' occupy th' Hardacre mansion," he biggest joker in th' township, an' I guess et's one o' his jokes.'

"Wall, a joke's a joke, but darned ef I see where a leopard's any joke. How'm I goin' t' git th' blamed critter t' th' Harvey farm?"

"I guess et's up t' ye, Si. Sign here." Giles extended the railroad company's receipt and before he knew it Silas had inscribed his "Miss Ellen Harvey, per Silas Hardacre."

Again he sought the platform. The crowd had increased in numbers, but the leopard still slept. According to all the natural histories the inhabitants of Dominick had ever read a imal with which to shake hands. There wasn't any one in the crowd with nerve enough to try and prove the natural history wrong. Consequently, the bunch held aloof at a safe distance.

By the judicious use of two silver dollars from the Hardacre leather wallet Silas induced two of the bravest in the crowd to aid him in carefully depositing the crate upon the straw in the bottom of the wagon box. Then he shook the reins and drove slowly away.

"Gosh!" exclaimed Silas, wiping his sweating forehead upon his shirtsleeve.

As he passed the postoffice, with all the small boys in town in tow, he was halted by Mort Judson, Uncle Sam's postal representative in Dominick.

"Whut ye goin' t' do-start a cirkis?" asked Mort as he passed up a

"Naw," he grumbled, as he glanced at the envelope.

"Postmarked Kansas City," he reup again, "an' addressed t' Miss Ellen. Must be sumthin' 'bout th' leopard."

As he left the outskirts of Dominick the crowd of small boys deserted, leaving him alone with his team. his wagon and the leopard. Silas didnt like it for a cent. Every time the wagon slewed he jumped a foot and in imagination he could feel the teeth of the animal close in the back of his neck.

"I remember readin' a book once 'bout th' lady er th' tiger," he mused, "an' th' feller hed t' take his choice By gum, I don't seem t' hev no choice.



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

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

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PUTNAM FACTORY, National Candy Co. Makers GRAND RAPIDS, MICH.

Ef I take th' lady I get th' leopard. As she saw her hero plunge to seem- The Way To Handle Winter Pears. Whut ef th' brute wakes up?"

He glanced apprehensively over his shoulder at the source of possible might have been dead for all the at-

At last the Hardacre farm appeared in sight. In the front yard of her own premises stood Miss Ellen.

"I s'pose she wants t' see whut th freight is," said Silas to himself.

Even though he fairly shivered as the thought of being so close to a leopard Silas could barely repress a smile as he thought of the surprise in still. store for Miss Ellen. As he drew up

"Why, whut hev ye got, Silas?" "Can't ye see? Et's a leopard."

"Well, whut on airth d' ye intend' t' do with et? Where did ye git et?" "'Tain't mine," gasped Silas. "Et's vourn."

"Mine?" shouted Miss Ellen. "Whut do I want with et?"

"Here's a letter thet prob'ly explains et."

Silas alighted and extended the letter. Miss Ellen, however, didn't get a chance to read it, for at that moaround a bend in the road and, with direction of Dominick. Silas' team had never had much of an acquaintance with automobiles. They didn't wait for an invitation, but gave one jump and started for the direction from which the auto had appeared.

As the crate tipped with the first jump of the horses Miss Ellen gave an imitation of a blue streak. As the door slammed behind her retreating form Silas took a notion that he could see things better from the top of an apple tree which grew just outside the fence. The notion hadn't fairly developed before he was resting securely on one of the upper branches.

As he gazed at the spot where the crate had landed he saw that the fall had demolished it. Beside the ruins of his one room flat the leopard lay silent and still.

That didn't make any difference with Silas, however. He was just as dancing a highland fling on the top of his bald head. He could see himself as an excuse for a coroner's inquest.

"Help!" he bawled, regaining his voice.

A second story window in the Harvey home went up and the face of a very frightened Miss Ellen was protruded.

"Oh, Silas!" she cried. "Ye'll be killed!"

"Not ef I see 'im first.'

Silas was recovering his nerve. The animal wasn't more than fifteen Silas was pretty high up.

"I guess I'm safe now," he said.

He was congratulating himself too soon for, with a crack, the branch upon which he depended for support gave way and he made a parachute to the Chamber of Commerce. drop without the aid of a parachute.

ingly certain death Miss Ellen fell Written for the Tradesman. back into the room in a faint.

Silas gave himself up for lost. As trouble, but the leopard was still he landed the sudden contact with ing qualities of winter pears. It is snoozing with its head in its paws. It the geological formation of Walpole said that in many cases they shrivel township drove his breath from him. tention it was paying to current He lay groaning within ten feet of that degree of ripeness that would the leopard. Then he enjoyed a make them satisfactory. whole program of moving pictures of the events of his life. In imagination tempts to ripen them in the open air, he felt the claws of the brute rending him limb from limb.

As he regained his breath he wondered what kept the leopard. Cau- this warmth must be secured with as tiously he rolled over. He almost little contact with the air as possifainted with joy. The leopard lay ble. This can be provided for by

"Guess th' dum brute must be dead," he mused.

Picking up a large stone he approached the inert form of the animal, ening. confident in the belief that it was dead. Then he stopped and poked at something on the ground with his foot. The next instant his foot went back and the leopard went flying through the air, propelled by the force of his hob-nailed boot.

"Stuffed!" he yelled disgustedly.

Slowly he made his way to the Harvey domicile. As he entered Miss ment a big red automobile came Ellen's mother had just succeeded in restoring her to consciousness. whirr and a honk, disappeared in the Miss Ellen saw Silas she threw herself into his arms.

"Silas!" she sobbed. "I thought ye were killed!"

"Not by any stuffed leopard," said Silas sarcastically.

"Well, I've changed my mind, anyway," continued the sobbing Miss Ellen. "Et might be a real leopard next time and I came too near t losin' ye, Silas."

Silas smiled a happy smile.

Chas. R. Angell.

Doings in Other Cities. Written for the Tradesman.

J. C. Richardson, former Mayor of Jackson, in discussing the needs of that city, says: "Keep money moving and it will make the town. This can not be done effectually except through pay rolls in the various channels of trade. It is the number of smokefrightened as if the animal had been stacks which make a live town. The great question is how to produce the smokestacks."

Lansing claims the title of "The Convention City of Michigan." Records show that the city has entertained an average of one convention per week during the past year.

Officials of Sault Ste. Marie and Chippewa county have declared that gambling at the Soo must stop.

J. S. Dunham will start a general delivery system for merchants of Hastings.

Jackson evidently believes in the follow-up system. The slogan, "Do feet from the foot of the tree, but it for Jackson," having been adopted, the Citizen-Press now offers \$10 for the best reply to the question, "What can we do for Jackson?"

Public spirited property owners of Port Huron are donating factory sites

Almond Griffen.

There seems to be a good deal of complaint concerning the poor keepup hard and dry and fail to attain

The trouble is that the grower atexposed to the sunlight. Warmth is necessary, it is true, to bring the fruit to the desired condition, but wrapping each pear separately in pa-Carefully Silas regained his feet. per, and quite a quantity can be wrapto the fence Miss Ellen's eyes grew The animal didn't offer to bother him. ped in a day by two persons. The object of wrapping the pears is to prevent the evaporation which is the cause of their shriveling without rip-After being wrapped they should be put in boxes with the lid fastened on as tightly as possible in order to exclude the air. They should be kept in a cool cellar until their owner wants them to ripen. If they are then placed in a warm room the ripening process will at once begin Lawrence Irwell.

> Every man must buy the riches of experience with his own coin.

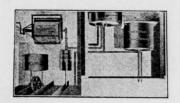
No man can own any more than he can carry in his own heart.

System is the modern system of lighting for progressive mer chants 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 laverted Arc which develops 1000 candle power. Consumers Lighting Co., Grand Rapids, Mich.

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

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For this reason, among others, the stock of

THE CITIZENS TELEPHONE CO.

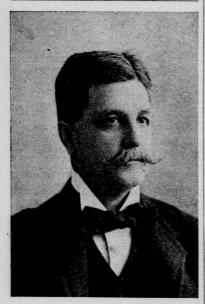
has proved popular. Its quarterly cash dividends of two per cent. have been paid for about ten years. Investigate the proposition.



SUCCESSFUL SALESMEN.

A. D. Crain, Representing Heath & Milligan Manufacturing Co.

Alexander D. Crain was born at Rockville, Ind., Aug. 11, 1851. family afterward removed to Terre Haute, where Mr. Crain's father achieved distinction as Judge of the



A. D. Crain Ten Years Ago.

Criminal Court, as a member of the Legislature and as a leading candidate for the United States Senate at the time of his death. Mr. Crain attended the public schools of Terre Haute until 1868, when he espoused the occupation of pharmacist and worked two years in the drug store of Mahan & Davis. He then removed to Burlington, Ia., where he had charge of the retail drug store of C. P. Squires & Co. for three years. In 1873 he began attending the pharmacy school at Ann Arbor, graduating with high honors with the class of '74. Fo a year he had charge of the drug store of A. S. Moncrief, at Atlantic, Ia., and in the spring of 1876 he removed to Des Moines, Ia., to take a clerkship in the retail drug store of C. W. Roggs. Thirty days later he was offered a more lucrative years. position to travel through Central Iowa for the wholesale drug house of with satisfaction to all concerned for three years. On the death of Mr. Cary the stock was purchased by himself and two associates, who contin- ant of Park Congregational church, How can you ever expect good upued the business two years under the of which his wife is a member. He is style of Mitchell, Bartlett & Crain. an adherent of the Masonic frater- you doubt them? How can you ex-In 1881 the business was merged in-to a corporation under the style of ferring his affiliation from Des Moines do not work with them? How can Mitchell, Crain & Co. and in 1885 the to Grand Rapids soon after his refirm disposed of the stock and dis- moval to the latter place.

continued business. Mr. Crain then formed an alliance with Coffin, De-Voe & Co., of Chicago, with whom he of a prospective buyer he can usually remained nearly ten years, his territory including all jobbing points from and, having gained that point, he is the Mississippi River to the Coast invariably able to hold his patronage and from St. Paul to Memphis. He so long as he remains in business. covered his territory twice a year and during this time established a what reserved disposition, and it is reputation as a salesman which gave said by those who know him best him a standing second to no man in and esteem him most that it takes the paint trade. In 1895 he enter- some time to secure his confidence, tained a proposition from the Heath but that when the ice is once broken & Milligan Manufacturing Co. to and the relationship once establish-cover Western Michigan, which he ed, the reserve disappears and many has done for the past fourteen years admirable qualities of head and heart with excellent results. His family continued to reside at Des Moines until lifelong Christian gentleman, loyal to July, 1898, when they removed to himself and family and faithful to his Grand Rapids, locating at 197 South house and his trade Mr. Crain has Union street, where they still live.

1879, to Miss Helen Gertrude Scott, dence. of Chicago, with whom he had become acquainted while she was visit- The Only Law a Man Should Foling her uncle in Des Moines. They have had two children, George, now



A. D. Crain To-Day.

28 years old, who is engaged in the office of the rubber factory of Morgan & Wright, at Detroit, and a daughter who died at the age of 8

Mr. Crain was one of the organizers of the Iowa State Traveling E .R. Cary, which position he filled Men's Association and is still an active member, having served the Association in the capacity of Director and Vice-President. He is an attend-

artificial stimulants and successful salesmanship are not compatible. He is not one of the kind of men who can make the largest sales on his first act. trip; on the contrary, he is generally able to make satisfactory sales on his first trip and increase them in volume with every successive visit to his trade. If he can get the attention succeed in making him a customer

Personally Mr. Crain is of a somepresent themselves. A consistent and every reason to regard his past with Mr. Crain was married March 18, pleasure and his future with confi-

low.

Evansville, Ind., Jan. 2-I found another two line item that prompted me to write you again. It appeared in your Dec. 30 issue, as follows: "It is awfully hard to find your confidence after it has been misplaced."

There are more failures in business-yes, in life, too-on account of merchants misplacing their confidence than for any other reason. Many will ask, How is it that we do this or why is it that we do not have more confidence in ourselves?

Confidence is what most every man is asking for to-day. People want more confidence in themselves. They want to see others have it in themselves, too, and they want confidence restored in the minds of the people in regard to our Government.

How are we going to get this great influence to work right? Where is the beginning of this power? Where does it come from? Has any one man or set of men got it looked up?

No, this influence or power or intelligence is not locked up in any one mind or safe. It is as free as the air. Here is the point: Just because it is free is why so many are without it.

You can not have confidence in yourself and at the same time doubt yourself. Your power is in your thoughts. If you doubt them they will leave you and that is the cause of your misplacement of confidence. lifting thoughts to stay with you if you expect them to stay with you and make your business a success if

Mr. Crain attributes his success as you put them off until to-morrow? If salesman to being straightforward you have lost or misplaced your conand honest in all his transactions and fidence, think good and hard along not knowingly misrepresenting any- this line. If you will go by yourself thing he may have to sell. He is tem- and read this article I know you will perate in his habits, having acted all hear many things that are not writthrough life on the assumption that ten in these lines, for your own thoughts will remind you of many things that they told you to do and you failed to listen and you failed to

> No man can afford to misplace his confidence. In other words, you can not afford to put things off until to-

> If I would have told this line of thought that I would write this article to-morrow, it would have said, You foolish man; to-morrow never comes. Do it now.'

> You recognize your rejected thoughts in other men's doing and saying most every day. Your own thoughts go and work with other minds just as soon as you put them off. They are too wise to lie around waiting until you get ready.

> A man is relieved and happy just as soon as he starts to act, that is, on good thoughts. Good thoughts work wonders. In fact, they make everything you see that is made by man. Man is useless without the power of thought. If this is true why do we foolishly try to run them when they control us?

> It is true that unsuccessful men think just as well as those who are wise and successful, but the difference is in the family of thoughts that control us.

> It is true that it takes a thought to make us put things off until tomorrow, but always remember such thoughts are not good ones.

Your genuine action is the best. Don't you know that suggestion is ruling this world? If we live by the thought within our own minds and not look outward for help there will be no danger of misplacing our confidence.

Our eyes have been magnetized by the many things that other men have made and it seems as if most of us are not going to be able to get out from under this spell. If we do not we are going to fail.

Who should be our trustee if we are not our own? Trust thyself is the only law to follow.

Edward Miller, Jr.

If you understand a man the first time you meet him there isn't much about him to understand.

Elevator term:

"Going Up?"

There is a finely appointed room with every convenience awaiting you when you hear the elevator boy say those words at the

Hotel Livingston Grand Rapids, Mich.

TREASON TO BUSINESS.

Employes Out of Sympathy With Their Conditions.

"Ah, well! Things aren't what they used to be around here! I can remember when I first went to work

This is one of those subtle expressions of discontent which are confined to no one period of life or of service. The young man who may have only a year's perspective behind him may be as prone to the utterance as is the old man of half a century's service with the house.

could be quoted. It is a danger signal to both the person uttering it and to the house against which it is uttered. Hundreds - thousands - of the utterance continues that figurative most menacing edged tool which the unthinking brandish about them with their eyes shut.

It requires a little dissection and study for the ordinary person to discover all that may lie in such a speech.

One of the most sinister aspects of the thought nursed in the mind of the employe is that under no circumstances does the employe give vent to the utterance in the presence of the employer. Why? Simply for the reason that discharge would be almost inevitable. The speech is the embodiment of treason and discontent. Hearing it, no employer could arrive at any other conclusion than that the period of useful service of the speaker is at an end.

Perhapc no judge of men, new to the post of a general manager or head of an institution, expects other than the criticism that comes of comparisons. A week or a month charge of men long accustomed to the supervision of another man, the new official could not take seriously some offhand remark overheard as reflecting even on his management.

It is this old, set phraseology of the employe with the growing, chronic grouch which is so full of meaning: "Things aren't what they used to be around here!"

To whom is this speech directed by the complainant?

Just as it never is directed to the employer responsible for conditions, so it never is directed even at a fellow employe who shows indications of being satisfied with his circumstances. Almost invariably the speaker chooses some person new to the place, with opinions of management in embryo; some one who for some reason he feels will not repeat his utterance to the employer; or to others of his own kind who are wholly out of touch and sympathy with their individual work and who have a combid satisfaction in exchanging commiserating remarks on the new conditions.

It is inescapable that such utterances must increase the discontent of the person making them. With retrospection is impossible.

increasing discontent, the utterances must become more frequent and less guarded. Especially is the new employe, who may be active and optimistic at his opportunity, a victim of this treason of the morbid critic. To the extent that he escapes its influence, he must court the enmity and disapproval of the speaker; to the extent that he is swayed by such opinions he is disqualified for his

In the first place, the common ground of criticism brings the carpers together. They have a literal and a figurative community interest. If But coming from young man or they are intolerant, first against the old, the observation is one of the management, later they become inmost meaningful and significant that tolerant of those fellow workers who do not share their intolerance. Especially in those circumstances where a house is under a new management only because the old management times a day listening walls might was inefficient, this disaffection of the overhear it. Dangerous as the ob-older employes must be widespread older employes must be widespread servation may be to all concerned, because of changes considered necessary in executive heads. The result must be that of a house divided against itself.

> But no matter how few the numbers of these reminiscent critics, harking back to times that were different, their influences are doubly baleful. No man nursing such feeling can be an efficient worker. He knows he is doing less than his employer is expecting of him. If through machinelike duties he is accomplishing literally as much as ever he did, his absence of loyalty is a literal handicap. In accepting his salary his action must imply certain fealty to his employer, when, as a matter of fact, the employe is giving only treason for value received

> Talking the other day with the head of one of the greatest business houses in America, this wise man, gray from his years of experience as a manager of men, told me that he had suffered criticism several times because of individual cases in which as the only alternative he had broken a custom of the establishment and discharged a white haired employe.

> "No man growing gray in the service of this house ever was or ever will be let go if we can keep him," said this man. "But there are men occasionally whom it is impossible to keep longer in an establishment.

> "In the case of this business there has been no change of management for so many years that it is only an elderly employe who can make invidious comparison on the score of management. But in the last twentyfive years business methods have been overturned completely in many lines. It is against innovations that the old men often rail. Counting on long service, some of these men become such impossible 'grouches' that no human toleration is sufficient to save them from business annihilation.'

> It might be taken for granted on the part of the organizer that he expects to give his old employe the privilege of retrospection. Living in retrospect is a significant sign of active decay, but age without some

But when is this retrospection the beginning of a crippling influence? more strongly than to that individual likely to suffer by it?

You, as an employe—as most men in one way or another are employes of life-should find yourself in this matter! If you are out of sympathy with your condition in the working world, what is the matter? Is the trouble in your environment, or is the trouble within yourself? Were those old times better in reality or only in the retrospect? Have you been not go back into the past and earn bread and butter. If you can not hope him honestly-or quit.

What is the matter between you the real trouble too soon. You can not apply the remedy too quickly.

John A. Howland.

Gripsack Brigade.

Fifty commercial travelers of Cold-ern automobile-every reason, vater will organize a branch of the tration and argument

buckle on your resolution.

more of the right kind of men.

Membership in an association which indemnifies in case of accident Where should the enquiry appeal is the most logical precaution a salesman can take.

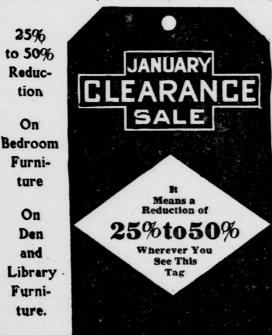
> In case you are ever afflicted with the "blues," here's a recipe that may prove beneficial: Mix a quantity of hard work with an equal amount of resolution; add a hearty laugh, and stir together with an hour of vigorous exercise. This is warranted a sure cure.

No room for antiquated outfits on the highways of to-day! The bluskeeping pace with the times? You can tering, bombastic selling methods of the days of old strike observers in the selling world with the same sense to convince your employer that he is of obsoleteness as if an armored warwrong, either you must line up with rior on an ironclad pony should appear among automobiles on a modern boulevard. It used to be that the and your job? You can not discover salesman who could set up the drinks and shoot hot air and bluff the hardest got the order. The man who reasons best gets it to-day. Be sure that your selling methods are up to date. Build your selling talk like a modas delicately United Commercial Travelers there, and strongly adjusted as the different When you have decided that it is parts of the machine. Do not try to 'no use to try again" is the time to override your prospect on an iron clad steel of arrogant assertion-No need to go broke with all this pick him up in a vehicle of reasons money in circulation, when dealers and spin with him straight ahead to are hollering for supplies in every the goal of a closed order. Is your line, and employers are hollering for selling talk of a high-geared, smoothrunning, durable build?

-KLINGMAN'S-**January Clearance Sale**

Beginning Monday, January 4th, 1909, the greatest stock of desirable furniture that was ever gathered together under one roof will be offered in our immense SEMI-ANNUAL CLEARANCE SALE.

This is not merely a sale of odds and ends, but staple, seasonable furniture, and we have reduced the price on every piece offered in this sale from one-quarter to one-half off the former price.



25% to 50% Reduction

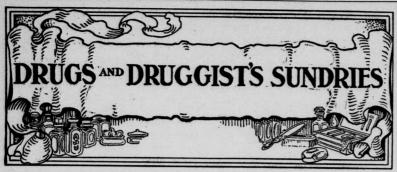
On Dining Room Furni-

On Every Kind of Furniture.

Look for This Tag in Every Department

There will be thousands of pieces throughout the store bearing this GREEN TAG. Wherever you see these tags, it means that particular piece is reduced from 25 to 50 from the original price.

Klingman's Sample Furniture Co.



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
uron, and Sid. A. Erwin, Battle Creek.
Next Meeting—Ann Arbor, Jan. 19, 20
nd 21, 1909.

Michigan State Pharmaceutical Association. tion.
President—M. A. Jones, Lansing.
First Vice-President—J. E. Way, Jackecond Vice-President-W. R. Hall, Manistee.
Third Vice-President—M. M. Miller, ilan, Secretary—E. E. Calkins, Ann Arbor. Treasurer—A. B. Way. Sparta.

Microbes a Trouble for Soda Water Makers.

Soda water science has proved that the greater proportion of it contains an excessively large number of microorganisms. This is the most surprising, since it had always been thought that carbonic acid under presand that even in the case of impure

may still contain living organisms In practice, however, mineral waters are usually drunk within a few weeks chant.-Meyer Brothers Druggist. after bottling, and it would be impossible to allow sufficient time to elapse for such automatic sterilization.

As a result of Dr. Klein's investigation a conference was held in which the mineral water manufacturers agreed to adopt certain precautions suggested. Absolute sterility has not yet been attained, nor is it thought cause of its tendency to darken withnecessary. Water from any ordinary source contains numerous micro-organisms, and even if distilled water darkening could be prevented by be used a short exposure to the air avoiding undue moisture, by using is enough to infect it again. The anhydrous lanolin, and particularly manufacturer is only expected to use by adding 12 per cent. of starch. He pure water and to have a finished found that by dissolving the 6 parts article that does not contain a great- of resorcin in 3 parts of water before er number of micro-organisms than the original water.

Must Sell Merchandise.

The professional side of pharmacy is developing and educational requirements are being advanced in order to place the calling upon a professional basis. Pharmacists watch with interest the progress made in the medical profession by dentists. lary. We must not forget, however, that pharmacy is a calling which can never become entirely professional. The sale of goods must be the source of a large proportion of the revenue of even the most ethical and profession- those which are neuralgic or rheual drug stores. These goods must be sold at a profit and competition es, and is also useful in pyorrhea almet in the same manner it is in veolaris and in numerous other con-request, which was that he might other lines of merchandising. The ditions.

physician has his professional reputation and special skill as capital and is not called upon to merchandise. The same is true of the dentist and the veterinary surgeon. At one time it looked as if pharmacy would be separated into two divisions, one occupied by persons exercising nothing but professional skill and selling only such merchandise as requires special training and integrity to handle, the other class doing a general drug merchandising business. It is not necessary to look beyond the boundaries of any large city to see that this condition is out of the question, and the colleges of pharmacy are recognizing the inevitable by teaching their students how to buy and how to sell all lines of good's actually kept in a sure would act as a sterilizing agent busy drug store. Now that the season for lawmaking is at hand it will water all bacteria would be destroyed. be well for the committees on phar-Experiments made by C. Ainsworth maceutical legislation to bear in Mitchell indicate that this sterilization mind the actual condition of affairs, does eventually take place, but that and not attempt legislation to conthe process is slow, for soda water trol conditions that ought to be, rather than conditions that really exthree or four months after bottling. ist. In other words, do not forget that the pharmacist is also a mer-

Compound Resorcin Ointment.

In a paper read before the Northern Ohio branch of the American Pharmaceutical Association Mr. W. H. Hankey commented on Compound Resorsin Ointment, N. F. He had found the formula unsatisfactory be in twenty-four hours after making. His experiments showed that this triturating with zinc oxide and bismuth subnitrate, a smoother product was yielded; that the addition of this 3 per cent. of moisture (provided anhydrous lanolin and 12 per cent. of starch were used) did not cause a darkening of the product; that a more satisfactory preparation was obtained by using half the amount of oil of

tion of tannin in rectified alcohol in all cases of toothache, and especially er President, who is a wool mermatismal. It is applied on compress- the office for another year, said he

Detroit, Jan. 5-C. F. Louthain will move from this city to Grand him, he asked to retire and Rapids during the month of January.

Movements of Gideon Workers.

Detroit Camp has enjoyed the loyal Brother and Sister Louthain during their short stay in our city.

George S. Webb and J. E. Flemming finished their work at Wyandotte last week with fifteen converts, and last Sunday commenced evangelistic service in Canal Dover, Ohio, where they will remain until will start out on a trip after months' evangelistic effort.

Brother J. M. Paterson addressed a full house at the Volunteer meeting Saturday evening and was present with twenty-two others at the Griswold House meeting Sunday evening, led by W. D. Van Schaack, with his sister presiding at the piano. The subject was, "What is worth while." Brother Van Schaack, in opening, said in part: "We are here entering on the threshold of a new year and we are most of us forming resolutions for 'that which is worth while.' We all want to do our best, leaving behind dross and taking up the gold. I am one of the youngest here and my business as a railroad man has caused me often to change my office, as we, in our turn, are advanced. I have observed, as death calls and the last sad rights are said, that all have a two inch notice, whether high or low in office or rank, as men are classed by men, then others take their places, then, on go business and commerce, and the places know them no more. I am young and full of life and ambition, but, as I look back, and then with hope and ambition forward, I can but say, "What is worth while?"

Aaron B. Gates Detroit, Jan. 5-Nathan W. Dennett, of Dennett & Prince, leather merchants at 67 and 69 South street. Boston, and who represents his firm on the road, has just returned from a second visit to England, where he went to sell goods. Usually mission while traveling is to buy, taking the scraps or small pieces left after certain manufacturers complete their work, but on the continent he has found a profitable market to unload some of his purchases in this country and the last trip he reports as more successful than the former one. Mr. Dennett is a Gideon, as is also his partner, Mr. Prince, who makes some near-by territory. a member of the National Cabinet, being a trustee serving his first term, and is already planning to attend the third annual session to be held at the National headquarters on Jan. 23, making it on his return Western cade directed by the National Formu- trip, which he makes four times a year.

Boston Camp, 117 members, held Tincture of Tannin for Toothache. her annual meeting for the election Dr. Kner uses a 20 per cent. solu- of Camp officers on Saturday, Dec. Mr. Allan C. Emery, form-26, 1908. chant at the Hub, when asked to take would do so on the granting of his have the privilege of naming the of- quired by practicing it on yourself.

ficers and chairmen of committees. This unusual request being granted minutes' time he reappeared with the slate arranged, which was a very fellowship and worship of both strong set of men and those in his opinion peculiarly fitted for offices they were asked to occupy. It was intimated that the proper amount of work had not been undertaken by the camps during the past year and that this would explain why he had asked this favor, and such a unique one. He showed himself a great believer in about Feb. 1, when Brother Webb the fact that financing a camp is a considerable part of a successful camp's work and proposed a sustaining membership as the sine qua non. He proposed that all who desired to enlist with the Gideons in their great work of elevating and saving the traveling man and who could not be Gideons from the nature of their calling would, upon the payment of five dollars, be sustaining members. and business firms likewise who contributed ten dollars annually. To show the hustler he is, the following Monday noon at luncheon he announced that he had already secured seven sustaining members. We predict much for a camp officered as is Camp No. 3, of Massachusetts.

C. P. Nims, member of Boston Camp, who was retired from his travels by his firm on half pay, got ambitious and asked to go out in his successor's place, who had not held up his Western trade, and so he has just completed one of the most successful trips he has ever made.

Chas. M. Smith.

Carrot Milk as Food for Ailing Babes.

Babies fed on carrot milk were part of an interesting domestic-scientific exhibit in London. The carrot milk is a special preparation made in the Fruitarian hospital of Kent. is prepared by boiling carrots chopped finely in a small quantity of water until all the goodness is got out of them. After straining an equal amount of milk and a little oil are added to the carrot water and the mixture is heated for five minutes and given to the child when cool. For rickets a little orange juice is added. The secret lies in the fact that the carrot contains a form of sugar which is assimilated with remarkable ease, is most nutritious, and does not ferment.

The Chemics of Life.

"In the pursuit of the science of chemistry," says the Professor, removing his glasses and rubbing them thoughtfully with his silk handkerchief, "we find it of the utmost interest as well as importance to discover the affinities of the different elements and substances."

"And what if you discover the wrong affinity, Professor?" asks the student in the virulent vest.

"In that case, as in other manifestations of Nature," replies the Pro-fessor with a slow smile, "the probability is that there will be an explosion sooner or later."

The grace of forgiveness is not ac-

WHOLESALE DRUG PRICE CURRENT

WHOLESA	ILE	DRUG P	PRIC	E	CURRENT
Acidum	Cop	aiba1	75@1	85	Scillae @ 50
Benzoicum, Ger 70@ 7	5 Cub	ebae2	15@2	25	Scillae Co @ 50
Carbolicum 160 9	a Leve	geron2 chthitos1	വരെ	10	Tolutan @ 50 Prunus virg @ 50 Zingiber @ 50
Citricum 50@ E Hydrochlor 3@	5 Ger	anium	50@4	00 75	Zingiber @ 50
Citricum 50@ Hydrochlor 3@ Nitrocum 8@ Oxalicum 14@	5 Hed	sippii Sem gal	00@3	75 50	Aloes 60
Salicylicum 44@	b Jun Lav	endula	40@1 90@3	60	Anconitum Nap'sF 50
Sulphuricum 1% @ Tannicum 75@ 8	5 Lin 5 Mer	nons1 otha Piper1 ota Verid3	30@1 75@1	40	Arnica 50
Tartaricum 38@ 4	0 Mer Mor	ta Verid3	00@3	50	Asafoetida 50 Atrope Belladonna 60
Ammonia Aqua, 18 deg 4@ Aqua, 20 deg 6@	6 My	rhuae, gal1 rlcia3 re1	00@3	50	Atrope Belladonna 60 Auranti Cortex. 50 Barosma 50
Carbonas 13@	FI Pici	s Liquida s Liquida gal.	10@	12	Benzoin
Aniline	Rici	na	94@1	00	Benzoin Co. 50
Black 2 00@2 2	5 Ros	ae oz6 marini	@1	00	Cardamon Co
Brown 80@1 0 Red 45@ 5 Yellow 2 50@3 0	o San	inatal	90@1 @4	50	Cardamon Co. 75 Cassia Acutifol 50 Cassia Acutifol Co 50
Baccae	Sina	safras ipis. ess. oz	@	90 65	Castor 1 00
Cubebae	Thy	me	400	45 50	Catechu 50 Cinchona 50 Cinchona Co. 60
Xanthoxylum 30@ 3	5 Thy	me, opt obromas il1	@1 15@	60	Columbia 50
Balsamum Conatha 65@ 7	5 Tig		10@1	20	Cubebae 50 Digitalis 50
Copaiba 65@ 7 Peru 2 75@2 8 Terabin, Canada 75@		Potassium	15@	18	Ergot 50 Ferri Chloridum 35
Tolutan 40@ 4	5 Bici	romate	13@ 25@	15 30	Gentian Co 60
Tolutan	Cor	n	190	15	Guiaca ammon 60
Cassiae 2 Cinchona Flava 1	0 Cya	pratepo. nide2 de2 assa. Bitart pr ass Nitras opt	30@	60	Hyoscyamus 50 Iodine 75
Buonymus atro 6 Myrica Cerifera 2	0 Pots	ssa. Bitart pr	30@	32 10	Iodine, colorless 75 Kino 50
Prunus Virgini 1 Quillaia, gr'd 1 Sassafraspo 25	Pot	ass Nitras	6@ 23@	8	Lobelia 50 Myrrh 50
Sassafraspo 25 Ulmus 2	4 0,1	state hate po	15@	26 18	Nux Vomica 50
Extractum		Radix	20@	25	Opil, camphorated 1 00 Opil, deodorized 2 00
Clyoverhize no 280 3	ol Alth	яе	30@	35 12	Quassia 50 Rhatany 50
Haematox 11@ 1 Haematox, 1s 13@ 1	4 Aru	husa m po	@	25	Ruel Du
Haematox, ½s 14@ 1 Haematox, ¼s 16@ 1	7 Gen	tiana po 15	12@	15	Serpentaria 50
Ferru Carbonate Precip. 1	5 Hel	ebore, Alba	1200	15	
Citrate and Quina 2 0 Citrate Soluble 5	0 Hyd	rastis, Canada Irastis, Can. po	m2 m2	60	Valerian 50 Veratrum Veride 50 Zingiber 60
Ferrocyanidum S Solut. Chloride 1	0 Inul	trana po 15 chrrhiza nv 15 lebore, Alba rastis, Canada rastis, Can. po a. po2	18@	10	Zingiber 60 Miscellaneous
Sulphate, com'l Sulphate, com'l, by		plox pa. pr anta. ¼s		30	Aether. Spts Nit 3f 30@ 35
bbl. per cwt 7				35 18	Aether, Spts Nit 4f 34@ 38 Alumen, grd po 7 3@
Flora	Rhe	i. cut1 i. nv guinari, no 1 lae, po 45	75@1	25	Antimoni, po 400
Arnica 20@ 2 Anthemis 50@ 6 Matricaria 30@ 3	Rhe	f. pv	75@1 8 @	15	Antimoni et po T 40@ 50 Antifebrin @ 20 Antipyrin @ 25
Matricaria 30@ 3	Seil	lae, po 45	20@ 85@	25	Antifebrin @ 26 Antipyrin @ 25 Argenti Nitras oz @ 53
Barosma 45@ 5 Cassia Acutifol.	0 Geri	nentaria	50@	55	Arsenicum 10@ 12 Balm Gilead buds 60@ 65
Tinnevelly 15@ 2	0 Smi	lax. offi's H	@	48	Argenti Nitras oz
Salvia officinalis,	Syn	plocarpus	@	25	Calcium Chlor, 1/28 @ 10
Uva Ursi 8@ 1	Val	eriana. Ger	1500	20	Cantharides, Rus. @ 90 Capsici Fruc's af @ 20
Acacia, 1st pkd. @ 6	5 Zing	riber a	25@	16 28	Cantharides, Rus. @ 90 Capsici Fruc's af @ 20 Capsici Fruc's po @ 22 Cap'i Fruc's B po @ 15 Carmine, No. 40 @4 25 Carphyllus 200 @2
Acacia, 1st pkd. @ 6 Acacia, 2nd pkd. @ 4 Acacia, 3rd pkd. @ 3 Acacia, sifted sts. @ 6	5	Semen		16	Carmine, No. 40 @4 25 Carphyllus 20@ 22
Acacia, po 45@ 6	5 Ani	sum po 20 im (gravel's)	13@	15	Cassia ructus @ 35
Acacia, po 45@ 6 Aloe, Barb 22@ 2 Aloe, Cape @ 4 Aloe, Socotri @ 4	5 Rire	l. 1s nahis Sativa	4@ 7@	8	Cataceum @ 35 Centraria @ 10
Aloe, Socotri @ 4 Ammoniac 55@ 6	0 Car	damon	70 <i>@</i>	18	Cera Alba 50@ 55 Cera Flava 40@ 42
Asafoetida 35@ 4 Benzoinum 50@ 5	5 Cort	nopodium	25@ 12@	14	Chloroform 34@ 54
Ammoniac 55 @ 6 Asafoetida 35 @ 4 Benzoinum 50 @ 5 Catechu, 1s @ 1 Catechu, ½s @ 1 Catechu, ½s @ 1 Catechu, ½s @ 70 @ 8	Cvd	onium erix Odorate 2	75@1 00@2	25	Chloro'm Squibbs @ 90
Catechu, ¼s @ 1 Comphorae 70@ 8 Euphorbium @ 4	6 Foe	niculum nugreek, po	7@	18	Chondrus 2000 25
Galhanum (ff) (Tini	grd. bbl. 2%	3@	6	
Gamboge no1 25@1 3	5 Tob	eliarlaris Cana'n	75@ 9@	80 10	Corks list, less 75% Creosotum @ 45
Kinopo 45c @ 4 Mastic @ 7		a	5@ 8@	6 10	Cretabbl. 75 @ 2 Creta, prep @ 5
Myrrhpo 50 @ 4	Sina	ipis Nigra	9@	10	Creta, Rubra @
Shellac, bleached 600 6	5 Fm	menti W. D. 2	00@2	50	Cupri Sulph 8@ 10
Tragacanth 70@1 0	0 Fru Jun	menti1 iperis Co1 iperis Co O T 1	25@1 75@3	50	Dextrine 7@ 10 Emery, all Nos @ 8 Emery, po @ 8
Absinthium 45@ 6 Eupatorium oz pk	a 1 000	showing N II 1	90002	10	Emery, po @ 65 Ergotapo 65 60@ 65
Lobelia oz pk 2	S Snt	Vini Galli1 Alba1 Oporto1	75@6 25@2	50	Ergotapo 65 60@ 65 Ether Sulph 35@ 40 Flake White 12@ 1
Majorium oz. pk Mentra Pip. oz pk Mentra Ver. oz pk Rueoz pk	3 Vini		25@2	00	Gambler 80
Rueoz pk TanacetumV	9 Ext	Sponges ra yellow shee	ps'		Gelatin, Cooper @ 60 Gelatin, French 35@ 60
Thymus Voz DK	Flor	ool carriage ida sheeps' wo	ool @1	25	Glassware, fit boo 75% Less than box 70%
Magnesia Calcined. Pat 55@ 6 Carbonate, Pat. 18@ 2 Carbonate, K-M. 18@ 2 Carbonate	0 Gra	ra yellow shee nol carriage rida sheeps' wo arriage3 ss sheeps' woo	00@3 1,	50	Glue, brown 11@ 1: Glue, white 15@ 2:
Carbonate, Pat. 18@ 2 Carbonate, K-M. 18@ 2	0 Har	d. slate use	@1	00	Grana Paradisi 2
	Nas	sau sheeps' wo	ol 50@3	75	Grana Paradisi @ 26 Humulus 35@ 6
Absinthium4 90@5 0 Amygdalae Dulc. 75@ 8 Amygdalae, Ama 8 00@8 2	Vely 5 W	ret extra shee	ps' @2		Humulus
Amygdalae, Ama 8 00@8 2 Anisi 75@1 8	Yell	ow Reef, for			Hydrarg Ox Ru'm @ 9
Amygdalae, Ama 8 00@8 2 Anisi	0	Syrups			mydraisjium
Carvonhilli 1 10@1 2	0 Aur	cia	@	50 50	Ichthyobolla, Am. 90@1 0 Indigo 75@1 0
Cedar	0 Fer	d Iod	@	50 60	Iodine. Resubi 3 85@3 9
Carronella but o	u amı	IX Um s	a	50	Liquor Arsen et
Citronelia 50@ 6 Conium Mac 80@ 9	0 Sen	ega	0	50	Hydrarg Iod 0 2 Liq Potass Arsinit 100 1

Lupuin @ 40	Rubia Tinctorum 120 14	Vanilla 9 00@
Lycopodium 70@ 75	Saccharum La's 18@ 20	Zinci Sulph 70 8
Macis 65@ 70	Salacin 4 50@4 75	Olls
Magnesia, Sulph 3@ 5	Sanguis Drac's 40@ 50	bbl. gal.
Magnesia, Sulph. bbl @1%	Sapo, G @ 15	Lard, extra 85@ 90
Mannia S. F 45@ 50		Lard, No. 1 60@ 65
Menthol 2 65@2 85		Linseed, pure raw 42@ 45
Morphia, SP&W 2 90@3 15		Linseed, boiled43@ 46
Morphia, SNYQ 2 90@3 15		Neat's-foot, w str 65@ 70
Morphia, Mal 2 90@3 15		Spts. Turpentine Market
Moschus Canton @ 40		Whale, winter 70@ 70
Myristica, No. 1. 25@	DeVoes @ 51	Paints bbl. L.
Nux Vomica po 15 @ 10		Green, Paris291/2@331/2
Os Sepia35@ 40	Soda, Boras 6@ 10	Green, Peninsular 13@ 16
Pepsin Saac, H &	Soda, Boras, po 6@ 10	Lead, red 71/20 8
P D Co @1 00		Lead, white 71/2@ 8
Picis Liq N N 1/2	Soda, Carb11/2@ 2	Ochre, yel Ber1% 2
gal doz @2 00		Ochre, yel mars 1% 2 @4
Picis Liq qts @1 00		Putty, commer'l 21/4 21/2 (03
Picis Liq. pints @ 60 Pil Hydrarg po 80 @ 50	Soda, Sulphas @ 2	Putty, strictly pr 21/2 23/4 @3
	Spts. Cologne @2 60	Red Venetian1% 2 @3
Piper Alba po 35 @ 30 Piper Nigra po 22 @ 18	Spts, Ether Co. 50@ 55	Shaker Prep'd1 25@1 35
Pix Burgum @ 8		Vermilion, Eng. 75@ 80 Vermilion Prime
Plumbi Acet 12@ 15	Spts. Vini Rect bbl @ Spts. Vi'i Rect ½ b @	
Pulvis Ip'cet Opil 1 30@1 50		American 13@ 15 Whiting Gilders' @ 95
Pyrenthrum, bxs. H	Spts, Vi'i R't 5 gl @	Whit's Paris Am'r @1 25
& P D Co. doz. @ 75		
Pyrenthrum, pv. 200 25	Sulphur Subl2% @ 4	cliff @1 40
Quassiae 8@ 10	Sulphur, Roll21/2 @ 31/2	Whiting, white S'n @ 90
Quina, N. Y 17@ 27	Tamariads 800 10	Varnishes
Quina, S Ger17@ 27		Extra Turp1 60@1 70
		No. 1 Turp Coach1 10@1 20
		TO. I Turp Coachi Town 20

Grand Rapids Stationery Co.

Valentines, Hammocks and Sporting Goods

134-136 E. Fulton St.
Leonard Bldg.
Grand Rapids, Mich.

Tradesman Itemized Ledgers

SIZE-8 1-2 x 14. THREE COLUMNS.

2 Quires,	160	pages	\$2	00
3 Quires,	240	pages	2	50
4 Quires,	320	pages	3	00
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6 Quires,	480	pages	4	00

INVOICE RECORD OR BILL BOOK

80 double pages, registers 2,880 invoices \$2 00

Tradesman Company
Grand Rapids, Mich.

1909

Hazeltine & Perkins Drug Co.

Grand Rapids, Mich.

Jobbers of

Drugs Chemicals

Patent Medicines
Druggists' Sundries
Stationery

Hammocks and Sporting Goods

Orders solicited with prompt service and accuracy assured.

P. S.—Our Sundry Salesmen will call in a few days with a full line of samples. Please preserve for them your list of wants.

5

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

Dried Peas

DECLINED

Spring Wheat Flou Provisions Raisins

			Bulk 5 Red 7	Honey Fingers As Ice 12 Honey Jumbles12	Cluster, 5 crown2 25
Index to Markets			Eagle 57 Franck's 77 Schener's 6	Honey Jumbles, Iced 12 Honey Flake 12 1/2 Household Cookies 8	Loose Muscatels 2 cr. Loose Muscatels 3 cr. 6½ Loose Muscatels 4 cr. 7¼ L. M. Seeded 1 fb. 7½@8½
		2	CHOCOLATE Walter Baker & Co.'s	Iced Honey Crumpets 10	Decueu 1 10. 71/2 @ 81/4
By Columns	ARCTIC AMMONIA Doz.	Cove, 1tb85@ 95	German Sweet 24	Jersey Lunch	100-125 2Jb. boxes. @ 4 90-100 25 b. boxes. @ 41/2 80-90 25 b. boxes. @ 51/2
A Col	AXLE GREASE	Cove, 21b 60@1 85 Cove, 1b. Oval @1 20	Caracas	Kream Klips 20 Lem Yem 11 Lemon Gems 10	60- 70 25th boxes@ 61/2
Ammonia	Frazer's Ifb. wood boxes, 4 doz. 3 00 Ifb. tin boxes, 3 doz. 2 35	Plums 1 00@2 50	Premium, ¼s 32 Premium, ½s 32 COCOA	Lemon Wafer	40- 50 25th. boxes. @ 81/2
Baked Beans 1	3½1b. tin boxes, 2 doz. 4 25	Marrowfat 90@1 25	Roker's 90	Log Cabin Cake	4c less in 50th. cases FARINACEOUS GOODS
Bath Brick 1 Bluing 1	101b. pails, per doz6 00 151b. pails, per doz7 20 251b. pails, per doz12 00	Peachee	Colonial, ½s 33	Lusitania Mixed 11 Mary Ann 8 Marshmallow Walnuts 16	Beans Dried Lima
Brooms 1 Brushes 1	BAKED BEANS 11b. can, per doz 90	Pie 90@1 25 No. 10 size can pie @3 00	Epps	Molasses Cakes	
Butter Color 1	21b. can, per doz1 40 31b. can, per doz1 80 BATH BRICK	Pineapple	Lowney, 48 36 Lowney, 48 36	Mohican 11	Farina 24 1 lb. packages1 50 Bulk, per 100 lbs3 50
Candles 1 Canned Goods 1	American 75 English 85	ran	Lowney, 1s 40 Van Houten, 1/8 12	Nabob Jumble 14 Newton 12 Oatmeal Crackers 8	Flake 50 nominy
Carbon Oils 2	BLUING Arctic	Fancy 1 00	Van Houten, 1/28 40	Orange Gems 8 Oval Sugar Cakes 8	Poor! 200 m. Sack 2 45
Cheese	6 oz. ovals 3 doz. box \$ 40 16 oz. round 2 doz. box 75	Raspberries Standard @		Penny Cakes Assorted	Maccaroni and Vermicelli Domestic, 10 fb. box. 60 Imported. 25 fb. box. 2 50
Chicory 3 Chocolate 8	Sawyer's Pepper Box Per Gross.	Col'a River talls 1 05@2 00	Wilbur, ½s	Picnic Mixed111/2 Pretzels. Hand Md. 8	Common
Cocoa	No. 5, 3 doz. wood bxs 7 00	Red Alaska1 35@1 50	Dunham's ½s & ¼s 26½ Dunham's ¼s27	Pretzelettes, Hand Md. 8 Pretzelettes, Mac. Md. 7½ Raisin Cookies 8	Chester
Cocoa Shells	BROOMS No. 1 Carpet, 4 sew 2 75 No. 2 Carpet, 4 sew 2 40 No. 3 Carpet, 3 sew 2 25 No. 4 Carpet, 3 sew 2 10 Paylor Germ 2 40	Pink Alaska 90@1 00 Sardines Domestic 1/2	Bulk12	Ravena Jumbles 12 Revere, Assorted 14	Green Wisconsta
Confections 11 Crackers 8	No. 3 Carpet, 3 sew2 25 No. 4 Carpet, 3 sew2 10	Domestic, 1/2s @ 5 Domestic, Must'd 64@ 9	Common	Scalloped Gems 10	Split, 1b 04
Cream Tartar 4	Parlor Gem2 40 Common Whisk 90	California, ¼s11 @14 California, ½s17 @24	Fair	Scotch Cookies 10 Snow Creams 16 Spiced Honey Nuts 12	German sacks
Dried Fruits 4	No. 4 Carpet, 3 sew . 2 10 Parlor Gem 2 40 Common Whisk 90 Fancy Whisk 1 25 Warehouse 3 00 BRUSHES	French, ¼s7 @14 French, ¼s18 @28	Common12@131/4	Sugar Fingers	Tanisas Droken pkg
Farinaceous Goods b	Scrub	Standard1 20@1 40 Succotash	Fair	Sunveide Jumbles 10	Flake, 110 fb. sacks 6 Pearl, 130 fb. sacks 5 Pearl, 24 fb. pkgs 71½ FLAVORING
Feed	Pointed Ends 85	Fair 85 Good 1 00	Peaberry	Spiced Gingers 9 Spiced Gingers Iced10 Sugar Cakes	Foote & Janks
Flavoring Extracts 5 Flour 5 Fresh Meats	No. 3 90 No. 2 1 25 No. 1 1 75	Fancy1 25@1 40 Strawberries	Fair	Sugar Cakes 8 Sugar Cakes, Iced 9 Sugar Squares, large or	Coleman Brand
G	Shoe	Standard Fancy	Choice Mexican 16½ Fancy 19	small 8 Superba 8	No. 2 Terpeneless 75 No. 3 Terpeneless 75 No. 8 Terpeneless 1 75
Grain Bags 5 Grains 5	No. 8	Good @1 10	Guatemala Choice	Sponge Lady Fingers 25 Sugar Crimp 8 Sylvan Cookie12	No. 8 Terpeneless 1 75 Vanila No. 2 High Class 1 20
н	No. 4	Gallons @2 75	African12	Vanilla Wafers16 Victors12	No. 8 High Class 4 00
Herbs 6 Hides and Pelts 10	W., R. & Co.'s 25c size 2 00	CARBON OILS Barrels	Fancy African	waverly 8	Jaxon Brand
1	Paraffine, 6s10	Perfection @10½ Water White @10	Arabian21	Per doz.	2 oz. Full Measure 2 10 4 oz. Full Measure 4 00 8 oz. Full Measure 8 00
Jelly 6	Paraffine, 12s10 Wicking20 CANNED GOODS	D. S. Gasoline @13½ Gas Machine @24 Deodor'd Nap'a @12½	Package New York Basis Arbuckle16 00	Albert Biscuit 1 00 Animals 1 00 Arrowroot Biscuit 1 00	2 oz. Full Messure
Licorice 6	Annie	Cylinder 29 @3414	Dilworth	Butter Thin Biscuit 1 00 Butter Wafers 1 00	8 oz. Full Measure 2 40
Matches 6	3tb. Standards @1 00 Gallon 2 40@2 50 Blackberries 2tb 1 25@1 75	Black, winter81/4 @10 CEREALS Breakfast Foods	Lion	Cheese Sandwich1 00	Terpeneless Ext Lemon
Meat Extracts 6 Mince Meat 6 Molasses 6	Standards gallons @5 50	Bordeau Flakes, 36 11b. 2 50	to retailers only. Mail all	Faust Oyster	No. 2 Panel 75 No. 4 Panel 150
			McLaughlin & Co., Chicago.	Frotana 100 Ginger Snaps, N. B. C. 100 Graham Crackers 100 Lemon Snap 50	No. 6 Panel
Nuts 11	Red Kidney	Excello, large pkgs4 50 Force, 36 2lb4 50	Holland, ½ gro boxes 95 Felix ¼ gross	Graham Crackers 100 Lemon Snap 50 London Cream Biscuit 100	4 oz. Full Measure 2 00 Jennings D. C. Brand
Olives 6	Standard 1 35	Malta Ceres, 24 17b2 40 Malta Vita, 36 17b2 85	Hummel's foil, ½ gro. 85 Hummel's tin, ½ gro. 1 43	Marshmallow Dainties 1 00	Extract Vanilla
Pipes 6	2tb. cans. spiced1 90	Mapl-Flake, 36 1tb4 05 Pillsbury's Vitos, 3 dz. 4 25	CRACKERS. National Biscuit Company Brand	Old Time Sugar Cook. 1 00	No. 2 Panel
Pickles	Clams Little Neck, 11b. 1 00@1 25 Little Neck, 21b. @1 50	36 2lb 4 50	Butter Seymour, Round 6	Pretzelettes, Hd. Md1 00 Royal Toast 1 00 Saltine 1 00	Taper Panel 2 00
Provisions 6	Burnham's ½ pt1 90	Sunlight Flakes, 36 11b 2 85 Sunlight Flakes, 20 11b 4 00 Vigor, 36 pkgs. 2 75	N. B. C., Square 6	Saratoga Flakes1 50	4 oz. Full Measure1 80
Rice 7	Burnham's pts 3 60 Burnham's qts 7 20 Cherries	Vigor, 36 pkgs. 2 75 Voigt Cream Flakes 4 50 Zest, 20 2lb. 4 10 Zest, 36 small pkgs. 2 75	N. B. C Soda 6 Select Soda 8 Saratoga Flakes 13	Soda, N. B. C 1 00 Soda Select 1 00	No. 2 Assorted Flavors 1 00
Salad Dressing 7 Saleratus 7	Red Standards @1 40 White @1 40			Sugar Clusters1 00 Sultana Fruit Biscuit 1 50 Uneeda Biscuit 50	Amoskeag, less than bl 191/2
Sal Soda 7 Salt 7	Corn Fair 75@ 85 Good 1 00@1 10	Rolled Avena, bbls 6 35 Steel Cut, 100 lb. sks. 3 25 Monarch, bbl 6 10	N. B. C., Round 6 Gem 6	Uneeda Jinjer Wayfer 1 00 Uneeda Milk Biscuit 50	GRAIN AND FLOUR Wheat New No. 1 White1 00
Salt Fish 7 Seeds 7	Fancy 1 45	Monarch, 90 lb. sacks 2 90 Quaker, 18 Regular1 50	Faust, Shell 7½ Sweet Goods.	Vanilla Wafers	New No. 2 Red1 00 Winter Wheat Flour
Shoe Blacking 7 Snuff 8 Soap 8	Sur Extra Fine22 Extra Fine19	Quaker, 20 Family4 60 Cracked Wheat Bulk	Atlantic Asserted 10	Zwieback 1 00	Local Brands
Soda 8 Soups 9	Fine	CATSUP	Campaign Cake10	In Special Tin Packages. Per doz. Festino	Straight 500
Starch 8	Standard 1 75	billider 5 pilits 20	Cartwheels	Nabisco	Second Straight 4 75 Clear 4 00 Flour in barrels, 25c per
Syrups 8	Standard 85	Snider's ½ pints1 35 CHEESE	Currant Fruit Biscuit 10 Cracknels	Champaigne Wafer 2 50 Per tin in bulk.	Worden Grocer Co 's Prend
Tea	1/2 lb	Acme @15 Elsie @12	Coffee Cake, pl. or iced 10	Sorbetto 1 00 Nabisco 1 75 Festino 1 50	Quaker, cloth 5 00
	Mackerel	Gem	Cocoanut Bar10 Cocoanut Drops12	Holland Rusk	Wykes & Co.
Vinegar	Mustard, 11b 1 80 Mustard, 21b 2 80 Soused 114 b 1 80	Warner's @16 Riverside @15 Springdale @14½	Cocoanut Honey Cake 12 Cocoanut Hon Fingers 12 Cocoanut Hon Jumbles 12	36 packages 90	Fanchon, %s cloth5 90
Wicking 9 Woodenware 9	Tomato 1th 1 50	Brick @16 Leiden @15	Cocoanut Macaroons18 Dandelion10	CREAM TARTAR	Grand Rapids Grain &
wrapping Paper 10	Mushrooms	Pineapple40 @60	Dinner Biscuit20 Dinner Pail Cake10 Dixie Sugar Cookie 9	Square cans	Wizard, assorted4 75 Graham 5 00
Yeast Cake 10	Hotels @ 24 Buttons 28	Swiss, domestic 016	Family Snaps 8	Fancy caddles35	Graham 5 00 Buckwheat 6 00 Rye 4 75

	3
, e t	CHEWING GUM
	Long Tom 55
- 55	Schener's 6 CHOCOLATE Walter Baker & Co.'s German Sweet 24 Premium 35 Caracas 31
0	Walter M. Lowney Co. Premium, ¼s 32 Premium, ½s 32 COCOA
5 50	Baker's 39 Cleveland 41 Colonial, ¼s 35 Colonial, ½s 33 Epps 42 Huyler 45 Lowney ¼s 36
500	Lowney, ½s 36 Lowney, ½s 36 Lowney, 1s 40 Van Houten, ½s 12 Van Houten, ½s 20 Van Houten, ½s 40 Van Houten, ½s 40 Van Houten, 1s 72
0000	Webb 35 Wilbur, ½s 39 Wilbur, ¼s 40 COCOANUT Dunham's ½s & ¼s 26½ Dunham's ¼s 27 Dunham's ½s 128 Rulk 12
The second secon	COFFEE RIO Common 10@13½ Fair 14½ Choice 16½ Fancy 20
0 000	Common 12@13½
,	Choice
	Fancy African 17 O. G. 25 P. G. 31 Mocha Arabian 21
	Package New York Basis
	to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chica-
	Felix, ½ gross 1 15 Hummel's foil, ½ gro. 85 Hummel's tin, ½ gro. 1 43 CRACKERS. National Biscuit Company Brand
	Seymour, Round 6 N. B. C., Square 6 Soda N. B. C. Soda 6 Select Soda 8 Saratoga Flakes 13 Zephyratta 12
-	Zephyrette
	Animals
	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 Bar 10 Cocoanut Hon Fingers 12 Cocoanut Hon Jumbles 12 Cocoanut Hon Jumbles 12 Cocoanut Hon Jumbles 12 Cocoanut Macaroons 18
	Cocoanut Honey Cake 12 Cocoanut Hon Fingers 12 Cocoanut Hon Jumbles 12 Cocoanut Macaroons 18 Dandelion 10 Dinner Biscuit 20 Dinner Pail Cake 10 Dixel Sugar Cookie 9
ø	Family Snaps 8

4	
Family Cookie 8 Fancy Ginger Wafer 12 Fig Cake Assorted .12 Fruit Nut Mixed .16 Frosted Cream 8 Frosted Honey Cake .12 Fluted Cocoanut Bar 10 Ginger Gems . 8 Ginger Gems Iced .9 Graham Crackers 8 Ginger Nuts .10	
Fig Cake Assorted12	Sund
Fruit Nut Mixed16 Frosted Cream8	Evap
Fluted Cocoanut Bar 10	Calif
Ginger Gems 8 Ginger Gems, Iced 9	Corsi
Graham Crackers 8 Ginger Nuts 10 Ginger Snaps N. B. C. 7 Ginger Snaps Square 8 Hippodrome Bar 10	Imp'd
	Lemo
Hippodrome Bar10 Honey Cake, N. B. C. 12	Oran
Honey Fingers, As Ice 12 Honey Jumbles 12	Clust
Honey Jumbles, Iced 12 Honey Flake 1244	Loose
Household Cookies 8 Household Cookies Iced 8	L. M
Ginger Snaps Square 8 Hippodrome Bar 10 Honey Cake, N. B. C. 12 Honey Fingers As Ice 12 Honey Jumbles 12 Honey Jumbles 12 Honey Flake 12 Household Cookies 8 Household Cookies Iced 8 Iced Honey Crumpets 10 Imperial 8 Jersey Lunch 8	100-13
Imperial	80- 70-
Rream Klips	50-
Lemon Biscuit Square 8 Lemon Wafer	40- 3 30- 4 14 c
Lemona 8 Log Cabin Cake 10	14c FAF
Lusitania Mixed11 Mary Ann	Dried
Lemon 36 Lemona 8 Log Cabin Cake 10 Lusitania Mixed 11 Mary Ann 8 Marshmallow Walnuts 16 Mariner 11 Molasses Cakes 8 Molasses Cakes, Iced 9 Mohican 11 Nabob Jumble 14	Med. Brow
Molasses Cakes 8 Molasses Cakes Iced 9	24 1
Mohican	Bulk,
Newton 19	Flake Pearl
Orange Gems 8 Oval Sugar Cakes	Pearl,
Oval Sugar Cakes Ast. 9 Penny Cakes Assorted 8	Dome
Picnic Mixed111/2	Impor
Oatmeal Crackers 8 Orange Gems 8 Oval Sugar Cakes 8 Oval Sugar Cakes 48 Penny Cakes, Assorted 8 Picnic Mixed 111/2 Pretzels, Hand Md. 8 Pretzelettes, Hand Md. 8 Pretzelettes, Mac. Md. 7/2 Raisin Cookies 8 Ravena Jumbles 12	Comm
Raisin Cookies 8 Ravena Jumbles 12 Revere, Assorted 14	Empi
Revere Assorted 14	Green
Rube 8 Scalloped Gems 10 Scotch Cookies 10 Snow Creams 16 Spiced Honey Nuts 12 Sugar Fingers 12 Sugar Gems 8	Split,
Snow Creams16 Spiced Honey Nuts 12	Germa
Sugar Fingers12 Sugar Gems8	Germa
Sultana Fruit Biscuit 16 Sunvside Jumbles 10	Flake, Pearl,
Spiced Gingers 9 Spiced Gingers Iced	Pearl,
Sugar Cakes 8 Sugar Cakes Iced 9	
Sugar Gems 12 Sugar Gems 8 Sultana Fruit Biscutt 16 Sunyside Jumbles 10 Spiced Gingers 9 Spiced Gingers Iced 10 Sugar Cakes 8 Sugar Cakes, Iced 9 Sugar Squares, large or small 8	No. 2
small 8 Superba 8 Sponge Lady Fingers 25 Sugar Crimp 8	No. 2 No. 3 No. 8
Sugar Crimp 8 Sylvan Cookie 12 Vanilla Wafers 16 Victors 19	No. 2 No. 4
Vanilla Wafers16 Victors 12	No. 2 No. 4 No. 8
Vanilla Wafers .16 Victors .12 Waverly .8 Zanzibar .10	
In-er Seal Goods	2 oz. 4 oz.
Albert Biscuit1 00	8 oz.
Arrowroot Biscuit1 00	2 oz. 4 oz.
Butter Wafers1 00	8 oz. Jer
Cocoanut Dainties1 00	Terp
Fig Newton 1 00	No. 2 No. 4
Frotana1 00	No. 6
Graham Crackers1 00	2 oz.
London Cream Biscuit 1 00	Jer
Oatmeal Crackers1 00	No. 2
Old Time Sugar Cook. 1 00	No. 4
Royal Toast1 00	Taper
Saratoga Flakes1 50	2 oz.
Soda, N. B. C1 00	No. 2
Sugar Clusters1 00	Amos
Uneeda Biscuit 50	GR
Uneeda Milk Biscuit 50 Vanilla Wafers 1 00	New 1
Water Thin 1 00 Zu Zu Ginger Spans 50	WI
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 Thin Biscuit 1 00 Cheese Sandwich 1 00 Cheese Sandwich 1 00 Faust Oyster 1 00 Fize Newton 1 00 Five O'clock Tea 1 00 Five O'clock Tea 1 00 Five Colock Tea 1 00 Graham Crackers 1 00 Graham Crackers 1 00 Marshmallow Dainties 1 00 Ostrettes 50 Old Time Sugar Cook 1 00 Royal Toast 1 00	Paten
Per doz.	Second
In Special Tin Packages.	Clear
Nabisco	barrel
Sorbetto 1 00	Worde
Sorbetto 1 00 Nabisco 1 75 Festino 1 50 Bent's Water Crackers 1 40	Quake
	Eclips Kansa
36 packages . 2 90 40 packages . 3 20 60 packages . 4 75 CREAM TARTAR Barrels or drums . 29 Boxes . 30	Fanch
CREAM TARTAR	Grand
Barrels or drums29	Wizar

	DILLED FRUITS
2	Sundried Apples
6	Apricote 9
2	California 8½@12
8	Corsican @17
8	Imp'd 1 lb. pkg. 814@ 81/2 Imported bulk8 @ 81/4
22268208980780222222888088010	Imported bulk8 @ 8½ Lemon America
8	Orongo American13
2	Cluster, 5 crown Oose Muscatels 2 cr. Loose Muscatels 3 cr. 6½ Lose Muscatels 4 cr. 7½ L. M. Seeded 1 th 7 L/Log.
2	oose Muscatels 2 cr.
21/2	Loose Muscatels 3 cr. 6½ Loose Muscatels 4 cr. 7½ L. M. Seeded 1 th 7½
8	Loose Muscatels 3 cr. 6½ Loose Muscatels 4 cr. 7¼ L. M. Seeded 1 lb. 7½@8½ California Prunes
8	00 100 2010. DOXES(0) 4
8	80-90 251b. boxes. @ 4½ 80-90 251b. boxes. @ 5½ 70-80 251b. boxes. @ 6½ 60-70 251b. boxes. @ 7½ 50-60 251b. boxes. @ 7½
1	60- 70 25 b. boxes. @ 61/2
8	40-50 25lb. boxes. @ 734 30-40 25lb. boxes. @ 81/2
8 6 8 0	30-40 251b. boxes@ 9
0	FARINACEOUS GOODS
1 8 6 1 8 9	Beans Dried Lima
6	Brown Holland 2 75
8	
1	24 1 lb. packages 1 50 Bulk, per 100 lbs 3 50
2 8 8 8	Hominy
8	Pearl, 100 lb. sack 2 45
8	Maccaroni and Vermicelli
8	Maccaroni and Vermicelli Domestic, 10 lb. box 60 Imported. 25 lb. box 2 50
11/2	Pearl Barley Common 3 00
71/2	Chester 3 00 Empire 3 00
3	Common 3 00
4	Green, Scotch by
)	Split, Tb 04 East India Sago
3	East India 5 German, sacks 5 German, broken pkg Taploca
	German, broken pkg
3	Flake, 110 fb. sacks 6
,	Pearl, 24 lb. pkgs 7½ FLAVORING EXTRACTS Foote & Jenks
888 771/2 888 889	Coleman Brand
	No. 2 Ternandar
	No o Terpeneless1 75
	Vanilla
	No. 4 High Class 200
	Vanilla 2 oz. Full Measure 2 10 4 oz. Full Measure 4 00 8 oz. Full Measure 8 00 Lemon 2 oz. Full Measure 1 25 4 oz. Full Measure 2 40 9 oz. Full Measure 4 50 Jennings D. C. Brand
oz.	4 oz. Full Measure4 00
00	Lemon
00	4 oz. Full Measure 2 40
00	Jennings D. C. Brand
00	Terpeneless Ext Lemon
00	No. 2 Panel 75
00	No. 6 Panel2 00
00	2 oz. Full Measure 25
50 00	Jennings D. C. Brand
001	No. 2 Panel Doz. No. 4 Panel 150 No. 6 Panel 2 00 Taper Panel 150 2 oz. Full Measure 1 25 Jennings D. C. Brand Extract Vanilla Doz.
00 50	No. 2 Panel Doz.
00	No. 2 Panel 125 No. 4 Panel 200 No. 6 Panel 350 Taper Panel 200 1 oz. Full Measure 90 2 oz. Full Measure 180 4 oz. Full Measure 350 No. 2 Assorted Flavors 1 00 GRAIN BAGS
00	1 oz. Full Measure
50	2 oz. Full Measure1 80
00	No. 2 Assorted Flavors 1 00
00	GRAIN BAGS Amoskeag, 100 in bale 19 Amoskeag, less than bl 19½ GRAIN AND FLOUR
50 50	GRAIN AND FLOUR
00 50	Wheat New No. 1 White 1 00 New No. 2 Red 1 00
00	New No. 2 Red1 00
50	winter wheat Flour
00	Patents 5 50
es. 50	Patents 50 Second Patents 525 Straight 50 Second Straight 475 Clear 400 Flour in barrels, 25c perbarrel additional.
50	Clear 4 75
00 50	Flour in barrels, 25c per barrel additional.
k. 00	Worden Grocer Co.'s Brand
75	Worden Grocer Co.'s Brand Quaker, paper 4 80 Quaker, cloth 5 00
50 40	
90	Eclipse
90 20 75	Judson Grocer Co.
	Milling Co Decede
29	Wizard, assorted4 75
82	Buckwheat 6 00

6	7	8	9	10	11
Spring Wheat Flour Roy Baker's Brand Golden Horn, family 5 85 Golden Horn, bakers 5 75 Spring Spring 1	Pure in tierces11½ 80 lb. tubsadvance	10 lbs1 12 55 8 lbs 92 48 SEEDS	Fair	Bradley Eutter Boxes 2lb. size, 24 in case 72	Old Wool @ 20
Wisconsin Rye4 40		Anise 10 Canary, Smyrna 444	Good	5tb. size, 12 in case 63 10tb. size, 6 in case 60	Snearlings 35@ 80
Ceresota, ¼s	Smoked Meats Hams, 12 lb. average11½ Hams, 14 lb. average	Caraway 10 Cardamom, Malabar 1 00 15 Celery 15 Hemp. Russian 4½	Sundried, medium24 Sundried, choice32	No. 1 Oval, 250 in crate 35 No. 2 Oval, 250 in crate 40	No. 1 @ 5 No. 2 @ 4
Ceresota, ½s	Hams, 18 lb. average11½ Skinned Hams	Mixed Bird	Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, choice 32	No. 3 Oval, 250 in crate 45 No. 5 Oval, 250 in crate 60 Churns	Unwashed, med@17 Unwashed, fine@13 CONFECTIONS
Wingold, \(\frac{1}{2} \)s \(\ldots \) 6 10 Wingold, \(\frac{1}{2} \)s \(\ldots \) 6 00 Worden Grocer Co.'s Brand Laurel. \(\frac{1}{2} \)s cloth \(\ldots \) 6 20	California Hams 7-1/2	SHOE BLACKING Handy Box, large 3 dz 2 50	Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 43	Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 Clothes Pins	Stick Candy Pails Standard
Laurel, 1/4s cloth	Berlin Ham, pressed . 9 Minced Ham 9	Handy Box, small 1 25 Bixby's Royal Polish 85 Miller's Crown Polish. 85	Nibs	Round head, 5 gross bx 55 round head, cartons 70 Egg Crates and Fillers	Jumbo, 32 lb 8
Voigt Milling Co.'s Brand Voigt's Crescent5 Voigt's Flouroigt	10 lb. pailsadvance % b. pailsadvance 1	SNUFF Scotch, in bladders	Moyune, medium30	Humpty Dumpty, 12 dz. 20 No. 1 complete 40 No. 2 complete 28	Extra H H10 Boston Cream12 Big stick, 30 lb. case 84
(whole wheat flour) 5 35 Voigt's Hygienic Graham 4 80	8 lb. pailsadvance 1 Sausages Bologna	French Rappie in jars. 43 SOAP J. S. Kirk & Co.	Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30	Case No.2 fillers15sets 1 35 Case, mediums, 12 sets 1 15 Faucets	Missad Cander
Wykes & Co. Sleepy Eye, 1/8s cloth6 20 Sleepy Eye, 1/4s cloth6 00	Liver 7 Frankfort 9 Pork 9 Veal 7	American Family4 00 Dusky Diamond,50 8oz.2 80 Dusky D'nd, 100 6 oz. 3 80	Young Hyson	Cork, linea, 8 in 70 Cork lined, 9 in 80	Special 81/2
Sleepy Eye, ½s cloth 5 90 Sleepy Eye, ½s paper 5 90 Sleepy Eye, ¼s paper 5 90	Headcheese 7	Jap Rose, 50 bars 3 75 Savon Imperial 3 50 White Russian 3 50	Formosa, fancy42	Mop Sticks Trojan spring 90 Echpse patent spring 85	Broken 10 Broken 8½ Cut Loaf 9¼
Bolted	Extra Mess	Satinet, oval	Amoy, medium25 Amoy, choice32 English Breakfast	No. 1 common ou No. 2 pat. brush holder 85 12lb. cotton mop heads 1 40	Kindergarten 10% Bon Ton Cream 9
St. Car Feed screened 27 50 No. 1 Corn and Oats 27 50 Corn, cracked26 00	Pig's Feet	Proctor & Gamble Co. Lenox		Ideal No. 7	Hand Made Cream17
Corn Meal, coarse26 00 Winter Wheat Bran24 50 Middlings26 50	1 bbls	Star	Ceylon, choice32 Fancy42	3-hoop Standard 2 35 2-wire, Cable 2 25 3-wire, Cable 2 45	Fancy—in Pails
Buffalo Gluten Feed 31 00 Dairy Feeds Wykes & Co.	Kits, 15 fbs 80	Acme, 70 bars		Cedar, all red, brass .1 25 Paper, Eureka 2 25 Fibre 2 70	Coco Bon Bons14
O P Linseed Meal 33 00 Cottonseed Meal 30 00 Gluten Feed 30 00	Hogs, per Ib 30	Marseilles, 100 cakes 80	Telegram30	Hardwood	Salted Peanuts12 Salted Peanuts12
Brewers' Grains28 00 Hammond Dairy Feed 25 00	Sheep, per bundle 90 Uncolored Butterine		Protection	Ideal 1 50	San Blas Goodies13 Lozenges, plain10
Oats Michigan carlots52 Less than carlots54	Solid dairy10 @12 Country Rolls10½@16½ Canned Meats Corned Leef, 2 Ib2 50	Good Cheer	Red Cross 31	Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes 65	Eclipse Chocolates15 Eureka Chocolates16
New 67	Corned beef, 1 lb 1 50 Roast beef, 2 lb 2 50 Roast beef, 1 lb 1 50	Snow Boy4 00 Gold Dust, 24 large4 50	Hiawatha 41 Kylo 35	Tubs	Champion Gum Drops 9 Moss Drops 10
No. 1 timothy carlots 10 00 No. 1 timothy ton lots 11 00 HERBS	Policed nam 4/8	Gold Dust, 100-5c4 00 Kirkoline, 24 4lb3 80 Pearline	Standard Navy37	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. 19 25	Imperials
Sage	Potted tongue, 4s 35 Potted tongue, 4s 45 Potted tongue, 4s 85	Soapine	Nobby Twist	18-in. Cable, No. 2 8 25 16-in. Cable, No. 3 7 25 No. 1 Fibre 10 25	Red Rose Gum Drops 10
Senna Leaves 25 HORSE RADISH Per doz 90 JELLY	RICE Fancy 7 @ 7½ Japan 5¾ @ 6½	Armour's	Toddy	No. 2 Fibre 9 25 No. 3 Fibre 8 25 Washboards	Fancy—In 5tb. Boxes Old Fashioned Molas- es Kisses, 10tb, bx 1 30
5 lb. pails, per doz2 25 15 lb. pails, per pail 55 30 lb. pails, per pail 98	Broken	Nine O'clock3 35	Honey Dip Twist40	Bronze Globe	Lemon Sours 60 Old Fashioned Hore-
LICORICE	Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25	Enoch Morgan's Sons.	Forge	Single Acme	Champion Choc. Drns 70
MATCHES	SALERATUS Packed 60 lbs. in box.	Sapolio, single boxes2 25 Sapolio, hand2 25	Great Navy36	Good Luck	H. M. Choc. Lt. and Dark No. 12 111 Bitter Sweets, as'td. 1 25
MOLASSES	Arm and Hammer3 10 Deland's 3 00	Scourine, 50 cakes1 80	Flat Car32	Window Cleaners	A. A. Licorice Drops. 90
	Wyandotte, 100 %s3 00	Boxes	I X L, 5tb	Wood Bowls	Lozenges, plain
Half barrels 2c extra				15 in. Butter 2 25 14 in. Butter 3 75 19 in. Butter 5 00	
Per case	Lump, 145 lb. kegs 95 Lump, 145 lb. kegs 95 SALT Common Grades 130 3 lb. sacks 2 25	Cassia, Saigon, broken, 40		19 in. Butter 5 00 Assorted, 13 15-17 2 30 Assorted, 15-17-19 3 25 WRAPPING PAPER Common straw 1%	Wintergreen Berries 60
Bulk, 1 gal. kegs 1 20@1 40 Bulk, 2 gal. kegs 1 10@1 30	60 5 lb. sacks	Cloves, Amboyna 22 Cloves, Zanzibar 16		Fibre Manila, white. 234 Fibre Manila, colored .4 No. 1 Manila	Buster Brown Good 3 50
Bulk, 5 gal. kegs 1 00@1 20 Manznilla, 3 oz	28 Ib. sacks 17 Warsaw 56 Ib. dairy in drin bags 40	Nutmegs, 75-80 35 Nutmegs, 105-10 25	Corn Cake 1th	Cream Manila3 Butcher's Manila234 Wax Butter, short c'nt 13	Ten Strike No. 1 6 50 Ten Strike No. 2 6 00 Ten Strike, Summer assortment 6 75 Scientific_Ass't 18 00
Queen, 19 oz 4 50 Queen, 28 oz 7 00 Stuffed, 5 oz 90 Stuffed, 3 oz 1 45	28 lb. dairy in drill bags 20 Solar Rock 56 lb. sacks 24 Common	Pepper, Singapore, blk. 15 Pepper, Singp. white 25	Peerless, 31/8 oz	Wax Butter, full count 20 Wax Butter, rolls19 YEAST CAKE	Cracker Jack3 25
Stuffed, 10 oz2 40	Granulated, fine 80 Medium, fine 85 SALT FISH	Pepper, shot 17 Pure Ground in Bulk Allspice 14 Cassia, Batavia 28	Cant Hook30	Magic, 3 doz 1 15 Sunlight, 3 doz 1 00 Sunlight, 1½ doz 50 Least Foam, 3 doz 1 15	Pop Corn Balls 200s 1 35 Azulikit 100s 3 25
Clay, No. 216 per box 1 25 Clay, T. D., full count 60 Cob 90	Cod	Cloves, Zanzibar 24 Ginger, African 15	Good Indian25 Self Binder, 16oz. 8oz. 20-22 Silver Foam	Yeast Cream, 3 doz1 00 Yeast Foam, 1½ doz 58	Cough Drops Putnam Menthol 1 00 Smith Bros 1 25
Medium Barrels, 1,200 count6 00 Half bbls., 600 count 3 50	Pollock @ 5	Ginger, Jamaica 25	Royal Smoke 42	Whitefish, Jumbo18 Whitefish, No. 114	Almonds, Tarragona 16 Almonds, Drake15
Half bbls, 1,200 count 4 50 PLAYING CARDS No. 90 Steamboat 85	Chunks 13	Mace	Cotton, 3 ply20 Cotton, 4 ply20 Jute, 2 ply14	Halibut 11½ Herring 7	shell
No. 90 Steamboat 85 No. 15, Rival assorted 1 25 No. 20 Rover, enam'd 1 50 No. 572. Special 1 75		STARCH	Wool, 1 lb. bails 8	Bluefish	Cal. No. 1
No. 98 Golf, satin fin. 2 00 No. 808 Bicycle 2 00 No. 632 Tourn't whist 2 25 POTASH	Norwegian Round, 100 lbs 3 75 Round, 40 lbs 1 90	Kingsford, 40 lbs 74 Muzzy, 20 llbs 54 Muzzy, 40 llbs 5	VINEGAR Malt White, Wine, 40 gr 9 Malt White, Wine 80gr 11½ Pure Cider, B & B15	Haddock 8	Pecans, Med @13 Pecans, ex. large @14
POTASH 48 cans in case Babbitt's	Scaled	Gloss Kingsford Silver Gloss, 40 1lbs. 7%		Perch 61/2 Smoked, White13 Chinook Salmon16	Pecans, Jumbos @16 Hickory Nuts per bu. Ohio new
PROVISIONS Barreled Pork	No. 1, 100 lbs	Silver Gloss, 16 3lbs. 6% Silver Gloss, 12 6lbs. 81/4 Muzzy	No. 0 per gross	Mackerel 25 Finnan Haddie24 Roe Shad	Chestnuts, New York State, per bu.
Mess 16 50 Clear Back 21 00 Short Cut 18 00 Short Cut Clear 18 00	Mackerel Mess, 100 tbs. 15 00 Mess, 40 tbs. 6 20 Mess, 10 tbs. 1 65 Mess, 8 tbs. 1 35 Mess, 8 tbs. 1 35	16 51b. packages 5 12 61b. packages 4%	No. 3 per gross75 WOODENWARE Baskets	Shad Roe, each 9 Speckled Bass 9 HIDES AND PELTS Hides	Shelled Spanish Peanuts 7 @ 7½ Pecan Halves @55 Walnut Halves 30@35
Bean	Mess, 8 lbs 1 35 No. 1, 100 lbs 14 00 No. 1, 40 lbs 5 80	SYRUPS Corn	Bushels	Green No. 1 9 Green No. 2 8 Cured No. 1 104 Cured No. 2 94	Filbert Meats @27
Bean 17 00 Brisket, Clear 20 00 Pig 24 00 Clear Family 17 00 Dry Salt Meats S. P. Bellies 11 Bellies 11 Bellies	No. 1, 10 lbs 1 65 No. 1, 8 lbs 1 35 Whitefish	Half barrels	Splint, medium 3 50 Splint, small 2 75 Willow Clothes laws 2 75	Cured No. 2 94 Calfskin, green, No. 1 12 Calfskin, green, No. 2 104	Peanuts Fancy H. P. Suns 5% @ 6% Roasted 6% @ 7%
Bellies Extra Shorts Clear11%	100 lbs	51b. cans 2 dz. in cs. 2 1d 21/1b. cans 2 ds. in cs. 2 1d	Willow, Clothes, me'm 7 28 Willow, Clothes, small 6 28	Calfskin cured, No. 1 13 Calfskin, cured, No. 2 11½	Roasted 6% 7½ Choice, H. P. Jum-

Special Price Current

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

COFFEE Dwinell-Wright Co.'s B'ds

MHITEHOUSE

Peerless Evap'd Cream 4 00 FISHING TACKLE

1½ to 2 in. 1½ to 2 in. 1½ to 2 in.

No. 1, 10 feet No. 2, 15 feet

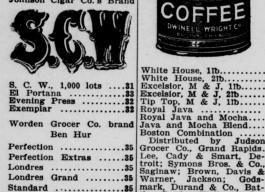
No. 3. 15 feet 5. 15 feet



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Ju
60ft
72ft
90ft
120ft
Cotton
PAR.
50ft
60ft
70ft
Cotton
50ft
60ft
70ft
80ft
Cotton



Small Large	size,	1 1	doz.	box40
			ARS	



S. C. W El Porta Evening Exempla	ana	22
Worden	Grocer Ben Hi	brand

Perfection35
Perfection Extras35
Londres35
Londres Grand35
Standard
Puritanos35
Panatellas, Finas35
Panatellas, Bock35
Jockey Club35



	No. 8, 15 feet
70 1/1b. pkg. per case 2 60	No. 9. 15 feet
35 1/21b. pkg. per case 2 60 38 1/21b. pkg. per case 2 60	
18 1/2 lb. pkg. per case 2 60	Small
FRESH MEATS	Medium
Beef	
Carcass @ 91/2	Poles
Hindquarters6 @10	Bamboo, 14 ft., per doz.
Loins 9 @14	Bamboo, 16 ft., per doz.
Rounds @ 81/2	Bamboo, 18 ft., per doz.
Thucks 6 @ 71/2	
Plates @ 41/2	GELATINE
Livers @ 6	Cox's, 1 doz, Large1
Pork	Cox's, 1 doz. Small
Loins @10½	Knox's Sparkling, doz.



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



100	cakes,	arge	size6	50
50	cakes,	large	size3	25
100	cakes,	small	size3	85
50	cakes,	small	size1	95
Tr	adesma	n's Co	's Bran	d



	Later .	,	0110	NO2E	-	00
	Black 1	Hawk,	five	bxs	2	40
	Black	Hawk,	ten	bxs	2	25
	T	ABLE	SAU	CES		
	Halford	, large	e		.3	75
	Halford	, smal	1		.2	25
1						

Use

Tradesman

Coupon **Books**

Tradesman Company

Start THIS New Year Right

Make up your mind right now that you will, at least, do these things in 1909:

Buy in small quantities and often.

Exclude personalities from your buying.

Play no favorite except Low Price.

Keep a current number of our catalogue for constant reference, and never buy an article until you have ascertained our guaranteed prices for the same article. (Ask for the January issue now-its number is FF 699.)

You owe it to yourself to do these things in 1909.

Butler Brothers

Exclusive Wholesalers of General Merchandise

NEW YORK CHICAGO ST. LOUIS MINNEAPOLIS

Sample Houses: Baltimore, Omaha, Dallas, San Francisco



BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

For Rent—Large storeroom in a good town; fine opportunity for a store. H. C. Horr, Frankfort, Kan. 254

Wanted—To buy stock shoes, clothing or general stock, quick. Address Lock Box 76, Shepherd, Mich. 263

Box 76, Shepherd, Mich. 263

Drug Store—Located in Oklahoma town; population about 800; stock will invoice between \$4,000 and \$5,000; business last year over \$13,000; country thickly settled and town a good trading point; will also sell brick store building, opera house located above, or lease for three years. The only soda fountain in town. For further particulars address A. Helt, Hydro, Okla. 262

town. For Archive the Company of the

For Sale or Exchange—\$10,000 stock dry goods, notions and fixtures. Good town and country, 25 miles from Detroit. Sell cheap on easy payments or exchange for improved real estate if free and clear, on basis of cash values. Address No. 258, care Tradesman.

For Sale—At less than half price, a banker's safe, burglar proof chest and double time lock. Also tellers' counter desk. Address No. 259, care Michigan Tradesman.

Tradesman. \$300 to \$500 made per month; the most needful machine in the world; sells readily; agents wanted; must have money. Write C. C. Johnson, Beatrice, Neb.

For Sale—Bazaar stock in good factory town of 6,000 population. Doing good business. Stock will invoice about \$3,000. Rent, \$50 per month. Or will sell building. Good reason for selling. Address E. B., care Michigan Tradesman. 255

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.

Kan.

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.

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

Important Notice—The Marshall Blackstone Co., law and collections, Drawer
H, Cumberland, Wis. Collections. We
guarantee to collect your overdue accounts or make no charge. We advance
all legal costs, etc., and make no charge
unless successful. Our new method is
most effective, diplomatic, and will retain good will of your customers. Terms
and particulars free. 175

Stores business places and real estate

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.

cago, Ill.

For Sale—At a sacrifice to right rarty, large sash, door and blind factory in Bagdad, Fla., that cost \$60,000. The Fisher Real Estate Agency, Pensacola, Fla.

164

Fisher Real Estate Agency, 164

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. Cheaprent and low expense to run. Clean business and a winner. Address B. K., c-o Lemon & Wheeler Co., Kalamazoo, Mich.

Mich. 232

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 No trades. Can reduce stock. Address J., care Michigan Tradesman.

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

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.

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.

Ill. 243

A chance for your life. Clean stack of general merchandise \$5,000 in a good Michigan town of 6,000 population. Well established. In same stand for the last twelve years. Splendid location. Brick store, rent reasonable. Stock can be reduced. A good paying business for salat a bargain, Cash sale only. Owner going away. Address No. 224, cark Michigan Tradesman.

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

For Sale—Half interest in largest wholesale and retail photographers' supply house in Los Angeles. Sickness 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, Cali. 248

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 sod, 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.

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

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. We purchased the entire assets of one of store was a part of the assets.

100 Washington Street Chicago, Illinois

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

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

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—Drug store in good Indiana town, population 850. Lake resort. An-nual business \$3,000. Good reason for selling. Will bear investigation. Address Box 86. Hamilton, Ind. 253

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

For Sale—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, 6½c lb. F. Landenberger, Olney, Ill.

G. E. Breckenridge Auction Co. Merchandise Auctioneers and Sales Managers Edinburg, III.

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.

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

For Sale—Deeded land and relinquish-ments near Fort Pierre, Address Melvir 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 Trades-

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 seling. Address P. O. Box \$6, Greenville, Mich.

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

G. B. JOHNS & CO. Merchandise Brokers and Leading Salesmen

and Auctioneers of Michigan

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 Trades-man.

man. 179

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

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.

HELP WANTED.

Situation—As clerk in general store by one experienced in a general store. A Christian. Good recommendations. Ad-dress John Graybill, Clarksburg, Ill. 257

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

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—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

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

Want Ads. continued on next page.

Here Is a **Pointer**



Your advertisement. if placed on this page, would be seen and read by eight thousand of the most progressive merchants in Michigan, Ohio and Indiana. We have testimonial letters from thousands of people who have bought, sold or exchanged properties as the direct result of advertising in this paper.

MARRIAGE AND DIVORCE.

be given a new impetus by the recent publication of a census bulletin containing statistics of marriage and diincrease year by year was not uni- in the fifth year, when it becomes cial depression the rate increased. The much larger for divorces granted to and express their approval or disappopulation, and based on the total for this is that the children are usustatistics are available. But taking ing figures and shows conclusively basis it is not as high as it is in creases more than the proportion in ate and passed by that body favor-Hungary, but is about the same as in population. Saxony.

Nearly one million divorces were granted in twenty years. An increase of 30 per cent. in population between 1870 to 1880 was accompanied by an increase of 79 per cent. in the number of divorces granted. In the next cold storage, 25c. decade the population increased 25 companied by an increase of 66 per the six years from 1900 to 1906, pop- 16@18c; turkeys, 23@25c. ulation, as estimated, increased 10.5 per cent. and divorces 29.3 per cent. \$2.40@2.50; medium, cant divorce rate is that based upon @2.65. the total married population, and this shows the rate per 100,000 to be 200 in 1900. This indicates that divorce is at present two and a half times as common, compared with married population, as it was 40 years ago. Assuming that 1,000 married people represent 500 couples, it follows that in each year four married couples out of every 1,000 secure a divorce.

Another significant fact is that wives obtain twice as many divorces as husbands. This may be due to vorces granted to wives were for cent. of divorces granted to husbands deed called it into existence." were for cruelty on the part of the wife. Drunkenness was the ground genuine joy out of a grievance than for divorce in 5.3 per cent. of the out of a blessing. cases in which the wife brought suit, and in I.I per cent. of the cases in which the suit was brought by the credit for doing his duty when comhusband. Drunkenness, however, pelled to.

was often a contributory influence. No Parcels Post Legislation During not boast a watch or clock of some Discussion of the divorce evil will Only 15 per cent. of the divorces were returned as contested and only one divorced wife in eight received alimony. The average duration of

tatoes at Buffalo.

Buffalo, Jan. 6-Creamery, fresh, 25@31c; dairy, fresh, 20@26c; poor to common, 14@20c.

Eggs-Strictly fresh, candled, 30c;

per cent. and divorces 29.3 per cent. ducks, 14@15c; geese, 12@13c; old the other day and he assures me that and from 1890 to 1900 an increase of cox, 9c; springs, 13@14c; turkeys, there is really nothing new in pure 19@20c.

cent. in the number of divorces. In springs, 14@16c; old cox, 10c; ducks, to do so on the benzoate question

hand-picked, It thus appears that divorces are in- \$2.35@2.40; pea, hand-picked, \$2.35@ is still before the Committee on Apcreasing now about three times as 2.40; red kidney, hand-picked, \$2.15@ fast as population. A more signifi- 2.20; white kidney, hand-picked, \$2.50 amendments to the pure food law

> Potatoes-70@73c per bu. Rea & Witzig.

Christ was a Jew and it would be natural to expect a general observance of Christmas among the Jewish disgrace is expected daily. people. They do not celebrate the day that all others regard the great Rabbi Joseph Kranskopf of Phila- advantages. Any of you who might delphia, in his sermon last Sunday, explained the reason why. He said: was a Jew that we do not celebrate lications, and ask for one; you will the fact that she has more legal his birthday. To avoid the danger find it of much interest. grounds for divorce, such as "neglect of divine honors being shown to to provide" or non-support. Investi- mortals, the Jew does not celebrate cultural Department is still very acgation found six cases in Utah in the natal day of any of his great tive in the prosecution of pure food which the husband obtained a divorce prophets, lawgivers and inspired lead- law offenders. In this work they have for non-support. Five divorces for ers; he has not even preserved the the support of every honest manucruelty are granted to the wife for memory of the dates of their birth facturer, jobber and retailer, and the every one granted to the husband, and death, or the location of their officials have done much in protect-The most common single ground is last resting place. He celebrates ing the dealer as well as the public desertion, 38.9 per cent. of the di-festivals in commemoration of great from unscrupulous firms. vorces being granted for that cause. causes and ideas, but not of men. He The next most important ground is, celebrates, for instance, the passover, for husbands, adultery, and for wives, because of the birth of liberty for cruelty. Only 10 per cent. of the di- which it stands, but he does not commemorate the birth of Moses, even adultery of the husband, and 10.5 per though his brave thought and daring

The average person can get more

The average man takes a lot of

the Short Session.

Washington, D. C., Jan. 5-Again marriages terminated by divorce is expect to see the solons get down to ness places and multiply the whole vorce from 1887 to 1906. This period about ten years, 60 per cent. lasting business with a will. From now to by three, we would get, approximateof twenty years has been covered as less than ten years and 40 per cent. the end of this session business will ly, the number of timepieces in the carefully as possible and it is shown lasting longer. The number of di- be transacted with vim and vigor. United States." that the total number of marriages vorces in the first year of married What few bills remain to be introrecorded was 12,832,044, the number life, during the twenty years, is 18,876; duced will be dropped in the hopper annually reported increasing from the number increases to 27,764 in the this week or the next. Those still 483,069 in 1887 to 853,290 in 1906. The second year and reaches its maximum remaining to be taken up or dropped will be treated, one way or the other, form, the marriage rate being quickly 68,770. Children were reported in with dispatch. It behooves those who responsive to changes in economic 39.8 per cent. of the total number of oppose or favor any special legconditions. During periods of finan- divorced cases, the proportion being islation that is pending to get busy marriage rate in the United States the wife than for divorces granted to proval. The parcels post will not go in the year 1900 was 93 per 10,000 the husband. The reason suggested through this session; neither will any oleomargarine legislation be put population is higher in this country ally assigned by the court to the through; the postal savings bank bill than in any other for which reliable mother. The bulletin gives interest- may become at law at this session, and it is possible that the House will the marriageable population as the that the proportion of divorces in- pass the bill introduced in the Sening Sunday closing for the merchants of the District and making it unlaw-Butter, Eggs, Poultry, Beans and Po- ful to open groceries and sell goods on Sunday. Let them make Sunday closing successful here and there is good chance that the states may be called upon to enforce Sunday closing within their borders.

I had a talk with Mr. Linton, Chief Live Poultry - Fowls, 12@14c; Clerk of the Bureau of Chemistry, food circles; the referee board has not Dressed Poultry-Fowls, 13@15c; yet reported, although it is expected It consists of two long strips of silvery shortly; the appropriation on Beans-New Marrow, hand-picked, which depends somewhat the future the strips and causes them to sepaactivity of the officials of the Bureau propriations; there have been no taken up; nor has there been any public hearing on foods.

> This has certainly been a quiet in reality two minutes long. week, with the exception of the Dr. Wiley matter. His retirement in

The Department of Agriculture has just issued a bulletin describing some religious festival of the year, and common disinfectants, their uses and be interested in this subject should write to Mr. George Wm. Hill, Edit-"It is for the very reason that Jesus or and Chief of the Division of Pub-

The legal department of the Agri-

Frank W. Lawson.

Something About Our Clocks.

"I have often wondered," said the commercial traveler to the man who sat next to him, "how many clocks there are in the world. There are twenty men in this car and women and I will wager that every one of them has a time-piece of some kind about his or her person. I have in my day gone into thousands of business houses and private homes and never have I struck one that did price

kind. I really think from my observations that if we were to count has Congress convened, after the the number of homes in America, add Christmas holidays, and we may now to it the number of offices and busi-

> The most trustworthy clock in the world is said to be that in the basement of the observatory at Berlin, installed in 1865. This timekeeper is inclosed in an air tight glass cylinder, and has frequently run for two or three months with an average daily deviation of only fifteen one-thousandths of a second. Yet astronomers are not satisfied even with this remarkable accuracy, and their efforts are constantly in the direction of more ideal conditions for a clock, by keeping it not only in an air tight case but also in an underground vault, where neither changes of temperature nor of barometer pressure can ever affect it.

> Another wonderful production in the way of a clock is the radium timepiece invented by the Englishman Harrison Martingale. It is claimed that, if not touched this ingenious clock could run for thirty thousand years. On a quartz rod in an exhausted glass vessel is supported a tube containing a small quantity of radium. An electroscope tached to the lower end of this tube. ver. The natural action of the radium sends an electric charge into rate until they touch the sides of the vessel, where they are instantly discharged and fall together again. Every two minutes this operation is repeated automatically, so that each beat of this wonderful timekeeper is

> Owing to the steadily increasing scarcity and cost of timber suitable for telegraph and telephone poles, the Pennsylvania Railroad, in 1906 began to test the value of concrete as a substitute for wood. Fifty-three reinforced concrete poles were set up in the line along the Pittsburg, Fort Wayne & Chicago Railway, near Maples, Ind. A year later they were giving entire satisfaction and showed no evidences of decay. According to experiments made so far it is thought that a concrete telegraph pole will last for many generations, thereby doing away with the frequent changes necessary with wooden poles. The company is now putting up several miles of cement poles in the vicinity of New Brighton, Pa. poles are 30 feet long, 14 inches in diameter at the base and six inches at the top.

> When a man makes a distinction between his creed and his conduct he will discover a breach between his aspirations and his heaven.

BUSINESS CHANCES.

Wanted—A first-class salesman for house furnishing store. Address Furnishings, care Michigan Tradesman. 264

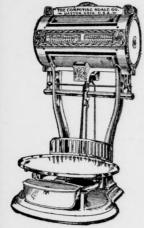
For Sale—Up-to-date feed mill. Good location, doing good business. Good point for custom work and sale of feed. Will sacrifice price on account of poor health. Will Kitron, Route No. 3, Benton Harbor, Mich. 241



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.

100 Dayton Moneyweight Scales



vestigation of the various kinds of scales now on the market. The purchasers are the proon 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 grocer-

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

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

Dayton Moneyweight Scales

were found to excel all others in their perfec-Dayton Scale tion 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	
Next time one of your me glad to have your No. 140 Sca	n is around this way I would be
Name	
Street and No	Town
Business	. State



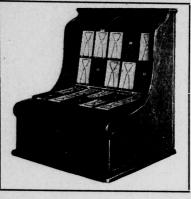
MONEYWEIGHT SCALE CO., 58 State St., Chicago

DWINELL-WRIGHT CO PRINCIPAL COFFEE RO Sold only in 1, 2 and 3 pound cans. Its purity, if label is unbroken, always guaranteed. Holds Its Own Pretty Well, Doesn't It?

What Is the Good

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

Tradesman Company Grand Rapids



1909 **McCaskey** Gravity Account Register

Our late improvements in Account Registers would make it seem as though the point of perfection had been reached.

The McCASKEY aluminum stub hinged construction gives the register increased strength, is lighter, more compact, occupies less safe space and will wear longer.

Leaves hinged to each other are operated and held in place by force of

Cabinets beautifully finished in quarter sawed oak. Numerous designs to

Fitted with automatic electric light and alarm bell attachments where

The construction of these registers is mechanically and scientifically

If you have not seen the **new gravity**, drop us a card for a salesman to call on you. You are under no obligations whatever.

THE McCASKEY REGISTER CO.

27 Rush St., Alliance, Ohio

Mfrs. of the Famous Multiplex, Duplicate and Triplicate Pads; also the different styles of Single Carbon Pads.

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

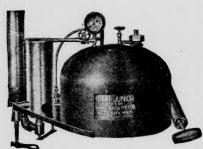
75% Dividends



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



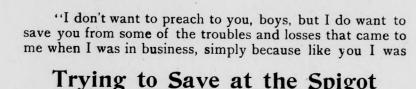
A card will bring the answer.

IDEAL LIGHT & FUEL CO.

Reed City, Mich.

Daddy Fletcher

Talks From Experience



when, as a matter of fact, and as I learned to my sorrow, I

was paving the way for a big loss at the bung I wanted to save expense and thought I could get along without a safe.

One Night My Store Burned Down

and my account books burned up.

I never recovered from this loss and I don't want to see you make the same mistake.'

Take Daddy's Advice and Buy a Safe

Write us today for prices.

Grand Rapids Safe Co. Grand Rapids, Mich.