

MICHIGAN TRADESMAN

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Twenty-Sixth Year

GRAND RAPIDS, WEDNESDAY, JANUARY 13, 1909

Number 1321



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

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

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

The Original—Genuine—Kellogg's TOASTED CORN FLAKES

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

Are YOU with us on this Square Deal Policy?

W. K. Kellogg



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

Toasted Corn Flake Co., Battle Creek, Mich.

Policyholders Service & Adjustment Co., Detroit, Michigan

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

We audit your Policies.

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Report upon financial condition of your Companies.

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

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

For information, write, wire or phone

Policyholders Service & Adjustment Co.

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ELECTRICAL SUPPLIES

Do You Want

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

Tell Us Your Wants—We Will Give You Prices

M. B. Wheeler Electric Co.

93 Pearl Street

Grand Rapids - - Mich.

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

Pure Cider Vinegar

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

The Williams Bros. Co.

Manufacturers

Picklers and Preservers

Detroit, Mich.



Our Package

"As You Like It" HORSE-RADISH

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

Manufactured only by

U. S. Horse-Radish Company

Saginaw, Mich., U. S. A.

Every Cake



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

The Fleischmann Co.,

of Michigan

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

Makes Clothes Whiter—Work Easier—Kitchen Cleaner.

SNOW BOY WASHING POWDER.

'GOOD GOODS—GOOD PROFITS.

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J. A. S. VERDIER, Cashier.
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GRAND RAPIDS FIRE INSURANCE AGENCY

THE MCBAIN AGENCY

Grand Rapids, Mich. The Leading Agency

Commercial Credit Co., Ltd.

Credit Advances and Collections

MICHIGAN OFFICES

Murray Building, Grand Rapids
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ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2321 Majestic Building, Detroit, Mich.

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

**FIRE AND
BURGLAR
PROOF**

SAFES

**Grand Rapids
Safe Co.**

Tradesman Building

THE POST CARD.

Few fads have had a more prolonged rage, and the end is not yet. The cause is not hard to guess: So infinite is the variety that any taste may be satisfied. They are so cheap that it brings them within the reach of all. It gives the negligent letter-writer an excuse to curtail his epistles with credit. It yields a fund of history, art, local reminiscence or fun, as one wills. Its versatile possibilities in the social world are scarcely greater than those in the trade world, and it is passing strange that with the shrewd eye to business which characterizes all modern stores they have been so little adapted to the needs of the seller.

True, you can scarcely enter a store of any sort without seeing the familiar case with its assortment, general and local. This may in some instances be materially improved. Public taste, while to a certain extent firmly grounded, is yet usually swerved in one direction or another, and the dealer who inclines to raise this standard may be able to get in good missionary work, but it must be done gradually and with judgment. Radical variance with the popular call would doubtless end in the transfer of patronage to a less aspiring salesman.

To increase trade why not try the scheme of throwing in a penny post card with a certain amount of cash purchase, a nickel card with correspondingly greater and a dozen for another figure named? Induce the children's patronage by a special selection in their behalf, low priced cards predominating. Likewise, observe the rule to have these cards always above reproach in design. The quality may be cheap, but there is no excuse for a suggestion of impurity.

If the taste of the community is for the humorous, humor it with pure fun. Local views will usually meet with success. If there is any special day or place of more than usual interest an amateur photographer will be found in almost any community able to reproduce it and the cards can be struck off at a nominal sum. Strive to include in your collection the best possible, be the subjects local or general, for special occasions or special classes.

One of the neatest forms of local advertising is that of presenting to each of your patrons a post card containing a photo of your store and yourself. Have everything fixed up in good shape, not omitting to show your goods in a neat, tasteful manner in the windows. If you have any specialty, it is a good time to emphasize this in the picture. Newspaper advertising is read one day and cast aside the next. But the post card goes into the album as a permanent occupant, there to meet the eyes

of many friends. An attractive picture is sure to cause favorable comment, which may be the means of drawing others to your counter because they are interested in the enterprise indicated by the souvenir.

MISTAKE IN A MESSAGE.

If it be true that mistakes happen in the best regulated families then it is perfectly natural to expect that they will happen in the best regulated corporations and especially those which have millions of messages to deal with, where the change of a word or a figure may mean a great deal. The telegraph companies send, receive, write out and deliver a great many words in the course of a year and it is a physical impossibility that there shall be no errors. The wonder is not that there are so many but that there are so few. People depend upon the telegraph and many movements are controlled by it. Men and women are constantly coming and going in response to telegraphic requests or commands. Money is sent in large sums in answer to a wire asking for it. Though the telephone is taking the place of the telegraph to a considerable extent the telegraphed message is still very much in evidence and people accept it for what it says and are daily governing themselves accordingly.

Since telegraphed messages are so much in evidence and everybody gets them, most people will be interested in a Minnesota case, in which the preliminaries have already been perfected, which affects the rights of telegraph companies and their patrons. One Patrick Manning of Minneapolis used to go on occasional sprees and last September his wife telegraphed to his brother, "Pat is drinking, come at once." Her idea was to get his brother to come on and take her bibulous husband in hand and reform him if possible. The message which the brother received read: "Pat is dying, come at once," and he came, but before he started, he telegraphed to a lot of relatives in different parts of the country, one in Fall River, Mass., and they quickly arrayed themselves in purple and fine linen and hastened to the wake. When they arrived in Minneapolis they found that Pat had been drunk, but that at no time had he been dead. Some of them took it good naturedly and went home. Others insisted on having their fare paid for the useless journey and it cost Mrs. Manning \$160.80 for the traveling expenses of some of the irate relatives who had been cheated out of their expectations by the mistaken message. Now she is suing the telegraph company for \$160.80 disbursement and \$1,000 for her trouble. Here is a nice point at law, and many people will watch

with interest the outcome of this suit.

NOT IN THIS CENTURY.

What a stingy, pinched up notion it was that gave birth to the idea of a ten story flatiron building covering the triangular area which Grand Rapids knows as "Monument Park." Primarily, the site has neither aspect nor prospect, architecturally speaking, next, its eastern angle is too acute for the short base of the triangle—the western side—to admit of constructive economy or convenience.

All of these purely material facts aside, however, the alleged ten story building on the alleged site will never materialize because the people of Grand Rapids are too patriotic, too sensible and too appreciative of the dozen or more beautiful shade trees that are there to permit any such outrage. Then, too, there are, besides the public rights of all citizens, the private rights of adjacent property owners.

No, the flatiron will never transform the Fulton Street Park into a Madison Square. Neither will another absurd idea which has been voiced, orally only, be carried out. It has been suggested that the shade trees around Monument Park be cut down and that the entire area of Monroe street, Division street, Fulton street and the Park be changed to a perfect level and heavily paved with asphalt or concrete to form Campau Plaza, with sidewalks only on the far sides of the three streets named.

Such an arrangement would be excellent as a hack stand, a rendezvous for taxicabs and other motor cars, but it would be miserable as a public beauty spot and convenience. And it would be criminal to cut down beautiful trees of forty or more years' growth so located. And, by the way, and with all due respect to the memory of the brave dead of the Civil War, Grand Rapids is big enough of heart and pocket to substitute something dignified, ornate and durable for the dreadful sheet iron thing that is now such a reproach to the community.

A lot of money that is often spent on a wedding would have been better if used to purchase a safety net for the fall out of the honeymoon.

The reason why lightning never strikes twice in the same place may be that there is nothing left to hit a second time.

The man who thinks he is getting the worst of it has only to wait a while to be convinced of his error.

Faith may stumble in the dark, but doubt will tumble in broad daylight.



Quite Unique Arrangement of Yardsticks.

One firm with an eye to singularity got a lot of attention coming its way by attaching to the ceiling, in three rows, by black threads, invisible until within very close range, common yellow yardsticks. Between the space made by the upper and the middle row of these ordinary—but indispensable—household conveniences was a placard whose lettering was plenty large enough to be easily read by the uplooker:

We Measure
Our Popularity
By
Our
Long List
Of

Satisfied Customers

In the space between the middle and lower rows it said on a card:

You Measure
Your Satisfaction
By
Our

Splendid Quality Goods
At

Most Reasonable Prices

On the background, that was made of canvas such as is used on the roofs of piazzas and painted white, were hanging a great multiplicity of small articles carried by a general store—articles mostly such as are needed by a prudent housewife: scissors and many other workbasket requirements, kitchen appointments, bathroom supplies, small garden tools (it was in the summer that this yardstick idea was utilized) and numerous other chink suggested by a windowman's busy brain.

Quite naturally a masculine would not be gazing at this array of stuff with the same avidity as a fem., but a goodly amount of merchandise was sold that was directly traceable to this display.

I was talking lately with a bright little slip of a woman who runs a country store that stocks up with everything under the sun and then something else. She told me that, although the place she lives in is only a small one, yet she has always paid particular attention to the subject of window dressing; says she finds it brings her in lots of trade that otherwise might go to her rival in business. Recently she had a special sale of pillows. It happens that one of her show windows is located where no draft strikes it, so she opened up one of the pillows and spread the feathers evenly over the floor. At the background was a wide board covered smoothly on both sides with white paper. In front of this six pillows stood on end.

In the center of the feather fluffiness stood a large goose painted red, creating a striking contrast with the feathers. Everybody stopped to have a look and many stepped inside to buy.

Colors in Window Displays.

No matter what may be the material or article given to a window trimmer, the first thought must be of the proper color to back the window to give the desired effect. White contrasts with black and harmonizes with gray; white contrasts with brown and harmonizes with buff; cold green contrasts with crimson and harmonizes with olive; warm green contrasts with crimson and harmonizes with yellow; green contrasts with colors containing red, and harmonizes with colors containing yellow or blue; orange contrasts with purple and harmonizes with yellow; orange requires blue, black, purple or dark colors for contrasts, and warm colors for harmony; citrine contrasts with purple and harmonizes with yellow; russet contrasts with green and harmonizes with red; gold contrasts with any dark color, but looks richer with purple, green, blue, black and brown than with other colors. It harmonizes with all light colors, but least with yellow. The best harmony is with white.

A smile makes a deeper impression on the other fellow than a frown.

What you give is measured by why.

Largest Exclusive Furniture Store in the World

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

Klingman's Sample Furniture Co.
Grand Rapids, Mich.

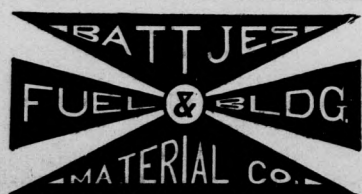
Ionia, Fountain and Division Sts.
Opposite Morton House

H. J. Hartman Foundry Co.

Manufacturers of Light Gray Iron and General Machinery Castings, Cistern Tops, Sidewalk Manhole Covers, Gate B rs, Hitching Posts, Street and Sewer Castings, Etc. 270 S. Front St., Grand Rapids, Mich. Citizens' Phone 5320.

Grand Rapids Supply Company

Valves, Fittings, Pulleys
Hangers, Belting, Hose, Etc.
Grand Rapids, Mich.



TANGLEFOOT FLY PAPER

The Standard Throughout the World
for More Than Twenty-five Years

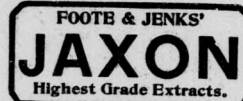
ALL OTHERS ARE IMITATIONS

FOOTE & JENKS' PURE FLAVORING EXTRACTS

(Guaranty No. 2442)



Pure Vanilla
and the genuine



ORIGINAL TERPENELESS EXTRACT OF LEMON

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

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

The Prompt Shippers

WORDEN GROCER COMPANY

Grand Rapids, Mich.

Barlow's Best Flour

Made from Choicest Michigan
Winter Wheat

Made in a Modern Mill by Skilled
Labor

Backed by Fifty Years' Practical
Experience

Judson Grocer Company
Grand Rapids, Mich.

A System Which Worked Like a Charm.

System Sam came into the general manager's office with his hat worn jauntily over the corner of his right eye. The general manager looked up. He was not pleased. On the contrary, he was displeased. He was an austere general manager and a stickler for form.

"Do you wear it to bed, too?" he asked.

"To what do you refer?" asked Sam in his most ingratiating tone of voice, sitting down and putting his feet on the lower rungs of the general manager's chair.

"Your hat."

"No, sir. I wear it only when and where it is convenient to wear it, where it is to my best interests to wear it, where by wearing it I can save time, trouble and thought. Have you ever thought of the business possibilities that lie in the mere matter of wearing or not wearing a hat?"

"No. But I've known several young men who are too fresh to keep without salting, who have been ejected from offices for wearing theirs at the wrong time."

"Ah, yes, the wrong time. To wear or not to wear, that is the question. A hat, sentimentally considered, becomes an article over which to argue this question. But, my dear sir, you know as well as I do—in fact, I believe it is one of the mottoes of your business career, one of the reasons for your success—that there is no

room, time or excuse for sentiment in business. Do you follow me?"

"I hope not."

"Ah, a mere failure to express myself in convincing fashion. You do not, as it were, connect with me."

"Not yet," said the general manager, steadfastly regarding the knuckles on his left hand.

"No. Then I shall be more explicit. The problem of to wear or not to wear one's hat is one of sentiment entirely. There is no room in business for sentiment. You have said so yourself; it is so. Hence, there is no room in business for hat doffing. Have you ever considered this in the pure business light of business? Ah, I thought not. Then you have, of course, never attempted to calculate the amount of time lost in this establishment per diem by the custom which your employees follow of removing their hats in the office. Of course, removing their hats, as you understand, is but a figure of speech. It embraces the whole field of courtesy, in its meaning as I use it. Mr. G. M., have you ever thought of how much this sentimental custom of courtesy costs you in time each year?"

"No, I have not." The general manager was interested.

"But I have!" cried System Sam. "You lose exactly fifteen minutes of time from each man, woman or child in the place. Now, I am System Sam. I can save you this time. What do you say?"

"Go ahead, of course. You've got a new idea, a gem! Fifteen minutes

of time from every employee! Outrageous! Go ahead and do your best; you needn't worry about the question of salary; only deliver the goods and you'll be taken care of."

The general manager went out of town for a week. He returned confident that he would see a change of considerable importance in the aspects of the office, being highly elated over the prospect of saving time through System Sam's idea.

He was not disappointed. The change was a big one. The doorkeeper let him open the door for himself.

"Hello, Bill," he said, heartily. The general manager's name was William. He bestowed one withering look upon the offender and went into his private office. His private secretary did not rise at his entrance. The private secretary was smoking. He barely looked up, and then went on with his work. The general manager spoke severely.

"Have you begun to smoke in the office?" he asked.

"Don't bother me," said the private secretary, "I'm too busy to talk."

Then the office boy came in. "Say, Bill," he piped, "the head of the stationery department says to tell you that your estimate on the new stock is rotten. Punk! I guess it was, all right; you're pretty bum on those stunts."

The general manager boy and dragged him to his desk.

"Tell me about this," he commanded. "Why the change?"

The boy took out a printed card

and held it out to him. The general manager read:

"Don't waste any time in being polite."

"Be absolutely frank."

"Say what you think."

"Tell the truth always and to everybody."

"And where did this come from?"

"From System Sam," said the boy.

"Now, lemme go; I got things to do."

"Yes. Go—and send System Sam here."

Sam was blithe and confident when he entered the office.

"The system is working like a charm," he said. "Everybody does more work than ever before, and we'll soon be able to lay off 2 per cent. of the total force and—Here, sir, what is that for?"

The general manager was removing his coat.

"For you," he said, grimly, and the next was a picture of Sam going through the door with the toe of a shoe in swift pursuit.

"Why," he asked himself when he was outside, "why did he do it? The system worked like a charm. Everybody was doing exactly what he had ordered me to get them to do. There wasn't a minute wasted in courtesy in the whole place. I can't understand it at all."—John M'Manus in Modern Methods.

There never is room at the top for the man who thinks it was built only for one.

**YOU
Can Make
a Double
Profit
by Selling
Dandelion
Brand
Butter Color
Purely Vegetable**



This trade mark has appeared on our Butter Color for over 25 years.

Figure It Out for Yourself

On each bottle of Butter Color you make a fixed profit—and you know just how many pounds of butter a bottle will color. So it is an easy matter to figure out how many bottles it would take to color all the butter made in your county. And there is no reason why you shouldn't get **all** this trade.

**A Good Coloring Will Bring 3 Cents to 5 Cents
Extra on Every Pound of Butter**

It will make the ordinary farm product sell at the same price as creamery butter—and the actual gain in the weight will more than pay for the coloring matter. Each gallon of color adds eleven pounds to the butter. When buttermakers find out the merit of Dandelion Brand Butter Color you will not have to sell it any more. It will sell itself.

How You Double Your Profit

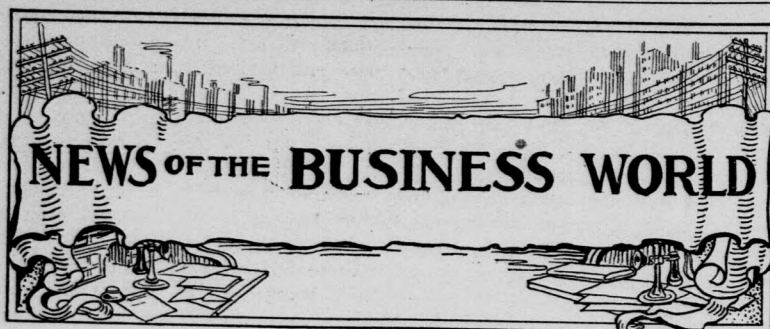
If you sell butter for the dairymen of your county you will make a double profit by handling Dandelion Brand Butter Color. First you will sell to the buttermaker, and then when you sell the butter you will get an extra five cents a pound for it.

So you see it would pay you at least to find out a little more about this famous Dandelion Brand Butter Color.

Write us today for prices, sizes and full particulars—then figure the proposition out for yourself.

We guarantee that Dandelion Brand Butter Color is purely vegetable and that the use of same for coloring butter is permitted under all food laws—State and National.

WELLS & RICHARDSON CO., BURLINGTON, VT.



Movements of Merchants.

Hart—Geo. Schaner has engaged in the general merchandise business.

Chippewa Lake—E. N. Sweet is succeeded in general trade by Forbes & Ball.

Springport—A branch drug store has been opened here by H. C. Blair, of Albion.

Owosso—A stock of paints and wall paper is being installed by J. B. Strehl.

Battle Creek—Bruce & Taylor, of Bloomingdale, have opened a meat market here.

Three Rivers—Keith and Grover McAlpine will engage in the meat business here.

Manton—The Manton Produce Co. has decreased its capital stock from \$20,000 to \$15,000.

Hickory Corners—Edwin Bissell has sold his grocery and drug stock to M. M. Rockwell.

Grawn—C. A. Clark & Co. have purchased the drug stock and fixtures of the A. H. Lyman Co.

Pentwater—F. O. Gardner is succeeded in the general merchandise business by D. A. Krauss.

Pottsville—Wm. Redfield is succeeded in the meat business by Elmer Knapp, of Battle Creek.

Dighton—R. E. Davenport is succeeded in the hardware business by Faye Webster and J. H. Kenyon.

Alto—Henry Slater will open a meat market which will be conducted under the management of P. F. Kline.

Calumet—Mrs. Grace A. Jackola has sold her drug stock to Dr. O. H. Sorsen, Emil Kevila and Dr. Ruonwaara.

Britton—John Beasley has sold his stock of general merchandise to C. R. DuBois, who has purchased the same for his son.

Three Oaks—The general merchandise business formerly conducted by Martin & Donner will be continued by Mr. Martin.

Ludington—R. G. Winey is succeeded in the confectionery business by Harry L. Schrink, of Schrink Bros., confectioners.

Springport—Frank Hart has purchased E. M. Champlin's interest in the Springport Hardware Co. and will continue the business alone.

Kalamazoo—All of the drug stores in this city have signed an agreement to close at 8 o'clock in the evening during January and February.

Hastings—Albert Carveth and Wm. M. Stebbins have purchased the interest of Fred L. Heath in the drug, wall paper and paint business of Fred L. Heath & Carveth, but the business is to be continued under the style of Carveth & Stebbins.

Kalamazoo—The Home Furnishing Co. has moved from its location on North Burdick street to the second and third floors of the O. M. Allen block.

Cedar Springs—The stock of wall paper and paints of Geo. E. Waycott has been purchased by J. A. Skinner, W. C. Congdon purchasing the picture frame stock.

Berrien Springs—Harry Bernard, for some time past employed in the drug store of the H. L. Bird Drug Co., at Benton Harbor, will soon open a drug store here.

Charlotte—Herman L. Dittmore, who has been succeeded in the cigar business by Kenneth Searles, will represent the Independent Stove Co., of Detroit, on the road.

Kalamazoo—William Brown and Newman Sanford have purchased the grocery stock of Walter C. Hipp and will conduct business under the name of Brown & Sanford.

Marquette—Charles Dorais, who for several years has been with his brother, Wm. Dorais, a meat dealer in South Marquette, has engaged in the same line of trade for himself.

Coopersville—The general merchandise business formerly conducted by Reynolds Bros. will be continued by Roswell Reynolds, his brother, Warren, having sold his interest to him.

Grand Ledge—Peterson & Bryant succeed Fred R. Bromley in the drug business. Mr. Bryant is a registered pharmacist and will attend to the prescription department of the business.

Port Huron—H. V. Bankson has purchased the grocery stock of C. F. Emling. Mr. Bankson has been employed by Mr. Emling for some time and will be assisted by Frank Hurburt.

Ewart—Charles A. L. Smith has purchased the interest of his father in the firm of A. A. Smith & Son, who conducted a roller mill, and will continue the business under his own name.

Mt. Pleasant—Richard F. Curtis, who has been prescription clerk for Paris Corey Taylor for several years, has removed to Spokane, Wash., to take a similar position in a drug store there.

White Cloud—L. Vallier, who recently succeeded A. T. Pearson in the meat business, has retired from business. Mr. Pearson, who has been in Fremont, returning to again take up the business.

Detroit—A. G. Griggs, of Rochester, and C. F. Fuller, of Pontiac, succeed Weil, Turnbull & Co. in the produce and commission business at

30 Woodbridge street. They will make a specialty of handling hay and potatoes.

Allegan—Bert E. Dewey, of Detroit, has purchased the interest of O. L. Hayward in the implement firm of Maloy & Hayward, the business to be continued in the future by Maloy & Dewey. Mr. Hayward will remove to Allegan.

Detroit—Wm. R. Wallace has merged his drug business into a stock company under the style of the Wallace & Bohn Co., with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in property.

Mt. Clemens—The Central Paint & Glass Co., of Detroit, which conducts a branch store here under the style of the Mt. Clemens Paint & Wall Paper Co., is succeeded in that business here by Robert Huebner and John Jarchow, who have purchased the stock.

Central Lake—J. F. Homer & Co. have lost their stock of dry goods, millinery and shoes by fire. The fire, which is attributed to a chimney burning out, is thought to have destroyed about \$6,000 worth of goods, the insurance on the same being \$4,000.

Cadillac—The business formerly conducted by Webber & Savery will be continued by a new corporation under the style of the Webber-Ashworth Co., which will deal in house furnishings, with an authorized capital stock of \$17,000 common and \$8,000 preferred, of which \$20,000 has been subscribed and paid in in cash.

Paw Paw—The A. C. Martin drug and grocery stock has been purchased by L. M. Decker, formerly engaged in the drug business at Lacota, and Ed. Bailey, formerly engaged in the drug business at Mattawan, who will continue the business under the style of Decker & Bailey. The consideration is understood to have been \$6,300.

Manufacturing Matters.

Fremont—The Fremont Canning Co. has increased its capital stock from \$30,000 to \$75,000.

Oxford—The Simplex Manufacturing Co. has changed its name to the Oxford Manufacturing Co.

Detroit—The capital stock of the Hupp Motor Car Co. has been increased from \$25,000 to \$50,000.

Detroit—The Acme White Lead & Color Works has increased its capital stock from \$2,000,000 to \$2,750,000.

Detroit—The capital stock of the Kemiweld Can Co. has been increased from \$250,000 to \$400,000.

Port Huron—The Handy Jack Manufacturing Co. has increased its capital stock from \$1,000 to \$3,000.

Nadeau—The sawmill of the Nadeau Bros. Co. has started on its season's sawing and is now running full blast.

Sparta—A creamery building is being erected here, the business to be under the management of H. A. Black.

Detroit—The capital stock of the Kenneth Anderson Manufacturing Co. has been increased from \$50,000 to \$100,000.

Bay City—The Campbell-Brown Lumber Co. is overhauling its sawmill and putting it in condition for a long run.

Manton—Inman & Northrup have completed putting in a new sawmill and will maintain besides that a retail lumber business.

Newberry—John Hunter is cutting on an average of 15,000 feet of lumber a day at his portable sawmill four miles north of this place.

Menominee—The J. W. Wells Lumber Co. is operating its sawmill night and day now with logs brought in by rail from the Northern woods.

Muskegon—The American Standard Machinery Co. has been incorporated with an authorized capital stock of \$30,000, of which \$20,000 has been subscribed and \$3,000 paid in in property.

Saginaw—A corporation has been formed under the style of the Michigan Cider & Vinegar Co., which has an authorized capital stock of \$5,000, all of which has been subscribed and \$1,000 paid in in cash.

Jackson—The Jackson Reclining Chair Co. has been incorporated to engage in the manufacturing business, with an authorized capital stock of \$3,000, all of which has been subscribed and paid in in property.

Williamston—The New Way Knitting Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$10,000, all of which has been subscribed and \$5,000 paid in in property.

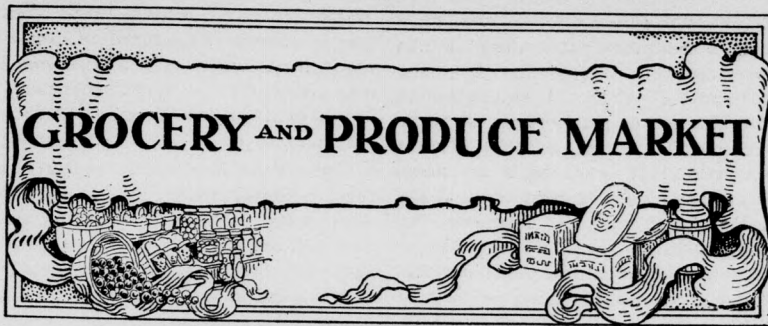
Detroit—The Richmond Manufacturing Co. has been incorporated to make wearing apparel with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed, \$1,500 being paid in in cash and \$1,660 in property.

Menominee—The planing mill of the D. F. Daley woodworking plant started operations last week. The wood turning department was already in operation and the crew is being steadily increased. Nearly 250 hands will be employed when the entire plant is running.

Detroit—The business of the J. L. Horn Pattern Works has been merged into a stock company under the style of the National Foundry & Pattern Co., with an authorized capital stock of \$5,000, all of which has been subscribed, \$425 being paid in in cash and \$2,095 in property.

Saginaw—A corporation has been formed under the style of the La France Manufacturing Co. to make wearing apparel, with an authorized capital stock of \$50,000 common and \$25,000 preferred, of which \$70,000 has been subscribed, \$25,000 being paid in in cash and \$12,976 in property.

Menominee—E. L. Parmenter will shortly reopen his woodenware factory, where he manufactures amusement park rockers and stave hammocks of his own invention. A large surplus stock caused the plant to be closed down for a time, but the demands the holiday trade have necessitated a resumption of activities. The rockers are shipped to all parts of the country.



The Produce Market.

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

Bananas—\$1.25 for small bunches, \$1.75 for Jumbos and \$2 for Extra Jumbos.

Beets—\$1.50 per bbl.

Butter—The market is very active in all grades. The receipts of fancy butter are very light, and all other grades are proportionately scarce. The consumptive demand is very good and stocks of storage butter are being rapidly drawn on. The outlook is for a continued short supply of fresh butter and a continued healthy market at firm prices. There will probably also be further advances. Fancy creamery is held at 31½¢ for tubs and 32½¢ for prints; dairy grades command 24@27¢ for No. 1 and 18@19¢ for packing stock.

Cabbage—85¢ per doz.

Carrots—\$1.50 per bbl.

Celery—\$1.50 per box of 4 doz.

Citron—60¢ per doz.

Cocoanuts—\$5 per bag of 90.

Cranberries—\$15 per bbl. for Bell and Bugle from Wisconsin.

Eggs—The market is very firm at ruling prices. The weather from now on will be the dominant factor in market conditions. At this season the weather always has an effect. There has been some increase in the production of fresh eggs, but not sufficient to supply the demand. Stocks of eggs in storage are very light and will be entirely exhausted in the not distant future. Local dealers pay 29@30¢ f. o. b. Grand Rapids, holding candled fresh at 32@33¢ and candled cold storage at 29@30¢.

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

Grapes—Malaga command \$7@8 per keg, according to weight.

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

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

Lettuce—Leaf, 15¢ per lb.; head, \$1 per doz. and \$2 per hamper.

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

Oranges—The market is steady on the basis of \$3 for Floridas and \$2.85 @3.10 for Navels.

Parsley—35¢ per doz. bunches.

Potatoes—Local dealers are holding at 70¢. The market is looking strong.

Poultry—Paying prices: Fowls, 10@11¢ for live and 12@13¢ for dressed; springs, 11@12¢ for live and 13@14¢ for dressed; ducks, 9@10¢ for live and 11@12¢ for dressed; geese, 11¢ for

live and 14¢ for dressed; turkeys, 13@14¢ for live and 17@18¢ for dressed.

Squash—1¢ per lb. for Hubbard.

Sweet Potatoes—\$4 per bbl. for kiln dried Jerseys; \$1.60 per hamper.

Veal—Dealers pay 5@6¢ for poor and thin; 6@7¢ for fair to good; 7@9¢ for good white kidney.

Death of Mrs. Ludwig Winternitz.

Mrs. Clara Winternitz, wife of Ludwig Winternitz, who was identified with the wholesale trade of this market for about a dozen years prior to his removal to Chicago, died at the family residence in Chicago last Friday and was buried the following day in Graceland Cemetery. Death was due to heart failure following a long siege of diphtheria, the underlying cause of which was Bright's disease.

In the death of this dear woman not only a beautiful light has gone out in the home and left husband and relation to walk in the shadow of a great sorrow, but she was endowed with those qualities of mind and heart that endeared her to a wide circle of admiring friends. Indeed she possessed that rare gift which made friends of all those with whom her life was associated. Unostentatious, with no parade, quietly pursuing the path where her heart led, she filled other hearts with good cheer and made bright and happy their ways. It was as natural for her to be good and do good and shed the fragrance of her sweet life about her as for the rose to exhale its perfume. It was impossible to come in close touch with her spirit without feeling the impulse and inspiration to true and noble living. And the memory of that beautiful life will abide in its influence for good in a wide and widening circle. A rich inheritance has she left as a legacy—an inheritance that moth and rust can not corrupt and thieves can not steal away and the riches of that inheritance can not be told that she has left to the home which was the center of her life and her love, and which she made the shrine and sanctuary of holiest affection. In comprehensive phrase she was a woman of lofty character and this character was her strength and comfort when the hour of sickness and suffering came. Rarely has faith been more triumphant than was shown in those weary weeks as manifested in her fortitude and patience, and even cheerfulness.

Godfrey Hirzel has engaged in the grocery business at Stratford, the stock being purchased of the Judson Grocer Co.

The Grocery Market.

Sugar—Raws are strong and tending high. The Cuban prospects, which were large, have been somewhat dashed by the heavy rains, and some of the planters have stopped grinding on that account. The exact result can not at this time be forecast. The European raw situation is about unchanged. Refined sugar shows no change, although the Federal is about to come back into the market with offers of granulated sugar at 4½¢. This is below the market and may precipitate another warfare. The demand for refined sugar is fair in New York and better in Michigan.

Tea—Confirming the report of the market in last week's Tradesman, the advance of medium and low grade Japans remains firm, being stimulated by duty talk and shortage in first hands. Some heavy sales are reported from New York. Supplies in the country are light and buying fairly active. Gun powders and Formosas are getting scarce in large blocks owing to recent active buying and spot prices hold firm. Ceylons also show considerable strength. Altogether the outlook is good for active trade in all lines.

Coffee—Rio and Santos grades have advanced ½¢ per pound from the lowest point, owing to the talk of duty. With the power of the syndicate interests in this latest speculative movement it is quite likely that some buyers may be induced to load up with coffee, which is precisely what the syndicate wants. Mild coffees are steady to firm, demand is moderate. Java and Mocha are steady, demand is fair.

Canned Goods—The feeling among tomato packers generally is decidedly firmer than last week. The weak holders, it is stated, have been eliminated, either as a result of recent sales or because they have been able to secure financial backing. Corn continues very firm but somewhat dull. Cheap peas have been and are still an object of a good deal of interest among jobbers, but there is not much business of importance and the market has a quiet appearance. Pumpkin and squash are steady but quiet. There is little new to report on canned fruits, but advices from the coast reflect a firmer feeling, particularly on extra choice grades, supplies of which are said to be quite limited. The Twin City market, however, is somewhat easy on account of the light demand, this applying to peaches and apricots. Gallon apples are firmly held. Strawberries and raspberries hold firm on account of the limited supplies. Red Alaska salmon has an upward tendency owing to the small supply in first and second hands and the exceptionally good consuming demand for this time of year. With small stocks in second hands and no offerings by packers the market for Chinooks and Sockeyes is firm. Pink salmon is without animation and the feeling is easy.

Dried Fruits—Currants are in light demand at unchanged prices. Dates are very cheap, comparatively, but are selling only slightly. Figs and citron

are in light demand at unchanged prices. Prunes are unchanged in price and in light demand. Peaches show an improvement in the demand, but no change in price. Apricots are in light demand, the market is firm and stocks are low. Raisins are demoralized, in spite of another pending effort among the California interests to form a pool.

Rice—On account of crop estimates being too high holders find that prices have been altogether too low and advances are among the possibilities.

Rolled Oats—The market continues in a strong position on account of the scarcity of good quality oats for milling purposes, and some jobbers predict advances by spring. Tapioca is easy and pearl barley steady.

Syrups and Molasses—Sugar syrup is selling sufficiently to absorb about all the production; prices are unchanged. Molasses shows no change for the week, but will probably advance if a report from Louisiana is correct that a small group of large operators have bought in the greater part of the current crop.

Fish—Cod, hake and haddock are quiet at ruling prices. The combine which controls the domestic sardine industry has announced a new juggle with the market. On all orders received before January 25 it will, on February 2, allow a reduction in price which will be "material." Immediately afterward the market will be advanced. Salmon shows no change and is in fair demand. There has been a very slight improvement in the demand for mackerel, but not much. Norway mackerel are firm, however. Irish mackerel are steady and unchanged.

Provisions—There has been a general advance in sugar pickle, which has caused an advance in smoked goods of ¼¢ per pound. Pure lard is up ½¢, due to a better consumptive demand. The supply is about normal. Compound lard is unchanged, with a good consumptive demand reported. Canned meats, barrel pork and dried beef are unchanged and dull.

Battle Creek—J. T. Caldwell is succeeded in the undertaking and art goods business at 17 South Jefferson street by F. E. Shaw, formerly salesman for the Globe Casket Co. Prior to Mr. Shaw's connection with the Globe Casket Co. he conducted a furniture and undertaking business at Galesburg.

Big Rapids—Rau Bros., who conduct a meat market at 613 North State street, are now also the proprietors of the market conducted by Wm. C. Hangstorfer, who died about a month ago. The new owners took possession Jan. 1.

Mrs. H. W. Korfker, Kalamazoo avenue, has purchased a new stock of groceries of the Judson Grocer Co.

A new stock of groceries purchased of the Judson Grocer Co. has been installed by George Shoner at Hart.

The man who seeks temptation merely to show his strength only exhibits his foolishness.

ICE CREAM TRADE.

Consumptive and Distributing Capacity of the City.

The ice cream manufacturers will hold a convention in this city Feb. 16 and 17, closing the session with a banquet at the Livingston Hotel. It is expected the attendance will be between fifty and seventy-five. The programme will include papers on various phases of ice cream making and marketing, addresses and discussions. Many exhibits of ice cream machinery and supplies are expected. The session promises to be interesting and will be followed by the State convention of the dairymen.

Whether the production of ice cream is an industry, a trade, a science or an art depends somewhat on the point of view, whether looked at commercially or from the eyes of the consumer. But whatever may be the term used, there can be no quarreling with B. T. Pierce's claim to be its pioneer in Grand Rapids. Mr. Pierce is still in the business as a wholesaler with a "factory" at 204 Sheldon street, and his life in a way is a history of ice cream's rise in this city.

It was about 1866, a year or two after the war, that Mr. Pierce came in from the farm. He opened a candy store and lunch room on Monroe street opposite the Morton and added ice cream to his line. It was considerable of a novelty in those days and sold for 25 cents a dish, and the dishes were not so very large either. The ice supply was not as certain at that time as it is now, and neither

was the supply of milk. But Mr. Pierce managed to keep things going the first summer. With the coming of frost he washed up his cans and put them away. Ice cream was strictly a summer luxury in those days. It was no more thought of in the wintertime than lettuce or radishes or strawberries.

Mr. Pierce did not long have a monopoly of ice creaming the town. Other confectionery stores put in ice cream parlors, but with competition in the business came a larger demand. The merits of ice cream as the central figure in the church social began to be recognized. It began to be called for for the wedding feast and for other functions. It still ranked among the luxuries, however, and to have had ice cream was a boast. For many years it continued to be almost exclusively a summer commodity. In winter the oyster took ice cream's place in the affections of the people.

In recent years ice cream has had a great boom. The discovery or invention of the ice cream soda started this boom. The adoption of the soda fountain by the drug store helped it along. In the last ten years there has been a great change in the retail ice cream trade. No longer does the young man invite his best girl to the seclusion of the ice cream parlor for a two hours' chat over a ten cent dish. He mounts her on a high stool in front of the drug store counter and he is in luck if his treat nets him more than a minute for every cent he spends. The confectionery stores still have their fountains and still deal in ice

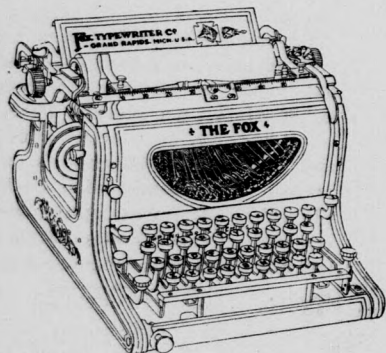
cream, but the great dispensaries of cream are the modern drug stores, with cream as one of the ingredients for most of the cold drinks served, and also served plain. There is change also in the picnic and church social ice cream. It is served in the handy ice cream cones instead of in dishes with spoons. The ice cream cone has been a great help to the summer trade. It has enormously increased the sale of cream at fairs, public demonstrations of all kinds, at the parks and resorts and on the streets.

There have been many changes in the ice cream industry since Mr. Pierce began business, aside from its sale and increased demand. In the method of manufacture many labor saving devices have been introduced. In the old day the ice had to be broken by pounding it with an ax or maul. Now the big chunks are run through a machine which reduces the ice to any desired degree of fineness. The can when filled and packed was turned by hand, and a long and wearisome job it was, even more so than the working of the old fashioned churn. The method now is to use a motor. In the strictly modern ice cream factory, however, no ice at all is used in the manufacture of cream. A chemical refrigerating process is used instead. This process is much more rapid than the old ice method, is cleaner, cheaper and more efficient. Mr. Pierce, having passed through all stages of the industry, is now putting in a refrigerating plant. The Kelley Company already has such a plant. The cream for the West drug stores

is manufactured in this way. The cream when manufactured is kept in stock in a chemically refrigerated room, and can be kept indefinitely. Ice is used only in packing the individual cans for delivery or shipment.

There have been many changes in the method of marketing. In the old days cream was made to order, and was delivered in the "original package." The cream now is made in five and ten gallon cans and is repacked in small cans as desired. Some goes out in smaller bulk cans, some in brick cans, some in fancy form. You can get it any way desired, and on short notice. With their refrigerator rooms the manufacturers can keep a constant supply on hand. Cream does not deteriorate as long as it remains frozen solid.

As to the ingredients, time has also made changes. The old time ice cream was made of milk thickened with eggs. In those days the only way to procure cream was to wait until it should "rise" on the milk and then it was skimmed. In midsummer the cream was quite likely to be sour, which did not improve the quality of the finished product. The eggs had to be used to stiffen the milk, to make it "stand up." Sometimes corn starch was added and the mixture boiled to a thin custard before freezing. With the introduction of cream separators the production of real cream was made simple. From that time dates real ice cream as a commercial commodity. When a greater consistency is desired than ordinary cream will give various gela-



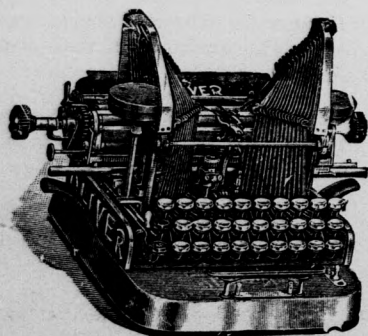
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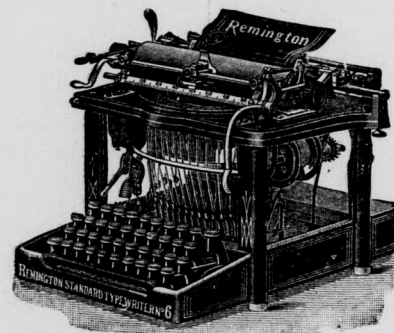
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tines are used. In the cheaper grades also gelatine is used with considerable freedom, with ordinary milk instead of cream as the basis. The modern ice cream made by reputable dealers, however, is exactly what it purports to be, and is as thoroughly wholesome as pure materials and clean handling can make it.

In the early days only the plain ice cream was made, the three flavors in greatest favor being vanilla, lemon and chocolate. But to-day cream is produced in endless variety and in all sorts of combinations. The plain cream is still the good old standby, but fruits of all kinds and nuts are now made use of. Ices, frozen puddings and cakes are kept in stock or made to order, and not infrequently on special orders a "spike" is inserted. The "spiked" goods it may be added are for the parties and dinners of the grownups, not for children.

So great is the variety of frozen delicacies now produced that the modern ice cream manufacturer must be a cook and a chemist, and not merely a mixer. New things are constantly being brought out and the manufacturer who would prosper must keep up with the times and be prepared to give his customers the very latest combinations.

The modern market for the frozen delicacies is all the year around. The greatest demand, of course, is in summer, but regardless of seasons ices and creams are wanted for Sunday dinners, for social functions of all kinds, for the soda fountains, for the hotels and hospitals. The winter de-

mand is said to be steadily growing. It will never attain to summer proportions, but already it is large enough to keep the manufacturers busy.

What is this city's producing capacity or its consumption is unknown, no calculations or estimates having ever been made. The big producers are Rudell, Kelley, Pierce, the McNamaras, Jandorf and West. The Syrians, who have taken very kindly to a certain class of the ice cream trade, are usually their own producers. In addition to the local trade Grand Rapids manufacturers ship their products to many points in the State, this trade extending as far north as Mackinac, all along the lake shore and eastward to Lansing and Alma.

The home production of ice cream, that is, the household freezer, is not so much a factor in the trade as might be supposed. Every household, of course, has its freezer, just as every man at some time has his own razor or his good resolutions. But when the family wants ice cream it is so much easier to telephone for it than to go through the process of making it. The manufacturers do not discourage the home freezer, but on the contrary are inclined to regard it as a good thing, as an educator, a cultivator of the taste for things frozen.

The average man is the one who believes he is above the average.

A mule reasons with his hind feet, but he makes himself understood.

Enjoyed Himself in His Own Way.

The street car had struck a fat man who was crossing the street and knocked him in a heap, and he had scrambled up to shake his fist and shout at the motorman. It was a funny scene, and every passenger but one so considered it. When the car had passed on the single exception was asked:

"Did you witness that laughable occurrence back there?"

"I saw a fat man hit by the car, but I didn't see anything laughable about it," he replied.

"But wasn't it funny the way he got up and pitched into the motorman?"

"Not a bit funny."

It was realized that he was a man who couldn't see a joke, and no more questions were asked. He sat in solemn silence for three or four minutes and then said:

"I don't want you to think I was always like this, for such is not the case. There was a time when I went around looking for funny things, and when I ran across one I could enjoy it with the next."

"But you have changed?" was suggested.

"As you see. Up to three years ago I had an old uncle, who was the most solemn old fellow you ever saw. I'll bet that I spent a year in ten trying to make him crack a smile, but never succeeded. A thing might be ever so funny, and he would sit and hear it with the face of an owl on him. Finally he died. I was his only heir, and

I had reasons to look forward to a good thing."

"And you got it?"

"I haven't heard that I did. He will ed me half a million dollars in bonds and the rest of his property went to charity."

"But half a million was pretty good."

"Was it? Yes, I thought so until I overhauled the bonds. They were bonds of an old silver mine and worth three cents a pound. The old man had finally come to see the humorous side of things."

"And you?"

"Oh, I went out of the joke business, and have been out ever since. Our car strikes a fat man. He gets up and shakes his fist and jumps up and down. The rest of you are amused. I am not. It wasn't funny. It wasn't ridiculous. It was nothing whatever to bring a smile, and now you and the others go to blank and leave me to think of death and last words and tombstones and enjoy myself in my own way."

Most users of sarcasm think more of its sound than of the service it might render.

The welfare of the world may depend partly on whether you can whistle in the rain.

The man who hasn't the vigor to be vicious usually prides himself on his virtues.

The things you really stand for are revealed by those you run after.

Don't worry about the sale of

POST TOASTIES

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Quality and persistent advertising keeps the demand steady.

We take all risk and do so because we know that quality goods steadily advertised are certain to be appreciated and sell regularly.

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E. A. STOWE, Editor.

Wednesday, January 13, 1909

FRIENDSHIP.

Rich or poor, Jew or Gentile, bond or free, my friend must have a heart. Not an automatic engine which propels him up one street and down another, but a heart into which God has implanted reverence for Himself, love for humanity and an honest desire to leave the world better than he found it. He may be a man far from perfect—one who occasionally stumbles and who frequently makes mistakes—but he must be big enough to extend a helping hand to a brother man who has missed his footing or lost his way without pausing to enquire as to his past or attempting to read his future.

He must be a man who will stop and wipe the tear-stained face of the ragged urchin who has stubbed his toe and spilled his milk when there is no one to applaud, no spectators but God, the boy and himself. He must be a man who protects the helpless, guards the innocent and binds up the wounds of the afflicted, a man who loves God without fear and helps humanity without hope of reward. Lives he in a cottage in peace or in a mansion with care, such a man I want for my friend.

W. L. Brownell.

TIME TO WAKE UP.

During the past twenty-five years Grand Rapids has had its attention centered, so far as water transportation is concerned, upon the forty miles between herself and Lake Michigan.

And it has taken this quarter of a century to show the fallacy not only of the piece-meal-and-for-political-purposes-only plan of the Federal Government in handling inland waterways, but the futility of building a stub-line waterway.

Theodore P. Schonts, one of the greatest railway men in the country, said at the Chicago Waterways convention in October: "Stub-line canals are a farce. Like railways, canals must be open at both ends and the longer the possible haul that develops at either end the better it is for either canal or railway. The ideal canalway at present in operation is the Suez Canal, but the Panama Ca-

nal, now building, will be its superior when completed. Next to these comes the incomparable inland waterway, the Great Lakes.

Build the deep waterways from the Atlantic seaboard on the one hand and the Gulf of Mexico on the other to these Great Lakes and there will be no country on earth so well equipped for cheap transportation of freights as will be the United States. And this means that our country will be able to meet any industrial or commercial competition which may develop elsewhere, and meet it successfully."

The State of Michigan has more coast line than any other state in the Union, and because of the assured completion within the next twenty-five years at least of deep waterways from New York harbor and from the River St. Lawrence to Lakes Erie and Huron, respectively, and from the Gulf of Mexico to Lakes Michigan and Erie, respectively, our State will occupy and does occupy at present a position of advantage which is distinctly unique, and in a National as well as an individual sense.

It is distinctly and easily possible by the presence and operation of an artificial deep waterway across the State from Lake Michigan to Lake Huron to lengthen each season of navigation from five to six weeks beyond the season possible when using the Straits of Mackinaw, to say nothing of the saving of time during the summer months to boats from 300 to 400 feet length over all, plying between Lake Erie ports and ports along the south half of Lake Michigan.

These facts are unimpeachable. And now that Grand Rapids has learned its mistake—and learned it thoroughly—in taking up and sticking to a little forty mile, individual and wholly selfish proposition, it is high time that she arouse herself and participate heartily and wisely in the National plan so strongly supported by every state in the Union except Vermont and Arizona.

In this present unmistakable dawn of a canalized waterway era the State of Michigan is fifteen years behind New York, Pennsylvania, Ohio, Indiana and Wisconsin—each one of which is basing its faith upon the opportunities offered by the presence of the Great Lakes—which already possess the necessary surveys and estimates on plans. Michigan has just begun. The Grand-Saginaw Valleys Deep Waterway Association, three months old, is undertaking a campaign of education; it begins its work upon the strength of authority that is reliable and of the highest character, and it had its birth in the minds of about 100 citizens who have the courage of their convictions and are enthusiastic in the cause.

At a meeting of citizens of Grand Rapids held last Thursday evening those citizens adopted a resolution recommending that the association in question should appeal to the authorities of Grand Rapids, Lowell, Saranac, Ionia, Lyons, Muir, Hubbardston, Maple Rapids, Ashley, Brant, St. Charles, Saginaw and Bay City to

make appropriations on a pro rata tax value basis for a fund of ten thousand dollars, to pay for the making of a preliminary survey of the proposed Grand-Saginaw Valleys route.

The Association has already been notified of this action by our citizens and the several municipalities will be notified accordingly, and it is to be sincerely hoped that hearty and prompt responses in favor of the suggestion may be accorded.

THE SMALL STORE.

Vigilance in watching opportunity; tact and daring in seizing upon opportunity; force and persistence in crowding opportunity to its utmost possible achievement—these are the martial virtues which must command success.—Austin Phelps.

More tact and headwork must go with the compact arrangement necessitated by the small store. When articles must be piled together, the one at the bottom of the pile is usually the one first wanted. While there is less space to keep in order, there is less chance to do it. However, much can be accomplished in a little space; and the beginner has no reason to be discouraged if his first quarters are small. The most successful business men have, as a rule, commenced in the smallest possible way.

The first thing which will attract the public is neatness. Neatness in window arrangement, in the keeping of the floor, in the disposal of goods—even in the walk outside. If the latter is not kept carefully swept, the entire establishment assumes a neglected air, no matter how carefully the goods are arranged upon the shelves. If the walk is old and notably defective, replace it with cement. This is now so cheaply constructed by any one that loose planks and boards are no longer in keeping with any modern business place. If the street crossing is muddy, scatter coal ashes and make a firm path. Keep the walk in front of your store free from slush and dirt and it will at once give a good impression to the passer-by.

Of course it is not to the passer-by that your energies are supposed to be directed; yet the way to increase trade is to cause a halt of just this class and if your front step shows that brooms are not in active service there is poor chance of attracting new customers.

Have a fixed place for each of your staple articles, instead of shifting from one place to another, whenever a new consignment is received. It not only requires more time on your part to put them up, but regular customers like to know just where to look for certain articles and, missing them from the old place, may assume that the supply is exhausted and not even take the trouble to make enquiry. This changing the arrangement every time a new order is filled is productive of jumble where system should prevail, and does not, as some suppose, tend to make the line of goods seem more complete.

Strive to pack each sort as compactly as possible and in regular order. Boxes and cartons make a neat display when properly arranged; but if placed a little apart, or set in an irregular row, they not only require

more space but give the surroundings a disorderly appearance.

When unpacking any new line of goods, call the attention of any one who chances to be in to the new stock—not with an avowed attempt to make a sale, but simply by way of entertainment. Almost any woman will be glad to see the new styles in dress goods, and an attractive pattern may induce a purchase of which she had no thought when entering the store.

If you have an extra fine case of prunes or figs, remark about them and don't be stingy with your samples. While foods of all sorts should be kept away from the line of dirty fingers, a sample judiciously given may result in profit. If you have a new line of cakes or cookies which you fancy a certain customer would like, just throw in one or two "for the children," taking care to call the attention of the patron to the fact that they are something new—and be sure to include an extra one for the mother. This will gain not only good will but interest; and if the goods are worthy, they will do the rest.

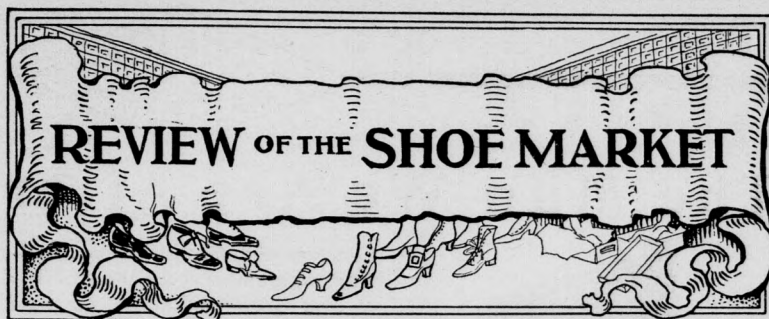
In the small store there is apt to be an incongruous mixing of commodities which may result disastrously to some of them. The general store-keeper should look well to where the oil and fish are kept, both being kept far removed from the butter. Cod and mackerel are especially distasteful to some, and must have a corner remote from other food products. The oil barrel, too, is a prolific source of trouble, even if kept outside the room, unless the dealer provides a wash basin and soap and faithfully uses them after every sale of oil. Never mind if you do keep a customer waiting a moment; it is much better than to offer sugar or other food products tainted with petroleum.

Insist upon your butter being properly presented; and if some persist in bringing it in a cloth of doubtful preparation, suggest a supply of parchment paper as a necessity of the modern dairy. It is sometimes a little delicate to inform one that the flavor is a trifle "off," but neatness of packages should be insisted upon from all.

Make good any defective product, if it can be shown with reasonable certainty that the defect existed at the time the purchase was made. It may not always seem like a profitable arrangement which compels you to take back damaged goods; yet there is no better way of convincing patrons that you mean to be honest; and the confidence gained thereby is really worth more to you than the returned goods.

Neatness, promptness, careful purchases and reasonable sales all come under the heading of the magic word Opportunity, which will soon demand an enlargement of your apartments; but until such time comes, resolve to keep them neat and tidy, even if they are small.

There is always room at the top, but it is not so lonesome at the bottom.



New Year Resolutions for the Shoe Dealer.

With the incoming of the New Year the thoughtful retail shoe merchant is disposed to look ahead, plan ahead, and enjoy by anticipation some of the encouraging things in store for him in the year 1909. This forward-look on the part of the alert shoe merchant is not only pardonably natural, but it is also highly commendable. The entire fabric of success is built out of dreams, visions and projected plans. The prosperous shoe merchant thinks out and plans his prosperity long before it actually materializes. He who has no lively pre-visions of the successes that are to be is hopelessly handicapped in the struggle of life.

Before the shoe merchant's mental vision the possibilities of the month and seasons of the new year should be writ large. If his imaginative faculties are working right, the picture of these possibilities ought (for the shoe merchant) to be an interesting one. But seeing is wanting. Consequently the shoe dealer ought to be not only thinking about future prosperity, but also resolving by all his resources internal and external that he will actually materialize his cherished dreams before the close of the year which is now dawning so auspiciously.

Personally I am committed to the proposition that it pays to resolve. Good resolutions are to people who do things precisely what fuel is under the boiler they serve to generate energy. "But," objects the pessimist, "so many good resolutions are not carried out!" True enough. But the locomotive doesn't consume all the coal that the stoker shovels in, does it? Quite a large per cent. of that fuel goes out through the smoke-stack in the form of cinders, flakes of unconsumed coal, and dense black smoke heavily charged with carbon and gas. Too bad there's such a waste! Would the pessimist advise letting the fires die out in the locomotive to avoid the incidental waste? The live engine thundering along fifty miles an hour, flinging out to the wind its unconsumed fuel, marking its path with a shower of hot cinders, has far more value than a "dead" engine appraised as junk.

What if you didn't carry out all of the good resolutions you made one year ago? You honestly tried to. If you didn't you ought to be ashamed of yourself. If you did make certain good resolutions at that time, you are doubtless better off to-day than you would have been otherwise. Perhaps at that time you resolved

to brush up in certain details of your shoe-retailing; to modernize your store in some particulars; to introduce more system into your business methods; to advertise more extensively, judiciously, methodically; to widen the circle of your friends and acquaintances; to make yourself a more conspicuous figure in the community; to trim your windows with more care and taste; to keep your store neater; to treat your clerks with more consideration; to read your trade papers more carefully; to circularize the community and compete with the mail order houses. These are all good resolutions, and fairly representative of the kind of resolutions the shoe merchant ought to be making just about now. They represent ideals that ought to be kept continually in sight.

But I am not supposing that you actually achieved all the results which you started out to achieve. Even the most successful of men rarely ever do that. After all success is relative. Even new attainment gives rise to an unrealized possibility. Get into the habit of dreaming dreams about your future success as a retail shoe merchant, and then of resolving to take certain definite steps towards that coveted goal.

How can a shoe merchant make prosperous withal the days of the new year 1909? By taking heed thereunto, and making dead sure that he himself is in a prosperous, success-compelling frame of mind.

You, brother retailer, are the pacesetter. If there is a revival in your business during the year 1909—and I join you wishing that such may be the case—it must begin with you. Before you can get the public interested in your wares, you must yourself become deeply and genuinely interested in them. Before you can get the sales force keyed up, you must yourself develop some decided symptoms of infectious progressiveness. The propaganda of expansion begins inevitably with the boss.

If the writer is correct in his theory that all real progress originates with the proprietor of the store, then it should be the clearly defined purpose of the shoe dealer to throw himself into the game of retailing with more zest than ever before. Competition is not going to diminish; and the complex conditions that make prosperous shoe merchandising a difficult task are not going to become any simpler. The men who are struggling so skillfully and fiercely in the marts of trade for the solution of their own bread-and-butter problem by selling shoes to their neighbors



Easagos

Easagos are the most comfortable knock-about shoes in Michigan. They are made in blucher or bal cut in black or tan.

They are that perfect and ideal combination of flexible glove-like softness and extra hard wear in such great demand by the people who do lots of walking in our fields and factories.

Our trade mark on the sole guarantees the wearer just this sort of comfortable shoe satisfaction.



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



Dollars in store for the grocer that pushes

Holland Rusk

(Prize Toast of the World)

The public wants it and all the grocer has to do is to sell it—taking a good substantial profit.

Large Package Retail 10 Cents.

Holland Rusk Co. Holland, Mich.



WILLS

Making your will is often delayed.

Our blank form sent on request and you can have it made at once. We also send our pamphlet defining the laws on the disposition of real and personal property.

Executor
Agent

The Michigan Trust Co.

Grand Rapids, Mich.

Trustee
Guardian

in paying quantities are going to struggle in the future as they have in the past. As leathers and lasts multiply it will become necessary for the retailer to carry a larger stock of goods to meet the multiplying demands of his customers. This will demand more capital to work with. Better, more modern, more elaborate—and consequently more expensive—shoe store equipment will be demanded. More advertising—and more effective advertising—will be called for. We are still in the stream of progress as respects shoe retailing. We haven't reached the goal yet. The task is becoming increasingly difficult—and a weeding out process is going on continually. Only the fittest can survive. But you can make yourself capable and efficient only as you throw into the business your time, your genius, your life.

Are you satisfied with the clientele you now have? Have you exhausted the possibilities of your particular field? Are there no adjacent worlds (of possible shoe patrons) for you to conquer? To ask these questions of any intelligent shoe dealer is to answer them. It is tacitly understood that the shoe dealer is committed to the proposition of expansion. Every advertisement, every special concession to the shoe-wearing public, every bid for favorable consideration at the hands of one's fellow citizens, every novelty given to friends and patrons of the store, every lure thrown out by the alert shoe dealer for enticing the boys and girls—all proclaim the shoe merchant an expansionist. The customers you now have can not remain with you always. They die, move away from the city, fall on evil days; your only hope of salvation lies in the new customer which you are able to win from season to season.

At the beginning of this new year, brother retailer, what specifically are you planning to do to bring in new customers? Some retailers will seek to make their shops more attractive as far as attractiveness can be had by appeals to the eye of good taste and discernment. These merchants will, perhaps, remodel the interior or the front of their stores, or both. Others will repaint the exterior and re-decorate the interior of their shops. Yet others will find themselves in the market for more modern shoe store furniture—and the output of some of our manufacturers of shoe store furniture and equipments leaves little to be desired in point of richness and elegance of products in this line. Some shoe dealers will, perchance, add a "rest room" to their otherwise well equipped shops—particularly those up-to-the-minute retailers who cater to the better class of women's trade. The time has arrived when such a convenience is highly appreciated by our women folks. Here and there some aggressive shoe dealer will equip his store with a parlor where shoes will be neatly polished for the nominal charge of five cents. There is going to be a growing demand for such service at the shoe store inasmuch as that is the logical place for the "shine 'em up artist." Other shoe

merchants will seek to enlarge their constituency by adding various articles made of leather, or more or less closely affiliated with the shoe and leather business. Others will stress findings during the incoming year more than they have during the years past. Others will give more heed to the mail order end of their business. Yet others will reach out into the rural sections in an effort to bring new trade into their stores. And still others will broaden the scope of their advertising.

All of these methods and devices are good; it depends on where you are and what you already have as to which of them you ought especially to introduce.

But the gist of the matter may be stated in a word: In order to get

MAYER Special Merit School Shoes Are Winners

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.



TRADE **IDEAL** MARK.

"Always Our Aim"

To make the best work garments on the market.

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

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

Write us for samples.

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



The Man We Are After



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

H. B. Hard Pans

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

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

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

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

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



U. S. A.
TRADE MARK

people to coming to your store you must make it an interesting and an inviting place. Money spent in the accomplishment of this end is money well spent. Good shoe value is, of course, the sine qua non of enduring popularity; and, in the last analysis, any policy of expansion must fail if this important desideratum be overlooked; but, assuming that the shoes are as good as any retailer can reasonably be expected to sell at the price, many other factors enter into your problem of winning favor with the public. None of them should be neglected. The more points of contact you can discover with the outside world, the better will it fare with your task of enlarging your constituency.

It should, therefore, be the resolution of every wideawake shoe merchant to do things during the good year of Grace, 1909. He should start out under a full head of enthusiasm. He should cultivate the habit of generating new and productive ideas. He should encourage his sales people to do the same thing. He should neglect no courtesy, spare no pains, to win the hearts of the people who come to him betimes to purchase footwear. He should make his place just as attractive as he knows how. And he should aim to keep sweet-spirited, wide-awake and aggressive during the working hours of the next three hundred and sixty-five days.

If he cares to formally embody any or all of these ideas, or ideas analogous to them—ideas in harmony with the policy of expansion—well and good; if he doesn't care to go to that trouble, these ideals of progressiveness (or their equivalent) should be dominant in his thought as the New Year begins his auspicious reign.

Here's to the health, happiness and prosperity of every retail shoe merchant from Medicine Hat to Memphis!—Charles L. Garrison.

Limited Understanding.

"It does seem strange," remarked the party who seemed to be thinking aloud.

"What seems strange?" queried the innocent bystander.

"That after getting a man into hot water a woman can't understand why he should boil over," explained the noisy thinker.

FLOWERS

Dealers in surrounding towns will profit by dealing with

Wealthy Avenue Floral Co.

891 Wealthy Ave. Grand Rapids, Mich.

Grocers and General Store Merchants

Can increase their profits
10 to 25 Per Cent.

On Notions, Stationery and Staple Sundries

Large Variety Everyday Sellers
Send for our large catalogue—free

N. SHURE CO.
Wholesale

220-222 Madison St., Chicago

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 conclude 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.

Grand Rapids Knows How

To show a large, complete and up-to-date line of Spring Wash Goods, consisting of Gingham, Percales, Ducks, Dress Linens, Suitings, etc. These lines can be seen at our store, or our travelers know how and will be pleased to show you.

P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.



Illuminate Your Store, Church or Factory

with our new

"DUPLEX" CENTER GENERATING ARC Hollow Wire System Lamps

and draw trade after dark. This is the most powerful, simple and safest system of lighting ever placed on the market. These lamps pay for themselves in a short time. We are the Sole Manufacturers of these and the famous Brilliant Lamps. Write for Catalog M. T.

BRILLIANT GAS LAMP CO., 42 State St., Chicago



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.

PROFITABLE ADVERTISING.

How To Spend Money To Bring Results.

Written for the Tradesman.

In order to succeed a merchant must keep his business constantly before the public. He must advertise. This fact has come to be accepted so universally that it needs no repetition here.

Indeed, during the last quarter century, so great stress has been laid upon the importance of unremitting publicity in the prosecution of any business, there have been so many striking illustrations of successes achieved and fortune made through shrewd and effective advertising, that the idea prevails in many minds that every kind of advertising is bound to pay, and that if a man is willing to spend money lavishly enough in proclaiming his wares, he can not fail to reap great profits.

A merchant finds his business is not so large as it should be. He is not selling enough goods and, for some reason, is not securing the patronage of all the people whom he feels he ought to be supplying with the commodities he handles.

Such a one is very apt to reason that he must increase his outlay for advertising. He engages more space in the local paper, or has some signboards painted and distributed along the country highways, or he takes up with some "scheme," and gives out tickets on a doll or a cooking stove or a bedroom suit.

Having made this extra effort he is apt to feel better satisfied in his mind, and he turns his attention to other subjects, failing to make any observation as to whether his extra advertising adds a single customer to his clientele or causes the sale of a dollar's worth of goods.

In places so high up that one would not expect to find such a state of things at all there is an astounding lack of definite knowledge as to just how to spend money in advertising so that it can be depended upon to bring results.

Some years ago a leading wholesale crockery and china house mailed to every one of its many customers a large sheet upon which were half-tone portraits of the members of the firm, the heads of the various departments, and of every member of the large force of traveling men employed. There was a polite request that the merchant receiving it should hang it up in a conspicuous place in his store.

There must have been a considerable expense in getting this up, for the likenesses were all excellent; in short, it was a very good piece of work of its kind. But considered as advertising it was practically valueless. The money had simply been thrown away.

The merchant receiving the sheet would perhaps take the trouble to find the picture of the particular drummer who was selling him goods at the time, but would have no further interest in it. If he should heed the request and hang the sheet up in his store what possible interest would it have for his customers?

Any amount of advertising just as ineffective as the example cited is being paid for right along.

What does it matter to Mrs. Figger-close that you take a liberal amount of newspaper space every week, or even every day, to utter such commonplace generalities as that you are in business to stay, and that your stock is bright and fresh and well-assorted, and that you give all your customers courteous attention, and that in price and quality you defy any and all competition? These statements do not awaken the slightest ripple of interest in Mrs. Figger-close's mind.

But if, in plain, matter-of-fact fashion, you set forth that you are offering a special value in boys' stockings, fast black, good shape and extra strong and durable, at four cents less than the regular price per pair, that good lady will "take notice" at once. You have struck something in which she has a lively concern.

It may be set down as a cardinal principle of resultful advertising, that a subject must be handled from the customer's point of view.

A form of advertising well adapted to push one kind of business may not answer at all for another. In the same business variations are required for different seasons and localities. The only rule that can be given is to use as good judgment as possible in selecting what kinds of advertising shall be used, and then watch closely the results from each kind.

When a certain amount is set aside each year for advertising, if the business taken as a whole is yielding a satisfactory income, it is the most natural thing in the world to let well enough alone, and assume that the advertising is paying. A little investigation would often prove conclusively that a part of the expenditure for advertising is bringing business, and perhaps a greater part is failing to do so, and that the advertising methods used need an overhauling.

Some advertising is wasteful because it goes so wide of the mark.

A milliner with a taste for elaborate window displays constructed a huge calla blossom and placed it in her window at Easter. It was really a beautiful work of art and attracted a great deal of attention, but a tastefully arranged group of modishly trimmed hats would have done more for the little lady's cash drawer.

Filling a store up with houseplants, singing birds, parrots, monkeys, stuffed animals or large displays of curios of any kind is, generally speaking, a questionable practice. That these objects bring some people in is undeniable, but those who come to look at the curiosities usually do not care to make purchases. The most valuable display space in the store is apt to be given up to such things, and the results do not justify it.

Disparagement of this artistic and educational advertising may seem narrow and sordid. Now if a merchant can afford to do something in the way of promoting good taste, or awakening an interest in natural history or other subjects of study, it is

certainly highly commendable for him to do it, and the writer would be the last person in the world to discourage him. But let him keep things distinct in his mind. The prime object in keeping store is to sell goods. If a merchant deflects from that object by devoting his space to displays whose value is artistic or educational rather than commercial, let him not deceive himself by the comfortable thought that it will all pay as advertising.

For a number of years one of the great firms of advertising agents used as a slogan the terse epigram, "Advertise Judiciously." It would be well for every merchant to have this motto hanging near his desk, where his eye will rest upon it frequently. It is advertising wisdom boiled down. A large number of epigrams may be made beginning with the word advertise, as Advertise Incessantly, Advertise Confidently, Advertise Profusely, Advertise with Originality, and so on, and so on; but no one of them all is so good as just Advertise Judiciously.

Quillo.

Clocks Regulated by "Wireless."

Wireless clocks tell the time in Vienna. Frantz Moraevitz is the inventor of a system whereby a wireless telegraphic apparatus may control from a certain station the clocks of the whole city. The receiving clock is connected with the central clock for only one second out of each minute. During fifty-nine seconds the clock is isolated.

A central station was installed in 1905 in the Electro-Technical institute of Vienna, and the municipal council voted an appropriation of \$600. The waves sent out are about 2,500 feet long, and easily traverse by diffraction all the obstacles and inequalities of ground of a great city, gliding around large metallic masses such as the cupola of St. Charles' church.

Two receiving clocks were set up for trial. During the storm that raged violently in Vienna in the summer of 1907 the clocks maintained exactly their rate of progress.

The regulating clock of the central station is an electric pendulum clock with mercury contacts, which at the desired moment discharges into the transmitter the electric energy accumulated in a battery of 100 Leyden jars. This installation furnishes the exact time at moderate cost to an unlimited number of clocks set up not only within the limits of a great city but even throughout an entire province.

To Brighten Window Glass.

Panes of glass can be rendered clean and bright if they are polished with a paste made of calcined magnesia and benzine. The paste is applied with a plug of cotton, and the pane is rubbed dry with a clean linen cloth.

It may be that some men are born great, but a woman seldom acquires greatness via the matrimonial route.

No other people have to meet such keen and so much competition as liars.

It Does Not Do Any Good to Knock a Rival.

Written for the Tradesman.

"I had occasion, recently, to invest money in three pairs of substantial shoes, three pairs of fine ones, two pairs of rubbers, oxfords for street wear, soft slippers for the house, besides slumber slippers for lounging purposes. I knew the exact size I wanted and very nearly the style.

"Thinking that I could perhaps do better by shopping around a bit and not deciding on the first things I saw, I started out on my pilgrimage.

"At the initial store where I stopped the clerk was so polite and accommodating—seemed so anxious to suit me—that I was tempted to search no farther, but buy on the spot and give the other places the go-by. However, as in common with many other positive characters I dislike to deviate from it when once I have formulated a plan of action, I clung to my original intention to look around and ascertain whether or not I could do any better, telling the courteous clerk that I might come back and take some of the many shoes he had shown me.

"I'm sure I shall be very pleased to have you return and decide on some of those you like best," answered the clerk, with a lively smile.

"I told him that I should go to two or three other establishments and see where I could suit myself best as to varieties and prices, and I mentioned the names of the firms whose goods I contemplated inspecting.

"They are all first-class concerns," stated the clerk. 'I know you would not be disappointed were you to purchase of any of them. But I shall hope to see you back to us, nevertheless.'

"I thanked the young fellow for his extreme obligingness and took my departure, going at once to the places I had mentioned.

"In two of them, when I disclosed my errand the proprietors, on learning that I had gone to Mr. So-and-So's before coming to them, began to belittle strenuously the gentleman in question, calling him a Cheap John of a dealer, when in reality they could know that this was untrue.

"At the fourth store I visited the man who owns it 'damned with faint praise' the first store I had interviewed.

"When I had made the rounds I had not the slightest wish to trade with any one who would speak disparagingly of a competitor's stock of merchandise behind his back, and returned to the first store and left quite a pretty penny or two with the clerk who had had nothing acrimonious to say about others in the same line of business as his employer."

The above was the experience of a lady friend of mine and was an instance where fair speech concerning a rival in trade effected a goodly sale.

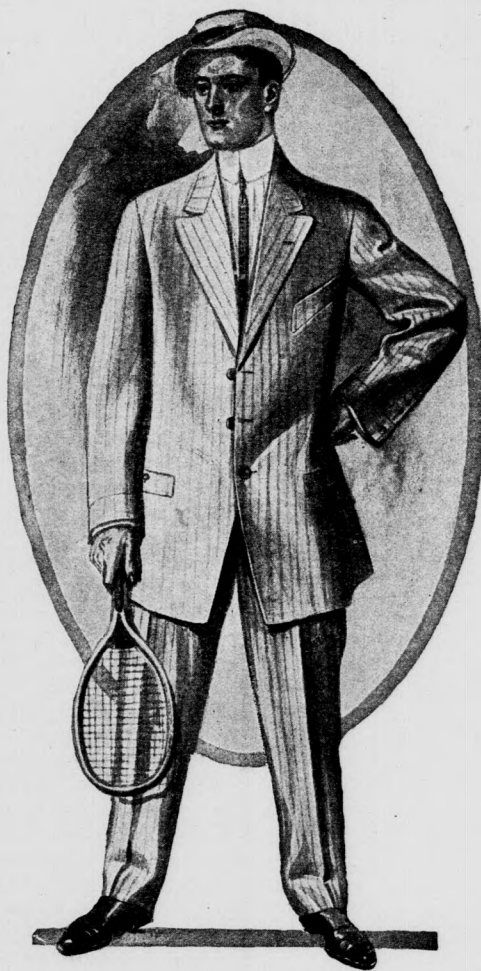
J. Alcott.

The grouchy gospel soon brings its preacher to grief.

There Is Always a "Best"

BY the way our business has grown—by the clamor for "Flossy" and "graduate" young men's clothes, and "Viking" boys' clothes—we most assuredly have a right to think that "Flossys," "Graduates" and "Vikings" are the best. We may seem egotistic in this, but facts are facts. We know the significance of our statement and what proof it entails, and we stand ready to offer

such proof. We have really something to show you that will not only prove our claim to pre-eminence, but will cause you to regret not having asked us to show you them sooner. Get busy.



Our advertising service with our goods.

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



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

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

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

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

NAME _____

ADDRESS _____

Michigan Tradesman

SUCCESSFUL SALESMAN.

Nat. Worcester, Who Has Sold Shoes Forty-One Years.

Early in April, 1865, a person in the vicinity of the Lake Shore depot in Chicago might have seen a young, slim, beardless fellow, clothed in homespun apparel, carrying an honorary looking satchel of a glazed finish, making his way towards Lake street. On his arrival at No. 50 he might have been seen looking up at the sign of Phelps & Dodge, wholesale dealers in boots and shoes. It being too early for the store to open up, he paced back and forth awaiting some signs of life, hoping to see an old schoolmate who had preceded him some three months before from their old home in Massachusetts.

His attention was soon drawn to a creaking noise, as the iron shutter gradually rose from the front entrance of the establishment, and he was soon overjoyed to see the face



of his old chum and playmate. To say that the latter was surprised would be putting it mild. On his recovery he shouted, "Hello, Nat! where did you come from?" On being assured that he was from Old Lancaster and the swimming pool, also in search of a job, he immediately suggested going over to the old City Hotel and getting breakfast. Being too modest to refuse, Mat. immediately consented, and they were soon engaged in earnest and pleasant conversation over the frugal meal, after which they returned to the store and awaited the arrival of the firm, who soon appeared. Being old acquaintances, Nat. soon struck them for a position. On being informed that there was no vacancy at present, but lots of opportunities in the city, Nat. soon struck out and went from one store to another, seeking the desired position. After going the whole length of the north side of the street, he turned to the south side, and was soon awarded at 19 and 21 by Bowen Bros., wholesale dry goods dealers, with an offer of five dollars a week. As living was high and everything going up, he grasped the opportunity and took the job. He was set to work pushing a basket on wheels, gathering up goods which had been sold, and taking them to the sixth floor for entry. His aforesaid friend

The Fruits of Labor Unionism

Extract from Arthur J. Eddy's New Novel,
Ganton & Co.

Another trip to the city was made in safety, but that night when Mike boarded a car just outside the gates to go home, two men got on the platform. When he stepped down in front of the little old frame house, hardly more than a shanty, where he lived, one of the men came up behind him, the other in front. The one in front said, "You damned scab, take that!" and dealt the old man a stunning blow in the face. Before he could defend himself the thug behind grabbed him about the body, pinning his arms to his sides, holding him defenceless against the ugly blows that were rained upon his bleeding face by the first assailant. Covered with blood, he was left lying unconscious in the road, where his old wife and daughter found him, and, with the aid of the neighbors carried him into the house. In spite of all they could do, he remained unconscious through the night, and when the doctor came he said the old man's skull had been fractured by something heavier than a man's bare fist. Before the ambulance arrived the old man was delirious. With a strong brogue he talked of his boyhood, of his home in Ireland, of the days when he courted his wife. His mutterings gradually became incoherent, until he knew no one about him, not even the little grandchildren who stood half frightened, half curious by the rickety old couch. Now and then he said something about the strike, but his voice fell so low they could not understand.

Before he could be moved to the County Hospital for an operation, the old man died—the first victim of the strike.

When Allan Borlan heard of the cowardly murder his face assumed a look of grim determination. Mounting one of the wagons, he drove straight into the crowd of strikers assembled without the gates. The news of Mike's death had spread with that mysterious rapidity which characterizes the dissemination of bad news, until every one in the neighborhood of the Yards, even the most ignorant foreigners, knew all about it. There was some exultation on the part of the ugly and vicious, but for the most part the strikers themselves were depressed and silent; Mike had been a well-known figure in and about the Yards for a generation, and the men liked him, besides they knew how sorely he needed the work. Therefore, when the wagon on which Allan Borlan was standing stopped in their midst and he began speaking with all the energy and all the bitterness he possessed, they were cowed and listened without a murmur. Even Ballard, who was lounging in the doorway of a saloon with his hands in his pockets, made no attempt to stay the torrent of denunciation which was poured out upon the unions and their methods.

"Too cowardly to fight man to man in the open, you employ thugs and murderers to do your work. Like a pack of whipped curs, you cower before me. Alone and unarmed I am in your midst, and not one of you dares lift his hand against me. But at night, in the darkness of alleys, in the shadows of buildings, by twos and threes, you and your paid thugs lie in wait for an unsuspecting and defenceless victim. If an old man or a boy, or a woman, your courage arises to the striking point, and you beat and maim and kill, all in the name of your unions. For all that is foul and cowardly Chicago has become a byword in the mouth of peace-loving people. No city on the face of the earth has been so disgraced, so humiliated, so injured in reputation and prosperity by unionism, as Chicago. It is shunned by decent people as a resort for outlaws and criminals.

"I once thought there was some good in labor unions, that some good might grow out of them, and I stood for them, and even encouraged their organization. Now I know they are rotten and corrupt to the core, that they are organized and controlled to suit the selfish ends of the unscrupulous demagogues who run them, and that you, the rank and file, have nothing to say; you are terrorized into blind obedience to orders. You strike when you are told to strike and you work when you are told to work, without daring to question or protest. You are bought and sold, and you know it. The men who manage your unions get rich and live in luxury. Where do they get the money? Out of your earnings and out of the employers they blackmail by threats of ruin. Show me a labor leader who is not living in luxury, who is not openly or secretly laying up more money than he could ever earn at any honest calling! From the bottom of my soul I pity you. Robbed of your earnings, of your employment, driven about like cattle, bought and sold like so many sheep, deceived and cheated in your ignorance by unscrupulous leaders, you stand here to-day conscious that the blood of an old man, a man you liked and who liked you, is on your heads. That he was killed at the command of your leaders, that he was murdered by your paid tools, and—pausing a second with uplifted arm, pointing directly to Ballard—"there, there in that doorway, with his hands in his pockets, as smiling as a fiend from hell, is the man who prompted the murder."

Every eye in the crowd was turned upon Ballard. Surprised by the suddenness of the attack, he started, withdrew his hands from his pockets and turned a sickly yellow. He attempted to smile, but fear and rage distorted his features. Losing the self-control that so seldom deserted him, he shook his fist toward Allan Borlan, muttered something beneath his breath, turned quickly and disappeared within the saloon.

allowed him to sleep with him on a mattress brought from the basement and put on the floor in the office each night and returned in the morning. Of course, he could not save much money, as he paid five per week for day board and did his own washing, wearing paper collars and woolen shirts. After three months of toil and luxurious living, he was given the coveted position in the shoe house, remaining there until the spring of 1867. Mr. Dodge asked him one evening how he would like to take a couple of grips and go over into Michigan and eat fish and sell shoes. The reply was "First rate." "All right," says Mr. Dodge, "We will get out your line to-morrow and you can go and try it. I believe you can sell goods."

The next night he took the steamer Sky Lark for St. Joe, arriving at 5 o'clock in the morning. After breakfast he canvassed the town and was fortunate enough to sell two good bills.

Having gotten a start the world was open to him. He proceeded up the shore, making all the towns as far as Manistee with good success. On his return to the house, the firm met him with open arms and asked when he thought it would be a good time to go out again. He little thought at the time he was billed for a career on the road, which up to this time amounts to forty-one years and eight months.

In the meantime the firm was incorporated into the Phelps Dodge & Palmer Co., Mr. Worcester (Nat.) becoming a stockholder and director for a term of twelve years, when they were succeeded by the Edwards-Stanwood Shoe Co., which continued the business up to Jan. 1, 1908, closing out the stock. Thus he has virtually been with one concern for forty-three years and over—a record with few equals.

He could relate many reminiscences of the road which would be of interest to the uninitiated. He is of a jocular disposition and the originator of many well-known expressions. Such as the "woods are full of 'em," and "that is too thin." He is well-known by the old timers who traveled in his territory, among them being Bi Jee Cripe Jennings, who is said to have met Adam in short pants when on his first trip out.

Nat. has not left the road yet, but says he is going to travel less and try and make more money.

No Harm Done.

"A distressing error found its way into the paper this morning. Did you see it?"

"Guess not. What was it?"

"I wrote that the President's message would have very little effect on the stock market."

"Well?"

"It was printed 'stork market.'"

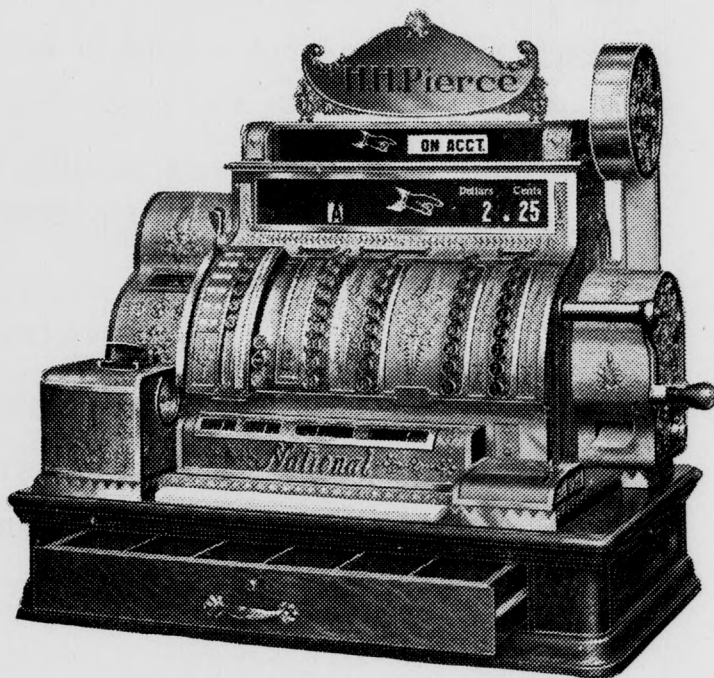
"Let it go. The public will think you meant it."

Proof Positive.

Judge—You have not yet established the prisoner's insanity.

Attorney—But, your honor, we mean to introduce witnesses to show that the prisoner habitually argues politics with women.

You Get All The Profit



Latest Model Money Maker

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

You figure a certain percentage of profit on goods and then lose a lot of that profit by mistakes. That's what you do when you forget a *Charge Sale or Money Paid Out*—you lose your profits.

You Get ALL Your Profit With a

National Cash Register

And Lose None by Mistakes

A NATIONAL CASH REGISTER will keep an accurate record of your day's business, *Cash Sales, Charge Sales, Money Paid Out or Received on Account*, and by preventing mistakes protect your profits. It will soon save its cost. After that what you save by its use is *clear profit*.

You Don't Know How Easy It Is

to do business in an accurate, profitable way by using a NATIONAL CASH REGISTER, but it is easy and we don't charge one cent to show you.

Mail the coupon and let us explain how a National Cash Register will save you money.

The National Cash Register Co.

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

79 Woodward Ave., Detroit, Mich.

WRITE TO NEAREST OFFICE

MAIL THIS COUPON TO-DAY

THE NATIONAL CASH REGISTER COMPANY

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

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

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

Street.....City.....State.....

No. of Clerks.....

The New Advertising Law

No exaggeration
in the description of
DEPENDON Dry Goods
TRADE MARK

You make good Profits
on **DEPENDON** Dry Goods
TRADE MARK

Dr. Wiley, food expert of the Federal Government, the other day recommended that a law be enacted making it a criminal offense to misrepresent articles of any kind in advertisements.

Should such a measure become a law, merchants now selling **DEPENDON** Dry Goods will not be obliged to change their advertising, because **DEPENDON** Dry Goods—since the first piece was made and sold—have been sold strictly on their merits. You know what you buy and your customers know what they buy, if you sell **DEPENDON** Dry Goods.
TRADE MARK

And the price to you is not prohibitive—no more, in most cases less, than you are now paying for goods, either without any standing or with a very much inflated reputation.

The **DEPENDON** Line for Spring includes over one thousand items—each “The Best at the Price.”
TRADE MARK

Would you like to prove us?

JOHN V. FARWELL
Sole Distributors of **DEPENDON** Dry Goods
TRADE MARK

If your axe is sharp, and you strike true every time, it takes only a few swings to split the toughest rail.

The same rule applies to merchandising. If your goods are right in value, and your methods equitable, you will have little trouble in overcoming even the hardest competition.

With **DEPENDON** TRADE MARK Dry Goods as the wedge, and **DEPENDON** TRADE MARK Free Selling Helps as the motive power, you have a working proposition that will bring new and profitable business to your store every day of the year.

The 1909 Spring Selling Helps give a tried-out plan for a profitable introductory sale of **DEPENDON** TRADE MARK Dry Goods—complete in every detail.

A copy free if you ask Dept. 160.

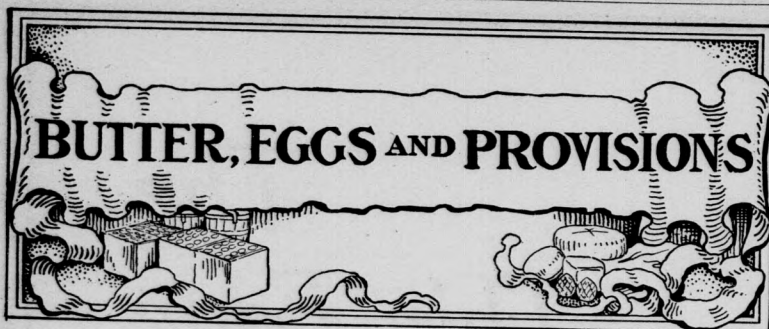
The Thin Edge of the Wedge

DEPENDON TRADE MARK Dry Goods
are right in value—
the best at the price

*We do not sell to
Catalogue Houses*

WELL COMPANY

Chicago the Great Central Market



Opportunity For Growing Turkeys at a Profit.

The growing of pure-bred turkeys seems to be very much on the increase in the past few years. The writer observes that where the small scrub turkeys were grown a few years ago, the large, fine-bred turkeys now take their place, indicating that there is a determined effort among producers to grow only the best blood possible to obtain. The success of a few of our leading breeders clearly demonstrates the fact that it is more profitable to breed what is commonly termed standard-bred turkeys than the small and inferior stock of the long ago.

There has been a universal effort among breeders to bring the several varieties of turkeys prominently before the public, which has been of wonderful benefit to the turkey industry. This effort alone has been the means of strengthening the vigor of almost an innumerable number of turkeys, by the promoters continually introducing new blood in their flocks from year to year. Introducing new blood every one or two years is the whole secret of successful turkey growing.

The want of vigor has wiped a large number of turkeys from the face of the earth that otherwise would have been prosperous, paying flocks today. The great demand could possibly have been nearer supplied had it not been for this great jeopardation. Quite a number of breeders, to our knowledge, have discarded turkey culture because they had undermined their vitality unawares. But if they could have fully realized the trouble, they could have easily overcome it by the solution of introducing new blood. The prevailing high prices in the markets for the past few years have attracted wide attention throughout the country, prompting every breeder to use his best efforts to produce every turkey possible. But even then some slipshod growers have neglected introducing new blood and have greatly crippled their profit by careless management.

If the enthusiastic turkey growers will continue to improve the turkey industry, it will be but a few years until turkey culture will be one of the leading poultry industries.

The unusually heavy losses that have been experienced by some breeders are largely chargeable to conditions previously mentioned, and can be easily overcome and turned into profit by carefully selecting new males frequently. All frankly admit that no other live stock will return as large a profit to the successful grower as

will turkeys. The fact has been demonstrated over and over again, as turkeys are always self-sustaining wherever range is available. As a result of the gradual increase of population and a further demand for meats of every kind, there are indeed bright prospects for still greater profit in the growing of well-bred turkeys.

Turkeys are not only not confined to the holiday markets as a great many suppose, but are desired every day in the year, due to the fact that they are now used largely for cold cuts for sandwiches, salads and other short order service. Turkey broilers are becoming very desirable now in the city markets as well as at many of the pleasure resorts.

There never was greater opportunity for growing turkeys at a great profit than to-day. Avoid inbreeding and you have solved the problem of turkey growing.—Poultry Topics.

New York Greenings and Baldwins
Get our prices
M. O. BAKER & CO.
Toledo, - - - Ohio

We have the price.
We have the sort.
We have the reputation.
SHIP US YOUR FURS
Crohon & Roden Co., Ltd.
37-39 S. Market St. Grand Rapids, Mich.

YX BRAND Ground Feeds
None Better
WYKES & CO.
GRAND RAPIDS

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

For Potato or Bean Bags

write to **ROY BAKER**, Grand Rapids, Mich.
Bags of every description, both new and second hand.

Get Ready for Spring Rush of Eggs

I offer good second hand egg cases complete with fillers 18c f. o. b. here, most of them used but once in storage.
I can give you factory prices here on new cases and fillers and thus save you freight. Get my prices.

I want butter, eggs, veal, pork and poultry.

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

The Vinkemulder Company

Wholesale Commission

We Buy and Sell

FRUITS, POTATOES, ONIONS, BEANS And Other PRODUCE

Write or Call on Us for Prices Before Selling

Baskets and Fruit Packages of All Kinds

14-16 Ottawa St.,

Grand Rapids, Mich.

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.

BEANS AND CLOVER SEED

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

ALFRED J. BROWN SEED CO., GRAND RAPIDS, MICH.
OTTAWA AND LOUIS STREETS

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

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.

NEW YORK MARKET.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Jan. 9.—The main topic in the trade this week was the big fire which entirely consumed the wholesale grocery store of E. C. Hazard & Co. and the T. J. Lipton tea building, with a loss of something like \$1,250,000. The ruins were a sight which attracted thousands of visitors, as they consisted of six stories of ice and presented a scene of the most utter desolation. Nothing was saved. The Hazard Co. seems to have had more than its fair share of bad luck during the past ten years and if it survives this latest catastrophe it will be a shining example of American energy.

Spot coffee has moved rather slowly. Jobbers do not seem to be particularly interested over the question of duty on the article and buyers are taking the same small quantities they have indulged in for a year or so. At the close Rio is held at 67½@7½c. In store and afloat there are 3,740,445 bags, against 3,882,762 bags at the same time last year. Tea is hardly as active as at the close of 1908, but holders are firm in their views and not inclined to make any concessions. January is usually a quiet month and, as soon as the work of stocktaking is through with, there will be a replenishing of stocks. Low grades still attract most attention in Pingsueys and Formosas.

Buyers of sugar seem to anticipate a rise in rates and during the week the market has been quite active. Prevailing rate for granulated, 4.55c, less 1 per cent. cash.

The rice market shows improvement since the first of the year and quotations are well sustained on former basis. The supply is fairly liberal, especially of foreigners. Reports from the South show that many mills have not started up—an indication that growers are not making extensive deliveries. Prime to choice domestic is worth 5¼@6c.

Quite a good deal of activity has been exhibited in the spice trade, as compared with some former weeks, and prices are firm, with stocks comparatively light.

Molasses is firmly sustained, but there seems to be a gradual falling off in the volume of business, and although the loss in this respect is hardly noticeable, it is a repetition of former years. Good to choice centrifugals, 22@30c.

Canned goods are generally reported steady, but the volume of business has been rather light. Seventy cents seems about the correct figure for standard tomatoes—goods that are really standard—and sellers are determined not to accept a less figure than this. Holders of peas want 75@80c and buyers are not inclined to pay it. Corn is dull, but sellers are firm and look for a better enquiry later, although on what they base their hopes is not so clear.

The butter market is firm and the cold wave has given added strength Creamery specials, 33½c; extras, 32½@33c; held stock, 29½@30c; factory, 21@22c; imitation creamery, 23@24c.

Eggs have had their ups and downs this week, although if we may judge by the inadequacy of supplies of top grades there should have been not the slightest decline. Fresh gathered firsts are quoted at 31½c and seconds at 29@30c; refrigerator stock, 27½@28c.

There is no change in cheese. Top grades of New York State full cream are held at 13½@14½c.

Custom Tanning

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

H. DAHM & CO.,

Care E. S. Kiefer's Tannery.

Phone Cit. 5746

Grand Rapids, Mich.

The 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.

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



TRADE WINNERS.

Pop Corn Poppers,
Peanut Roasters and
Combination Machines.

MANY STYLES.

Satisfaction Guaranteed.
Send for Catalog.

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

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

All Kinds of Cheese at Prices to Please

Write or phone

C. D. CRITTENDEN CO.

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

Wholesale Butter, Eggs and Cheese

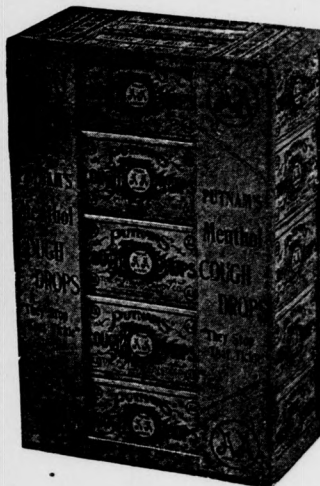
BUTTER

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

T. H. CONDRA & CO.

Manufacturers of Renovated Butter

Grand Rapids, Mich.

Putnam's
Menthol Cough Drops

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

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

One Full Size Carton Free

when returned to us or your jobber properly endorsed.

PUTNAM FACTORY, National Candy Co.

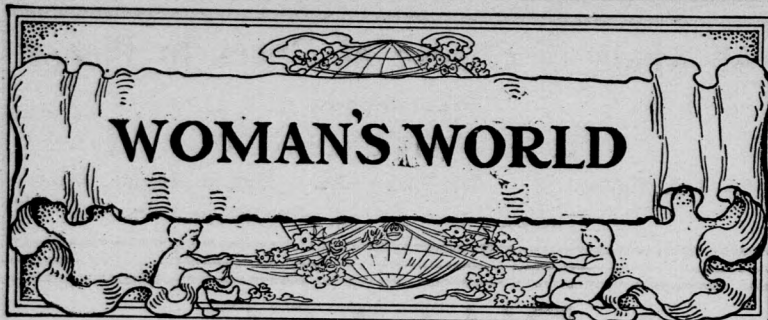
Makers

GRAND RAPIDS, MICH.

WISE
GROCERS
SUPPLY"QUAKER"
BRAND
COFFEE

**WORDEN
GROCER
CO.**

GRAND RAPIDS



Calf Love an Ailment Like Mumps or Measles.

A youth of the tender age of 18 writes to me that he is desperately in love with a woman five years his senior, and asks my opinion of the propriety of engaging himself to the lady.

Don't do it, son!

Calf love is as passing an ailment as the mumps or measles. It is just a hectic fever, mighty engrossing and worrying while it lasts, but in a week or two, with proper treatment, it will all be over, and you will be well again.

It is not a chronic complaint, like a lesion of the heart, from which one never recovers.

There are plenty of chances in matrimony, son, without taking any chance on what you are going to be and like yourself when you grow up. Therefore, give yourself the benefit of the doubt. Do not tie a knot with your tongue, while you are still a mere infant in arms, that it will take heartaches and shame and divorce lawyers to untie when you arrive at man's estate, and find out what sort of a wife you really want and need.

Of course, you say that you are very mature for your age, that you have seen a lot of the world, and are "wise," and all the balance of it, but it is not true.

Every boy that ever lived thought and said the same thing. A half dozen years later he looks back and laughs at his folly, and wonders what on earth he ever could have seen in that brainless little chit Susie Brown, or that heavyweight Marian Jones, that could have made him even fancy he was in love with her.

And then he fetches a prayer of thanksgiving that he did not marry her; while a cold shudder chases up and down his spine as he thinks, just supposing he had!

For a man's taste in woman changes and the feminine charms that attracted him in his boyhood no more appeal to him in his maturity than do the pink ice cream and chocolate soda water for which his soul used to hunger in his youth. On the contrary, they both give him that same sick, sinking feeling of having had enough and too much.

There are no more pitiful tragedies in the world, son, than those in which high-minded, generous-hearted, romantic boys fall victims to their delusions about being in love.

For, look you! You are not the first lad who ever thought himself in love; and the mere fact that you are in love with a woman five years

older than yourself proves your case typical.

Practically every boy that ever lived has been through the same experience, for the minute a youth finds out that his pulses can flutter, and gets to the place where he can distinguish between a pretty woman and an old one, he diagnoses his case as one of undying affection.

Sometimes there is no one to stretch out a helping hand and keep him from committing suicide by marrying while he is under this hallucination, and he lays upon shoulders too weak and young to bear it the heavy load of matrimony. If he is poor, by that act he seals his doom, for he can never get ahead with a family to support, and you will find him, except in rare cases, an old, wornout, broken-down man at 45.

The boy who marries also takes a 100 to 1 shot at domestic happiness, because he risks his own development. The woman he marries may be good enough and intelligent enough, and cultivated enough for his mate when he is only a crude, raw gosling; but what if he grows, as so many men do, into a beautiful swan, with wide, strong wings, capable of soaring into the upper air?

Observe the people you know, son. Do you think that Jones, with his broad, tolerant outlook on life and his culture and his charm, would have married that stupid little Mrs. Jones if he had waited until he came to himself?

Would Smith, who is so brilliant a conversationalist abroad, who is the wit and toast of every dinner table but his own, have married Mrs. Smith, who never understands a word he says, and who does not take the slightest interest in anything but clothes and servants, if he waited until he knew what sort of a comrade he needed in life?

No, no! You know they would not. And worse still, they know they would not.

Nine-tenths of the matrimonial misery is the direct result of early marriage. It is the boy husband who becomes the middle aged rounder.

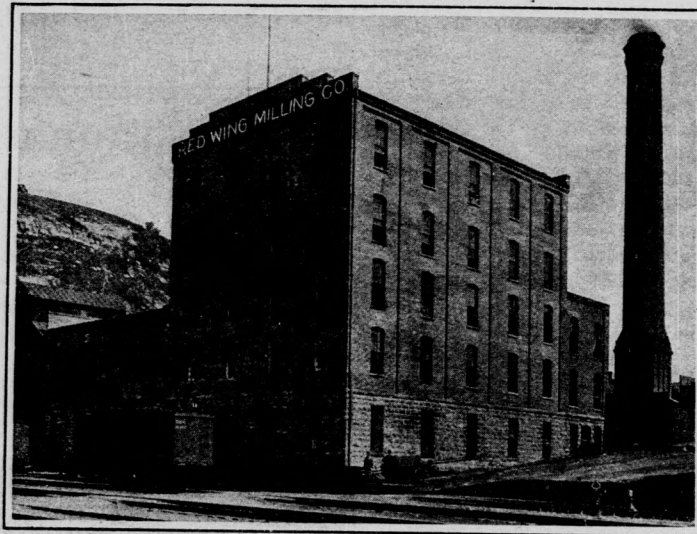
The French have a proverb that the roue makes the best husband. This is not because he has seen and known the wickedness of the world, but because he is old enough when he marries to have reached his own mental stature and know what he wants in a wife.

Matrimony is none too certain a game anyway, son; but if you sit into it while you are still a boy, Fate loads the dice with which you play,

The Mill That Mills

BIXOTA FLOUR

In the Heart of the Spring Wheat Belt



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

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

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

Red Wing Milling Co.

Red Wing, Minn.

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

Karo

The Syrup of Purity and Wholesomeness

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

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

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

**CORN PRODUCTS
REFINING COMPANY**

New York



and you haven't one chance in a million to win out.

Becoming engaged while you are still a boy is scarcely less hazardous.

What generally happens in a long engagement is that the poetry of it gets tarnished, the fire and thrill peter out, and even its sentiment gets moth-eaten and dingy. It is a burden on the man and a cruel injustice to the girl, and no man has any business asking a woman to marry him until he can also set the wedding day.

The young boy who asks a girl to wait for him while he goes out into the world to make his fortune can only justify his foolhardiness by his youth. He is so young he does not realize what he is doing. If he is honorable he is tying himself down for life before he has even begun to live; and if he is dishonorable, he is wantonly sacrificing a woman's life.

The boy goes out into the great university of life. He learns, grows, develops, changes from boy to man.

He comes to belong to another world than that of his early love, but some day he knows that he must go back and make good on that engagement. His love has flickered and gone out. His heart may even be another's.

If he has the courage he tells the girl that he has outgrown his boyish affection, and there is one more sour old maid in the world, a woman who has been defrauded of her springtime of love and happiness by waiting on a vain hope.

If he lacks the courage, and is of the stuff that martyrs are made of, he goes back and keeps his troth, and marries the girl, and both are miserable ever after.

So, son, pass up the early engagement! Flee it as you would the pestilence, and take this as an additional straight tip—Any woman of 23 who would be willing to engage herself to a boy of 18 is a candidate for the feeble-minded asylum. There is something wrong with her thinks.
Dorothy Dix.

Cutting Retort.

Forty years ago there was a circuit judge in Northern Michigan who was noted for his boorish manners. A very finical lawyer whom he especially disliked was once trying a case before him, and all the while the barrister spoke the Judge sat with his feet elevated on the railing in front of him, hiding his face.

Exasperated by this the lawyer queried:

"May I ask which end of Your Honor I am to address?"

"Whichever you choose," drawled the Judge.

"Well," was the retort, "I suppose there is as much law in one end as the other."

Every middle-aged woman is set in her ways and opinions, but you can't induce her to admit it.

Giving is always a fine form of thanksgiving.

To get love is much, but to give it is more.

Grand Rapids Floral Co.
Wholesale and Retail
FLOWERS
149 Monroe Street, Grand Rapids, Mich.

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.

Pure California Fruits

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

H. P. D. Kingsbury
Redlands, California

(Where the oranges come from)

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



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.

A HOME INVESTMENT

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

HAS REAL ADVANTAGES

For this reason, among others, the stock of

THE CITIZENS TELEPHONE CO.

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

The Trade can Trust any promise made in the name of SAPOLIO; and, therefore, there need be no hesitation about stocking

HAND SAPOLIO

It is boldly advertised, and will both sell and satisfy.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

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

WHEN A MAN IS DOWN.

How a Wave of Gossip Nearly Wrecked the Center.

Written for the Tradesman.

Many a thriving business has been wrecked by an idle remark. Many an industrious merchant has been lied out of hard-won success. Exaggeration is natural to all forms of animal life, and exaggeration pushes a lie along a thousand miles a second. Beware of the person who habitually exaggerates. Perhaps he doesn't do it viciously. It is more than likely that he tells a big story in the belief that it increases his own importance. But, after all, he is a dangerous person to have around.

There was Jay Dillon. He didn't know a whole lot, but he was not regarded as a fool or a vicious person. He had the habit of exaggeration. If a friend told him about catching a fish twelve inches long, that fish grew two inches every time Jay repeated the story. If John told him that he was angry enough to knock Dick down, Jay had it that John did knock Dick down. You know such people.

Jay operated a couple of delivery wagons and delivered goods for the Bargain Center. The Bargain Center was the largest store in the town, and was so well known that the people left off the Bargain and called it the Center. There were some mean enough to declare that Griswold, the proprietor of the Center, also left off the bargain sometimes, but, then, people are always saying spiteful things of a successful merchant.

One day Jay went to the Center to collect some money and did not get it.

"I've got a big bill to pay next week," Griswold said, "and I can't see where the money is coming from. Business is rotten, and the first thing I know my creditors will be taking over the store."

It was a foolish remark to make, especially to a man like Jay, but Griswold was in ill humor, and didn't want the fellow bothering around for the little dab of cash he had coming to him. What he said wasn't true, either. He had money in bank to pay the bills which were coming due, and was doing a fair business. It was an idle remark, and he paid for it.

When Jay went out of the store, scowling, he met Steve going in. Steve worked for Griswold a part of the time, rustling barrels and boxes in the basement and doing the heavy work on fresh consignments.

"Hello," said Jay. "Going in to strike the old man for the dough?"

"Bet your life!" replied Steve.

"Well, you needn't trouble yourself to go in," said Jay. "I've just been there and got a frost. The old man said he wasn't doing any business; that he had no money to pay his bills with, and that his creditors would be along next week and take possession of the store. I'm sorry for the old man. He's worked hard to build up that business. I wonder what he'll do now? He's most too old and feeble to go to work for someone else."

Steve was another man who liked to exaggerate. He was also a man to take fright at anything that threatened his own interests. Now he was scared of his job. He rushed into Griswold's private office and demanded his money.

"I know what's coming off here!" he shouted. "I want my money!"

Griswold arose sedately from his swivel chair, took Steve by the back of the neck and projected him out of the store, running him down the aisle to the back door at express speed. Steve arose from the mud in the alley and brushed the legs of his trousers. Then he turned the corner and stepped in at the Hub, the rival of the Center.

"Can you give me a job?" he asked of Patterson, the manager.

STEIMER & MOORE WHIP CO.

Westfield, Mass.
Not a branch. Build your trade direct.
GRAHAM ROYS, Agent
Fitch Court, Grand Rapids, Mich.
Freight rates from here. Write either for catalogue.
"G. R. KNOWS HOW"

The Celebrated Royal Gem Lighting System
with the double cartridge generator and perfected inverted lights. We send the lighting systems on 30 days' trial to responsible parties. Thousands in use. Royal Gem cannot be imitated: the Removable Cartridges patented. Special Street Lighting Devices. Send diagram for low estimate.
ROYAL GAS LIGHT CO.
218 E. Kinzie St., Chicago, Ill.

Mica Axle Grease

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

Hand Separator Oil

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

STANDARD OIL CO.
GRAND RAPIDS, MICH.

Established in 1873

Best Equipped
Firm in the State

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

The Weatherly Co.
18 Pearl St. Grand Rapids, Mich.

Used Autos

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

I make a specialty of the sale of used automobiles and am the largest dealer in Western Michigan.
Send for my list. I can take your old car in exchange.

S. A. DWIGHT
1-5 Lyon St., Grand Rapids, Mich.

Foster, Stevens & Co.

Wholesale Hardware

Fire Arms and Ammunition

33-35-37-39-41 Louis St.
10 and 12 Monroe St.

Grand Rapids, Michigan

Fine Cold Day Sellers

Clark Foot Warmers

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

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

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

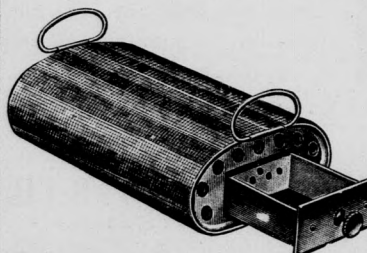
Clark Coal Is Best

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

It is the one fuel that always pleases.

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

Chicago Flexible Shaft Company
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Ben-Hur Cigars Always Cut Ice

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

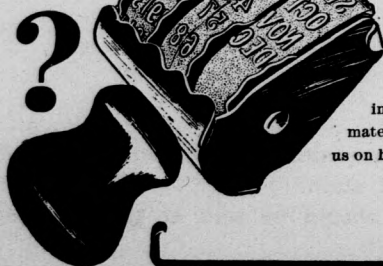
Ben-Hurs will ginger up any trade, and, best of all, they never become an old story with smokers; they establish a trade and hold it by their constant good quality.

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

Worden Grocer Co., Distributors
Grand Rapids, Mich.



Can You
Remember
Dates



YOU NEED THIS DATER IN Your Business—We'll Send One Free

Don't trust to memory. Don't burden your mind with dates. Stamp it on and be sure. Every paint dealer will quickly see the advantage of stamping date of receipt on every can of paint he handles. Why? No guesswork then as to how long it's been in stock. No uncertainty as to which colors go fast, which slow—you'll know. Then date all bills, invoices, memoranda and estimates. Good thing! Better than that! To make it easy for you we'll send one Dater free to each regular paint dealer who will write us on his business stationery and ask for it. Write today.

THE MARTIN-SENOUR COMPANY,
Chicago Montreal

"Why," said the manager, "I thought you had a good job over at the Center."

"I can't get my pay over there," replied Steve. "He's going to bust up."

"What's that?" demanded Patterson.

"He says his creditors will take charge next week," said Steve, repeating the slander originated by Jay, "and when I went in after my money he threw me out. I thought he was going after me with an ax."

Jay came in just as Steve was telling how Griswold came near going after him with an ax. He, too, was looking for a job with the Hub.

"He told me," he said, in answer to a question from Patterson, "that he had no money to pay his bills, and said his creditors would be on next week. And so he went after you with an ax, did he?" he added, turning to Steve.

Steve grinned. He did not say that he had been attacked by Griswold with an ax, but his silence inferred it, and when Patterson made the remark that Griswold must be going crazy Jay and Steve went out to the next store and said that Griswold had failed, and his creditors were going to take charge of the store, and Griswold had gone insane and attacked his employees with an ax.

Patterson and Jay and Steve did some talking that night. Griswold noticed, when the store was opened the next morning, that people came and stopped in front and stood on the sidewalk looking in. He also observed that every little bill he owed was presented. He paid them all and sat down wondering what had come over the town.

About noon a traveling salesman who had been given a large order the night before came in and said he received orders from his firm to collect cash for the order or get endorsed paper. As a matter of fact, the salesman had heard the talk about Griswold and had wired his house that the merchant was on the point of failure and mental collapse because of his financial troubles, and that he was beating people up with any old weapon he could lay his hands on. Griswold told the salesman to get out of the store.

On his way out he met a collector for the firm whose bills became due the next week. The collector was sweating and his eyes were wild.

"How are things?" he asked.

The salesman backed up against the door casing and told all that Patterson and Jay and Steve had said, with such additions as he could think of. The collector was a sane man next to his job. He smiled and walked in the store and tried to get an order for ten thousand dollars' worth of goods, payable in three, six and nine months.

"By the way," said Griswold, "I've got the money for that other bill. I'll give you a check now. Well, send on a lot of stuff, you've got the list, and draw on me in sixty days. Say, have you noticed anything strange

about the people this morning? Why are they gawping into this store?"

The collector took his check and burst out laughing.

"If you won't get angry," he said, "I'll tell you what's coming off in this lovely little town. You're up against it!"

"Only for your frankness," said Griswold, after the story had been told, "I should be up against it. Ruined! Not a doubt of it! Say, where do you think I might find Jay and Steve and Patterson?"

"If you go to doing anything to them," advised the collector, "you'll make it all the harder. Send the two men a check by mail and call in and talk it over with Patterson. It was all on the square with him."

The good sense of the collector saved Griswold, but there are cases in which men have been ruined by just such foolish remarks.

Alfred B. Tozer.

CHILD, HULSWIT & CO.

INCORPORATED.

BANKERS

GAS SECURITIES

DEALERS IN

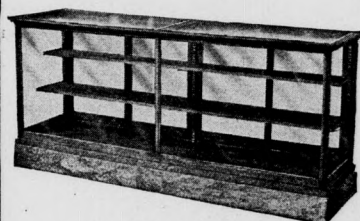
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SPECIAL DEPARTMENT DEALING
IN BANK AND INDUSTRIAL STOCKS
AND BONDS OF WESTERN MICHIGAN.

ORDERS EXECUTED FOR LISTED
SECURITIES.

CITIZENS 1909 BELL 424
823 MICHIGAN TRUST BUILDING,
GRAND RAPIDS

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.

A DIVIDEND PAYER

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

Holland Furnace Co., Holland, Mich.

We Make a Specialty of Accounts of Banks and Bankers

The Grand Rapids National Bank

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THE NATIONAL CITY BANK GRAND RAPIDS

WE CAN PAY YOU

3% to 3½%

On Your Surplus or Trust Funds If They Remain 3 Months or Longer

49 Years of Business Success

Capital, Surplus and Profits \$812,000

All Business Confidential

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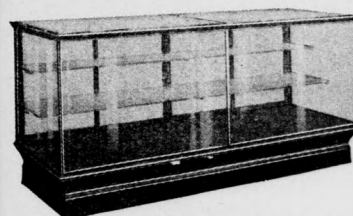


No. 1 Canal St.

Capital and Surplus
\$1,200,000.00

Assets
\$7,000,000.00

Commercial and Savings
Departments



Our Crackerjack No. 25

Write for our catalog A.

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

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

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

GRAND RAPIDS SHOW CASE CO.
GRAND RAPIDS, MICH.

The Largest Show Case Plant in the World

PURE OIL

OLIENE The highest grade PENNSYLVANIA oil of unequalled excellence. It will not blacken the chimneys, and saves thereby an endless amount of labor. It never crusts the wicks, nor emits unpleasant odors, but on the contrary is comparatively

Smokeless and Odorless

Grand Rapids Oil Company

Michigan Branch of the Independent
Refining Co., Ltd., Oil City, Pa.



It Pays To Treat the Traveler Courteously.

Not one buyer in twenty accords the traveling man proper courtesy. Head buyers, department heads, stock-keepers, and even the young man who has but recently been given the buying of a single line, are equally guilty. They appear to give the impression that they occupy a higher plane in life than the man who sells them the goods they are paid to buy and must have in their business.

Courtesy pays. It does not cost anything and is due every one. It makes friends and holds them. There is no excuse for mistreating the traveling man simply because he is a seller. As long as he conducts himself in a gentlemanly manner, and when before their buyers 99 per cent. of them do, he is entitled to treatment as such. Even the buyers will not deny this, although they seldom practice it.

There are buyers who can exhibit the greatest courtesy to customers, smile and joke with them, tell them how glad they are to see them, and so on; turn right from them to a traveling man who has witnessed the entire proceeding with becoming patience and reverse their manner and looks with an art which would have made a Joseph Jefferson or a Henry Irving blush with shame.

All buyers, of course, are not in this class. There are courteous ones, both old and young. There are elderly gentlemen, silvery-haired and spectacled, who will rise from their chairs, extend a friendly hand and give the traveling man an opportunity to state the object of his call. There are middle-aged men who, although busily occupied, will nevertheless welcome a salesman and accord him a respectable hearing. There are some very young buyers, although these are mostly inclined to show their authority, who will cordially receive a salesman. There are buyers who are so pleasant and agreeable that a salesman would actually rather leave them without an order than to leave with an order from certain other buyers on his route. Occasionally is found a boy-like buyer, small enough to be wrapped in the mass of stationery on the huge desk from which he turns to greet a traveling man. His pleasant manner, agreeable welcome, and gentlemanly treatment win the admiration of every one, and he is generally given everything in the way of "specials" the salesman may have "up his sleeve."

The majority, however, are in the other class. There are old men who

are so grouchy and mean that it chills a traveling man to even look at them. Just the thought of having to call on them makes him shudder. They are so nervous that they can not sit still long enough to learn the salesman's name and the name of his house. If given a card it will go on the floor or into the wastebasket after a blank glance, and perhaps without even a glance. They will not listen to his proposition, look at his samples or talk to him. They claim they do not need salesmen to sell them goods, that they can buy by mail, that a salesman is a nuisance, and so on, although this same man may have dozens of men traveling for him and soliciting business.

"Know all" buyers are often met with. They know everything. No salesman can tell them anything. They give short, jerky answers, talk very curtly and soon disgust not only the salesman but any one else who happens to overhear the conversation. This class of buyers think they impress the traveling man with their importance, while as a matter of fact they only make themselves figures of disgust such as the traveling man encounters every day.

There are some buyers who are naturally courteous but who think it "smart" to be gruff with traveling men, simply because they know the skilled salesman is too wise and too prudent to resent it to their faces. Thus, if a stranger calls who at first sight might be taken for a customer instead of a salesman, the buyer is over-polite to him until he discovers his mistake, when his manner immediately changes and the stranger is given the traveling man's reception instead of the customer's.

Some buyers will let a salesman stand for many minutes without even recognizing him. Then they half-way turn in their chairs, stick out an unwelcoming hand, and, before the salesman has an opportunity to present himself, turn back to their desks with the remark, "Go on—I can read my mail and listen to you, too," while the truth of the matter is that they are only feigning. Treatment of this character, although calmly submitted to at the time, is very exasperating to the salesman, and the desire to "get even" is very strong and quite often satisfied in one way or another.

A reputation for treating traveling men courteously is good capital for a house. Every man has more or less influence, and the good will of the traveling men is valuable to both the buyer and his house. Salesmen are frequently given a certain territory

with practically unlimited authority as far as that territory is concerned, and the lines thus assigned are generally sold to but one man in each town. These lines are valuable, not only for the business which is done on them alone, but for the other business which they influence. Naturally, if a territory is open, all things being equal, the line will go to the courteous buyer who is liked by the salesman, and not to the man who takes apparent pleasure in abusing the salesman.

There are vast numbers of specialty salesmen, "missionary men" as they are called, men who canvass the retail trade and secure orders to be executed by the jobber. They may have instructions to work independently and let orders fall where they may, but there are any number of ways to switch these orders without straining their instructions. Ninety-nine times out of a possible hundred if the salesman asks, "Whom do you want this through—Brown & Co.?" the buyer will say, "Yes," while he might have given it to Jones & Co. had the salesman qualified their name or simply asked the question without mentioning either name. The result of this is Jones & Co., seeing they are getting none of these orders, will soon be writing the salesman's house that they are not getting a "fair shake," that the salesman is favoring the "other fellow" and turning all his orders that way. They fail to explain in this letter, however, that their buyers do not give the salesman a respectable hearing when he comes into their office.

Very often a salesman will present a new article. It may not appeal to the wholesale buyer as being salable and he will turn it down very coldly. Stimulated by the rebuke he has just suffered, that salesman may go out and sell nine out of every ten retailers, but through the "other fellow," who has encouraged him and made capital out of the first man's failing. Thus it is shown how easily a house may lose business through discourtesy on the part of its buyers.

Salesmen are frequently given "specials" for select customers. They may be in the shape of confidential rebates or commissions, low prices, extra quality, expensive advertising matter, gifts or in various other forms. The courteous buyer is always on the "select" list and always gets these "specials." The cold-blooded buyer is only thought of in that "get-even" spirit which is a part of every human frame.

Many valuable bits of information may be gleaned from traveling men. They go everywhere, know what others are doing, keep abreast of the times and are in position to give the buyer many "tips" if given the opportunity. A few moments given them, however ill-spared, may elicit information which will be worth many dollars to the house.

Traveling men are human, have human feelings and resent ill-treatment just the same as a buyer. It is but natural for them to favor the men who treat them respectfully, and where they are denied such treat-

ment it not only results in their working against that house, but encourages them to work just that much harder for the other man.

A house is the victim of its own neglect in not demanding of its buyers the same uniform courtesy which it requires of its salesmen and other employees. All buyers, of course, have old friends among the traveling men whom they treat courteously. That is commendable as far as it goes, but they should extend uniform courtesy to all, and strangers particularly. A stranger may be a great deal more influential than he appears, and his good will can be immediately gained by a polite reception. A cordial welcome, a friendly handshake and a request to be seated have a very soothing effect. Good results can only be obtained where everybody and everything are agreeable. It may appear a small matter, but courtesy is just as essential to business as oil to a machine.

L. H. Kassel.

When you see a traveler
hustling extra hard make
up your mind his object is
to reach Grand Rapids by
Saturday night.

Sunday passes quickly at

Hotel Livingston
Grand Rapids, Mich.

Foresight

is better than hindsight.

Foresee your telephonic requirements and you will never suffer for lack of service.

ORDER TODAY

"Use the Bell"

IT
PAYS

CALL
MAIN
330



Save Your Money

Stop wasting it on those expensively operated lights. An Improved Hanson Lighting System gives 100 per cent. better light at 50 per cent. less cost to operate. Let us send you descriptive catalogue telling all.

**American Gas
Machine Co.**
Albert Lea, Minn.



PARCELS POST.

Measure Probably Consigned To the Great Beyond.

Washington, D. C., Jan. 12—Present indications point to a multitude of bills, both in the House and the Senate, going into the Great Beyond for bills as "unfinished business," which means that these bills will have to be introduced again in the next Congress if the authors want them considered again. Among these is the odious parcels post measure. In view of the fact that its creator, Postmaster General Meyers, is slated for another cabinet job, it is unlikely that it will get the support in the next Congress that it had in this. Meyers has been very active, but I doubt whether he will be able to instill very much activity for the measure into his successor. The status of the bill is this: It is still in committee, has never been considered by the Committee and won't be this session unless something unforeseen comes up. Petition after petition is still being filed by the clerk of the Committee on Post Roads and Offices. All members of Congress have recently received a copy of reprints from the Iron Age, in which it is stated that the opponents of the scheme should lose no time and spare no effort in combatting this insidious attempt to establish a parcels post, even on a limited scale. Then follow valid reasons, so well known to the readers of this paper, why the good fight should be made.

The Sherley bankruptcy bill has met with the approval of the members of the House Judiciary Committee and the Committee has voted to report the bill without any changes except typographical and grammatical ones. This bill was really drafted by the Credit Men's Association and represents the views the Association has been trying for some time to enforce upon Congress.

The powerful Ways and Means Committee is still preserving its usual secrecy regarding the doings in the line of tariff revision. Once in awhile you hear of something happening, but it is safe to say that there is nothing very positive in it. The members have been sworn to dark and inviolable secrecy and there is no way in which anything can leak out. Some say that if they keep this up there is a grave danger that the whole tariff revision scheme will be delayed and crippled.

Friends of the pure food law here are a good deal elated at the victory recently won by State Food Commissioner Barnard in Indiana. It is said that Curtice Bros., of Rochester, N. Y., and Williams Bros. Co., of Detroit, appeared before the federal judge and asked for an injunction restraining Barnard from condemning products which contained benzoate of soda. It is said that the judge, after reading the affidavits and hearing both sides of the case, not only refused to issue the injunction but scored the respective companies. This state-to-state campaign on the part of manufacturers and the conflicting decisions (a judge recently did issue

such an injunction) are going to make it necessary for some final judgment to be rendered. This will, probably, come from the Referee Board when that estimable body gets ready to report. The House Committee on Agriculture has been trying to find out something of the workings of the Referee Board, but the hearings have been postponed for a little time.

Frank W. Lawson.

Movements of Gideon Workers.

Detroit, Jan. 12—A. H. Holmes led the Griswold House hotel meeting, assisted by C. M. Smith, Mr. and Mrs. Gates, Mrs. Williams and Mr. Grant. Many were present and one lady asked for prayers.

Aaron B. Gates.

Detroit, Jan. 12—On Christmas day, Harold G. Bowers, son of former Superintendent Chas. T. Bowers, Lincoln, Neb., was drowned in Salt Creek while skating with a lady friend. Only by a quick swerve was it possible for her to save herself, but she saw her friend go under the ice, not to again come to the surface. Help was summoned as soon as possible, it being out in the country, but before he could be taken out of the water one-half hour was lost and, although all methods of resuscitation were tried, they proved of no avail. Mr. Bowers was 23 years of age and had been for two years in the employ of his brother-in-law, learning the photographer's trade. It was his idea to make that his life work and he was laying plans to set up in business for himself in a few years.

Bay City Camp of Gideons met in the Y. M. C. A. on Saturday evening, January 2, and re-organized for more active work. A committee of three was appointed to solicit funds for placing a bible in the guest room of every hotel in the city. A resolution was also acted upon favorably that an invitation be extended the state officers to designate Bay City as the next place of meeting for the State convention in April.

The third National Cabinet session of the Gideon year, July to July, will be held on Jan. 23, in Chicago, at National headquarters. The total number of members is eleven. The next National convention will be held in St. Louis, July 23 to 25. This will be preceded by a delegated constitutional convention for revising the constitution. This will be held at same place on July 22. The St. Louis boys are already planning for this affair and their aim is to have it the best convention ever held.

Chas. M. Smith.

Everyone admires a liberal man, and one who is frank of speech and self-confident. But how many men, in their zeal to manifest these three qualities, overlook the boundaries between liberality and prodigality, between speech that is frank and speech that is blatant; between self-confidence and egotism?

Respect a customer's opinion if you want him to respect yours. That does not mean that you're going to leave him in possession of it, provided it chances to be an unfavorable one.

Gripsack Brigade.

Beware of overconfidence.

Experience sells more goods than egotism.

Don't balk at the little hills. If you do you will never climb the mountain.

It is important to make friends. It is more important not to make enemies.

The season of hot weather is the time to show that your ambition and enthusiasm are not easily wilted.

The idea that extravagance makes one look prosperous in the eyes of others, and therefore reflects favorably on his ability, is a costly mistake. The general run of people are not fooled by the lavishness of the man who spends more than he can afford. They mistrust his common sense and no one believes in the ability of a man who has not common sense.

Don't believe that old yarn that Opportunity knocks only once at every man's door and that if you miss that first call you have no hope. Opportunity is no such quitter. She keeps coming to every man again and again. You can't lose her. That is the real truth of the matter. From your earliest days she camps on your trail and dogs your every footstep. No matter how often you fail she always has another hope to offer you. You can not get away from her. She clings to you when the folks at home have become disgusted and passed you up. She clings to you when every one else has lost faith in you, including yourself. She never leaves you until the undertaker gets you. Truth is expressed in the profoundly inspiring motto of one of our wittiest journalists: "While there's life there's hope," which, being interpreted, means, "While there's life there's Opportunity."

The railway managers of Michigan are circulating petitions among their employes asking the Legislature to amend the 2 cent law so that passengers who do not buy tickets but pay on the trains be compelled to pay a 3 cent fare instead of 2 or 2½ cents. These petitions are being circulated under duress in most cases, inasmuch as the employes do not believe in the proposed measure and do not hesitate to state that they think the Legislature will make short work of the request. The unfairness of this proposition will be readily apparent to most travelers, because it would be easy, under such an arrangement, for the railroads to force a large percentage of the passengers to pay 3 cents a mile. At the union depot in Grand Rapids, for instance, the people are compelled to leave the ticket office every morning without being able to purchase a ticket in order to make their trains. On Tuesday morning of this week over twenty passengers were summoned to the trains by the starting gong while waiting to be served at the ticket window, and the employes in the depot assert that this is a matter of common occurrence several times every day. The same is true, to a lesser degree, in hundreds of local stations throughout the State. The editor of the Tradesman has frequent occasion to visit a Northern

Michigan town which happens to be a junction point. Many passengers are made to wait in the depot, but the ticket window is seldom lifted until the train whistles. This means that very few of the passengers can obtain their ticket before the agent grabs his letters and rushes out to give them to the baggageman and also assist in taking off and putting on baggage. By employing tactics of this kind fully three-fourths of the passengers could be forced on the trains by the railroads without being given an opportunity to buy tickets. Of course, there is a State law providing that ticket windows shall be lifted a certain time before the arrival of trains, but the railroads have never complied with this law, any more than they comply with the law regarding the bulletin boards in the depot being kept up to date. The proposition is based on disregard of the law; and the Tradesman is loath to believe that the Legislature will regard the petitions with any degree of seriousness. The railway managers are covertly claiming that they have a majority of both branches of the Legislature "lined up" for the corporations, but even although this is the case it is doubtful whether Governor Warner can be made to see that it is his duty to approve such a law, albeit the traveling men treated him very shabbily at the last election, considering the self-sacrificing work he did for them and the reforms he accomplished in their interest.

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

Buffalo, Jan. 13—Creamery, fresh 25@32c; dairy, fresh, 20@26c; poor to common, 14@20c.

Eggs—Strictly fresh, candled, 30@32c; cold storage, 28c.

Live Poultry—Fowls, 12@14c; ducks, 14@15c; geese, 12@13c; old cox, 9@10c; springs, 13@14c; turkeys 19@20c.

Dressed Poultry—Fowls, 13@14c; springs, 14@15c; old cox, 10c; ducks, 16@17c; turkeys, 22@25c.

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

Potatoes—70@73c per bu. Rea & Witzig.

The Drug Market.

Opium—Is very firm and tending higher.

Morphine—Is unchanged.

Quinine—Is steady.

Oils Lemon, Bergamot and Orange—Have almost doubled in value.

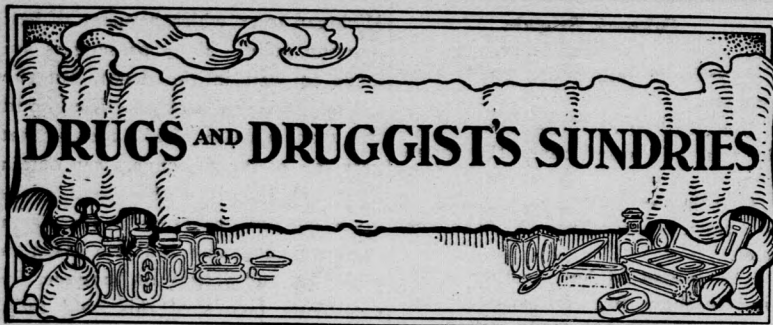
Citric Acid, Juniper Berries, Castile Soap and Olive Oil—Have all advanced and are tending higher.

Formaldehyde—Is very firm and tending higher.

Manna—Has advanced 15c per pound.

Gum Camphor—Is weak and lower on account of lower prices for crude.

On account of the earthquake and fires in Italy all Italian products have advanced.



Michigan Board of Pharmacy.
 President—W. E. Collins, Owosso.
 Secretary—John D. Muir, Grand Rapids.
 Treasurer—W. A. Dohany, Detroit.
 Other Members—E. J. Rodgers, Port Huron, and Sid. A. Erwin, Battle Creek.
 Next Meeting—Ann Arbor, Jan. 19, 20 and 21, 1909.

Michigan State Pharmaceutical Association.

President—M. A. Jones, Lansing.
 First Vice-President—J. E. Way, Jackson.
 Second Vice-President—W. R. Hall, Manistee.
 Third Vice-President—M. M. Miller, Milan.
 Secretary—E. E. Calkins, Ann Arbor.
 Treasurer—A. B. Way, Sparta.

Novel Advertisement for Corn Cure.

A strikingly novel advertisement of a corn cure might be realized in this way: Stand a number of boxes in the window in a long semi-circle, those in the rear somewhat higher than the ones in the foreground. Cover these boxes with white paper. On the first box to the left stand a small girl's shoe on a school slate, with a school companion beside it, and pin a neat placard to the box, reading, "School-girl." On the second box place a new lady's slipper on a small, fancy cushion, with a hand mirror beside it, a placard on the face of the box reading, "Lady of leisure." On the third form to the left stand a well-worn lady's shoe on a piece of carpet, with a new scrubbing brush beside the shoe; the word "Housekeeper" should appear on the box. On the next form rest a gentleman's slipper on a folded smoking jacket, several pipes aiding in the suggestion of ease and comfort, the placard on the box reading, significantly, "Retired." The old shoe of a workingman is shown on the next box, standing on a layer of stones, the word "Laborer" appearing on the box. Next is displayed a new shoe, extreme in style, standing on a baseball score, close to a box of cigars, the accompanying placard reading, "Sport." In one corner of the window, in the background, place an old boot on a pile of potato baskets, with a wisp of hay thrust in the leg of the boot, a card on the baskets reading, "Farmer." In the opposite corner stand a tall stool exhibiting a shoe placarded "Book-keeper." Fill all the shoes with corn cure, pile the remedy in the center of the semi-circle of display forms, and hang over the exhibit this window sign:

Our Corn Cure
 Is Needed in
 Every Walk of Life.

Fluidextracts That Deteriorate With Age.

It has been suggested that the deficiency in alkaloidal strength of some fluidextracts investigated by the New York Board of Health was due to

decomposition of the active constituents after the preparations were made.

Doctor Schieffelin has now completed an investigation on this point, the results of which show that there was scarcely any appreciable deterioration in the fluidextracts of belladonna root, nux vomica, colchicum seed, guarana, hydrastis, ipecac, cinchona and stramonium, or in tincture of opium, after standing a year. In that space of time, however, fluidextract of coca lost 28 per cent. of its alkaloidal content, fluidextract of aconite root 10 per cent. and fluidextract of hyoscyamus 9 per cent. Such material loss in the active constituent of a preparation is a matter of serious consequence and should be carefully guarded against. It is dangerous to have in the Pharmacopoeia potent preparations which decline so rapidly in their efficacy, and it is to be hoped that the new fluidglycerates proposed will prove so much more stable than the official fluidextracts that the new line may be substituted for the old.

It is to be hoped before the new Pharmacopoeia is issued that this important question will be thoroughly investigated, as it is not fair to the dispenser that he should be offered without warning a line of unstable fluidextracts, destructive alike to his reputation and the health of the public.

Parke, Davis & Co. Declare Big Dividend.

Parke, Davis & Co. stockholders will receive a substantial extra dividend this year, although much less than the \$3,500,000 distribution of last year. At that time there was a stock dividend of 87½ per cent. incident to putting the surplus in capital, thus increasing the capital stock from \$4,000,000 to \$7,500,000, each stockholder getting new stock in the proportion of 87½ shares to 100 shares of the old stock.

In addition 4 per cent. was paid on the \$4,000,000 capitalization and 2 per cent. on the \$7,500,000 capitalization. This year the extra dividend takes the form of a 3 per cent. cash dividend, totaling \$350,000. Added to the regular 8 per cent. dividend this makes all dividends of the year 11 per cent. The authorized capitalization of Parke, Davis & Co. is now \$8,000,000. The \$7,500,000 has been paid in.

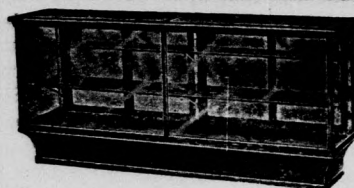
A man may think he is killing time, but sooner or later time puts him out of the running.

No prayer meeting is long enough that does not reach to the market place.

Map Out Your Plans for the New Year.

Few druggists begin too soon to prepare for the business of the new year. The men who get an early enough start in any kind of work are the exception and they are the successful ones. Plan your year's work in advance. Figure out what you want to do in 1909. Arrange a schedule which will accommodate itself to your finances and likely receipts and then hustle to keep up to that schedule. Plan your advertising as far ahead as you can. You know as well to-day what the seasonable goods of the year will be as you will know when the time for their sale comes. Keep an active memorandum on hand which will remind you in time of all these goods. Then you will find yourself stocking them in advance and advertising them just a little ahead instead of just a little behind the other fellow.

You can't convince the other fellow until you convince yourself.



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 easily judge for yourself by comparison.

We are willing to wait for your business until you realize we can do the best by you.

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

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



Why Don't You?

Be Consistent.

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

FOOLISH! SILLY! OH, YES!

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

BAD BUSINESS!

FOOLISH BUSINESS!

DON'T DO IT!

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

THE AMERICAN CASE AND REGISTER CO. Alliance, Ohio

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

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

Cut off at this line.

Send more particulars about the American Account Register and System.

Name

Town

State

WHOLESALE DRUG PRICE CURRENT

Acidum		Copalba		Scilla		Rubia Tinctorum		Vanilla	
Aceticum	60 8	Cubebae	1 75 1 85	Scilla	50	Saccharum La's	12 14	Zinci Sulph	9 00 8
Benzoinum, Ger.	70 75	Erigeron	2 15 2 25	Scilla Co.	50	Salacin	18 20	Oils	bbl. gal.
Boracie	12	Evechthos	2 35 2 50	Tolutan	50	Sanguis Drac's	4 50 4 75	Lard, extra	85 90
Carbolicum	16 23	Gaultheria	1 00 1 10	Prunus virg	50	Sapo, G	10 12	Lard, No. 1	60 65
Citricum	50 55	Geranium	2 50 4 00	Zingiber	50	Sapo, M	10 12	Linseed, pure raw	42 45
Hydrochlor	3 5	Gossippi Sem gal	70 75	Tinctures		Sapo, W	13 14	Linseed, boiled	43 46
Nitrosum	8 10	Hedeoma	3 00 3 50	Aloes	50	Seidlitz Mixture	20 22	Neat's-foot, w str	65 70
Oxalicum	14 15	Junipera	40 21 20	Aloes & Myrrh.	50	Sinapis	18	Spts. Turpentine	Market
Phosphoricum, dil.	44 47	Lavendula	90 30 60	Anconitum Nap'sF	50	Sinapis, opt.	30	Whale, winter	70 70
Sulphuricum	1 1/2 5	Limons	1 30 1 40	Anconitum Nap'sR	50	Snuff, Maccaboy,	51	Paints	bbl. L.
Tartaricum	38 40	Mentha Piper	1 75 1 90	Asafoetida	50	DeVos	51	Green, Paris	29 1/2 33 1/2
Ammonia		Mentha Verid	3 00 3 50	Atraanti Belladonna	50	Snuff, S'h DeVos	51	Green, Peninsular	13 16
Aqua, 18 deg.	4 6	Morrhuae, gal.	1 60 1 85	Cardamom	50	Soda, Boras, po.	6 10	Lead, red	7 1/2 8
Aqua, 20 deg.	6 8	Mylaria	3 00 3 50	Cardamon Co.	50	Soda, Carb	1 1/2 2	Lead, white	7 1/2 8
Carbonas	13 15	Olive	1 00 3 00	Cassia Acutifol	50	Soda, Bl-Carb	3 5	Ochre, yel Ber.	1 1/2 2
Chloridum	12 14	Picls Liquida	10 12	Cassia Acutifol Co	50	Soda, Ash	3 1/2 4	Ochre, yel mers	1 1/2 2 1/4
Aniline		Picls Liquida gal.	40 40	Castor	50	Sulphas	2 2	Putty, commerl	2 1/2 2 1/2 3/4
Black	2 00 2 25	Ricina	94 101 00	Catechu	50	Spts. Cologne	2 60	Putty, strictly pr	2 1/2 2 3/4
Brown	80 100	Rosae oz.	6 50 7 00	Cinchona	50	Spts. Ether Co.	50 55	Red Venetian	1 1/2 2 1/2
Red	46 50	Rosmarini	21 00	Cinchona Co.	50	Spts. Myrcia	2 50	Shaker Prep'd	1 25 1 35
Yellow	2 50 3 00	Sabina	90 100	Columbia	50	Spts. Vini Rect bbl	1 10 1 30	Vermilion, Eng.	75 80
Bacca		Santal	2 40 50	Cubebae	50	Spts. V'i Rect 1/2 b	4 5	Whiting, white S'n	90 90
Cubebae	28 30	Sassafras	85 90	Digitalis	50	Spts. V'i R't 5 gl	1 10 1 30	Whiting, white S'n	90 90
Juniperus	8 10	Sinapls, ess. oz.	40 45	Ergot	50	Sulphur Subl	2 1/2 3 1/4	Varnishes	
Xanthoxylum	30 35	Succini	40 45	Ferri Chloridum	35	Sulphur, Roll	2 1/2 3 1/4	Extra Turp	1 60 1 70
Balsamum		Thyme, opt.	40 50	Gentian	50	Tamarinds	8 10	No. 1 Turp Coachl	10 12 20
Copalba	65 75	Theobromas	15 20	Gentian Co.	50	Terebenth Venice	28 30		
Peru	2 75 2 85	Tigil	1 10 1 20	Guaiaca ammon.	50	Thebromae	50 55		
Terabin, Canada	75 80	Potassium		Hyoscymus	50				
Tolutan	40 45	Bi-Carb	15 18	Iodine	75				
Cortex		Bichromate	13 15	Iodine, colorless	75				
Abies, Canadian.	18	Bromide	25 30	Kino	50				
Cassia	18	Carb	12 15	Lobella	50				
Cinchona Flava	18	Chlorate po.	12 14	Myrrh	50				
Buonymus atro.	20	Cyanide	30 40	Nux Vomica	50				
Myrica Cerifera	60	Iodide	30 40	Opil	1 25				
Prunus Virginl.	15	Potassa Bittart pr	30 32	Opil, camphorated	1 00				
Quillaja, gr'd.	15	Potassa Nitras opt	7 10	Opil, deodorized	2 00				
Sassafras po 25	24	Potassa Nitras	6 8	Quassia	50				
Ulmus	20	Prussate	23 26	Rhatany	50				
Extractum		Sulphate po	15 18	Rhel	50				
Glycyrrhiza, Gla.	24 30	Radix		Sanguinaria	50				
Glycyrrhiza, po.	28 30	Aconitum	20 25	Serpentaria	50				
Haematox	11 12	Althaea	30 35	Stromonium	50				
Haematox, 1s	13 14	Anchusa	10 12	Tolutan	50				
Haematox, 1/2s	14 15	Arum po	25 30	Valerian	50				
Haematox, 1/4s	16 17	Calamus	20 40	Veratrum Veride	50				
Ferru		Gentiana po 15	12 15	Zingiber	50				
Carbonate Precip.	15	Glycyrrhiza nv 15	16 18						
Citrate and Quina	2 00	Hellebore, Alba	12 15						
Citrate Soluble.	55	Hydrastis, Canada	22 50						
Ferrocyanidum S	40	Hydrastis, Can. po	22 50						
Solut. Chloride	15	Inula, po	18 22						
Sulphate, com'l.	2	Inecac, po	2 00 2 10						
Sulphate, com'l, by	70	Iris plox	35 40						
bbl. per cwt.	7	Jalapa, pr.	25 30						
Sulphate, pure	7	Maranta, 1/2s	35 40						
Flora		Podophyllum po	15 18						
Arnica	20 25	Rhel	75 100						
Anthemis	50 60	Rhel, cut	1 00 1 25						
Matricaria	30 35	Rhel, nv	75 100						
Folia		Sanguinaria	18 25						
Barosma	45 50	Scilla, po 45	20 25						
Cassia Acutifol.	15 20	Senega	85 90						
Tinnevely	25 30	Serpentaria	50 55						
Cassia, Acutifol.	25 30	Smilax, M	25 30						
Salvia officinalis,	18 20	Smilax, off's H.	4 8						
1/2s and 1/4s	8 10	Spigella	1 45 1 50						
Uva Ursi	8 10	Symplocarpus	25 30						
Gummi		Valeriana Eng.	15 20						
Acacia, 1st pkd.	65	Zingiber a	12 16						
Acacia, 2nd pkd.	45	Zingiber j	25 28						
Acacia, 3rd pkd.	45	Miscellaneous							
Acacia, sifted sts.	45 50	Anisum po 20	16						
Aloe, Barb	22 25	Apium (gravel's)	13 15						
Aloe, Cape	25	Bird, 1s	4 6						
Aloe, Socotri	55 60	Cannabis Sativa	7 8						
Ammoniac	35 40	Cardamon	70 90						
Asafoetida	50 55	Carui po 15	15 18						
Benzoinum	50 55	Chenopodium	25 30						
Catechu, 1s	13	Cordandrum	12 14						
Catechu, 1/2s	14	Cydonium	75 100						
Catechu, 1/4s	16	Dipterix Odorate	2 00 2 25						
Comphorae	70 80	Foeniculum	4 8						
Euphorbium	40	Foenugreek, po.	7 9						
Galbanum	100	Linl	4 6						
Gamboge po. 1	25 1 35	Linl, gr'd bbl.	3 6						
Gauclium po 35	35	Lobella	75 80						
Kino po 45c	45	Pharlaris Cana'n	9 10						
Mastic	75	Rapa	5 6						
Myrrh po 50	45	Sinapis Alba	8 10						
Opium	60 4 70	Sinapis Nigra	9 10						
Shellac	45 55	Spiritus							
Shellac, bleached	60 65	Frument W. D.	2 00 2 50						
Tragacanth	70 1 00	Frument	1 25 1 50						
Herba		Juniperis Co.	1 75 2 00						
Absinthium	45 60	Juniperis Co O T	1 65 2 00						
Eupatorium oz pk	20	Saccharum N E	1 90 2 10						
Lobelia oz pk	25	Snt Vini Galli	1 75 2 50						
Majorium oz. pk	23	Vini Alba	1 25 2 00						
Mentra Pip. oz pk	28	Vini Oporto	1 25 2 00						
Mentra Ver. oz pk	25	Sponges							
Rue oz pk	35	Extra yellow sheeps'							
Tanacetum. V.	22	wool carriage	1 25						
Thymus V. oz pk	25	Florida sheeps' wool							
Magnesia		carriage	3 00 3 50						
Calcined, Pat.	55 60	Grass sheeps' wool							
Carbonate, Pat.	18 20	carriage	1 25						
Carbonate, K-M.	18 20	Hard, slate use.	1 00						
Carbonate	18 20	Nassau sheeps' wool							
Oleum		carriage	3 50 3 75						
Absinthium	4 90 5 00	Velvet extra sheeps'							
Amygdalae Dulc.	75 85	wool carriage	2 00						
Amygdalae, Ama	8 00 8 25	Yellow Reef, for							
Anisi	1 75 1 85	slate use	1 40						
Aurant Cortex	2 75 2 85	Syrups							
Bergamli	3 75 4 00	Acacia	50						
Cajiputi	85 90	Aurant Cortex	50						
Caryophilli	1 10 1 20	Ferri Iod	50						
Cedar	50 60	Ipecac	50						
Chenopadii	3 75 4 00	Rhel Arom	50						
Cinnamoni	1 75 1 85	Smilax Off's	50 60						
Citronella	50 60	Senega	50						
Conium Mac	80 90								

Grand Rapids Stationery Co.

Valentines, Hammocks
and
Sporting Goods

134-136 E. Fulton St.
Leonard Bldg.

Grand Rapids, Mich.

G. J. Johnson Cigar Co.

S. C. W. El Portana
Evening Press Exemplar
These Be Our Leaders

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

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

1909

Hazeltine & Perkins Drug Co.

Grand Rapids, Mich.

Drugs

Jobbers of

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.

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

Spring Wheat Flour
Fresh Pork

DECLINED

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Catsup	2
Cereals	2
Cheese	2
Chewing Gum	2
Chicory	2
Chocolate	2
Clothes Lines	2
Cocoa	2
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Coffee	2
Confections	11
Crackers	2
Cream Tartar	4
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Fish and Oysters	10
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Flavoring Extracts	5
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Grains	5
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Hides and Pelts	10
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Licorice	6
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Matches	6
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Mince Meat	6
Molasses	6
Mustard	6
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Tobacco	9
Twine	9
V	
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W	
Wicking	9
Woodenware	9
Wrapping Paper	10
Y	
Yeast Cake	10

1

ARCTIC AMMONIA	
12 oz. ovals 2 doz. box	75
AXLE GREASE	
Frazer's	
1lb. wood boxes, 4 doz.	3 00
1lb. tin boxes, 3 doz.	2 35
3 1/2 lb. tin boxes, 2 doz.	4 25
10 lb. pails, per doz.	6 00
15 lb. pails, per doz.	7 20
25 lb. pails, per doz.	12 00
BAKED BEANS	
1lb. can, per doz.	90
2lb. can, per doz.	1 40
3lb. can, per doz.	1 80
BATH BRICK	
American	75
English	85
BLUING	
Arctic	
6 oz. ovals 3 doz. box	40
16 oz. round 2 doz. box	75
Sawyer's Pepper Box	
Per Gross.	
No. 3, 3 doz. wood bxs	4 00
No. 5, 3 doz. wood bxs	7 00
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
Parlor Gem	2 40
Common Whisk	90
Fancy Whisk	1 25
Warehouse	3 00
BRUSHES	
Scrub	
Solid Back 8 in.	75
Solid Back, 11 in.	95
Pointed Ends	85
Stove	
No. 3	90
No. 2	1 25
No. 1	1 75
SHOE	
No. 8	1 00
No. 7	1 30
No. 4	1 70
No. 3	1 90
BUTTER COLOR	
W. R. & Co.'s 25c size	2 00
W. R. & Co.'s 50c size	4 00
CANDLES	
Paraffine, 6s	10
Paraffine, 12s	10
Wicking	20
CANNED GOODS	
Apples	
3lb. Standards	21 00
Gallon	2 40 @ 2 50
Blackberries	
2lb.	1 25 @ 1 75
Standards gallons	5 50
Beans	
Baked	85 @ 1 30
Red Kidney	85 @ 95
String	70 @ 1 15
Wax	75 @ 1 25
Blueberries	
Standard	1 35
Gallon	6 25
Brook Trout	
2lb. cans, spiced	1 90
Clams	
Little Neck, 1lb.	1 00 @ 1 25
Little Neck, 2lb.	1 50
Clam Bouillon	
Burnham's 1/2 pt.	1 90
Burnham's qts.	3 60
Burnham's qts.	7 20
Cherries	
Red Standards	21 40
White	21 40
Corn	
Fair	75 @ 85
Good	1 00 @ 1 10
Fancy	1 45
French Peas	
Sur Extra Fine	22
Extra Fine	19
Fine	15
Moyen	11
Gooseberries	
Standard	1 75
Hominy	
Standard	85
Lobster	
1/2 lb.	2 25
1 lb.	4 25
Picnic Tails	2 75
Mackerel	
Mustard, 1lb.	1 80
Mustard, 2lb.	2 80
Soused, 1 1/2 lb.	1 80
Soused, 2lb.	2 75
Tomato, 1lb.	2 50
Tomato, 2lb.	2 80
Mushrooms	
Hotels	24
Buttons	25

2

OYSTERS	
Cove, 1lb.	85 @ 95
Cove, 2lb.	1 60 @ 1 85
Cove, 1lb. Oval	1 20
Plums	
Plums	1 00 @ 2 50
Peas	
Marrowfat	90 @ 1 25
Early June	95 @ 1 25
Early June Sifted	1 50 @ 1 80
Peaches	
Pie	90 @ 1 25
No. 10 size can pie	3 00
Pineapple	
Grated	1 85 @ 2 50
Sliced	95 @ 2 40
Pumpkin	
Fair	85
Good	90
Fancy	1 00
Gallon	2 50
Raspberries	
Standard	@
Salmon	
Col'a River, talls	1 95 @ 2 00
Col'a River, flats	2 25 @ 2 75
Red Alaska	1 35 @ 1 50
Pink Alaska	90 @ 1 00
Sardines	
Domestic, 1/4s	3 1/4 @ 4
Domestic, 1/2s	4 5
Domestic, Must'd	6 1/2 @ 9
California, 1/4s	11 @ 14
California, 1/2s	17 @ 24
French, 1/4s	7 @ 14
French, 1/2s	18 @ 28
Shrimps	
Standard	1 20 @ 1 40
Succotash	
Fair	85
Good	1 00
Fancy	1 25 @ 1 40
Strawberries	
Standard	
Fancy	
Tomatoes	
Good	@ 1 10
Fair	95 @ 1 00
Fancy	@ 1 40
Gallons	@ 2 75
CARBON OILS	
Barrels	
Perfection	@ 10 1/2
Water White	@ 10
D. S. Gasoline	@ 13 1/2
Gas Machine	@ 24
Deodor'd Nap'a	@ 12 1/2
Cylinder	@ 29
Engine	@ 16
Black, winter	8 1/4 @ 10
CEREALS	
Breakfast Foods	
Bordeau Flakes, 36 lb.	2 50
Cream of Wheat 36 lb.	4 50
Egg-O-See, 36 pkgs.	2 85
Excella Flakes, 36 lb.	4 50
Excella, large pkgs.	4 50
Force, 36 lb.	4 50
Grape Nuts, 2 doz.	2 70
Malta Ceres, 24 lb.	2 40
Malta Vita, 36 lb.	2 85
Mapl-Flake, 36 lb.	4 05
Pillsbury's Vitos, 3 dz.	4 25
Ralston Health Food	
36 lb.	4 50
Sunlight Flakes, 36 lb.	2 85
Sunlight Flakes, 20 lb.	4 00
Vigor, 36 pkgs.	2 75
Voigt Cream Flakes	4 50
Zest, 20 lb.	4 10
Zest, 36 small pkgs.	2 75
Rolled Oats	
Rolled Avena, bbls.	6 35
Steel Cut, 100 lb. sks.	3 25
Monarch, bbl.	6 10
Monarch, 90 lb. sacks	2 90
Quaker, 18 Regular	1 50
Quaker, 20 Family	4 60
Cracked Wheat	
2 1/2 lb. packages	3 50
CATSUP	
Columbia, 25 pts.	4 15
Snider's pints	2 25
Snider's 1/2 pints	1 35
CHEESE	
Acme	@ 15
Elsie	@ 12
Gem	@ 15 1/2
Jersey	@ 15 1/2
Warner's	@ 16
Riverside	@ 15
Springdale	@ 14 1/2
Brick	@ 15
Leiden	@ 15
Limburger	@ 16
Pineapple	@ 60
Sap Sago	@ 22
Swiss, domestic	@ 16

3

CHEWING GUM	
American Flag Spruce	55
Beeman's Pepsin	55
Adams Pepsin	55
Best Pepsin	45
Best Pepsin, 5 boxes	2 00
Black Jack	55
Largest Gum Made	55
Sen Sen	55
Sen Sen Breath Perf	1 00
Long Tom	55
Yucatan	55
Hop to it	55
Spearmint	55
CHICORY	
Bulk	5
Red	7
Eagle	5
Frank's	7
Schener's	6
CHOCOLATE	
Walter Baker & Co.'s	
German Sweet	24
Premium	35
Caracas	31
Walter M. Lowney Co.	
Premium, 1/4s	32
Premium, 1/2s	32
COCOA	
Baker's	39
Cleveland	41
Colonial, 1/4s	35
Colonial, 1/2s	33
Epps	42
Huyler	45
Lowney, 1/4s	36
Lowney, 1/2s	36
Lowney, 1s	40
Van Houten, 1/4s	12
Van Houten, 1/2s	20
Van Houten, 1s	40
Webb	35
Wilbur, 1/4s	39
Wilbur, 1/2s	40
COCOANUT	
Dunham's 1/4s & 1/2s	26 1/2
Dunham's 1/4s	27
Dunham's 1/2s	28
Bulk	12
COFFEE	
Rio	
Common	10 @ 13 1/2
Fair	14 1/2
Choice	16 1/2
Fancy	20
Santos	
Common	12 @ 13 1/2
Fair	14 1/2
Choice	16 1/2
Fancy	19
Peaberry	
Fair	16
Choice	19
Fancy	19
Maracaibo	
Fair	16
Choice	19
Fancy	19
Mexican	
Choice	16 1/2
Fancy	19
Guatemala	
Choice	15
Java	
African	12
Fancy African	17
O. G.	25
P. G.	31
Mocha	
Arabian	21
New York Basis	
Arbuckle	16 00
Dilworth	14 75
Jersey	15 00
Lion	14 50
McLaughlin's XXXX	
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	
Extract	
Holland, 1/2 gro boxes	95
Felix, 1/2 gross	1 15
Hummel's foil, 1/2 gro.	85
Hummel's tin, 1/2 gro.	1 43
CRACKERS	
National Biscuit Company	
Brand	
Butter	
Seymour, Round	6
N. B. C., Square	6
Soda	
N. B. C. Soda	6
Select Soda	8
Saratoga Flakes	13
Zephyrette	13
Oyster	
N. B. C., Round	6
Gem	6
Faust, Shell	7 1/2
Sweet Goods	
Animals	10
Atlantic, Assorted	10
Brittle	11
Cadet	8
Cartwheels	8
Cassia Cookie	9
Cavaller Cake	14
Cracknels	10
Coffee Cake, pl. or iced	16
Cocanut Taffy Bar	12
Cocanut Bar	10
Cocanut Bon Bons	16
Cocanut Drops	12
Cocanut Honey Cake	12
Cocanut Hon. Fingers	12
Cocanut Hon. Jumbles	12
Cocanut Macaroons	18
Dandelion	15
Dinner Biscuit	20
Dinner Pail Cake	10
Dixie Sugar Cookie	9
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 Coconut Bar	10	
Ginger Gems	.....	8
Ginger Gems, Iced	.....	9
Graham Crackers	.....	8
Ginger Nuts	.....	10
Ginger Snaps N. B. C.	7	
Ginger Snaps Square	8	
Hippodrome Bar	.....	10
Honey Cake, N. B. C.	12	
Honey Fingers, As. Ice	12	
Honey Jumbles	.....	12
Honey Jumbles, Iced	12	
Honey Flake	.....	12½
Household Cookies	.....	8
Household Cookies Iced	8	
Iced Honey Crumpets	10	
Imperial	.....	8
Jersey Lunch	.....	8
Kream Klips	.....	2
Lem Yem	.....	11
Lemon Gems	.....	10
Lemon Biscuit Square	8	
Lemon Wafer	.....	16
Lemona	.....	8
Log Cabin Cake	.....	10
Lusitania Mixed	.....	11
Mary Ann	.....	8
Marshmallow Walnuts	16	
Mariner	.....	11
Molasses Cakes	.....	8
Molasses Cakes, Iced	9	
Mohican	.....	11
Nabob Jumble	.....	14
Newton	.....	12
Oatmeal Crackers	.....	8
Orange Gems	.....	8
Oval Sugar Cakes	.....	8
Oval Sugar Cakes Ast.	9	
Penny Cakes, Assorted	8	
Picnic Mixed	.....	11½
Pretzels, Hand Md.	.....	8
Pretzellettes, Hand Md.	8	
Pretzellettes, Mac. Md.	7½	
Raisin Cookies	.....	8
Ravena Jumbles	.....	12
Revere, Assorted	.....	14
Rube	.....	8
Scalloped Gems	.....	10
Scotch Cookies	.....	10
Snow Creams	.....	16
Spiced Honey Nuts	.....	12
Sugar Fingers	.....	12
Sugar Gems	.....	8
Sultana Fruit Biscuit	16	
Sunside Jumbles	.....	10
Spiced Gingers	.....	9
Spiced Gingers Iced	.....	10
Sugar Cakes	.....	8
Sugar Cakes, Iced	.....	9
Sugar Squares, large or small	.....	8
Superba	.....	8
Sponge Lady Fingers	25	
Sugar Crimp	.....	8
Sylvan Cookie	.....	12
Vanilla Wafers	.....	16
Victors	.....	12
Waverly	.....	8
Zanzibar	.....	10
In-er Seal Goods	Per doz.	
Albert Biscuit	.....	1 00
Animals	.....	1 00
Banquet Butter Th Bts	1 00	
Butter Tatin Biscuit	1 00	
Butter Wafers	.....	1 00
Cheese Sandwich	.....	1 00
Chocolate Wafers	.....	1 00
Coconut Dainties	.....	1 00
Faust Oyster	.....	1 00
Fig Newton	.....	1 00
Five O'clock Tea	.....	1 00
Frotana	.....	1 00
Ginger Snaps, N. B. C.	1 00	
Graham Crackers	.....	1 00
Lemon Snap	.....	50
London Cream Biscuit	1 00	
Oatmeal Crackers	.....	1 00
Oysterettes	.....	50
Old Time Sugar Cook.	1 00	
Pretzellettes, Hd. Md.	1 00	
Royal Toast	.....	1 00
Saltine	.....	1 00
Saratoga Flakes	.....	1 50
Social Tea Biscuit	.....	1 00
Soda, N. B. C.	.....	1 00
Soda, Select	.....	1 00
Sultana Fruit Biscuit	1 50	
Uneeda Biscuit	.....	50
Uneeda Jinjer Wayfer	1 00	
Uneeda Lunch Biscuit	50	
Vanilla Wafers	.....	1 00
Water Thin	.....	1 00
Zu Zu Ginger Snaps	50	
Zwieback	.....	1 00
In Special Tin Packages.	Per doz.	
Festino	.....	2 50
Nabisco	.....	2 50
Nabisco	.....	1 00
Champaign Wafer	.....	2 50
Sorbetto	Per tin in bulk.	
Nabisco	.....	1 75
Festino	.....	1 50
Bent's Water Crackers	1 40	
Holland Rusk		
36 packages	.....	2 90
40 packages	.....	3 20
60 packages	.....	4 75
CREAM TARTAR		
Barrels or drums	.....	29
Boxes	.....	30
Square cans	.....	32
Fancy caddies	.....	32

6	7	8	9	10	11
Spring Wheat Flour Roy Baker's Brand Golden Horn, family 5 85 Golden Horn, bakers 5 75 Duluth Imperial 5 95 Wisconsin Rye 4 40 Judson Grocer Co.'s Brand Ceresota, 1/2s 6 60 Ceresota, 1/4s 6 50 Ceresota, 1/8s 6 40 Lemon & Wheeler's Brand Wingold, 1/2s 6 10 Wingold, 1/4s 6 00 Wingold, 1/8s 5 90 Worden Grocer Co.'s Brand Laurel, 1/2s cloth 6 20 Laurel, 1/4s cloth 6 10 Laurel, 1/8s & 1/4s cloth 6 00 Laurel, 1/2s cloth 6 00 Voigt Milling Co.'s Brand Voigt's Crescent 5 5 Voigt's Flour 5 5 (whole wheat flour) 5 35 Voigt's Hygienic Voigt's Royal 5 85 Graham 4 80 Wykes & Co. Sleepy Eye, 1/2s cloth 6 10 Sleepy Eye, 1/4s cloth 6 10 Sleepy Eye, 1/8s cloth 6 00 Sleepy Eye, 1/2s paper 6 00 Sleepy Eye, 1/4s paper 6 00 Meal Boiled 4 00 Golden Granulated 4 10 St. Car Feed screened 27 50 No. 1 Corn and Oats 27 50 Corn, cracked 26 00 Corn Meal, coarse 26 00 Winter Wheat Bran 24 50 Middlings 26 50 Buffalo Gluten Feed 31 00 Dairy Feeds Wykes & Co. O P Linseed Meal 33 00 Cottonseed Meal 30 00 Gluten Feed 30 00 Malt Sprouts 25 00 Brewers' Grains 28 00 Hammond Dairy Feed 25 00 Oats Michigan carlots 52 Less than carlots 54 Corn New 67 Hay No. 1 timothy carlots 10 00 No. 1 timothy ton lots 11 00 HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25 HORSE RADISH Per doz. 90 JELLY 5 lb. pails, per doz. 2 25 5 lb. pails, per pail 55 30 lb. pails, per pail 98 LICORICE Pure 30 Calabria 25 Sicily 14 Root 11 MATCHES C. D. Crittenton Co. Noiseless Tip 4 50 @ 75 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Good 22 Fair 20 Half barrels 2c extra MINCE MEAT Per case 2 90 MUSTARD 1/2 lb., 6 lb. box 18 OLIVES Bulk, 1 gal. kegs 1 20 @ 1 40 Bulk, 2 gal. kegs 1 10 @ 1 30 Bulk, 5 gal. kegs 1 00 @ 1 20 Manzanilla, 3 oz. 75 Queen, pints 2 50 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 3 oz. 1 45 Stuffed, 10 oz. 2 40 PIPES Clay, No. 216 per box 1 25 Clay, T. D., full count 60 Cob 90 PICKLES Medium Barrels, 1,200 count 6 00 Half bbls., 600 count 3 50 Small Half bbls., 1,200 count 4 50 PLAYING CARDS No. 90 Steamboat 85 No. 15, Rival assorted 1 25 No. 20, Rover, enam'd 1 50 No. 572, Special 1 75 No. 98, Golf, satin fin. 2 00 No. 808, Bicycle 2 00 No. 632, Tourist 2 25 POTASH 48 cans in case Babbitt's 4 00 PROVISIONS Barreled Pork Mess, 16 50 Clear Back 21 00 Short Cut 18 00 Short Cut Clear 18 00 Bean 17 00 Brisket, Clear 20 00 Pig 24 00 Clear Family 17 00 Dry Salt Meats S. P. Bellies 11 Bellies Extra Shorts Clear 11 1/2 Lard Pure in tiers 11 1/2 80 lb. tubs 11 1/2 40 lb. tubs 11 1/2 50 lb. tubs 11 1/2 20 lb. pails 11 1/2 Smoked Meats Hams, 12 lb. average 11 1/2 Hams, 14 lb. average 11 1/2 Hams, 16 lb. average 11 1/2 Hams, 18 lb. average 11 1/2 Skinned Hams 12 1/2 Ham, dried beef sets 21 California Hams 21 Picnic Boiled Hams 14 Boiled Hams 19 Berlin Ham, pressed 9 Minced Ham 9 Bacon 12 1/2 10 lb. pails 12 1/2 5 lb. pails 12 1/2 8 lb. pails 12 1/2 Sausages Bologna 4 Liver 7 Frankfort 9 Pork 9 Veal 7 Tongue 7 Headcheese 7 Beef Extra Mess 15 00 Boneless 15 00 Kump, new 15 00 Pig's Feet 1/2 bbls. 1 00 1/4 bbls., 40 lbs. 1 80 1/2 bbls. 3 80 1 bbl. 8 00 Tripe Kits, 15 lbs. 80 1/2 bbls., 40 lbs. 1 60 1/2 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 30 Beef, rounds, set 25 Beef, middles, set 70 Sheep, per bundle 90 Uncolored Butterine Solid dairy 10 @ 12 Country Rolls 10 @ 12 Canned Meats Corned beef, 2 lb. 2 50 Corned beef, 1 lb. 1 50 Roast beef, 1 lb. 1 50 Potted ham, 1/2s 45 Potted ham, 1/4s 45 Deviled ham, 1/2s 45 Deviled ham, 1/4s 45 Potted tongue, 1/2s 45 Potted tongue, 1/4s 45 RICE Fancy 7 @ 7 1/2 Japan 5 1/2 @ 6 1/2 Broken SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's large, 1 doz. 2 35 Snider's small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box 3 10 Arm and Hammer 3 10 Deland's 3 00 Dwight's Cow 3 15 L. P. 3 00 Wyandotte, 100 3/4s 3 00 SALT Granulated, bbls. 85 Granulated, 100 lbs. cs. 1 00 Lump, bbls. 80 Lump, 145 lb. kegs 95 SALT Common Grades 100 3 lb. sacks 2 25 60 5 lb. sacks 2 15 28 10 1/2 lb. sacks 2 05 56 lb. sacks 32 28 lb. sacks 17 Warsaw 56 lb. dairy in drin bags 40 28 lb. dairy in drill bags 20 Solar Rock 56 lb. sacks 24 Granulated, common 80 Medium, fine 85 SALT FISH Cod Large whole @ 7 Small whole @ 6 1/2 Strips or bricks 7 1/2 @ 10 1/2 Pollock @ 5 Halibut Strips 13 Chunks 13 Holland Herring Pollock @ 4 White Hp. bbls. 8 50 @ 9 50 White Hp. 1/2 bbls. 4 50 @ 5 25 White Hoop mchs. 60 @ 75 Norwegian Round, 100 lbs. 3 75 Round, 40 lbs. 1 90 Scaled 13 Trout No. 1, 100 lbs. 7 50 No. 1, 40 lbs. 3 25 No. 1, 10 lbs. 90 No. 1, 8 lbs. 75 Mackerel Mess, 100 lbs. 15 00 Mess, 40 lbs. 6 20 Mess, 10 lbs. 1 65 Mess, 8 lbs. 1 35 No. 1, 100 lbs. 14 00 No. 1, 40 lbs. 5 80 No. 1, 10 lbs. 1 65 No. 1, 8 lbs. 1 35 Whitefish No. 1, No. 2 Fam 100 lbs. 9 75 3 50 50 lbs. 5 25 1 90	SEEDS Anise 10 Canary, Smyrna 4 1/2 Caraway 10 Cardamom, Malabar 1 00 Celery 15 Hemp, Russian 4 1/2 Mixed Bird 4 Mustard, white 10 Poppy 9 SHOE BLACKING Handy Box, large 3 dz 2 50 Handy Box, small 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85 SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rappie in jars 43 SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond 50 80z 2 80 Dusky D'nd, 100 6 oz. 3 80 Jap Rose, 50 bars 3 75 Savon Imperial 3 50 White Russian 3 50 Dome, oval bars 3 50 Satinet, oval 2 15 Snowberry, 100 cakes 4 00 Proctor & Gamble Co. Lenox 3 25 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 25 Lautz Bros. & Co. Acme, 70 bars 4 00 Acme, 30 bars 4 00 Acme, 25 bars 4 00 Acme, 100 cakes 4 00 Big Master, 70 bars 3 25 Marseilles, 100 cakes 5 80 Marseilles, 100 cakes 5 40 Marseilles, 100 ck toil. 4 00 Marseilles, 1/2 bx toilet 2 10 A. B. Wisley Good Cheer 4 00 Old Country 3 40 Soap Powders Snow Boy 4 00 Gold Dust, 24 large 4 50 Gold Dust, 100-5c 4 00 Kirkoline, 24 4lb. 3 80 Pearline 3 75 Soapine 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-N-More 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gro. lots 4 50 Sapolio, single boxes 2 25 Sapolio, hand 2 25 Scouring Manufacturing Co. Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 SPICES Whole Spices Allspice 10 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 46 Cassia, Saigon, in rolls. 55 Cloves, Amboyana 22 Cloves, Zanzibar 16 Mace 55 Nutmegs, 75-80 35 Nutmegs, 105-10 25 Nutmegs, 115-20 20 Pepper, Singapore, blk. 15 Pepper, Singapore, white. 25 Pepper, shot 17 Pure Ground in Bulk Allspice 14 Cassia, Batavia 28 Cassia, Saigon 55 Cloves, Zanzibar 24 Ginger, African 15 Ginger, Cochon 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singapore, white. 20 Pepper, Cayenne 28 Sage 20 STARCH Kingsford, 40 lbs. 7 1/2 Muzzy, 20 lbs. 5 1/2 Muzzy, 40 lbs. 5 1/2 Gloss Kingsford Silver Gloss, 40 lbs. 7 1/2 Silver Gloss, 16 lbs. 6 1/2 Silver Gloss, 12 lbs. 5 1/2 Muzzy 48 lb. packages 5 16 5lb. packages 4 1/2 6 lb. packages 6 50 lb. boxes 4 SYRUPS Corn Barrels 31 Half barrels 33 20 lb. cans 1/2 dz. in cs. 2 10 10 lb. cans 1/2 dz. in cs. 1 95 5 lb. cans 2 dz. in cs. 2 10 2 1/2 lb. cans 2 dz. in cs. 2 15	Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sundried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 43 Nibs 22 @ 24 Siftings 9 @ 11 Fannings 12 @ 14 Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 54 Hiawatha, 5lb. pails. 55 Telegram 33 Pay Car 33 Prairie Rose 49 Protection 49 Sweet Burley 41 Tiger 41 Plug Red Cross 31 Palo 35 Hiawatha 41 Kyo 35 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 44 J. T. 33 Piper Heidsieck 39 Boat Jack 36 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5lb. 27 I X L, 15 lb. 31 Honey Dew 31 Gold Block 40 Flagman 40 Chips 40 Kiln Dried 21 Duke's Mixture 40 Duke's Cameo 40 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1lb. pails 40 Cream 38 Corn Cake, 2 1/2 oz. 26 Corn Cake, 1lb. 22 Plover Boy, 1 1/2 oz. 39 Plover Boy, 3 1/2 oz. 39 Peerless, 3 1/4 oz. 35 Peerless, 1 1/2 oz. 39 Air Brake 36 Cant Hook 36 Country Club 32-34 Forex-XXXX 30 Good Indian 25 Self Binder, 16oz. 80z. 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 20 Cotton, 4 ply 20 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium N 24 Wool, 1 lb. balls 8 VINEGAR Malt White, Wine, 40 gr 9 Malt White, Wine 80gr 11 1/2 Pure Cider, B & B 15 Pure Cider, Robinson 13 1/2 Pure Cider, Silver 15 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels 1 10 Bushels, wide band 1 25 Market 40 Splint, large 3 60 Splint, medium 3 00 Splint, small 2 75 Willow, Clothes, large 8 25 Willow, Clothes, medium 7 25 Willow, Clothes, small 6 25	Bradley Butter Boxes 2lb. size, 24 in case 72 3lb. size, 18 in case 68 5lb. size, 12 in case 63 10lb. size, 6 in case 60 Butter Plates No. 1 Oval, 250 in crate 35 No. 2 Oval, 250 in crate 40 No. 3 Oval, 250 in crate 40 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 50 Clothes Pins Round head, 5 gross bx 55 Round head, cartons 70 Egg Crates and Fillers Humpty Dumpty, 12 dz. 20 No. 1 complete 20 No. 2 complete 28 Case No. 2 fillers 15 sets 1 35 Case, mediums, 12 sets 1 15 Faucets Cork lined, 8 in. 70 Cork lined, 9 in. 80 Cork lined, 10 in. 90 Mop Sticks Trojan spring 90 Eclipse patent spring 85 No. 1 common 80 No. 2 pat. brush holder 85 12lb. cotton mop heads 1 40 Ideal No. 7 85 Pails 2-hoop Standard 2 15 3-hoop Standard 2 35 2-wire, Cable 2 25 3-wire, Cable 2 45 Cedar, all red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 40 Mouse, wood, 6 holes 40 Mouse, tin, 5 holes 60 Rat, wood 80 Rat, spring 75 Tubs 20-in. Standard, No. 1 8 75 18-in. Standard, No. 2 7 75 16-in. Standard, No. 3 6 75 20-in. Cable, No. 1 9 25 18-in. Cable, No. 2 8 25 16-in. Cable, No. 3 7 25 No. 1 Fibre 10 25 No. 2 Fibre 9 25 No. 3 Fibre 8 25 Washboards Bronze Globe 2 50 Lewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 4 25 Single Peerless 3 60 Northern Queen 3 50 Double Duplex 3 00 Good Luck 2 75 Universal 3 65 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 13 in. Butter 1 25 15 in. Butter 2 25 17 in. Butter 3 75 19 in. Butter 5 00 Assorted, 13-15-17 2 30 Assorted, 15-17-19 3 25 WRAPPING PAPER Common straw 1 1/2 Fibre Manila, white 2 1/2 Fibre Manila, colored 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short c't 13 Wax Butter, full count 20 Wax Butter, rolls 19 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 1 50 Least Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Per lb. Whitefish, Jumbo 18 Whitefish, No. 1 14 Trout 11 Halibut 11 1/2 Herring 7 Bluefish 16 Live Lobster 30 Boiled Lobster 30 Haddock 10 1/2 Pike 12 1/2 Pike 12 1/2 Perch 6 1/2 Smoked, White 13 Chinook Salmon 16 Mackerel 25 Finnish Haddie 12 1/2 Roe Shad 10 Shad Roe, each 9 Speckled Bass 9 HIDES AND PELTS Hides Green No. 1 9 Green No. 2 8 Cured No. 1 10 1/2 Cured No. 2 9 1/2 Calfskin, green, No. 1 12 Calfskin, green, No. 2 10 1/2 Calfskin, cured, No. 1 13 Calfskin, cured, No. 2 11 1/2 Pelts Old Wool 20 Lamb 40 @ 85 Shearings 35 @ 80 Tallow No. 1 4 No. 2 5 Wool Unwashed, med. 17 Unwashed, fine 13 CONFECTIONS Stick Candy Standard 8 Standard H H 8 Standard Twist 8 Cases Jumbo, 32 lb. 8 Extra H H 10 Boston Cream 12 Big stick, 30 lb. case 8 1/2 Mixed Candy Grocers 7 Competition 7 1/2 Special 8 1/2 Conserve 8 Royal 12 Ribbon 10 Broken 8 1/2 Cut Loaf 9 1/2 Leader 9 Kindergarten 10 1/2 Bon Ton Cream 9 French Cream 10 Star 11 Hand Made Cream 17 Premio Cream mixed 14 Paris Cream Bon Bons 10 Fancy-in Pails Gypsy Hearts 14 Coco Bon Bons 14 Fudge Squares 13 Peanut Squares 11 Sugared Peanuts 12 Salted Peanuts 12 Starlight Kisses 11 San Blas Goodies 13 Lozenges, plain 10 Lozenges, printed 12 Champion Chocolate 12 1/2 Eclipse Chocolates 14 Eureka Chocolates 16 Quintette Chocolates 16 Champion Gum Drops 3 Moss Drops 10 Lemon Sours 10 Imperial 11 Ital. Cream Opera 12 Ital. Cream Bon Bons 12 Golden Waffles 13 Red Rose Gum Drops 10 Auto Bubbles 13 Fancy-in 5lb. Boxes Old Fashioned Moais es Kisses, 10lb. bx 1 30 Orange Jellies 50 Lemon Sours 60 Old Fashioned Hore- hound drops 60 Peppermint Drops 60 Champion Choc. Drps 70 H. M. Choc. Drops 10 H. M. Choc. Lt. and Dark No. 12 1 10 Bitter Sweets, as'd. 1 20 Brilliant Gums, Cryst. 60 A. A. Licorice Drops 90 Lozenges, plain 60 Lozenges, printed 65 Imperial 60 Mottos 65 Cream Bar 60 G. M. Peanut Bar 60 Hand Made Crms 80 @ 90 Cream Wafers 65 String Rock 60 Wintergreen Berries 60 On Time Assorted 2 75 Buster Brown Good 3 50 Up-to-date Assmt 3 75 Ten Strike No. 1 6 50 Ten Strike No. 2 6 00 Ten Strike, Summer as- sortment 6 75 Scientific Ass't 18 00 Pop Corn Cracker Jack 3 25 Checkers, 5c pkg. 3 50 Pop Corn Balls 20s 1 35 Azulikit 100s 3 25 Oh My 100s 3 50 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS-Whole Almonds, Tarragona 16 Almonds, Drake 15 Almonds, California sft. shell 12 @ 13 Brazil 12 @ 13 Filberts 12 @ 13 Cal. No. 1 15 Walnuts, soft shell 15 @ 16 Walnuts, Marbot 13 @ 13 Table nuts, fancy 13 @ 13 Pecans, Med. 13 Pecans, ex. large 14 Pecans, Jumbos 16 Hickory Nuts per bu. Ohio new 10 Cocoanuts 25 Chestnuts, New York State, per bu. 10 Shelled Spanish Peanuts 7 @ 7 1/2 Peanut Halves 55 Walnut Halves 30 @ 35 Filbert Meats 27 Alicante Almonds 42 Jordan Almonds 47 Peanuts Fancy H. P. Suns 5 1/2 @ 6 1/2 Roasted 6 1/2 @ 7 1/2 Choice, H. P. Jum- bo 7 1/2		

Special Price Current

AXLE GREASE



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

BAKING POWDER

Royal



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

BLUING



C. P. Bluing

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

CIGARS

Johnson Cigar Co.'s Brand



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

Worden Grocer Co. brand
Ben Hur

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

COCOANUT

Baker's Brazil Shredded



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

FRESH MEATS

Beef

Carcass .5 @ 9 1/2
Hindquarters .6 @ 10
Loins .9 @ 14
Rounds .6 @ 8 1/2
Chucks .6 @ 7 1/2
Plates .6 @ 4 1/2
Livers .6 @ 6

Pork

Loins .10 @ 10 1/2
Dressed .7 @ 7
Boston Butts .9 @ 9
Shoulders .8 @ 8 1/2
Leaf Lard .11 @ 11 1/2
Trimnings .8 @ 8

Mutton

Carcass .9 @ 9
Lams .10 @ 10
Spring Lams .10 @ 10

Veal

Carcass .6 @ 9

CLOTHES LINES

Sisal

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

Jute

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

Cotton Victor

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

Cotton Windsor

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

Cotton Braided

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

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

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



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

Peerless Evap'd Cream 4 00

FISHING TACKLE

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

Cotton Lines

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

Linen Lines

Small 20
Medium 26
Large 34

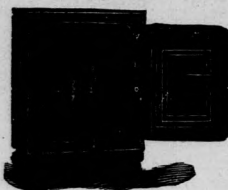
Poles

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

GELATINE

Cox's, 1 doz. Large .1 80
Cox's, 1 doz. Small .1 00
Knox's Sparkling, doz. 1 25
Knox's Sparkling, gr. 14 00
Nelson's .1 60
Knox's Acidu'd. doz. .1 25
Oxford .75
Plymouth Rock .1 25

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

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100 cakes, large size. 6 50
50 cakes, large size. 3 25
100 cakes, small size. 3 85
50 cakes, small size. 1 95
Tradesman's Co.'s Brand



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25
TABLE SAUCES
Halford, large 3 75
Halford, small 2 25

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Tradesman

Coupon

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because we are the
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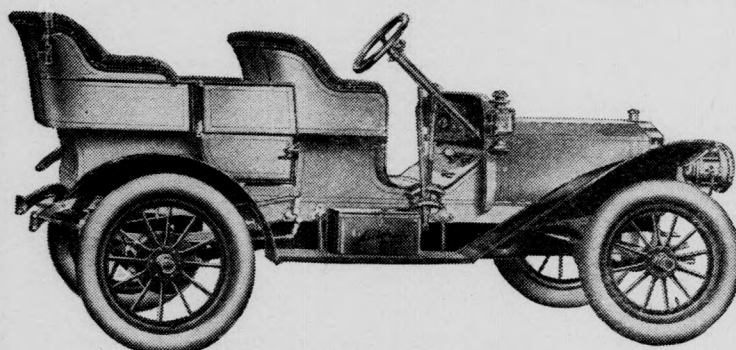
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Compare the specifications with other cars around the \$1,500 price—
any car.

Motor 4 1/4 x 4 1/2—30 H. P.

Transmission, Selective Type—3 Speed.

Wheels—32 x 4.

Wheel base—105 inches.

Color—French gray with red running gear and red upholstery or
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Body—Metal. Tonneau roomy, seats 3 comfortably and is detachable;
options in place of tonneau are surry body, runabout deck or single rumble
seat.

Ignition—Battery and \$150 splitdorf magneto.

In addition to the Model K Touring Car there are a \$1,000 Mitchell
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Over \$11,000,000 of Mitchell cars have been made and sold in the last
seven years. Ask for catalogue.

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At the Adams & Hart Garage

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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.

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\$4,000 cash will buy an up-to-date ladies' tailored garment and furnishings and millinery department. Best location in best 6,000 population city in Central Michigan. Inventory over \$5,000. Reason for selling, failing health. Address No. 275, care Tradesman. 275

For Sale—A drug, book and stationery stock in one of the prettiest cities in Southwestern Michigan. Will invoice about \$3,500 to \$3,800. Fine fixtures, soda fountain and a good location in the city. Good reasons for selling. Address No. 273, care Tradesman. 273

Drug store for sale, straight prescription drug store, invoicing about \$3,500. Located in health and summer resort. Business good. Best of reasons for selling. Cash only considered. P. O. box 432, Eureka Springs, Ark. 272

For Rent—Two stores in new modern fire proof building, steam heated. Best location in a good town. E. A. Burton, Hastings, Mich. 271

For Sale—One No. 3 Gem City acetylene lighting plant, suitable for store, hall or residence. Will Lamb, Constantine, Mich. 270

For Sale—Up-to-date store, consisting of dry goods, shoes, groceries, etc. Only one other handling dry goods and shoes in town of 600 population. Best location. Doing a cash business. Address Robert Adamson, North Adams, Mich. 267

Wanted—To handle output of factory. Machinery preferred. Good opportunity for manufacturer with meritorious article but without the necessary means or experience to market it. Address X, care Michigan Tradesman. 266

For Sale—Stock of dry goods, underwear, ladies' and children's shoes and rubbers, slightly damaged by fire and water. Will sell shoes and rubber stock separately. A big bargain. Must be sold at once. Stock will invoice about \$3,800. Address J. F. Homer, Central Lake, Mich. 277

For Sale—One of the nicest, finely equipped drug and grocery stores in Southern Michigan. We will be able to show an attractive proposition to a quick purchaser. Elegant fixtures, nice fresh stock, reasonable rent of building. Location the best in the county seat of Van Buren County. Decker & Bailey, Paw Paw, Mich. 278

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

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

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

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

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

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

E. E. Ropes, Deland, Fla.; lots from \$10, pamphlets, 10 cents. 261

Increase your business. Use my original, effective advertising copy. The kind that pulls trade. Three strong ads. \$1. Any line. Send full data. Harry Cowan, No. 427 Hickory St., Ottawa, Kansas. 260

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. 258

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. 259

\$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. 256

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

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

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

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, Calif. 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. 245

FOR SALE

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

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

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

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

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

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

WHAT SHOES

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

I'm the man who'll take 'em off your hands and will pay you the top spot cash price for them—and, by the way, don't forget that I buy anything any man wants money for.

Write PAUL PEYREISEN

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Important Notice—The Marshall Blackstone Co., law and collections, Drawer H, Cumberland, Wis. Collections. We guarantee to collect your overdue accounts or make no charge. We advance all legal costs, etc., and make no charge unless successful. Our new method is most effective, diplomatic, and will retain good will of your customers. Terms and particulars free. 175

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

For Sale—At a sacrifice to right party, large sash, door and blind factory, in Bagdad, Fla., that cost \$60,000. The Fisher Real Estate Agency, Pensacola, Fla. 164

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

G. E. Breckenridge Auction Co.

Merchandise Auctioneers and Sales Managers
Edinburg, Ill.

Our system will close out stocks anywhere. Years of experience and references from several states. Booklets free. Second sale dated for Statford, Kan. Write us your wants.

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

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

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

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

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

For Sale—Furniture and china business, the only furniture business in busy town of 5,000 inhabitants. Good factories, good farming country. Good reasons for selling. Address P. O. Box 46, Greenville, Mich. 863

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

G. B. JOHNS & CO.

GRAND LEDGE, MICH.
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We give you a contract that protects you against our selling your stock at auction for less money than the price agreed upon.

We can trade your stocks of merchandise for farms and other desirable income property. Write us.

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

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

SITUATIONS WANTED.

Wanted—Position in general store, by experienced clerk. Can give best of references. Address No. 265, care Tradesman. 265

Wanted—Position by experienced hardwareman. Understands general merchandise. Highest recommendations. Address Lock Box 8, Bear Lake, Mich. 274

Situation—As clerk in general store by one experienced in a general store. A Christian. Good recommendations. Address John Graybill, Clarksburg, Ill. 257

HELP WANTED.

Wanted—Registered pharmacist to take charge of drug department. Must be steady. Send references. Nelson Abbott, Moorestown, Mich. 276

Wanted—A young man of good habits and with some experience, for general office work for a large lumber company. Must have good reference and be up-to-date. A good place for the right man. Address Lumber, care Tradesman. 268

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

Wanted—Agents; stores; everywhere, handsome profits; sell our perfect brass, kerosene mantle, table-lamp; hanging or bracket-lamp; 100 candle-power; ¾ kerosene used; sells on sight; retails \$3.50. Webster Specialty Co., Waterbury, Conn. 246

Wanted—Men to make from \$10 to \$50 per day. Merchandise auctioneers make this amount. Jones Nat'l School of Auctioneering, 1213-1215 Washington Blvd., Chicago, has graduates that now rank among America's leading merchandise and jewelry auctioneers. Col. A. W. Thomas, America's leading merchandise auctioneer, has complete charge of the instructions in this department. Term opens Feb. 15. We also furnish auctioneers to conduct all classes of auction sales. For free catalogue write Carey M. Jones, Pres., 1213 Washington Blvd., Chicago. 269

Want Ads continued on next page.

The Consumers Lighting System is the modern system of lighting for progressive merchants who want a well lighted store or residence. The Hollow-wire Lighting System that is simple, safe and economical. Let us quote you on our No. 18 Inverted Arc which develops 1000 candle power. Consumers Lighting Co., Grand Rapids, Mich.

All Kinds of Cut Flowers in Season

Wholesale and Retail

ELI CROSS

25 Monroe Street Grand Rapids

Salesmen—Men with Grit and "Go"—It's Your Chance

I want a few reliable salesmen to canvass the retail trade. Samples in coat pocket. Don't worry trying to revive dead lines. Get one with breath in it now. It's a boom year for you if you connect right. Get wise to the "Iowa Idea." Straight commission. New and very profitable for both the salesman and retailer.

(Mention this paper.)

BOSTON PIANO & MUSIC CO.

Willard F. Main, Proprietor

Iowa City, Iowa, U. S. A.

HIGHEST IN HONORS

Baker's Cocoa & CHOCOLATE



Registered, U. S. Pat. Off.

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HIGHEST
AWARDS
IN
EUROPE
AND
AMERICA

A perfect food, preserves health, prolongs life

Walter Baker & Co., Ltd.

Established 1780 DORCHESTER, MASS.

SENATOR TILLMAN LISTED.

"Pitchfork" Tillman has been provided, through President Roosevelt, with the text of three letters as features in detail of an investigation by postoffice inspectors and by the Secret Service agents as to an alleged land grab in Oregon.

A land grant embodying about 100,000 acres of timber land had been bestowed upon the Coos Bay Wagon Road Co. (Coos Bay, setting in from the Pacific Ocean, is about 200 miles south of the mouth of the Columbia River).

Senator Hale had made a request that the heads of the various executive departments provide a statement as to the operations of the Secret Service and, in response, the President undertakes to show that Senator Tillman used his influence as a Senator in an effort to force the Federal Government to compel a railroad corporation, the Southern Oregon Company, to sell to applicants about 100,000 acres of the timber lands which had been granted to the Coos Bay Co. on condition that this land should be sold in 160 acre lots at a price not exceeding \$2.50 per acre. The inference is that Senator Tillman did this in order that he and his family and his Secretary, J. B. Knight, might profit through purchase of some of the land.

In support of this claim the President presents three letters. The text of these letters shows that the Senator wanted the land; that his "agent" (Lee) was very indiscreet in expressing his opinion as to what Senator Tillman could and would do in the Senate if he could get the land, and the third letter denies any personal interest in the matter; states that whatever he (the Senator) may do toward "causing the Government to institute suits for the recovery of the lands and make it easier for others, as well as myself, to obtain some of it. I shall do it without any regard to the dealings of your firm." (Messrs. Reeder and Watkins, of Marshfield.) He adds that he still wants "to get some of the timber land if it is possible;" and continues, "Any contract we might make will be entirely apart from and independent of my work here in the Senate. I will be glad for you to hold in reserve eight of the best quarter sections of which you have definite information and I will in the meantime press the investigation and other work here which will facilitate the final purchase and, in effect, obviate the necessity of your making any case in the courts at all."

All of these letters were written to Messrs. Reeder and Watkins, and the last letter was written just four days before he announced in the Senate that he had not undertaken to buy any land in the West. And this letter, purely Mr. Tillman's personal and private business, was sent in a franked envelope.

To the outsider who has no prejudice, the agent (William E. Lee) wrote just such a letter as an enthusiastic, careless real estate agent with little experience in public official affairs might be expected to write; and his expression of his individual opin-

ions can not convict Senator Tillman. The reply to this expose by the Senator makes no effort to deny the authenticity of the letters and does not deny that he wanted to secure the land in question. Otherwise it includes a charge, very discreetly phrased, that important papers bearing upon the case have been "removed from his desk" by parties unknown to the Senator, and deals in the characteristics of violent vituperation and vindictive assaults upon the purpose of President Roosevelt. The Senator's defense, if that is what he intends it to represent, is puny to a degree.

A NEW BUSINESS OUTLET.

For good results in railway map making the efforts of a skilled cartographer are necessary; but before such work can be carried on compass lines must be run and levels recorded. And in order to put such operations under way it must be known where the money with which to meet expenses is to be derived. Thus is developed the railway promoter. He may not be the person who, in his mind's eye, conceives the possibility and desirability of a certain route, but he is, as a rule, the chap who knows how, when and where money may be raised for any really good proposition.

All of these facts are well known to the business men of every community in Michigan and most of them have a very clear realization that some men who believe themselves to be promoters have mistaken their calling. For many years the people of Gladwin, Beaverton, Mt. Pleasant and Edmore have had dreams of a direct railway outlet southwest to Grand Rapids, by way of Greenville, and no small amount of money has been expended in trying to bring about a realization of these dreams.

Meanwhile the city of Grand Rapids, the point which would derive the greatest benefit from such an improvement, has done absolutely nothing in aid of the cause. True, a citizen of Grand Rapids, Mr. Jerry Boynton, has busied himself energetically and extensively upon a project which includes the territory indicated but which, thus far, he has been unable to perfect.

Really the only sincere effort made, outside of Mr. Boynton's, was a campaign carried on during the summer of 1903 by the Pere Marquette Railway Co., when a surveying party under the direction of Engineer Weitzel made a complete topographic survey from Mill Creek (Comstock Park) to Greenville. This survey embodied two routes via Austerlitz and Gratton on the one hand (a distance of thirty miles), and by way of Cannonsburg to Belding, twenty-five miles, where it connects with the Greenville line. This survey confirmed the widely (locally) appreciated knowledge as to the great hills, the lakes and streams in the northeastern part of Kent county, and the project was abandoned, temporarily at least, because of the large expense involved.

There still remains an opportunity for Grand Rapids to get busy. There is a route, about twenty miles long, extending from Edmore to Mt. Pleas-

ant, via the villages of Wyman, Rowland and Winn, which if built and put into operation would provide a nearly direct southwest route, covering a distance of 120 miles between Gladwin and Grand Rapids. And by this means Isabella, Midland and Gladwin counties, at present cut off from direct communication with our city, and representing a total of about 50,000 population, would be made tributary to Grand Rapids. The Trade Extension Excursion of the Wholesale Dealers' Association of Grand Rapids last fall visited Mt. Pleasant and the possibilities here indicated were forcefully impressed upon the minds of our merchants by the citizens of Mt. Pleasant.

There is no question as to such a road proving reasonably profitable. At least so far as has been expressed by any railway traffic expert, there is no question. The times are again becoming prosperous and railway projects are being again taken up by investors. The people of Gladwin, Mt. Pleasant, Edmore and intermediate points are all heartily in favor of the proposition, and it would seem to be a most favorable opportunity for the business interests of Grand Rapids to at least undertake a careful and thorough investigation of the matter.

Late State Items.

Detroit—The Detroit Electric Manufacturing Co. has merged its business into a stock company under same style, with an authorized capital stock of \$100,000, of which \$60,000 has been subscribed and \$10,200 paid in in cash. The company makes storage batteries and electrical apparatus.

Menominee—No. 1 mill of the N. Ludington Company started the season's run Monday. The "hot water pond" is in good condition and a large number of logs are being brought to the mills every day by rail. Unless something unforeseen happens the mill will be operated continuously until late next fall.

Cadillac—The new office building of the Cummer-Diggins Company is still incomplete, the date having been set several times for its opening. The work of finishing and decorating is going so slow that Cadillac people are prepared to eventually see something fine. In architecture the building is the most unique in this part of the State and much resembles buildings seen in California and Mexico, although it can not be said to be exactly old mission in style.

Newberry—O. H. Underwood has bought the Kessler & Hartnell sawmill, operated in Pentland township, in Luce county, and will move it from the present location to the Taquameon River, where a site has been secured, also the right of way of the Superior Iron & Chemical Co. He reports that he will operate a shingle mill in connection with his sawmill. He has secured a contract from the St. James Cedar Co. for a five years' cut.

Escanaba—Logging on the Escanaba River is going on rapidly and the carrying capacity of the Escanaba & Lake Superior Railroad is taxed to

its utmost. The I. Stephenson Company's softwood mill is running full time and its hardwood mill is also operating day and night. The Stephenson Company's flooring factory is running full time and the Mashek Chemical & Iron Co. has started its plant after making extensive repairs and completing its new retort plant. Considerable lumber is moving in carlots.

Kalamazoo—Oliver Rasmus, for twelve years local manager for the National Biscuit Company, Edward Chidester and Walter C. Hipp, who have been prominently identified with the grocery business on the East Side, are the incorporators of the new Kalamazoo Bread Co., capitalized at \$6,000, of which \$3,000 has been subscribed and paid in in cash. Possession of the Witwer bakery, which has gone under the trade name of the Kalamazoo Bread Co., will be taken within a few days. Roy Witwer, who sells to the three stockholders, will probably remain with the firm. The new company will develop the bread and pastry baking business now established at 1002 and 1004 East avenue, and will start with a considerable patronage.

Menominee—Because of the general unsatisfactory condition of the lumber market in the extreme western part of the Upper Peninsula, the timber cut this winter will not be much heavier than that of 1908, when the low tide in lumbering was reached in Ontonagon county. Outside of the larger corporations, such as the Scott and Howe companies, the Stearns Lumber Co. and the Foster-Latimer Co., whose operations were not affected by the depression, but comparatively little lumbering is done in that region this winter. Some of the smaller companies have considerable stock on hand to start sawing when the season opens and are showing an inclination to await developments. Most of the companies carried over from last winter large stocks of cedar and poles and this winter nearly all the jobbers in the Upper Peninsula are curtailing their output of cedar.

Promptness is the essence of all good business, the lack of it the cause of most failure.

A kindness done to the good is never lost.

BUSINESS CHANCES.

For Sale—Timber lands on Vancouver island and mainland in B. C.; also in Washington and Oregon. Correspondence with bona fide investors solicited. T. R. French, Tacoma, Wash. 282

Wanted—Experienced glove salesman. Write at once, stating experience, terms, etc., to S. A. James & Co., Detroit, Mich. 281

For Sale—A dry goods stock in Coldwater, Mich. Fine opening for dry goods business. Best location in city of 7,000. Small stock, can do good business. The owner wants to retire on account of his age. Address C. E. Wise, Agent, Coldwater, Mich. 280

For Sale—Only exclusive stock of clothing and gents' furnishings, invoicing \$4,500, in Michigan town of 1,500 population. Brick block, good location. Good farming country. Good reason for selling. Address No. 279, care Michigan Tradesman. 279

Wanted—A first-class salesman for house furnishing store. Address Furnishings, care Michigan Tradesman. 284

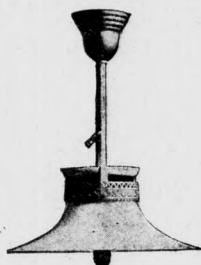
For Sale—Up-to-date feed mill. Good location, doing good business. Good point for custom work and sale of feed. Will sacrifice price on account of poor health. Will Kilron, Route No. 3, Benton Harbor, Mich. 241



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.

75% Dividends

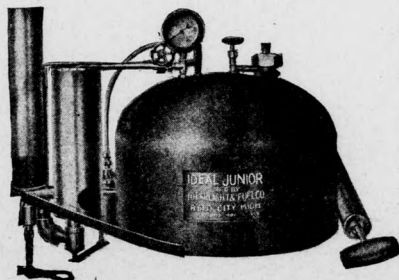


And yet you hesitate, saying—"Go thy way, and when I have a more convenient season I will call on thee."

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

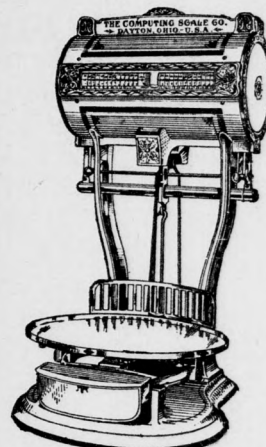
Can you make money easier? Will you continue to sleep or will you, for a saving of 75 per cent., take the trouble to ask us how it is done and how much of an investment it will require to earn this wonderful dividend?

A card will bring the answer.



IDEAL
LIGHT & FUEL CO.
Reed City, Mich.

The Advance of Science



The new low platform
Dayton Scale

Fifty years ago the man who said that it would be possible to telegraph over great distances without the use of wire transmission would be thought crazy.

Twenty-five years ago the man who said that office buildings 50 stories high could be safely built would be considered a dreamer.

There has been a time when **springs** were considered not sufficiently sensitive or reliable to be used in instruments of extreme accuracy or precision.

Marvelous results are now being secured in Wireless Telegraphy. Buildings of 50 or more stories have been constructed.

And **springs**! They are being used in the most delicate of scientific instruments where sensitiveness and precision are the prime requisites.

Science has constructed the balance wheel of a watch to control the oscillation or escapement with equal regularity through all changes of temperature.

Science has also constructed the thermostatic control for the **Dayton Moneyweight Scale** which acts in conjunction with the springs and keeps the scale in perfect balance regardless of changes of temperature or other climatic conditions.

5,025,200 lbs. was recently weighed in 10-pound draughts on one of our stock spring scales. Each day as the test progressed the Chicago City Sealer tested it to its full capacity and placed his official seal on it. The last test was as perfect as the first. The weight registered represents from 30 to 40 years' service.

This is proof of the accuracy and reliability of our scales. Send for catalog giving detailed explanation.



Moneyweight Scale Co.

58 State Street, Chicago

Want to Collect \$10,000 Without a Human Collector? Read This:

The McCaskey Register Co.,
Alliance, Ohio.

Gentlemen—We installed one of your 520 account registers on August 21st. At the time of purchasing this register your representative stated that it was a collector of accounts. At the time we were alarmed at the enormous amount we had outstanding on our books, which amounted to something over \$14,000. After using this register nearly four months we are pleased to say that **our outstanding accounts have been reduced to about \$4,000.** The collection of those accounts has been done automatically as we have not sent out any statements nor made any special effort in the way of collecting the accounts further than furnishing our customers with your regular itemized slips showing the balance brought forward. As a collector alone it is worth hundreds of dollars.

It is a labor saver and settles all disputes. Everyone's account is totaled and posted before they leave the store. **We consider it the best piece of property we own.**

Believing that our experience in the use of the McCaskey may be of benefit to our brother merchants we are writing you this letter with our permission to use same.

Yours truly,

(Signed) NELSON & JOHNSON.

Ask us. A postal will do.

THE McCASKEY REGISTER CO.
Alliance, Ohio

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

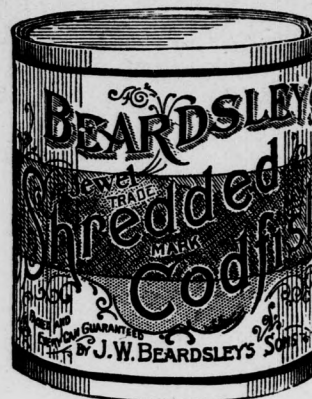


Succeed With H=O

If your stock is made up of successful goods that's the sure way to have a successful business, because successful goods sell.

When you push **Hornby's Oats** you push Success into your business and push Failure out. There're never any "hard times" in the H-O Department.

The H-O Company
Buffalo, N. Y.



The Word Shredded and the Red Band

On the Outside

and the quality of the codfish inside always travel *together*.

An imitation of Beardsley's SHREDDED Codfish cannot have either the name, the quality or the *sale*.

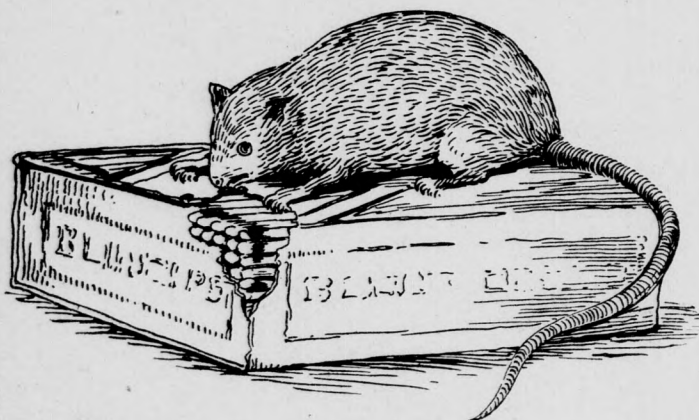
Bear that in mind when you think how many customers will get the habit of eating codfish balls regularly when you supply them with the most appetizing codfish ever tasted.

EVERY PACKAGE HAS RED BAND

J. W. Beardsley's Sons
New York City

A Medium Sized Rat

And a Small Box of Matches



can cause you a lot of trouble. Suppose your store should burn to-night and your books containing

\$5,000 Worth of Accounts

be destroyed. You say, "Oh, I could get my books out rll right." Perhaps so. Plenty of other people under the same circumstances have failed to do so, however.

What You Need Is a Good Safe

Don't delay, Mr. Business Man. We need you.
You need us because we can furnish you with the safe you need and save you money.

Grand Rapids Safe Co. Tradesman Building
Grand Rapids, Mich.