



Why the Demand Keeps Up

A Good Product
A Square Deal

He passed his plate
And winked his eye,
That's how he got
A fresh supply.
And they were glad
He loved it so,
Because it gave
Him strength to grow.

There's something more than fad or fancy back of the growing demand for Kellogg's Toasted Corn Flakes.

No other breakfast food ever had such a continuous call.

What's the reason?

It's the flavor—the through-and-through goodness of the flakes. People can't forget it—children never get enough of it—nobody ever tires of it.

Isn't it a pleasure to handle such a food—to recommend it to a customer—to encourage its sale wherever and whenever possible?

And especially so when you consider the ideal policy under which it is marketed. We put every retailer, great and small, on the same basis. Chain and department stores must buy through the jobbers. It is distributed to ALL retailers in this way. It is sold strictly on its merits without premiums or deals.

And it is backed by a generous and continuous advertising campaign. Do you know of another concern that gives YOU a squarer deal—that gives you a more popular food—that does more to help you help yourself than

Kellogg's

TOASTED CORN FLAKES

W. K. Kellogg

Toasted Corn Flake Co., Battle Creek, Mich.



Policyholders Service & Adjustment Co., Detroit, Michigan

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

We audit your Policies.

Correct forms.

Report upon financial condition of your Companies.

Reduce your rate if possible.

Look after your interests if you have a loss.

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

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

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

For information, write, wire or phone

Policyholders Service & Adjustment Co.

1229-31-32 Majestic Building, Detroit, Michigan

Bell Phone Main 2598

ELECTRICAL SUPPLIES

Do You Want

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

Tell Us Your Wants—We Will Give You Prices

M. B. Wheeler Electric Co.

93 Pearl Street

Grand Rapids - - Mich.

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

Pure Cider Vinegar

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

The Williams Bros. Co.

Manufacturers

Picklers and Preservers

Detroit, Mich.



Our Package

"As You Like It" HORSE-RADISH

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

Manufactured only by

U. S. Horse-Radish Company

Saginaw, Mich., U. S. A.

Every Cake



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

The Fleischmann Co.,

of Michigan

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

Makes Clothes Whiter—Work Easier—Kitchen Cleaner.

SNOW BOY WASHING POWDER.


GOOD GOODS — GOOD PROFITS.

MICHIGAN TRADESMAN

Twenty-Sixth Year

GRAND RAPIDS, WEDNESDAY, JANUARY 20, 1909

Number 1322



KENT STATE BANK
Capital
\$665,000.00
Assets
\$6,000,000.00
PAID ON SAVINGS BOOKS 3%
PAID ON SAVINGS CERTIFICATES 3 1/2%
GRAND RAPIDS, MICH.

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

**GRAND RAPIDS
FIRE INSURANCE AGENCY**
THE McBAIN AGENCY
Grand Rapids, Mich. The Leading Agency

Commercial Credit Co., Ltd.
Credit Advices and Collections
MICHIGAN OFFICES
Murray Building, Grand Rapids
Majestic Building, Detroit

ELLIOT O. GROSVENOR
Late State Food Commissioner
Advisory Counsel to manufacturers and jobbers whose interests are affected by the Food Laws of any state. Correspondence invited.
2321 Majestic Building, Detroit, Mich.

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

**FIRE AND
BURGLAR
PROOF**

SAFES

**Grand Rapids
Safe Co.**

Tradesman Building

SPECIAL FEATURES.

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PRIVATE OWNERSHIP.
Beyond any question the city of Grand Rapids possesses in the temperament and ability of Mr. Samuel H. Ranck one of the highest grade public librarians now in service in the United States. Wide awake, resourceful, energetic and resultful as an executive officer, he sees broadly and clearly as to the scope, purpose and opportunities of a public library and the consequence is that the Grand Rapids Public Library is one of the model institutions of that character in this country.

But when Mr. Ranck talks of the "unearned increment" of the water powers in Michigan which are already or may be hereafter developed, he is wading in beyond his depth.

"Unearned increment" is a pleasing phrase because it opens the way for the tangles of the theorist, the visionist and their dreams. A water power, so far as the general public is concerned, is very unlike unoccupied real estate. A thrifty, careful man who has a little money and is willing to wait settles in a neighborhood, a village or a city and buys a tract of unimproved property and then retires serenely to enjoy his leisure while his investment increases in value. Meanwhile someone buys adjoining property, plats the same, puts down pavements, sewers and sidewalks, puts in water and gas supplies and then erects stores and dwelling houses. Then he sells the various improvements and the original settler in the neighborhood participates in the "unearned increment."

That is to say, the chap whose original funds were utterly inadequate to carry out the improvements made; the man who does nothing at all toward developing the improvements; the man who would, had it not been for the public spirit, the energy and the money of patriotic business men, have been satisfied to die with his investment worth less than it was originally, gets the benefit of the unearned increment.

On the other hand, the corporation which exploits a water power takes up a thing which, in its natural state, is worthless, a veritable cipher. It creates at large expense something out of nothing. It dredges, blasts and

digs, it builds dams, puts in an electric power plant and a factory to utilize the power thus secured—perhaps is required to build a railway on which to bring in new material—it furnishes employment for hundreds of men and in many cases it develops an industrial center which becomes perpetual. In doing all of this it destroys nothing, because it is absolutely impossible to annihilate even a single drop of the original natural resources, and it does not utilize a single thing that is not paid for at its full value.

According to Prof. Gardner S. Williams, of the University of Michigan, the State of Michigan possesses about 500,000 horse power of water power. Not only is the State too poor to improve these water powers, but, under present constitutional provisions, she is not permitted to improve them. Such a resource is valueless to the State unless it is made available.

Along comes a man or a group of men and they buy up flowage rights; that is to say, they acquire, as a rule, large areas of land which are frequently so worthless that they are carried on the tax rolls at a merely nominal valuation. The farmers who dispose of these rights frequently secure exorbitant prices for the property and chuckle over the way in which they "socked it to the promoters." Then the purchasers spend large sums of money putting in dams and generating plants and at last comes the perfect availability of a resource worth millions of dollars in the aggregate to the State.

Prof. Williams is eternally sound in his advocacy of the private ownership of water power facilities, and it is beyond any question that such ownership will bring about industrial and ethical conditions which, should the State undertake the same proposition, would require at least fifty years of effort. Private corporations possess the money and they are not loaded down with a multitude of purposes. The sole aim is to produce large amounts of power; they perform this work speedily, economically and well.

And what do they do with the "unearned increment?"

Ask the farmers along the rights of way of these properties, the value of whose farms increases from 25 to 50 per cent.

How so? The construction of dams creates conservation basins or artificial lakes, by means of which floods are harnessed and held for use as needed. This fixture permanently raises what the engineers call "the water plane" and thus thousands of acres of barren land, irrigated by water coming up from the depths of the earth instead of from the clouds above, are made forever fertile and

valuable. Wood lots are saved and new areas of forestry are created.

Ask the villages and cities which after years of innocuous desuetude are awakened by the fact that they are becoming industrial centers; ask the manufacturers and merchants in Grand Rapids as to the value to them of having water power electricity in this city, increased—as it would be by the construction of the proposed ship canal across Michigan—fully 100 per cent.; ask the people of Ionia, St. Johns, Hubbardston, Maple Rapids, Ashley, Brant, St. Charles, Chesaning, Saginaw and Bay City how they would profit by the presence of cheap power and cheap freight rates for the handling of the coal and salt deposits in their neighborhoods—profits which would come through the construction of the Grand-Saginaw Valleys Deep Waterway. And all of these values come to the adjacent property owner, not because he invests, plans, works, accepts risks, and all that, but because some man or group of men sizes up the possibilities, the cost and takes the bull by the horns and does things beyond the power of the ordinary individual.

According to Prof. Williams' estimate water power costs, undeveloped, from \$25 to \$75 per horse power. The earnings of this horse power, developed, are from \$30 to \$90 per horse power per year. To operate this power the cost is about one-half of the income, leaving 50 per cent. with which to cover interest, depreciation and profit, or from \$15 to \$45 per horse power for such purposes.

Prof. Williams also admitted that the greatest present needs in considering the Michigan water power problem are a complete topographical survey and maps of the Lower Peninsula, so that the State may know exactly what she possesses as to the flow of all rivers and streams; the various elevations, the watershed areas; the location of highways, railways, bridges and dams, the character of soils and all the topographical facts. Then we will know what we have and may work intelligently to a State plan by which the waters may best be conserved and the power utilized and by which permanent protection against damages by floods may be secured.

This topographical survey may be made, under the constitution, by the State itself; and not until such survey is made can intelligent effort toward possible necessary legislation be carried forward fairly.

No life is so short that it has no time for good and kindly deeds nor so long it can delay their doing.

He makes a poor business of life who lives for business alone.



Some Suggestions in Regard to Placards.

I was looking over a lot of advertisements the other day. Many of them could also be adapted to use for displays in show windows.

Here is one to set people to thinking about a store's reliability:

All
You
Need To Know
About An Article
Is To Know
That

It Comes From Us.

The following ought to augment sales for the books it is intended to boom:

Don't
Throw Your Money Away
On
Books
That Can Not Benefit You
In
The
Least
But Put It
into
a
First-Class Encyclopedia

An entire window of shining tinware could have this card for a suggestion to the buying public:

Window Brightness
For
Dull
Times
Now Sail In
And
See
How Well
We Can Do By You
Here is a card that might help in a haberdasher's window:
We Print a Card
Every
So
Often
On
Correct Garments
For
Men
Step in and Get One

This was seen during a fierce thunderstorm:

Here's a Tip
Don't Get Your Dip
Wet
By the Torrents
Buy a Rainstick
of
Us

This for a big bunch of rubber heels:

Walk
on
Kitty-Feet

Rubber Heels
Take All the Jar
Off
Your
Spinal Column

A harness dealer's window held this placard:

Hold
Your
Horses
With These Lines
A
Whip
If You Need It

A florist's window caused a smile at the old familiar lines:

"The rose is red,
The violet's blue;
Honey's sweet
And so are you,"

which were also once observed in a delicatessen shop, inspired by a special sale of the product of our little winged friends, the bees.

In a stationer's window I once saw a great pile of pens—just pens. Over this, suspended by dark threads from the ceiling, was a card reiterating the oft-quoted words:

The Pen
Is Mightier
Than
The Sword
Be Mighty

A meat market had this as a reminder for the next day:

Order
Your Sunday Meats
Here
Something Extra Fine
in

Beefsteak
and
Broilers

What more fair than what follows?

If
Anything
Is Unsatisfactory
None
So
Quick
To Exchange
Or
Money Back

Wouldn't this have a convincing sound with the public?

Listen to Jones

Not
The
One
But
The
One

Who "Pays the Freight"

Who "Delivers the Goods"

Here's a good word for the employees behind the counter:

Both
Are

Good Salesmen
Our Windows
and
Our Clerks

An appeal is made to the purchaser's pocketbook in this:

Your
Dollars
Are Wasted
If
You
Don't
Get Your Dollars' Worth
We
Aim
To Give
Dollar for Dollar Value

This proposition to the carpenter ought to seem to him to be the epitome of fairness:

If
This
Saw
Doesn't Do All
You
Want It To
Send
It
Back
At Our Expense

A store that for some time has used a number of revolving cabinets for holding laces thus calls attention to the care with which these delicate goods are handled:

Our
Laces
Don't Get
All Jumbled Up
Selections
Made
Without Disturbing Stock
A
Particle

Another card on the same subject reads like the one below:

Bright, Clean
Merchandise
Sells
Better
Entire Lines
Of
Laces

Kept in Cabinets
Mussy Heaps of These Goods

Never Speak Well
For
A
Store.

It Is Our Thoughts Which Make Us.

Evansville, Ind., Jan. 13—On Jan. 6, you published the following, "No man can take iniquity into his creed and keep it out of his character." Truer words have never been written or spoken. And yet thousands of people fail for no other reason than they think they can take injustice, unrighteousness, sin and crime into their creed. I have often wondered at this. And yet, I ask, why do people do these things?

Injustice, unrighteousness, sin and crime seem to be everywhere. We do not have to go to books to find them. We see them written in the faces of people. Yes, all of your iniquity is planted right deep down in your character. You can not hide it. Your creed can not carry it for you. It does not carry it. You are loaded down with it yourself. Think hard along this line. This is good for all of us. None of us are perfect. We all make mistakes. We all know what is right, but why don't we listen? Sin and crime, think of it. What is the greatest sin? The greatest sin is to think that our creed can save us in the end. There is no hope for us in a creed, if we do not believe in saving our own soul. Why do we foolishly believe in a creed that will save us in the end? There is no end. Time will go on forever. To-morrow will never come. If you expect your soul to live forever, why think about the end? Your soul has no use for a creed if you do not try to save it yourself.

If you have a bright soul (Bright Thoughts) your character will shine as bright as the heavens. What has your creed to do with this? Is it not your thoughts that make you? If your thoughts are right, your soul will live forever, and then if this is true, why think of the end?

Edward Miller, Jr.

A HOME INVESTMENT

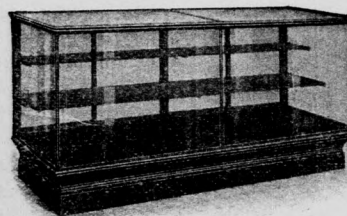
Where you know all about the business, the management, the officers

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.



Display Case
No. 600

Display — Display — Display

That's what makes sales. Improve the appearance of your store and the trade will come your way. Let us tell you why our cases are superior to other cases.

Send for our catalog A.

GRAND RAPIDS SHOW CASE CO.
GRAND RAPIDS, MICH.

Branch Factory Lutke Mfg. Co. Portland, Ore.
New York Office and Showroom, 750 Broadway
St. Louis (same floors as McKenna Bros Brass Co.)
Office and Showroom, 1331 Washington Ave.
San Francisco Office and Showroom, 576 Mission St.

Under our own management
The Largest Show Case Plant in the World

Deportment Still Counts in Business.

Business men of the older school are disposed at the present time to resent some of the shortcomings in deportment which they find in the younger generation. They are inclined to find fault with the young man because of his general lack of reverence for anything. They criticize his dress as loud. They see in him almost the antithesis of the young man as he was in their day.

Remembering all that was required of themselves in deportment, these older observers of the younger generation may go a little too far in their criticisms of the present type of young business man. They may exaggerate a little their own early virtues; they may fail to recognize that the times and the manners of men are subject to change.

But it remains that for the young man entering business not a little of his chances for success may depend upon his deportment. There can be no cut and dried standard of pose and manner measuring up to every line of occupation.

At the same time there are some standards of deportment in every day business relations that may be counted upon as always in good taste. Always the young man may be open to the sensing of anything incongruous in his manner and pose, and if he shall be open to such guidance, having regard for the rights and sensibilities of others, he is reasonably safe from making himself persona non grata with others.

Occasionally one sees the extreme modest type of young man in public places, who, in the effort to be respectful of his deportment, goes to painful extremes. Perhaps he enters a general office which has a general lobby outside a railing which is set aside for the general public. He may remove his hat on entering the door and stand at the railing, hat in hand, waiting attention from an attendant.

In my observations the young man may be guilty of a faux pas costing him dearly if his mission to the place admits. Almost universally the office attendant is disposed to show his contempt of such a caller. He decides that such a man, seeking audience of some one inside, is cringingly anxious. In the experience of the attendant those persons cringingly anxious to get inside are persons whom he has found it wise to dismiss, if he can.

Men in business in metropolitan life have remarked often that a visitor from the country is likely to have a distressing loudness of speech in the city office. The visitor, to the extent that he has acquaintance and friendship for the city man, may startle a whole general office force by his explosive speech and loud laugh, which are not to be muffled by ordinary walls of the private office. There may be nothing possible in the speech which could not be shouted from the house-top, but in the citizen the situation may be embarrassing.

In these busy, crowding times a little of the old fashioned courtesy and consideration which once ruled among gentle people comes to the

hurried man of business with all of its old subtleness and balm. When occasionally a hurrying man passing through a doorway ahead of you pauses a moment to hold it open and you nod the "thank you" that springs unthought to your lips, can't you feel that mutually the two of you have experienced a little something not exactly related to the sordid cares of life?

There is plenty of time, still, for these small observances of gentle breeding. Deportment, based on honest decency, still is at a premium in the world. The young man at large can not afford to forget the fact.

John A. Howland.

Every Credit Man Ought To Study Human Nature.

Evansville, Ind., Jan. 8.—The three lined item which appeared in your Jan. 6 issue and which reads as follows has a wonderful thought in it: "If you understand a man the first time you meet him there isn't much about him to understand." It will take a lifetime to understand some people. In fact, some people are not understood until they have been explained by others many years after their natural life. Take Ralph Waldo Emerson. Even today there are but few who understand his sayings when they read them or hear them. Still all could understand him if they would simply do as he told them. He said, "There is one mind common to all individual men. Every man is an inlet to the same and to all of the same."

If our minds are an inlet to all there is, we ought to be able to know any one just as soon as we see them or even hear of them.

I know of a few men and women who can tell you the character of people as soon as they see them or get a letter from them. A man's character is built up of his thoughts and any one who has studied the Nature of Human Intelligence can read many things which are not put on paper.

In my opinion, every credit man ought to study human nature, he ought to know what the Power of Thought is and how it works.

The business world knows everything else and it ought to know these things, too, but I am sorry to say the people have run after the dollars so much and fast that they have really forgotten themselves. People, as a rule, don't even stop long enough to eat.

There are some people who think they know a man after they have had business dealings with him for years and yet they did not.

We make up our minds about people and things too quick. We should never let others tell us too much about things and people. We are inclined to look outward for advice, but the true word comes from within our own minds.

You can not understand a man the first time you meet him, that is, know him in and out, but you can know enough to satisfy you as to what you should do if there is going to be a business deal on hand.

Edward Miller, Jr.

The Office Boy.

He is the butt of hard pressed jokesmiths and illustrators. His lot it is to fetch and carry. Often his work is that of an automaton. Sometimes he is assumed to lack the most rudimentary attributes of intelligence. Not always. Note the establishment of a raining class devoted to boys who wish to do office work. The assumption which underlies the work of this class is that the boy himself has ambition and is bent upon effecting an entrance into a life of business. He is first inoculated with precepts of obedience and loyalty. He is then schooled in the local geography. He is taught to copy letters, to do up parcels, to answer telephone calls, to manipulate a switch. Finally comes rudimentary book-keeping—how to keep a simple stamp or cash account. Poor little office boy! Often enough his life is without enough of marbles, tops, baseball and flying kites; without enough, also, of the weapons which the school can give. Classes for his benefit, if this one succeeds, may well follow in many towns—Collier's Weekly.

It doesn't pay to let diseases or affections of the eye go unchecked, Mr. Horse-owner. The most valuable animal on your place may be rendered next to worthless by letting a little eye trouble get to be a big trouble—and it's most always the best animal that's attacked. Blindness will knock all the profit off of an otherwise magnificent animal. Until the discovery of "Visio" horse-own-

ers didn't know how to cure eye ailments. But there is no excuse now—this simple, safe remedy is a positive cure for all forms of eye troubles, no matter how long they may have existed. It is guaranteed—if it fails in any case every cent of the purchase price will be refunded. You take no risk. Write to-day to Visio Remedy Association, Dept. C., 1933 Wabash Ave., Chicago, Ill., for more particulars about this wonderful remedy.

VALENTINE POST CARDS

For Retail Dealers
All kinds to sell from 1c to 25c each

Every card a quick seller
Write for samples and prices

PERKINS NOVELTY CO.
BUXTON, IOWA

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

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

**TANGLEFOOT FLY PAPER**

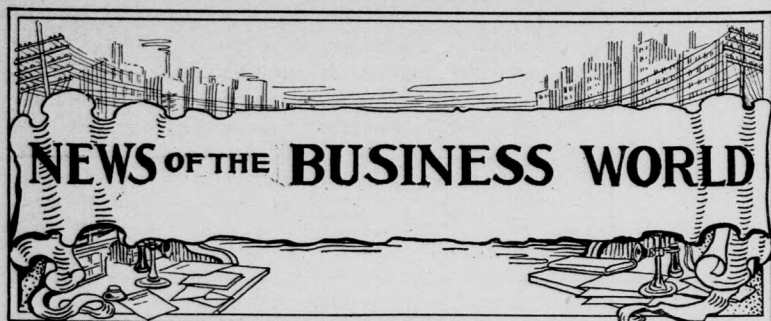
The Standard Throughout the World
for More Than Twenty-five Years

ALL OTHERS ARE IMITATIONS

The Prompt Shippers

WORDEN GROCER COMPANY

Grand Rapids, Mich.



Movement of Merchants.

Plainwell—Earl Irick, baker, has closed his store.

Otsego—A retail cigar store has been opened by G. F. Merrill.

Woodland—Ferris & Merriam have opened their new meat market.

Detroit—Edson, Moore & Co. have increased their capital stock to \$900,000.

Boyne City—A bazaar store has been opened by Ed. Kennedy, of Cadillac.

Litchfield—C. M. Stoddard succeeds A. J. Hager in the grocery business.

Lakeview—H. Blanding & Son are the promoters of another factory to make novelties.

Marquette—A grocery store has been opened by Fred Papin at 130 Baraga avenue.

Otsego—Gamble & Williams, clothing and shoe merchants, are about to dissolve partnership.

Reading—Stewart McGowan has sold his hardware stock to G. B. Gunnison, of Jackson.

Coats Grove—Geo. Wonderlich, of Lake Odessa, has purchased the general stock of Ernest G. Smith.

Ithaca—J. F. Cihak is putting in a stock of pictures and picture frames. He will also continue his photographic work.

Luther—Calvin & Son, who recently purchased the cheese factory here, contemplate converting it into a creamery.

Elsie—The Michigan Milk and Food Products Co. has completed its \$60,000 plant for the manufacture of milk flour.

Lansing—Geo. R. Babcock and W. A. Jenkins have engaged in the fruit and produce business on Grand avenue, North.

St. Louis—Fred B. Ensley, hardware merchant, will soon leave for California, having sold his stock to J. H. Palmer.

Otsego—C. G. Piper is succeeded in the confectionery business by Arthur I. Shears. Mr. Piper will remain with the new owner.

Benton Harbor—The Puterbaugh & Downing Co., which conducts a clothing store, has decreased its capital stock from \$16,000 to \$8,000.

Coopersville—M. Durham has bought the hardware stock and building of E. W. Howell, and will continue the business at the old stand.

Traverse City—Geo. W. Miller is closing out his clothing stock with a view to retiring from trade. Mr. Miller will probably go on the road.

Boyne City—John Patterson, of Mancelona, removed his dry goods stock from that place to this city, where he will continue in business.

Plainwell—C. S. Scott has sold his interest in the meat market firm of Honeysett & Scott to his partner, Reuben Honeysett, who will continue the business.

Alma—W. W. Pearson, of Fremont, will soon open a department store with a new stock throughout, having leased three floors of the Vermuellen block.

Saginaw—John Huebner will open a meat market at the corner of Court and Fayette streets. He formerly conducted a grocery and meat market at 906 Madison avenue.

Clare—The Citizens' Bank of Clare, which has been a private institution since 1903, has been reorganized as the Citizens' State Bank of Clare, with a capitalization of \$20,000.

Gwinn—A new company, known as the Gwinn Lumber Co. will continue the business formerly conducted by the local branch of the Consolidated Fuel & Lumber Co., of Ishpeming.

Battle Creek—Chas. W. Centner, formerly of Champaign, Ill., is now a member of the dry goods firm of Chas. E. Blood & Co. as a partner. Mr. Centner will have charge of the furnishings department.

Clare—In the death of Nathan Bicknell, at the age of 62, Clare's last pioneer merchant in active business passes from view. When he located here thirty-four years ago the country was a howling wilderness.

Detroit—The Peninsular Poultry & Egg Co. has been incorporated to conduct the produce business. The company has an authorized capital stock of \$5,000, all of which has been subscribed and paid in in cash.

Allegan—Mrs. L. S. Turner (and Miss Florence Jewett, who formerly conducted a millinery business here under the style of Turner & Jewett, will remove to Grand Rapids, Feb. 1, where they will continue in the same line of business.

Plymouth—The grocery firm of Bogert & Co. has been succeeded by W. W. Murray. Mr. Murray will be assisted in the store by his daughter, Lela Murray, who was formerly employed in the clothing and furnishings store of E. L. Riggs.

Lansing—A corporation has been formed under the style of Young Bros. & Daley to deal in hay, grain and wood. The company has an authorized capital stock of \$1,000, all of which has been subscribed, \$11,375 being paid in in property.

Wexford—A corporation has been formed under the style of the Economy Mercantile Co. to deal in merchandise and farm products. The company has an authorized capital stock of \$8,000, all of which has been subscribed and \$4,000 paid in in cash.

Manistee—James Hanson will remove his grocery stock from the corner of First and Cypress streets to the corner of First and Poplar streets. L. N. Roussin will occupy the same building as Mr. Hanson with a meat market, which is nearly ready to open.

Lansing—Calvin Wolverton, brother of Hiram Wolverton deceased, who formerly conducted a bakery and confectionery, is here from Linesville, Pa. It is possible that Mr. Wolverton may reopen his brother's store and continue the business as soon as the estate is settled.

Calumet—The clothing and bazaar firm of Arne & Ruttenberg, who have conducted business for several years past under the style of the Savings Bank Department Store, have dissolved partnership. Oscar Ruttenberg has leased a store on Quincy street and will conduct business there.

Ishpeming—Philip Quayle succeeds Thomas F. Gill in the furniture and undertaking business. Mr. Gill will remain in the employ of Mr. Quayle as undertaker and emblamer. Mr. Quayle intends to put in a line of picture frames and also engage in the upholstering business to some extent.

Lansing—J. E. Shanholtzer, of Des Moines, Ia., and W. P. Mathews, of Detroit, will open a ladies' furnishings store about February 15, under the style of the S. & M. Cloak Co., at 225 Washington avenue, North. Both members of the firm will move to Lansing and be actively engaged in the store.

Menominee—Woodford & Bill, dealers in musical instruments, have merged their business into a stock company under the style of the Woodford & Bill Piano Co., with an authorized capital stock of \$69,000, of which \$54,000 has been subscribed, \$2,143.66 being paid in in cash and \$41,856.34 in property.

Cadillac—George C. Webber, who formerly conducted a house furnishing store, is a member of the new corporation which will conduct the same line of business under the style of the Webber-Ashworth Co., having an authorized capital stock of \$17,000 common and \$8,000 preferred, of which \$20,000 has been subscribed and paid in in cash.

Greenville—There was a wild commotion in J. E. Van Wormer's south-end grocery recently and the way the clerks and customers scattered was a caution. All this commotion was caused because a bunch of bananas fell down and from the center popped out a live tarantula which seemed to be bent on mischief. It was secured before it did any harm.

Moorestown—L. M. Richards has turned back to John F. Butcher, formerly of Mt. Pleasant but now of Vassar, all of the property in this place and vicinity which he purchased of Mr. Butcher something over a year ago. Mr. Butcher will stock the mill with logs as usual and the lumbering business will be continued under some management not yet determined.

Detroit—Edward J. Hickey, who formerly conducted a clothing store, has merged his business into a stock company under the style of the E. J.

Hickey Co., which will conduct a general merchandise business. The corporation has an authorized capital stock of \$100,000, all of which has been subscribed, \$23,444.12 being paid in in cash and \$76,555.88 in property.

Manufacturing Matters.

Manistee—The Noud Lumber Co. has increased its capital stock from \$25,000 to \$32,000.

Marshall—The New Process Steel Co. has increased its capital stock from \$25,000 to \$50,000.

Traverse City—John Caron, of the firm of J. A. Caron & Co., manufacturers of excelsior, is dead.

Morley—The flour mills at this place have been purchased by B. G. Pettie and Wm. F. Turner, who will begin operations by installing a gasoline engine.

Saginaw—The Saginaw Cement Shingle Co. has been incorporated with an authorized capital stock of \$3,500, all of which has been subscribed, \$350 being paid in in cash and \$500 in property.

Detroit—The Wayne Chemical Co. has been incorporated to conduct a manufacturing business, with an authorized capital stock of \$10,000, all of which has been subscribed and \$1,000 paid in in cash.

Detroit—The National-Fire-Proof-Metal-Lath Co. has been incorporated to conduct a manufacturing business with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Menominee—The Fisher & Hutchinson Co., which manufactures boxes, has been dissolved. D. J. Fisher will conduct the business alone. Mr. Hutchinson will now devote his attention to the banking business.

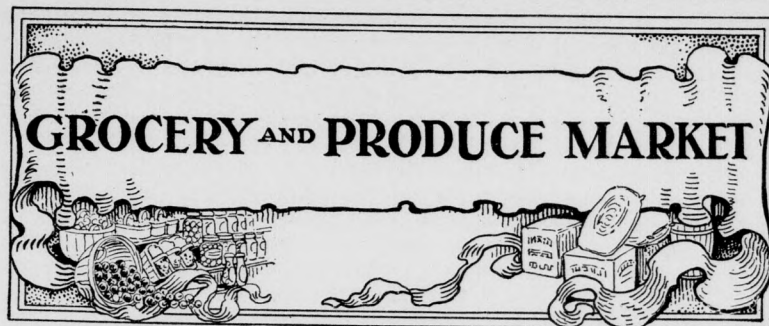
Kalamazoo—B. F. Witwer, who formerly conducted the Witwer Baking Co. here, has abandoned the bakery business at South Bend, Ind., and will take the management of the business of the Morton Baking Co., at Windsor, Ont.

Lansing—A corporation has been formed to conduct a manufacturing business under the style of the Hartman Cream Separator Co., which has an authorized capital stock of \$25,000, of which \$16,250 has been subscribed and \$2,500 paid in in cash.

Union City—The Peerless Portland Cement Co., which recently erected a chimney constructed entirely of cement with steel reinforcement, intends to build a storage building 50 x 300 feet in dimensions which will also be of steel and cement exclusively.

Bay City—A corporation has been formed under the style of the Pierce, Nye & Budd Co. to manufacture marine and automobile gasoline engines and machine work. The company has an authorized capital stock of \$5,000, all of which has been subscribed and paid in in cash.

Coldwater—The Wolverine Portland Cement Co. has closed its plant, two miles west of Coldwater, for the season. It has just completed an eleven months' season, which is the longest they have ever had, it being possible to run late on account of the open winter and the fact that the lakes have been so free from ice.



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 firm at unchanged prices. There is a very good consumptive demand for all grades, both of solid and print, and the supply is about normal for the season. Stocks in storage are decreasing very fast and the market is thoroughly healthy throughout. 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—\$1 per bu. or 3¢ per lb.

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—Fresh continue very scarce and the retail price is very high. All receipts are sold on arrival every day. The future, both as to supply and price, depends on the weather, but the present outlook is for continued high prices until the weather moderates. 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 \$8@9 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, 16¢ 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; \$1.75 per hamper.

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

New Knitting Factory in the Field.

A new corporation has been formed under the style of the Clark Knitting Co., which has an authorized capital stock of \$25,000, of which \$15,000 has been subscribed, as follows:

A. Edward Clark\$5,000

W. H. Downs 5,000

James A. Storer 5,000

The officers of the company are as follows:

President—A. Edward Clark.

Vice-President—W. H. Downs.

Secretary and Treasurer—James A. Storer.

The company has leased the two top floors of the north factory building formerly occupied by the Grand Rapids Felt Boot Co. It is installing machinery to be propelled by electric power and will manufacture ladies', youths', misses' and children's union and two-piece garments. Plans are being made to begin operations about March 1. Mr. Storer will have charge of the office, Mr. Downs, formerly with the Star Knitting Works, will represent the company on the road and Mr. Clark, with the Star Knitting Works for twelve years, will personally superintend the factory.

The many friends of Fred J. Ferguson, who for many years conducted a grocery store at 133 South Division street and for some time past has been engaged in the livery business at 142 Kent street, will regret to learn that Mr. Ferguson has been in failing health for some time past and is at present confined to his home at 65 Cass avenue on account of his illness.

A corporation has been formed under the style of the McIntosh & Ranney Co. to manufacture washing machines and deal in automobiles. The company has an authorized capital stock of \$10,000, of which \$6,020 has been subscribed, \$20 being paid in cash and \$6,000 in property. The office of the company is at 31 Powers building.

Holding Back the News.

"I suppose your wife was tickled to death at your raise in salary?"

"She will be."

"Haven't you told her yet?"

"No; I thought I would enjoy myself for a couple of weeks first."

Block the windows of your heart with dirt and it will not be strange if you deny the divine light.

The Grocery Market.

Tea—Spot prices in Japan are holding firm for the entire list and there is a strong demand for all grades. Some heavy sales have been made during the last two weeks to Eastern jobbers and all stocks in first hands are being held at the advanced prices, nothing being offered under 20¢. Congous and Formosas show an advance of from ½@1¢, the large shortage being primarily responsible for the advance, although the proposed duty on tea is having a strong influence on the market, as it is thought that should an import tax be put upon coffee it would carry tea with it. Speculation is active, even certain coffee houses being among the large tea buyers. The Treasury Department has ordered all custom offices to collect a duty on fancy containers of tea at the same rate as when imported without tea and this action is likely to cause an advance in teas packed abroad in fancy cans or boxes.

Coffee—The agitation over the proposed duty tends to keep the market strong. The receipts at Brazil still show a large increase over the corresponding period of last year, there being already over 2,000,000 bags more than the season of 1907-08. Mild coffees are steady and unchanged. Java is steady and Mocha a little easier.

Canned Goods—The tomato market is again somewhat unsettled by offerings from some packers at unwarranted figures. Corn continues very firm, but dull. Peas are without animation and a steady tone is apparent. It is stated that packers' ideas as to prices for 1909 are on a level with those at which the market opened last year. Pumpkin and squash remain steady. Apricots are said to be getting into small compass on the coast and the market reflects a firmer tone. Owing to the moderate demand for peaches and pears the tone of the market is easy. Gallon apples continue firm, in spite of the fact that demand is of very moderate proportions. Strawberries and raspberries are not very plentiful and hold firm. While trade is seasonably slow the strong statistical position of salmon, with the exception of pinks, keeps prices on a firm basis. Domestic sardines are easier than for some time. Imported sardines are quiet but firm and no fresh features are presented in other lines of canned fish.

Syrups and Molasses—The Corn Products Refining Co. has made a change in its selling plan which has every appearance of being a decline in price. Compound syrup is unchanged and in fair demand. Sugar syrup is in moderate demand at ruling price. Molasses is firm and as to finer grades not very abundant, but prices show no change for the week.

Dried Fruits—Currants are in fair demand at unchanged prices. Peaches are dull and unchanged in price. Apricots are scarce and firm, but fairly active. Citron, dates and figs are unchanged in price and in fair demand. Prunes are nominally unchanged, but it is probable that a good round order would get concessions. The demand is light. The raisin mar-

ket has become even more demoralized during the past week. Fancy seeded can be bought on the coast for 4½¢ per pound and 3-crown loose at 2¾¢. An average price for the latter would be 4¢. This further decline in the face of the pending pool in California is clearly indicative of very great demoralization. The season is getting on and holders probably realize that present stocks must be gotten rid of.

Rice—Reports indicate that the demand the country over has been unusually heavy and that stocks are rapidly diminishing.

Rolled Oats—The strong tone which has characterized this market for some time still prevails. Jobbers predict that a higher level will be reached by spring.

Cheese—An advance of ½¢ has been made, due to increased consumptive demand and short supply. The market is healthy at the advance and the outlook is steady to firm, this applying to all grades.

Provisions—The increased demand for everything in smoked meats, together with a higher cost of hogs, has resulted in an advance of ½¢ in hams. Pure lard is firm and unchanged. Compound lard is firm at ½¢ up, due to the very good consumptive demand, as well as increased cost of raw material. Dried beef, barrel pork and canned meats are unchanged.

Fish—Cod, hake and haddock are selling fairly at unchanged prices. The need of complying with the food law has greatly curtailed the demand for hake and haddock, as compared with the former demand when it was sold for cod. Salmon is in fair demand at unchanged prices. Sardines show no special activity in any grade or variety, and no change in price. Mackerel has been very dull during the past week. Both Norway and Irish mackerel are unchanged in price, but both are steadily maintained in spite of pronounced dullness.

Grand Rapids Fixtures Shown in Chicago.

The Grand Rapids Fixtures Co. has arranged with the Superior Brass & Fixtures Co., of Chicago, to handle its line of show cases in Chicago, and after Feb. 1, it will, in its show case rooms at 233, 235 East Jackson Boulevard, show a complete line of the Grand Rapids Fixtures Co.'s cases and other store fixtures. This will, in addition to its other lines, give the Superior Brass & Fixtures Co. one of the most complete and up-to-date lines of window and store fixtures ever shown in Chicago, and it will be well worth while for any merchant interested in store or window fixtures to pay a visit to this show room before purchasing.

This show room is not only showing a very complete line of all kinds of store fixtures, but is very conveniently located for the outside buyer, and merchants should not overlook it in visiting Chicago.

If we were half as careful of our foundations as we are of our furniture we might build more enduringly.

FURNITURE EXPOSITION.

Origin and Development of a Unique Feature.

January is a busy month in Grand Rapids. So is July. One marks the opening of the spring, the other of the fall season in the furniture trade. Upon both occasions manufacturers at all the furniture producing centers and small towns send samples of their wares to Grand Rapids. Buyers from all over the country, from every state in the Union, from every city of importance in the land and from foreign lands come here to see the goods displayed, the home lines and the sample lines alike. The home lines serve as the main attraction, for the Grand Rapids manufacturers set the styles and the pace in the furniture world. The outside lines, however, help to make Grand Rapids the market it has become. The Grand Rapids specialty is high grade case goods. The outsiders show medium and cheap case work, chairs and parlor goods, which are produced here in limited quantities, and many specialties. With the aid of the outsiders everything in the nature of furniture is shown here, furniture for the kitchen, the parlor, the dining room, the porch, the bedroom, the laundry, the library and the lawn, and all this in almost endless variety, and in any desired grade as to price. In addition are mattresses and pillows, hammered copper wares, terre cotta adornments for the home and carpet sweepers. Everything the ordinary furniture dealer carries in stock is offered here, even coffins, for the small town dealer often serves also as the village undertaker. The Grand Rapids manufacturers produce the fine goods that can not be found elsewhere; the outsiders supply the goods that are not produced here and the combination makes Grand Rapids mighty.

When the outsiders first began coming here the locals were inclined to be resentful; to regard them as intruders. This feeling has passed. The outsiders are now welcome. And it may be added the outsiders when they come make themselves entirely at home, as is proper that they should.

The development of Grand Rapids as a great furniture market is a matter of only a quarter century. Many buyers and sellers are still coming here semi-annually who were in at the birth. And whether buyers or sellers they are inclined to be proud of the city's growth as a market and to take unto themselves some of the credit.

The exhibit made by Berkey & Gay and Nelson, Matter & Co. at the Centennial exposition at Philadelphia first attracted the attention of the trade to Grand Rapids as a furniture producing point. Before the Centennial buyers came here occasionally. Charles H. Scarrett, of Scarrett, Comstock & Co., of St. Louis, was one of these. He bought the old round end spindle beds made by the Widdicombs. He bought them by the carload in the white and shipped them to St. Louis to be finished and then sold in the frontier towns. The finish

in those days was a simple process. It consisted of sousing the beds into vats of paint and setting them aside to dry.

After the Centennial buyers came in greater numbers and soon seasons were established. The local manufacturers expecting the buyers called in their traveling men to show the goods and help entertain the visitors. Among the salesmen were Geo. Stoddard, Knapp, Green, Fred Hills, Harvey Beaseley, Chas. P. Limbert, E. J. Morley and M. L. Fitch. Several of these salesmen carried other lines. Morley, for instance, was with Stockwell & Darragh and carried other lines. Limbert was with the Worden and also represented the Charlotte Manufacturing Co. and Munk & Roberts. Hills represented the Wm. A. Berkey Co. and the Marble & Shattuck Chair Co., of Cleveland. These salesmen sold the home goods at the factory and in the evening exhibited their side lines in photograph at the hotels. Hearing of the success of the Grand Rapids openings manufacturers at other points began sending their salesmen here, with photographs. Ed. Colwell, now with the Gunn, then representing the Connersville Furniture Co., and Sam Steininger, then with the Muskegon Valley Furniture Company, now at the head of the Detroit Cabinet Company, were among these salesmen.

In 1883 it occurred to Fred Hills that a photographic display was dull and uninteresting as compared with the real goods. He strongly urged his Cleveland connection, the Marble & Shattuck Chair Co., to send samples of their goods here, as buyers came here to look at furniture, not at pictures. The company sent on a few samples and they were exhibited in the rotunda of the Morton House. This was the first outside exhibit made in Grand Rapids.

The following season Ed. Colwell prevailed upon the Connersville Furniture Company to send a few sample bedroom suits, and they were exhibited in a vacant Monroe street store. Either the same season or the season following Sam Steininger brought in samples of the Muskegon Valley goods, and these samples were also exhibited in a vacant store rented for a month.

In 1888 the Blodgett building was erected. The Phoenix Furniture Co. leased four floors of the south half of the building for their city retail store. Philip J. Klingman, representing the Boston Chair Co., the J. Wayland Kimball Co., leather chairs, and the Charlotte Manufacturing Co., took the first floor of the north half, about 6,500 square feet. Klingman and Chas. P. Limbert were great friends. Both appreciated how inconvenient it was for the exhibiting manufacturers to be dependent on empty stores for space. They formed a partnership and leased five floors of the north half of the Blodgett building for a period of years, designing to make this a permanent exposition building, exhibitors to take space according to their needs under yearly contracts. It was a bold undertaking for the young men, but they had faith

in the future of the market, and nerve. They pooled their own lines and also secured other tenants, and the first exposition opened with ten lines, which were spread around to fairly fill the 32,500 square feet of space. A year or two later the Phoenix gave up its retail store and Klingman & Limbert purchased their lease, adding 26,000 square feet to their space.

The Klingman & Limbert partnership lasted five years, and was then dissolved, the partners making an even division of lines, assets and space, one taking the south half, the other the north half of the Blodgett building. Both wanted more room, and when the Masonic Temple was built Klingman leased that and Limbert took his space in the Blodgett. A year or two later Klingman took the Pythian Temple, now the Ashton, and then for a couple of years he exhibited his lines at the Michigan Chair factory.

In 1898 the Furniture Exhibition building, or the Klingman, as it is also called, was built by Dudley E. Waters and Klingman leased the entire building. It covers the entire block on Ottawa street from Pearl to Lyon streets, and its six floors contain a total of 325,000 square feet of space. It was thought this would hold all the furniture samples that would ever be sent to Grand Rapids for exhibition. The building rapidly filled up, however, and to meet the demand for still more room the seven story Manufacturers' building was erected in 1906, fronting 100 feet on Ionia street and extending clear through to Division street. This year the six story Furniture Exchange building, representing the old Auditorium rebuilt, was opened to exhibitors. These four buildings, the Blodgett, the Klingman, the Manufacturers' and the Exchange, have a total floor space of something like 675,000 square feet, or, to put it in another way, approximately 15½ acres. And for the exposition this season it is all taken. To this space for the July opening will be added the 126,000 square feet, or nearly 3 acres, in the Leonard refrigerator factory building at Ionia street, and the railroad, which is being remodeled for the purpose. Grobheiser & Skinner, who own the old Swedenborgian church site on Lyon street, extending from Ionia to Division street, are talking of building a ten story building for exposition purposes, but it is doubtful if this project will materialize, at least not immediately.

Not all this acreage is occupied by outside exhibitors. The smaller local manufacturers take space in the buildings as more advantageous than trying to persuade the visiting buyers to come to the factory show rooms. The larger and more important concerns, however, show their goods "at home." The factory show rooms represent 350,000 square feet more of space, or something more than 8 acres.

The total space used for furniture display purposes is approximately 24 acres, to which the Leonard 3 acres will be added for next July's opening of the fall season. And this space is

actually occupied. It is packed full of furniture of every kind and description, with narrow aisles between the long rows to permit the salesmen and their customers to pass through. Some of the space reservations are extensive. The Mayhew Company, of Milwaukee, chairs and upholstered goods, for instance, occupies the entire top floor of the Manufacturers' building, nearly 20,000 square feet. C. H. Medicus & Son, of New York, high grade parlor goods, occupies the entire top floor of the Furniture Exchange, about 12,000 square feet. E. J. Morley, representing five lines, takes the entire south half of the top floor of the Klingman, about 18,000 square feet. The John Widdicomb Company, of this city, which lacks show space at the factory, occupies the entire top floor of the Blodgett and could use twice as much space if it were available.

In the exposition buildings the total number of lines represented is somewhere between 300 and 400, and, as stated, everything in the nature of furniture is displayed, from the highest priced to the cheapest, and with as wide a range in artistic merit as in cost. In this estimate the Grand Rapids factory displays are not included. How many individual pieces of furni-

POST
TOASTIES

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

Postum Cereal Co., Ltd. Battle Creek, Mich.



Dealers
Push

Holland Rusk

(Prize Toast of the World)

Why?

First:—Because the goods have an established reputation for uniformity of quality and general excellence.

Second:—Because the public know this and have confidence in them.

Handle the line that has ready sale.

Large Package Retail 10 Cents.

Holland Rusk Co.

Holland, Mich.

ture are shown can not be estimated, but the number runs far up into the thousands. The Mayhew Company alone has 1,200 pieces. The other lines run from a dozen to 500 and more pieces. The local lines exhibited in the factory show rooms run from 1,500 to 2,500 different pieces, many of them in any of half a dozen different woods. No estimate has ever been made of the number of pieces shown and this interesting point will have to be left to the imagination.

The space in the exposition buildings is rented on a per square foot basis and rentals are for a year or longer periods. The actual use of the space is only for two months in the year, during the semi-annual openings, but the rent is for the twelve months. The expense of making an exhibit may seem high, but if it did not pay the exhibitors would not come.

Twenty years ago when the exposition idea began, the number of buyers to visit the market was about 100. They were the big men in the trade. The average of the orders they gave ran high. The number of buyers in Grand Rapids this season will be about 1,000. Since passing the 500 mark there has been a material lowering in the average buying capacity. Many small dealers who used to depend entirely on the traveling men now come to market as well as the big men in the business. They look upon the semi-annual visit as educational and the expense thereof as an investment which yields good dividends in the information and ideas they gain. They add to the number of visitors but cut down the average sales.

Going back to the infancy days of the exposition, it is interesting to recall that of the concerns which made the first exhibit under the Klingman & Limbert plan in the Blodgett building in 1889, only two are still in the business. The exhibitors were the Boston Chair Co., of Boston, Wm. L. Elder, of Indianapolis, the Henshaw Co., of Cincinnati, W. J. Kimball Co., of Paris, Me., Munk & Roberts, of Connersville, Ind., Wait & Barnes, of Sturgis, the Worden Furniture Co., of this city, Ring, Merrill & Tillotson, of Saginaw, the Charlotte Manufacturing Co., of Charlotte, and Grobheiser & Crosby, of Sturgis. Of these ten manufacturers the last two alone survive.

Among the buyers who came to this market at that date were Chas. Shearer, of the Paine Furniture Co., Boston; C. H. Brockway, of Wannamaker's; Fred Pullman, of Geo. C. Flint & Co.; Martin Lambert, of the Lambert Furniture Co., St. Louis; Chas. Scarlett, of Scarlett, Comstock & Co., St. Louis; Robt. Keith, of the Robert Keith Furniture Co., Kansas City; W. A. McLaughlin, now of Siegel, Cooper & Co., New York. Except Pullman, who died a few years ago, these buyers are still making their regular semi-annual visits to Grand Rapids and are always welcomed as old friends.

Philip J. Klingman, who with Chas. P. Limbert originated the permanent furniture exposition idea, and who had

the nerve to take the big Waters building, collects the rent from the takers of space as a side line to the management of one of the biggest retail furniture stores in Michigan. Mr. Limbert, his old partner, is now a prosperous manufacturer of furniture and exhibits his line on the first floor of the Blodgett building, where he located twenty years ago.

Buildings Owned by Local Banks.

The Commercial Savings Bank last week purchased the building in which it is located, at Canal and Lyon streets, paying \$35,000 for the property. The purchase was made by Wm. H. Anderson from the estate of Mary Adele Tateum, and by him turned over to the bank. It is the impression in business circles that a good bargain was made. No plans have yet been made for the remodeling of the building to make it more desirable for banking purposes and to afford more room, which the bank needs for its business. It is possible the saving department, together with the director's room, may be moved to the basement, which is only two feet below the street level, while the first floor will be devoted entirely to the commercial department and executive offices.

This purchase adds another bank to the list of those that own and occupy their own "homes." The property is on a corner as are the other banks' properties. The National City was the first to be a home owner. Its site at Pearl street and Campau square was purchased many years ago, way back in the day of the City National and of Thos. D. Gilbert. The property is listed in the bank assets at \$50,000, which includes the furniture and fixtures. This valuation is certainly conservative enough.

The Kent was the second to buy its own building, at the corner of Canal and Lyon streets, opposite the Commercial Savings. When the Kent and State consolidated, this became a branch. The main offices of the consolidation were located at the State Bank, which is leased property, at Ottawa and Fountain streets. The old Kent valued its corner at \$25,000 and carried a credit of \$5,000 for furniture. The old State Bank valued its West Side branch, which it owned, at \$25,000, credited \$24,946.10 to furniture and fixtures, mostly at the main office. The Kent State Bank puts the banking house asset at \$49,000 and furniture and fixtures at \$29,500, a total of \$78,500, or \$1,446.10 less than individual estimate. The property includes the Kent Bank corner, the West Bridge and Scribner street corner and the furniture for the main bank and of all the branches.

The Old National occupied the Sweet's Hotel building at Pearl and Canal streets under a ninety-nine year lease, but a few years ago purchased the property and owns it outright. It is carried in the inventory at \$212,604.74, which includes the furniture and fixtures.

The Fourth National owns what used to be known as the Tower block, at Pearl and Canal streets, opposite the Old. Including the furniture and fixtures it is listed at \$125,000.

The Peoples Savings Bank has an equity of \$35,000 in its building at Ionia and Monroe streets, and will pay the remaining \$50,000, which the building cost, when the mortgage which came with the purchase from Wm. Alden Smith becomes due. The bank has written off its furniture and fixtures.

The Grand Rapids National is a tenant instead of a home owner and carries its furniture and fixtures at \$60,000.

The Grand Rapids Savings is also a tenant and has written off its furniture and fixtures. When the bills come in for the extensive remodeling and improvement of its enlarged quarters this item may reappear.

The City Trust and Savings and the South Grand Rapids banks are also tenants and value their furniture and fixtures at \$1,500 and \$3,000 respectively.

Before the purchase of its present home the Commercial Savings owned its South End branch, inventoried at \$25,000, and listed its furniture at \$12,522. The Fifth National valued its furniture at \$2,000. The total of the two banks before the consolidation was \$40,685.70, and now it is banking house \$25,000 and furniture \$7,000, a total of \$32,000, with the recent purchase to be added.

The Michigan Trust Co. is a tenant of the Michigan Trust Building Company. Its furniture, fixtures and vaults five years ago were inventoried at \$20,000, but this has been cut down year by year until now this asset is only \$9,000 and no doubt even this will in time disappear.

In buying homes of their own the banks have had a shrewd eye for corner lots, and without exception their positions are strong strategically. Three of the Campau square corners are held by banks. At Lyon and Canal are two banks. At Ottawa and Monroe the Grand Rapids National is on one corner and just off the opposite corner is the Kent State, with frontage on Ottawa and Fountain streets. At Ionia and Monroe are the Peoples and Grand Rapids Savings. The City Trust and Savings is the only "inside" bank. It has a Monroe street front, but no side entrance. Some day when this bank grows big it may buy a corner of its own that will command the up-town district. The trend of business east and southward some of these days may make an up-town corner worth having.

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.



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
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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

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OF BUSINESS MEN.

Published Weekly by
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Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

Wednesday, January 20, 1909

THESE THINGS MEAN MUCH.

A gratifying result of the present semi-annual Furniture Exhibition and Sale is the fact that in the matter of attendance the event has established the banner record thus far of the greatest of Grand Rapids institutions. As to sales, the record is also reassuring, even although it was confidently expected; because of the well-known fact that most of the large warerooms elsewhere are at present practically empty. The year of caution and conservative buying, just ended, has created a demand and naturally that demand comes to this market.

Since the last exhibition and sale in July over 100,000 square feet of room has been added to the exhibition space available in Grand Rapids, and that this increase of the grand total does not cover the demand is shown by the fact that already plans are completed and estimates made for a still further increase by over 100,000 square feet, which will be made during the next six months.

This means more than merely a guarantee as to the standardization of high grade furniture by the furniture designers and artisans of Grand Rapids; it means more than a mere assurance as to the constancy of the Grand Rapids reputation as the pivotal furniture mart of the world.

It means that the entire industrial growth of our city is promoted; that the manufacture of wood working tools and machinery at this point must increase; that the production of specialties in brass and iron must be enlarged; that our imports in fabrics, in glass and other materials are growing each year. It means, also, that the excellent hotel facilities in Grand Rapids must be added to and their very desirable reputations must be maintained.

It means, briefly, that to the reputation of Grand Rapids as an advantageous shipping point, with an abundance of hydro-electric power available and possessing all the public utilities and conveniences of a metropolis, is added the unquestioned fact that she is no longer simply a furniture manufacturing town, but is

in reality a great and successful center of splendidly varied industries.

And it is the city of miscellaneous interests that wins out in the long run. The city where one may obtain the best results in wood, paper, iron, brass, leather, grains, fabrics, and all of the miscellaneous results derived from such staples, does not carry all of its eggs in a single basket and is able to successfully withstand numerous obstacles.

Then, too, there is an indescribable, almost mysterious influence developed where a large variety of industrial interests are centered; a sort of companionship and harmony made possible by the differences of systems, practices and results that are in evidence. They seem to broaden the views of the individual, be he artisan, superintendent or owner, and with this breadth comes the higher, better and more steadfast atmosphere of civic righteousness.

HEMMETER PRACTICAL JOKE.

In the old days when red liquor and chasers were, as merchandise to be disposed of at a profit, more prominent in the business sense of John P. Hemmeter than they are at present, perhaps. John had quite a widespread reputation as an inveterate practical joker. And in this respect he was held, in various degrees, in esteem by the lumber jacks of the Saginaw Valley. John was versatile, ingenious and sometimes thoughtless in developing these jokes, but they brought in business to the bar where he was stationed.

Evidently Mr. Hemmeter has not forgotten his cunning as a practical joker, neither has he lost his ingenuity in the matter of securing publicity for his vagaries, as is shown by his proposition to the Michigan Knights of the Grip. In a seemingly magnanimous spirit he offers to put up a fund of \$5,000 to be known as the "John P. Hemmeter Charity Fund."

And therein cracks out the gruesome humor of John's sense of fun. The idea that the members of the Michigan Knights of the Grip are seeking charity is an offense against decency. And then this generous philanthropist proposes to retain possession of the five thousand dollar fund without providing security therefor and with no definite conditions expressed as to the disbursement of the fund. Here is where the excruciating comedy of the thing comes in. While it is claimed that others will contribute to this fund, the bequest is to be known only as the Hemmeter fund and whatever of advertising value accrues comes to John exclusively.

It is quite clear that the Hemmeter idea is based solely upon the publicity theory and that there is no intention of permitting the project to stray off in other directions. As a practical joker, John is still par excellence.

When a man ends well the world tries to find out how he began.

If a fool is out of his place anywhere on earth it is in a store.

A FIRST CLASS PROPOSITION.

At last the State of Michigan possesses a strong organization, the purpose of which is to further the plan of placing State offices and clerkships under civil service rules. This association, formed at Lansing last Monday, is called The Michigan Civil Service League and is officered as follows:

President—Ray Stannard Baker, East Lansing.

Vice-President—James B. Angell, L. L. D., President of the University of Michigan.

Secretary—Frank M. Byam, Grand Rapids.

Treasurer—Charles W. Garfield, Grand Rapids.

These gentlemen are thoroughly well known and esteemed all over the State and they will be received in their new field with glad acclaim by all citizens who desire to see the setting up of a standard of merit in the engagement and advancement of State offices and clerkships, as opposed to mere political patronage with nothing in the form of system or efficiency to recommend it.

Ray Stannard Baker is eminent as a magazine writer upon social, political and economic topics, and being a citizen of Michigan who has made a thorough study of social conditions not only in this State, but all over the country, he is peculiarly an excellent choice for the presiding officer of such an association. President Angell, eminent as a scholar, teacher and councillor and revered all over the world as a broad minded and most potent force in the affairs of the world, lends tremendous influence to the association.

Membership in this Civil Service League is open to all who are interested in the movement, and applications for this privilege and honor are already being received from all parts of the State. All persons who may consider this matter are informed that at the initial meeting Monday the League adopted a constitution which states that the object of the organization is to secure the establishment and maintenance of a system of appointment, promotion and removal in the civil service founded upon the principle that public office is a public trust, admission to which shall depend upon proven fitness, ascertained by examinations which, so far as practicable, shall be competitive, and that removals shall be made for legitimate cause only, such as dishonesty, negligence or inefficiency, but not for political opinion or refusal to render party service.

Incidentally it may be stated that the League practically endorses the main features of the civil service bill providing for a civil service commission, introduced by Senator Mackay, of Detroit, and now before the Legislature of Michigan for consideration.

It often happens that the man who seems to take most interest in Heaven has the least investment there.

You can tell what a man really is by what he brings out in you.

ALWAYS RIGHTEOUSLY BUSY.

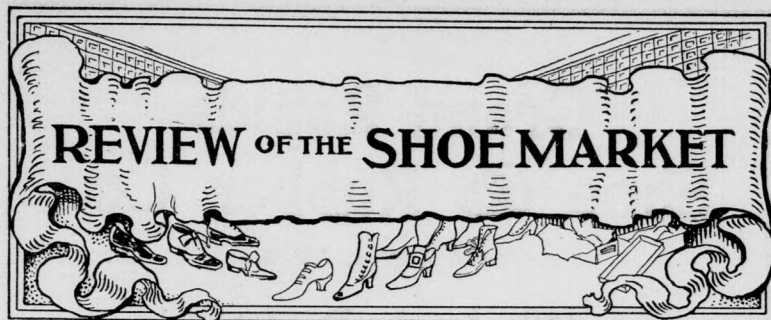
U. S. Senator Tillman may go on framing up replies to President Roosevelt's expose as to certain land transactions on the Pacific coast; Congressman Wm. Willett, Jr., may concoct his gallery-searching attacks upon the executive head of the nation and Senator Foraker may persist in his effort to inject vitality into the Brownsville dead-duck affair, but none of these things can interrupt the broad vision and patriotic energy of Mr. Roosevelt. In spite of these attacks and while the daily papers are throwing fits in efforts to unravel the Pulitzer libel suit identity, our President is just as busy as ever.

No man appreciates the value of having a comprehensive plan to work to more clearly than does Mr. Roosevelt, and none have a keener sense of the value of historic objects, associations and monuments than that which he possesses. And so, as a step forward in the direction of coordinate effort between municipalities and commonwealths, President Roosevelt has requested the American Institute of Architects—the most competent authority on such matters in the country—to designate the names of thirty men representing all parts of the country to compose a Council of the Fine Arts. This body will include architects, sculptors, painters, landscape architects and laymen, with the Supervising Architect of the Treasury Department as its executive head. The object of this Council is to advise upon the character and design of all public works in architecture, paintings, sculpture, all bridges, monuments and other works in which the art of design forms an integral part; and to make suggestions and recommendations for the conservation of all historic monuments.

Had President Roosevelt been less large in the sense of civic rectitude; had he been more conventional in a political sense, such a project would not have entered his mind probably; but if it had he would have carried it out along well known political lines where political service would have counted for more than would practical skill and excellences in the various professions.

President Roosevelt joins in the protest against the decision of the trustees of Trinity Parish—an enormously wealthy concern—to close the historic old St. John's chapel in Varick street because it "does not pay;" he works for the conservation of National natural resources; he acts promptly and effectually on a suggestion by the Italian government that material for dwelling houses and American carpenters and joiners to superintend the construction be sent as a part of the relief for sufferers contributed by the United States.

In brief, his great big brain and hand are in constant touch with all points where good, straightforward and fearless American citizenship can be of service, and his connection with those tiny tempests in a teapot in the National Capitol building are mere routine incidentals, necessary, perhaps, but not especially interesting.



Do You Prefer Men or Women Customers?

It was pretty busy times in Lasterville and the proprietors, clerks and all hands had been overworked for weeks.

There was no question of hours, extra work or any of the material for labor troubles. Did you ever notice that in the village shoe store the smallest clerk seems to be as vitally interested in the success of the business as is the proprietor himself? I verily believe that except on a man-of-war, or in a newspaper office, there is no place where the esprit de corps is so strong as in a village shoe store, and in spite of everybody more or less tired out, and, in spite of the fact that there was a good show at the Opera House, the attendance at the postponed meeting of the club was large. Almost a full membership.

"We have to discuss this evening," said Mr. Laster in opening the meeting, "a subject which I am sure will prove of considerable interest, even if it is not a very vital one, and that subject is—but I will let the chairman of the committee break it to you in his own way, Mr. Rustelle."

Mr. Rustelle—I am sorry that the President did not announce this subject, although I make no apologies for it, but it is one in which we shall be obliged to draw the strictest veil of secrecy around our debate or we may be misunderstood and perhaps maligned. I—

(Cries:) "Subject! Subject!"

Mr. Rustelle—The subject is this: "Which are preferable as customers, from the salesman's standpoint, men or women?"

Mr. Izensole—Dot's easy. Vichefer has der money mit 'em.

Mr. Rustelle—Barring that.

Mr. Ball—I suppose, being the oldest, I have to begin, and, while I never thought of the matter as a point blank question I know that it has always been running through my mind in a general sort of way. I might answer like the man who had nine wives, that the one he loved best was the one with whom he chanced to be existing at the moment. I might answer again that it all depends. There are men and men, and there are women and women, as customers in a shoe store as well as in any other position in life.

The Chairman—(sotto voce): That is a nice piece of language. Classifying "customers in a shoe store" as "a position in life."

Mr. Ball—I heard you, you old purist. If I should quote some of your language once—like the time I heard you say, years ago, that a certain lady's foot was "Simply immense in

that shoe!" oh, I see you remember about it—perhaps you wouldn't be so critical. If you do not shut off those side remarks I'll tell about the time—

The Chairman—Order!

Mr. Ball—Oh, of course, I'm going to be President of this club next year.

The Chairman—I'll vote for you.

Mr. Ball—Thank you kindly, sir. But, as I was saying, there is a great difference. There is no customer on earth that I would rather wait on than a poor widow with just so much money saved up to buy three pairs of shoes for her boys. If the boys are not spoiled boys, and too many times they are, and that woman wants the best possible value in service and looks for those boys, she is the easiest customer in the world; the most inclined to believe you when you tell the truth, the most appreciative when you take trouble to find just the right thing. Not quite so much money in that trade perhaps, but hour for hour, the day and the week through, I believe that such a trade is preferable to that of any class of men's trade I could recall.

Mr. Kip—How about widowers?

Mr. Ball—I don't know. We always turn them over to the lady clerks.

Mr. Ball—Now with a young widow, thinking of a second, and with none too much money, you have a customer that you might just as well turn over to the newest, youngest, cheapest clerk you have.

Willie Fitem—Lord, but I've had 'em turned over to me and I never exactly understood before.

Mr. Ball—We learn something every day, Willie. But, as I was saying, taking them all in all, class for class, and age for age, except for the single fact that the man too often carries the pocketbook exclusively, I believe the women are the more desirable customers from the salesman's standpoint, and I'm not too certain they are from any other standpoint.

The Chairman—Very good. Now, Kip.

Mr. Kip—Admitting all that Mr. Ball has said, I think that if I were establishing an exclusive shoe store for either men or women I would choose to cater exclusively to the men. I—

Mr. Rustelle—Beg pardon, but that is aside from the question. The idea is to consider customers in a general shoe store where men buy for themselves and their wives and families and women for their families, themselves and occasionally for their husbands as well.

Mr. Kip—Oh, well, I rather think, even in that case that I would vote



Fast Selling Shoes

really pay best. You turn your money oftener.

We've been in the business of manufacturing fast sellers for over forty years.

Our shoes are fast sellers because they look right, fit right and wear longer and better than others and are sold on a fair margin of profit at reasonable retail prices.

Among our successes are genuine Hard Pans, the original Oregon Calf line, Easagos, Rikalog Highcuts and Pentagon Welts.

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



You're a Wide-Awake Shoe Man

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

H. B. Hard Pans

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

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

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

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

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



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.



for the men as the nearest, on the average, model customers. They are not model shoppers, I don't mean, for they very often take stuff, to save time, which the women could never be induced to touch, but from the salesman's standpoint they know more quickly when they see that thing and seldom come into a shoe store with indefinite ideas, except, occasionally, when they come in for the purpose of buying some shoes for their wife's wear. The woman is a natural barterer. She does not at all mind going into three or four stores and looking over everything that is offered before she decides what she will buy and very frequently does it all over two or three times. Now, you could not induce the average man to do that sort of thing. John Jones comes into my store. He wants a pair of shoes for himself. He knows that we are fair people, tolerably up-to-date in footwear, that we keep a stock of men's shoes inventorying something like \$7,000 and he judges in advance that something that we have will suit him. He comes in, looks our offers over as to price, style and quality, takes what he likes best or thinks is the most suitable at the money he wants to pay, plunks down the doo-dads and goes along about his business, which is not buying shoes at all. Me for the men.

Mr. Ball (Hi.)—Me for the ladies. Of course you'll say that it is because I am just married and that it would not be becoming for me to argue otherwise, but such, I assure you, is not the case. I prefer the women as customers for exactly the reasons Mr. Kip gives against them. They know what they want usually and ask for it right on the start. If you haven't it you might just as well hang up your shoe horn as to bother to show what you have. It is usually a failure. When a woman says she wants a patent leather shoe with a brown cloth top in button and you haven't it, you might just as well say you haven't and if she doesn't enthuse about your ordering it for her let her go out and turn to the lady who is just coming in for something that you have. Of course, if you are not busy it does no harm to show up any nice things you have in stock, but usually you'd better let her go. It saves time. Now, a man comes in with no more idea what he wants than a baby. He wants a pair of shoes. Has not given the subject a moment's thought until he happens to discover that his footwear looks shabby. He simply comes in and says "shoes." And there you are. One thing he knows, usually, that he doesn't want shoes just like he had before. Occasionally there is an "end to end" shoe wearer, but ordinarily he wants something different. You begin to paw over stock. He means to be easily suited, but it is all a new subject to him and my experience is that he will say, more times than the woman will who looks at goods, "I'll think it over and come in again." He is all at sea. Me for the women.

Mr. Tanner—We think a good deal of the men's trade in our store and we have a line of customers who, if

the rest of our men customers would live up to them, would make me enthusiastic for the men. But I can hardly say that, as general customers, that is, buying for themselves and others, the men are as desirable as the women. From the general condition of things, the women give more attention to the matter than the men do. A woman with a family knows more about the needs of her children in the footwear line than the man does and she comes in with definite ideas, has the sizes (mostly she brings the children or persons for whom the shoes are to be bought with her), and in general she is a customer, like a pupil, who has the lesson prepared. I like that sort best.

Mr. Cobb—I vote for the men. I don't know as I can tell why.

Mr. Lutherby—There isn't any difference as between their being male or female. I'd rather wait on little Mrs. Allowance than I would on Old Skinner, and twisting it around, I'd rather wait on Judge Sound than I would on old Mrs. Grippenny. It's all in the people and men and women are mostly alike.

Mr. Schumann—Wouldn't the shoe store be an earthly heaven if we could have a trade as big as we do now or just a trifle larger, and all the customers were Judge Sounds and Mrs. Allowances? But, unfortunately, they are not. But taking them all in all, age for age, class for class and paying ability for paying ability, give me the women every time.


The Chairman—That sounds good but what does it mean?

Mr. Schumann—Simply that I'd rather sell to a poor little girl than to a poor little boy, to a rich little girl than to a rich little boy, to a mean old woman than to a mean old man, to a giddy young girl than to a giddy young man, to a—

The Chairman—We get the idea. Thank you, and all of you. The women have as they always deserve to and, inasmuch as Sam Simmons told me yesterday that he was going to have his shell oyster parlor in running order by to-night, I move we all go down there, and my friend, Mr. Ball, will pay for all the oysters we can eat, as we sit in a row in front of a shelf and squirt pepper sauce into the wheels, slide them to their last home and eat crackers on the side.

Hearing no objections it is so ordered.—Ike N. Fitem in Boot and Shoe Recorder.

The best work shoes
bear the **MAYER** Trade Mark


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.

Grand Rapids Shoe & Rubber Co.

Grand Rapids, Mich.

Wholesale Dealers

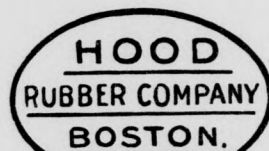
Shoes that Wear Well, Fit Fine and
Cause Comfort.

Rubbers that Keep Out the Wet.

Unequaled in
Quality, Fit, Style.



State Agents



TRADE MARK

Will You Be Ready for Business when Spring Opens?

Perhaps you have delayed placing your order for spring goods, waiting to see what the indications for spring trade would be.

Now the indications are right. You are going to have a big demand, but your sales and profits will be large in proportion to your ability to meet that demand. Do not put off placing your order any longer. The factories are crowded with work, and unless your order is placed very soon you may experience some trouble in getting it filled in time for the early spring trade.

Your farmers and mechanics will demand shoes that look well, fit well and wear well. You can best meet that demand with Rouge Rex Shoes. They are made for that express purpose, and they meet the requirements. If you have handled them before you will, of course, want them this spring, but we would like your order now so as not to delay your shipments. If you have not handled them, send us an order now, and let us demonstrate to you that we are making just the shoe your trade has been looking for.

If our agent does not call, drop us a card and we will have him do so, or send you samples.

Hirth-Krause Co.

Shoe Manufacturers and Jobbers

Agents for "Glove Rubbers"

Grand Rapids, Mich.

TALKING IN STORES.

Some Clerks Too Chummy with Their Friends.

Written for the Tradesman.

In some succinct advice to clerks I not long ago saw the following:

"If you can influence your friends to trade where you work so much the better for the store; but if you simply influence them to loaf there so much the worse for the store."

I was all the more impressed with the above because I had lately suffered at the hands of a clerk whom it might do some good to read the lines just quoted.

I was in a great hurry when I entered the store where she draws her pay—I had almost said, "where she is employed," but that would be too nice a phrase to apply to such treatment as she extends to many of the customers.

If I were the only one I had ever heard of who had been grievously neglected by this clerk I should let it go as a possible carelessness that was not often repeated, but time and time again have I heard others mention her remissness and all the cases were those arising from the fact that the young lady in question is receiving far too many of her friends at the store. Really, according to all accounts, she is using the establishment as a sort of private reception parlor.

The day I had reason for dissatisfaction there were two fellows and one girl monopolizing this clerk's attention quite to the exclusion of every one else. As remarked I was in a great rush. I had only fifteen minutes in which to buy some goods at this girl's counter, do them up in a box, address the package and get it to a certain party who was to take the Interurban in twenty minutes.

That girl parleyed with her cronies so long after my approach that finally I could wait no longer for her to stop the talkfest and had to butt in, as the boys say, and tell her she would have to wait on me, as I had to get the goods I should purchase off on the train.

The girl reluctantly started to wait on me. Even after I had detailed my situation she kept throwing words into her chums' conversation, which went right on as though I had not been obliged to interrupt it.

After having to state several times just exactly what I wanted, I finally got what I called for, the bunch the meanwhile shooting glances at me which, had they been poisoned barbs, would surely have accomplished my utter annihilation.

With difficulty I got to the Interurban waiting place just as the car began to move. My friend, who had given up my coming, happened to be seated on the side next to me, and succeeded in having the conductor grab the package for her just in the nick o' time. One moment more and it would have been too late.

I had come almost on a run, so that now I was obliged to step into the waiting room and sit down to recover my breath.

Of course, all that wouldn't have feazed that indifferent clerk had she

known it; but just the same it inconvenienced me greatly.

That clerk really merits being reported to her employer for the welfare of his place of business. However, who wants to do that? She's almost worse than no clerk in her department, but she may have a widowed mother to support or a little sister dependent on her pay envelope.

So I guess, after all, it is best to grin and bear all such delinquencies.

J. Wardell.

Make the Goods Talk.

Advertising is making the goods speak. It is putting a truthful, animate tongue into inanimate merchandise.

Merchandise itself can not lie. Sooner or later its true character will develop—in its use—in the satisfaction it gives to the owner.

When exaggerated or false statements are made about goods it is a human tongue that talks or a human hand that writes; it is not the merchandise that speaks—therefore it is not advertising.

Advertising is also news—news more vital to the family than nine-tenths of the so called news that goes into the newspaper.

Whoever makes the goods talk—whoever exhibits the true nature and uses of an article of commerce—whoever correctly and interestingly tells the news about his merchandise—he is the true advertiser.—John Wanamaker in Dry Goods Economist.

Two Ways of Traveling.

Don't travel on the blind baggage Only the Weary Willie tourist, grimy, fearful, hungry, perhaps with a furtive look in his eyes, crouches in the shadows waiting to flip himself aboard the express.

And the blind! Flattened against the front of the car as the train hurls itself forward; the wintry wind piercing him through and through; cinders and smoke and grime and dirt pouring over him, cutting his face, filling his lungs, the Weary Willie has but one consolation: He is going forward.

But back in the Pullman, sleeping restfully, confident that all is well, sheltered from the cold and the wind and the cinders, is The Man Who Knows Success.

He, also, is going forward.

But how differently.

Becker, Mayer & Co.

Chicago

LITTLE FELLOWS'

AND

YOUNG MEN'S CLOTHES

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.

On January 26th the price of Prints, Calico and Lawns will go up $\frac{1}{4}$ cent per yard or to $5\frac{1}{4}$ cents, except on a few colors.

Send in your orders now to get good assortment.

P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

Our
New Lines
of
Prints
Ginghams
White Goods
Etc.

are arriving
daily
and salesmen
are showing the
samples

Make
your selections
before the
stock
is picked
over

**Grand Rapids Dry
Goods Co.**

Wholesale Dry Goods

Grand Rapids, Mich.

AN UNCONSCIOUS REFORMER.

How a Department Store Manager Learned His Lesson.

Written for the Tradesman.

"I would rather my father should wear patched garments and be known as a poor man by the whole town than that he should say, 'I seen,' 'them things,' 'when I git back' and a few other of the choice vulgarisms you indulge in habitually."

The criticism was made with emphasis and carried with it the flavor which can be developed only by the voice of a disgusted woman—and a young woman at that.

Harriet Blakely was the speaker, and as she stood resolutely, defiantly, at her place behind the counter of the large department store, her eyes snapping and her breast heaving strongly and regularly, it was evident that having delivered an ultimatum she was prepared to accept dismissal from her position serenely and satisfied that she had performed a duty by which she had long been confronted.

But the proprietor of the store, a well groomed, rather handsome man of perhaps 35 years of age, merely stared at the girl grimly as he entwined his watch fob about his fingers for an instant and then, with a broad smile, as though relieved by some happy thought, he turned and walked leisurely toward the rear of his store.

"I do not care even a little bit," said Miss Blakely as she resumed her morning work of carefully examining the boxes, shelves and cases in her section to see that everything was ship-shape for the day's business; "Mr. Hanson drives me mad a dozen times every day with his poor English and his current slang," and the department manager, who had stood near throughout the scene, suggested: "Never mind, 'The Prince' has forgotten it by this time."

And Richard Hanson, who was invariably referred to by all in his employ as "The Prince," had forgotten it; because upon reaching the elevator he addressed a floorwalker with, "Did you have them books taken up to the fifth floor?"

* * *

By means of that intangible mysterious system of communication common to all establishments where large numbers of employees are engaged it was quite well understood by all the men and women whose duties were confined to the first floor of the Hanson Department Store that Miss Harriet Blakely was obliged to work to support not only herself but to contribute to the care of others; that her father was a man of refinement and education but was deficient as a manager, as a man of business; and that while, by no means exhibiting a spirit of haughtiness or even excessive pride, there was that about her demeanor, her dress and her manner of speech which seemed to set her apart from her daily associates.

And because of this there was "talk" among the other clerks and attaches of the establishment, to which the lady herself was wholly indifferent, seemingly. Indeed, there was a

distinct spirit visible throughout the main floor of opposition and even dislike for the young lady, so that when it was known that she had assaulted "The Prince" orally and openly the first curiosity expressed was as to the cause of her anger, and this was at once followed by expectant curiosity as to her inevitable dismissal.

Miss Blakely was in her place the following day as usual and there was nothing apparent that she had been even reprimanded; all of the heads of departments denying any information on the subject. And, further, it very quickly became noised about that "The Prince" had suddenly left the city "for New York or somewhere, it was not exactly known where." Thus several days passed and with no news percolating through the establishment, either as to Miss Blakely or the proprietor of the store, the matter was practically forgotten. Even the manager of the store professed to be in absolute ignorance of any turmoil socially, commercially or financially. He was wholly unconcerned and during a period of two months the great department store moved along busily, systematically and prosperously with perfect harmony evident everywhere.

"What was it that made you so angry?" finally asked the manager of the department in which Miss Blakely was employed, and she replied that it was really foolish in her to so lose her temper, for after thinking over the case carefully she had concluded that "The Prince" meant no harm. And then it came out that in a conversation with her Mr. Hanson had merely asked for her opinion as to why it was that so fine and intellectual a man as was her father had been unable to succeed in becoming independent financially—why it was that he was a poor man?

"Sure," responded the department manager, "he meant no harm. He asked the question out of the goodness of his heart."

"I think so now myself," said Miss Blakely as she placed a box of goods upon the shelf behind her, and the two separated with a mutual understanding that nothing further should be said upon the subject.

Just three months after the day Mr. Hanson departed so unceremoniously and late in the afternoon Miss Blakely had left her section to go to the stock room with an order, and reached the elevator cage just when, with a great roar and pressure of wind, mingled with shrieking voices and the shouts of people on the upper floors, one of the elevator carriages dropped from the fifth floor to the basement. Instantly there was a great tumult of excitement, clerks, customers, floorwalkers, cash girls and all hurrying toward the elevator. Not so with Miss Blakely. Her first move was to a telephone and to send in a call for ambulances. Then, assuming the authority of a director, which all seemed to heed, she diverted and drove back the crowd from before the elevator, dispatching messengers to close and guard the front doors; others—the men—to the stairway leading to the basement, to drive the crowd from going in that direc-

tion, and still others to prevail upon the clerks and customers to move to the front of the store out of the way.

Thus, when the ambulances and their surgeon attendants arrived, they found a clear field awaiting them and but two persons seriously injured—the elevator conductor and a little girl who had received a compound fracture of her left forearm. The conductor's injuries were more serious and of an internal character. First aid to the injured had been provided and everybody was loud in their praise of the presence of mind and executive ability of Miss Blakely when "The Prince" appeared upon the scene.

* * *

A week later everybody in the establishment knew that Miss Blakely had resigned her position, to take effect on the following Monday, the tenth anniversary of the establishment of the Hanson Department Store; and that there was to be a soiree dansante and a dinner on the carpet department floor on the evening of that day, given by "The Prince" to all of his employees, and that Mr. Walter K. Blakely, father of Miss Blakely, was to address the assembly briefly upon "Success in Life" on that occasion.

"Soiree Dansante," observed one of the porters as he read over his invitation. "What in thunder's that?" and a clerk from the dress goods department explained that it was French for barn dance; at which the porter exclaimed: "That's good, but it ought to cover the Virginia Reel and Money Musk." At this a packer from the crockery department added: "Yes, 'n' a cake walk." Then the dress goods clerk explained: "It covers the whole outfit and means a good time, dances until you can't rest and 'eats' until you're full."

The anniversary celebration came in due time and as one of the daily papers said: "It was generously conceived and admirably carried out by a man who is not only a good advertising patron of his home town papers but who appreciates the good will and interest of those in his employ." The two large rooms of the carpet department were transformed into a veritable banquet hall and an assembly room, brilliant with colors and artistic decorations cleverly interspersed with electric light effects, and in a balcony arranged in the upper portion of the great archway between the rooms was a full orchestra which provided delightful music during the banquet and for dancing. Upon the walls were various legends, prominent among them being: "Never say 'git' for the word 'Get,'" "Never say 'I seen,'" "Ladies and gentlemen do not use slang," "'Them things,' 'them books,' 'them people' are unpardonable expressions," "Try to use good English always," "one but vulgar people deal in slang."

It was noticeable that Miss Blakely sat at the right of "The Prince," who acted as toastmaster; and that her father sat at his left; yet it was still more noticeable that in his various remarks as master of ceremonies Mr. Hanson used excellent English and to the total exclusion of

slang. And altogether the occasion was, as expressed later by the society editor, "most enjoyable."

Mr. Blakely's remarks upon "Success in Life" were admirably free from cant and century old epigrammatics, telling plainly, frankly and in terms clear to the youngest mind present as to the mental, temperamental and ethical requisites for success, and he closed with: "As for example—and I speak by suggestion and consent of your beloved employer, Mr. Hanson—whenever a man or woman discovers that he or she is deficient in the use of the mother tongue, it is unquestionably a step toward success to overcome such a fault as soon as possible. Any employing merchant, any manager, salesman or other person engaged in any capacity whatever in such an establishment as the Hanson Department Store who uses good English and who does not indulge in slang is better and more successful in his or her respective sphere of activity than are those persons who are not in the habit of and possibly are not so well equipped for correct speech."

Enthusiastic applause at times emphasized Mr. Blakely's remarks, and when he took his seat there was the heartiest outburst of all, which might have continued for several minutes had not Mr. Hanson arose and, lifting his hand for attention, said: "And now, my friends and associates, before we begin our dancing and in order to give further zest to our pleasures I want to make a confession." Then, in an intense silence, the gentleman related how during his three months' absence from the city he had been both student and pupil at the little farm home of Mr. Blakely, a mile or so beyond the limits of the town, for the sole purpose of improving his knowledge of English and correcting his grammar because he had been aroused to a knowledge of his failings in these directions, and because by that awakening he had been brought to a keen realization of the fact that such an improvement would be beneficial not only to his business but would add to his enjoyment of life in general. Continuing he said: "And as to the latter consideration I now take great pleasure in introducing to you the instigator, the moving spirit in bringing about my reform."

Then, taking Miss Blakely's hand as she arose, he said: "And, more than that, my friends, this lady is my affianced wife. To test my use of English I corresponded with her quite regularly by mail during my absence, and in order to inform me as to my errors or my progress she wrote regularly to me; and we are both ready to admit we fully agree that it pays to speak correctly."

Although the "soiree dansante" did not end until hours after midnight all employees were promptly at their respective posts at the usual hour next morning, and so far as could be judged by appearances at least every one was more alert, more courteous and better contented than ever before in the history of the establishment.

Charles S. Hathaway.

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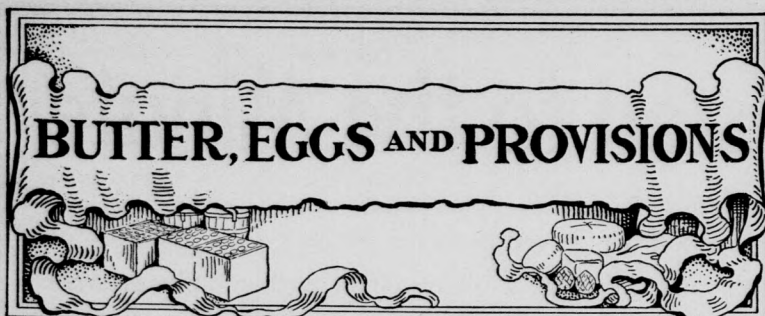
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Street.....City.....State.....

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Why Armour Made Terms With Nelson Morris.

The late Philip D. Armour was the acknowledged father of the modern packing house industry. He was a man of great mental and physical resources—big in brain, rich in vital power, bold in initiative and cautious when he should be.

Armour had two peculiar characteristics—he refused to own more land than he could use, believing that the land really belonged to all the people, and should only be appropriated by those who could utilize it. His second peculiarity was that his only stimulant was tea. If he had an unusually big problem to pass upon, he cut down his food and increased his tea. Tea was his tippie. It opened up his mental pores and gave him cosmic consciousness.

Armour had so much personality—so much magnetism—that he had but one competitor in his business. This man was Nelson Morris.

Now Morris was a type of man that Armour had never met. Morris was a Jew—a Bavarian—who loved music, art and philosophy. Nelson Morris, small, black of beard, humming bars from Bach and quoting Schopenhauer, buying hogs at the Chicago Stock Yards and then killing these hogs for the gastronomical delectation of Christians, was a sort of all 'round Judaic genius.

The Mosaic Law forbids the Jews eating pork, but it places no ban or bar on their dealing in it.

Nelson Morris bought hogs at 4 a. m., or as soon as it was light. Armour found him at it when he arrived, and Philip Armour was usually the earliest bird on the job.

Yet Armour wasn't afraid of Morris—the Jew merely perplexed him. One day Armour said to MacDowell, his secretary, "I say, Mac, Nelson doesn't need a guardian!"

The Jew was getting on the Armour nerves—just a little.

Armour was always in friendly terms with his competitors—he was on friendly terms with everybody, he had no grouch and never got in a grump. He called everybody by his first name, and socially was irresistible. He got up close—invited confidence—made friends, and held them. There was never a man he wouldn't speak to. He was above jealousy and beyond hate, yet, of course, when it came to a show down, he might hit awfully hard and quick, but he always passed out his commercial wallop with a smile.

When Sullivan met Corbett at New Orleans, Gentleman Jim landed the champion a terrific jolt on the jaw with his right, smiled sweetly and

said, "To think, John, of your coming all the way from Boston to get that—also this," then he gave him another with his left.

One morning at daylight, when Morris got to the Stock Yards, he found all the pens empty. Armour and his pig buyers had been around with lanterns all night hunting up the owners and bullying the market. "To think," said Armour to Morris, "to think of your coming all the way from Bavaria hoping to get the start of me!"

Both men smiled serenely. The next week whole train loads of pigs were coming to Chicago consigned to Nelson Morris. He had sent his agents out and was buying of the farmers direct.

Soon after, Armour casually met Morris and suggested that they lunch together that day.

The Jew smiled assent out of his black beard. He had scored a point—Armour had come to him.

So they lunched together. The Jew ate very little. Both men talked but said nothing. They were waiting. The Jew ate little, but he drank three cups of tea.

Armour insisted on paying the check, excused himself somewhat abruptly and hurried to his office. He sent for his lieutenants. They came quickly, and Armour said: "Boys, I've just lunched with Nelson Morris. I think we'd better come to an understanding with him as to a few little things we shall do and a few we shall not do—he drinks nothing but tea."—The Philistine.

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

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FLORIST
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Both Phones
GRAND RAPIDS, MICH.



A Good Investment
PEANUT ROASTERS
and CORN POPPERS.
Great Variety, \$8.50 to \$350.00
EASY TERMS.
Catalog Free.

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

Brilliant Gas Lamp Co.

Manufacturers of the famous Brilliant Gas Lamps and Climax and other Gasoline Lighting Systems.

Write for estimates or catalog M-T
42 State St., Chicago, Ill.

SAY, did you know that we have a new car of the finest N. Y. Cabbage you ever saw, and that we are selling it cheap? A postal card will bring you a trial shipment to prove our statement.

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14-16 Ottawa St.

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I Want Butter, Eggs, Poultry, Veal and Hogs

I have 1,500 second hand egg cases for sale, all nearly new and fillers in good condition.

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

Wanted===Beans

Send us your samples and offerings.

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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.
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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.

For Potato or Bean Bags

write to ROY BAKER, Grand Rapids, Mich.

Bags of every description, both new and second hand.

NEW YORK MARKET.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Jan. 15—Speculative coffee is humming and sales of May were made yesterday at 6c, thus establishing a new level for Rio 7s, and the end is not in sight. Foreign advices report an advance of $\frac{1}{4}$ c in Europe. There is a strong feeling that a duty will be levied, but there is also a strong feeling that it will not be levied. Jobbers tell of a pretty good demand all the week for the actual spot article and others say there is no improvement to speak of. At the close Rio No. 7 is worth $7\frac{1}{2}$ @ $7\frac{3}{4}$ c in an invoice way. In store and afloat there are 3,674,564 bags, against 3,852,663 bags at the same time last year. Mild grades have been more sought after, although buyers and sellers seem unable to reach an agreement as to values, the sellers being very firm in their views. Good Cucuta is held at 10c.

In the sugar trade refiners are showing mighty little interest in raws and the market drags. Refined is also in limited demand and closes at the usual rate of 4.55c less 1 per cent. cash, with the 7 days' delay; Federal, 30 days or a month. Buyers are not purchasing ahead of current wants, as the situation in raws is somewhat uncertain to their thinking.

Pingsuey teas are very firmly maintained and Formosas in first hands are in extremely light supply. While the cheaper grades are most asked for, the whole line shows improvement and sellers feel much encouraged over the outlook. Prices are not, perhaps quotably higher, but the tendency is toward a higher level beyond a doubt.

Rice shows little change. It is not unlikely that the weather has something to do with the situation and, if so, there seems no immediate prospect of an improvement. Good to prime centrifugal, 22@30c.

Spices are quiet. Scarcely anything is being done in an invoice way and regular orders are for small quantities. Prices are practically without change in any regard.

Buyers of molasses are taking small quantities, as is usually the case at this time of year, but the situation is firm and sellers are not at all inclined to make any concession. Syrups are in light offering and firm.

Canned corn is said to be improving day by day—and holders profess to see daylight after the long night. Some good-sized lots have changed hands, however, at quotations ranging from 65@70c. This for Standard N. Y. State. For Maryland, Maine style, the market is rather quiet at something like 57 $\frac{1}{2}$ @60c. Tomatoes move in small lots and, while the nominal quotation is 70c for standard threes, it is said to be easier than it was to pick up the goods at 67 $\frac{1}{2}$ c. Peas of the cheaper grades are selling around 65@70c and buyers seem to hesitate about paying more. Other goods are practically without change. The supply of butter which will

grade as top is in not very abundant supply, nor is the demand very active at the closing price of 33 $\frac{1}{2}$ c. Aside from this, the market is abundantly supplied and the general situation is, perhaps, in favor of the seller. Extras, 32@33c; held specials, 30c; extras, 28@29 $\frac{1}{2}$ c; firsts, 26 $\frac{1}{2}$ @27 $\frac{1}{2}$ c; imitation creamery, 23@24c; Western factory, firsts, 21 $\frac{1}{2}$ @22c; process, 23@24 $\frac{1}{2}$ c.

Cheese is in moderate supply and improving demand. Stocks here are in few and strong hands and the market will be well sustained for the remainder of the season. Full cream N. Y. State, 14 $\frac{3}{4}$ @15 $\frac{3}{4}$ c.

Eggs are quiet, but quotations are firm and with only moderate supplies here and on the way, the outlook is for prices certainly as high as at present for some little time. Fresh gathered extras are worth 36c; firsts, 33@33 $\frac{1}{2}$ c; seconds, 31@32 $\frac{1}{2}$ c; refrigerator stock, 28 $\frac{1}{2}$ @30c.

Your faith is all folly if it does not lead to fair dealing.

To great hearts the sorrows of others are never small.

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

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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.

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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.

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All Kinds of Cheese at Prices to Please

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Barlow's Best Flour

Made from Choicest Michigan
Winter Wheat

Made in a Modern Mill by Skilled
Labor

Backed by Fifty Years' Practical
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Judson Grocer Company
Grand Rapids, Mich.

JACKSON'S OPPORTUNITY.**How She Can Regain Her Former Position.***

In this present age of struggle and strife one of the gratifying facts that is prominent is found in the ambition of individuals and in the efforts of municipalities all over the land toward the betterment of the public welfare.

Brave indeed must be the man who undertakes to lay down oracularly the formula which is certain to meet conditions in every community; which is bound to coincide with the views of all men. So it happens that I find myself this evening in somewhat the position as did the great big brawny iron-worker in the city of Gary, Indiana—the U. S. Steel Co.'s ideal city—by-the-lake.

This man, accustomed as he was to handling hundred-weight masses of iron as so many ounces, felt when he found himself in Gary and in the service of the Steel Co. that he had at last secured a permanent home. And he resolved that, come what might, he would remain there and bring up his family in comfort and contentment, in spite of the lure of labor leaders; he would see that his dear wife should have some of the luxuries of life and that their children should be given an education which would lift them mentally and socially to a better lot than had been his portion.

And so, healthy, strong, industrious and contented, he bought a horse, harness and buggy that his wife and children might have a healthful form of pleasure at their command. And they utilized the resource to their fill, enjoying every minute of each drive over the sandy flats of the surrounding country.

Presently, with the coming of snow and ice, it became necessary to put new shoes on the horse, and the iron-worker, confident that he knew how to shoe a horse—for was he not able to handle a steel billet under a steam hammer and had he not seen and handled thousands of old horse shoes as they came in piles to the scrap mill?—carefully sized up his horse's hoofs, bought a set of four shoes at a hardware store and at a small forge he had rigged up in his little shop next to his stable he began the operation. He was skilled in heating iron and shaping the metal and experienced but little awkwardness even in paring the horse's hoofs to get a perfect fit; but when it came to holding one hind hoof between his knees, holding the shoe to the hoof and driving nails as they should be driven in such cases he—well, the first thing he knew he was slatted heavily against the side of his shop with a leg which felt as though it had been broken, with a sore pair of shoulders and with his horse's face turned toward him and seeming to smile in derision.

Rubbing his leg with one hand and his head with the other, the iron-worker looked quizzically at the animal and observed: "Dog-gone you, I

know as much about this thing as you do, anyhow, and more'n that, I'll be dog-goned if both of us haven't got a lot to learn yet!"

I feel perfectly safe in saying that I have been slatted against the side of my shop repeatedly in my efforts to evolve ideas and plans in the line of co-operation for the general good, and I dare say there is not a single business community—not even a single business man who amounts to anything—that has not had similar experiences.

This slatting business is one of the penalties a man has to pay for being proud of and ambitious for his home town as a whole; and I tell you, gentlemen, it is quite as painful and almost as exasperating to be misquoted, misjudged and misrepresented by a fellow citizen as it is to be kicked against the side of a house by a horse or a mule.

As I have already said, it is, perhaps, impossible to lay down any set formula for the development of a successful co-operative community. No two cities are alike, no two men are alike and in no two separate locations are industrial, commercial and financial conditions identical. Thus we find our problem.

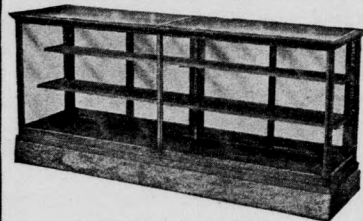
But we still have one reliable peg left upon which to hang a theory. A very large majority of men, no matter where they live or what may be their occupations, are intelligent, proud of and loyal to their home towns, and, being fair minded and square, are open to conviction upon any proposition affecting the public welfare. As a foil to this fact comes the opposite truth, that all human beings are more or less selfish.

Believing thoroughly in the rectitude of these two postulates I would suggest as the first factor in the creation of a broad, strong, public spirit

of co-operation that each individual who engages in such an effort shall decide that he will stick to it without reference to whether or not he is chosen as a leader; that he shall hold no feeling of embarrassment because he is unable to contribute as much money to the cause as some other man can give; that he shall resolve to give of his time and influence according to his actual ability so to bestow and, finally, to resist, to the last limit, all feelings of jealousy or resentment as to the part taken by other fellow citizens in the movement.

From the purely material standpoint of this case the chief factor is, of course, the power of money. And all histories of co-operative movements demonstrate beyond cavil that it is the wealthy men of every community who must provide the great bulk of this resource.

And it is not only natural but it is a good thing, a fair thing and a fortunate thing that this is so. The men

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.

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Geo. S. Smith Store Fixture Co.
Grand Rapids, Mich.



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REG. U. S. PAT. OFF.

Exclusive Sales Agents

for

Central and Western Michigan



Fresh Goods

Always in Stock



PUTNAM FACTORY, National Candy Co.

GRAND RAPIDS, MICH.

You have had calls for HAND SAPOLIO

If you filled them, all's well; if you didn't, your rival got the order, and may get the customer's entire trade.

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.

*Address delivered by E. A. Stowe before public meeting of business men conducted under auspices of Jackson Council, U. C. T.

of wealth, in spite of their riches, are quite as generously benefited by co-operation as are the wage earners, the salaried men and the smaller operators in industrial and commercial enterprises. And having wealth, it is their duty—and I am very glad to say a very large majority of our financial leaders generously recognize this duty—to give of their plenty toward the development of harmonious, unselfish effort in their respective communities.

As I view the matter, however, it is an unfortunate fact that it seems to be a human nature characteristic in the development of a general public welfare campaign to assume that because a man is very wealthy he is necessarily a man to be named as president or director or committeeman to act in such a campaign. This, it seems to me, is a great mistake. As a rule, most men of wealth are beyond middle age. They have made their records as business men; they have been surfeited with honors at the hands of their neighbors; they feel that they are entitled to their leisure and, finally, they realize full well, in a great many instances indeed, that their selection as leaders is chiefly because of the money and influence they will contribute to the cause.

Every wealthy man appreciates this fact as keenly as do the men who appoint him to such honors. And that such distinctions are honorable they also appreciate; but, as one of this class recently observed to me: "What's the use of having a big bank account? Where is the need of being credited with having influence? If they will only leave me out of the work I will give them more of my money and every bit of whatever influence I may possess."

Then, too, gentlemen, I want to tell you the desire on the part of men of wealth to be relieved from the work of the enterprise is not born of indifference or laziness. The average man of wealth has his mind and hands just about as full of work as you can imagine. As a rule, wealthy men are like a certain preparation which, it is said, works while you sleep.

And so I say to you, give the man of wealth the relief from work to which he is entitled; and do not fear that you will lose his money and influence thereby. He will, if favored in this way, give generously and most effectually of both money and influence, and he will rejoice equally with yourself over every step in advance, every triumph won in your campaign. Moreover, you will find him, in case you are disappointed in any effort, in case a seeming victory develops only a defeat, helping you to begin anew. True, he may criticize, as he will have the right to do; but you will find that in almost every instance his comments will be fair, frank and valuable, without malice, envy or suspicion, and with only the good of your cause at heart.

There is yet the other side to this thought: Young men should constitute the mainspring in every public welfare movement, whatever may be its purpose. The young man not

only has the "gimp," but he has his record to make and so is generated his ambition.

I am no disciple of Dr. Osler and do not mean to say that when a man has reached 60 years of age he is without energy, ambition or public spirit; neither do I desire to be understood as declaring that all young men are wise, enthusiastic and in every other way capable and desirable. There are old men and old men, and young men and young men, and every community is capable of differentiating between the extremes in search of the happy mediums. But I do most sincerely believe that it is very wise indeed in this age to give the young men a chance.

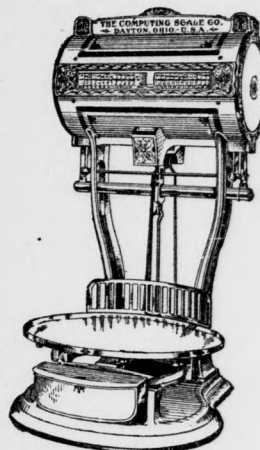
This is an age when men remain young more years than was the case thirty-five or forty years ago; when men just turned the half century mark are in their prime; when men who are 70 years of age are still strong, ambitious, hopeful and active. This is an age when young men have educational advantages along practical, industrial, commercial and financial lines which forty years ago were inconceivable. The young man who to-day is graduated from a grammar school has a better education than was received in the early 70's by the average chap who was graduated from the high school; and the high school graduate of to-day is better prepared to face a business life than was the average college graduate of the class of 1870.

This is an age of civic revival. Men—young men and old men alike—have a clearer, broader, better conception as to their duties as citizens than was the case only a few years ago; and, better still, they have a stronger faith in the dignity and value of citizenship and a confidence in their own ability to realize such citizenship in all of its merit and inspiration.

I am an optimist and as such, having been invited to give you my views, I feel that I want to give you—somewhat gingerly, perhaps—a bit of warning: We are, all of us, sincere in our desire to be of value not only to our own neighborhood, our own town and our own State, but to the United States at large. In this, as I see it, we confront the danger—that is to say, the average citizen confronts the danger—of striving to spread over too much territory.

And so, it seems to me, it is the duty of the average citizen to confine his public spirited efforts very largely indeed to his own home town. Doing this he will be obliged, of course, to take some active part in efforts affecting neighboring towns, the county, the State. And so the danger I refer to is developed. Whatever you do as public spirited citizens, play fair with your neighbors. In this way only you can best serve the truly vital interests of your own bailiwick. And caution, great caution, is necessary in preserving this attitude because of the perpetual presence of scores of faddists, men and women of ability and sincerity also, who have their hobbies and ride them at top speed, but more or less selfishly. They are the men and women who play as

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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.

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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.

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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



Cutting Ice With The Cigar Trade—

in your local field depends very largely upon your good judgment as to what brands you stock.

Look over the stock of any prosperous Cigar Stand and there is one brand that you will always see, that's the Ben-Hur, and you will find that its sales keep up, year in and year out, with a constantly increasing increase.

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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.

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parlor reformers, more interested, perhaps, in the notoriety they themselves attain than in the actual good results they achieve and who, as a rule, are dependent upon the cash donations and social influence of those whom they seek to convert.

I need not catalogue these fads. You are, all of you, well acquainted with them, and in all fairness we all agree that in spirit many of them have values, great values. But the point against which, it seems to me, a warning is wise is the undeniable fact that the faddist who seeks only notoriety—and there are many in the guild—is entitled to much less attention and support than are those ladies and gentlemen who are carrying forward their work for the sole sake of their respective causes.

A striking example of what I mean is afforded by Mr. Gifford Pinchot, the chief of our National Bureau of Forestry, who, a very wealthy man and because he believed in and was willing to fight for the cause of forestry, worked for years without pay and spent hundreds of thousands of dollars of his own money before he succeeded in obtaining anything like the recognition he and his cause deserved. And equally striking and admirable is the example afforded along the same lines and in similar ways by my own beloved fellow citizen and neighbor, Mr. Charles W. Garfield. Such men, whatever their cause, are certain to be sincere, wise and worthy of our confidence and co-operation; the causes of such men are laudable and the inspiration of such efforts is the essence of genuine public spirit.

No city can afford in this present age of competition and perpetual development of new resources, improved facilities and increased civic righteousness to look askant and in a jealous spirit toward any other city. Jealousy is the exact sign embodying covetousness, avarice and selfishness in one single form. If a neighboring city is prosperous, rejoice; because, looked at fairly, it is a prosperity which becomes contagious and epidemic if it is treated as a desirable fact, no matter where it may be first developed. Help yourself first, of course. That is a law of Nature, but at the same time bear in mind that the good will, the needs and the very desirable co-operation of your neighbors are tremendously influential.

It may be that, as I have gone on in a general way as to individual duty in the direction of civic righteousness, you have felt that I have neglected the key-note query I received when I was invited to address you:

"How to unite the business interests of the city."

Purposely I have reserved my views on this problem for the last of my effort because I want you to take them home with you. And while you may disagree with me, perhaps, I desire that you will think them over carefully.

It is fair, I assume, to believe that there is not a business man in Jackson who would decline to do anything in his power to advance the social, educational and material progress of his city.

And believing this to be true, I can not but entertain the strongest kind of confidence that every citizen believes in the old adage, "In union there is strength."

And so I say to you, Don't stand around dreaming about your loyalty to your city and don't go on coddling the conceit that you are a believer in the values of united effort.

Get busy! Get together as though you were all partners—as you really are—in one of the most firmly established, one of the best located, one of the most prosperous and promising enterprises in Michigan. Get together and organize and do it with an unalterable determination to stick together no matter what happens.

Appoint a committee of your best men to prepare and submit an estimate as to the approximate expense of conducting and maintaining an active, energetic association in which every member shall be thoroughly in earnest and absolutely sincere. And in making up this estimate include a liberal item for a competent, wide awake secretary, who shall devote his entire time to keeping the members of the association busy with committee work and individual effort. Include another good liberal item for the purpose of carrying on investigations as to available new industries and others for printing special reports, stationery, and the like, and then another and a generous one for postage. Do not ask your Secretary for time service. If you catch him looking at the clock dismiss him. Let him go and come as he likes and when he pleases, and the results will prove the wisdom of this advice. Have an association office? Certainly, and have it centrally located and not more than one flight of stairs to climb, even although there is an elevator.

Provide a room for public meetings, seating at least 100 people if possible, and do not be afraid to call public meetings. Let every member keep always in mind the fact that he is a member and whenever any matter arises in his mind which he believes may be profitably handled at a public meeting see to it that such a meeting is called. When I say public meeting I mean that all citizens, whether they are members of your Association or not, be welcomed.

And do not be afraid of the daily newspapers. Give them your confidence and they will treat you right. Moreover, they will help you beyond measure in developing a public estimate of your organization and its work which will be favorable.

In brief, do not be afraid of anything; but get together frankly, fairly and fearlessly and have for your Association's battle cry: "We stick to it."

As a guess, based on experience, I should say that for such an association as you have a desire to create you should have at least 200 business men who have sufficient confidence in each other to enlist in such a campaign as you hope for, and enough decision and determination to stick to it until they win out, even although they should see things, hear things

and feel things that do not harmonize with their judgments.

Differences of opinion are certain to develop and mistakes are certain to occur. It is inevitable. But, because of this, no member ought to lose heart or temper. Whatever the Association does, support it even although for a time it goes against the grain. Stand by and for the Association at every point and you will win; and the mistake you foresaw will be corrected in time. Stand by and for the Association so that when some error of judgment occurs for which you are responsible you may rely in perfect confidence upon receiving the support of your associates.

Do not criticize until you are absolutely certain as to all facts and then, when criticising, preserve your temper and make it clear that your attitude is wholly in the interests of the city and the Association.

And, another thing, I believe that an association having 200 members who will agree to pay \$20 a year as dues will prove more efficient than would a membership of 400 paying \$10 annual dues. And in this connection let me urge you to avoid soliciting the membership of any man who is not perfectly well able to pay the annual dues. A man, to be a through-and-through stickler to and for a public welfare organization, must be not only public-spirited, broad-minded and in earnest, but he must be at least easy as to finances. The man for whom it is a hardship to divert even so small an amount as \$10 a year for the public welfare, no matter how much he may desire to do so, should not be solicited. His good citizenship is his best contribution and is sufficient for any such cause.

No, gentlemen, you want the citizen who can afford to pay his dues and who will pay them, and who, paying them, will also attend meetings of your Board of Directors that he may keep tab on what your Association is doing; who will accept position and act conscientiously and well as a committeeman. And you want the man who, if he is neither director, committeeman nor officer, will keep his eyes, ears and mind wide open in behalf of the Association and its work.

I think it a fact that the average business man despises a quitter; a "welcher" in business. It is well known to every business man that hundreds of good business propositions go to the wall each year because of quitters; men who, when things do not go just exactly according to their views, refuse "to play" and go off in a corner glum, vindictive and useless.

It is so with a Board of Trade, Citizens' Association, Commercial Club or whatever it may be called; and no man should fail to appreciate that when he enlists in behalf of any public welfare proposition his manhood, his patriotism and his honor should bind him to that organization or movement, through thick and thin, to the bitter end or the glorious triumph. And I want to tell you, gentlemen, with all the sincerity at my command, that I believe thoroughly that any organization having

200 members who will stick and keep their faith can not fail to record a triumph in whatever they undertake.

There is nothing at all the matter with Jackson; no matter what other cities are doing you have your own problems and you are competent to solve them. It goes without saying that such a community as this will be loyal to itself and its products; that you recognize and appreciate your mutual interests; that employers and employees will play fair for Jackson and that all are truly desirous of doing all in their power to make a better city where already there is a good one.

But that which you have to learn, which all cities have to learn, is as to the value of united effort free from individual interests, personal opinions and ambitions. And this effort must have a center around which to conduct its operations, and this effort and this center must be constant, reliable and strong not alone for one year but for two, five, ten and twenty years. Join hands and stick, gentlemen.

Some Swamps Should Be Preserved.

Swamp science is more profound than is popularly supposed. There is a widespread idea that swamps, purely as such, are disease breeding. But this the swamp experts declare to be pure prejudice. There are swamps and swamps. And no non-alluvial swamp can be objected to on hygienic grounds.

The Dismal Swamp is said to be free from malaria. Even the dark water of such swamps is drinkable and credited with special virtues by some authorities. Now that it is conceded that malaria is spread by mosquitoes even the muddy coastal swamps, always reputed "malarial," have been robbed of most of their terrors.

Most swamps, Dr. Roland Harper thinks, should be preserved, because they are so well adapted to forestation, because they protect the sources of streams, because they are refuges for wild game and rare plants, and, lastly, for their beauty. It has been stated that there is no evidence in literature that the beauty of natural scenery, even of mountains, was fully appreciated anywhere up to a century or two ago.

Even yet few people can see beauty in swamps and many regard them with aversion, but they will probably be appreciated more hereafter than they are now. Nature undefiled is said always to be beautiful. And swamps become repulsive to the nature lover only when they are partly drained or contaminated with rubbish or sewage.

Dr. Harper thinks there is no need of hastening the disappearance of our swamps. There is more danger that they will disappear too soon than that they will interfere with health and progress by remaining. Too much interference with nature's equilibrium is often followed by unexpected disastrous consequences, and scarcity of timber and increase of floods may not be the worst results of the contemplated wholesale destruction of the swamps.

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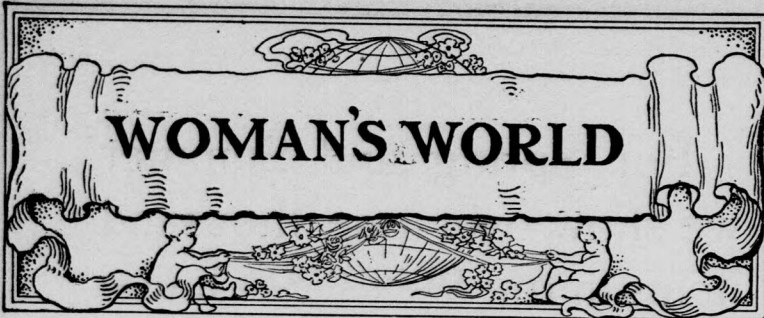
Nearly three hundred travelers carry **DEPENDON** TRADE MARK samples, either the entire line or from special departments. Several of them are in your territory now.

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JOHN V. FARWELL COMPANY

Sole Distributors **DEPENDON** TRADE MARK Dry Goods

Chicago the Great Central Market



Put Yourself in the Child's Place.

There are not many people nowadays who are brutal enough to actually beat their children. Our civilization is nothing to boast of as yet, but we have at least reached a point where a big six-foot man can see himself for the coward and bully that he is when he strikes a little, helpless, two-foot child because he happens to be nervous or out of humor or to have had too much to drink the night before.

There is, however, another form of torture to which good, conscientious and affectionate parents subject their children continually; and the suffering that it inflicts upon the defenseless little creatures makes even the rod or the knockout blow on the ear seem kind.

This is the habit that fathers and mothers fall into of making a child the butt of their jests and of discussing its peculiarities and its faults and frailties before its face.

It must be remembered that a child's world is a very little one, but what happens in it is just as important to it as the things that happen out in the great world to grown people.

To have the family circle shrieking with laughter over some blunder of Janie's is just as sore a mortification to Janie as it would be to Janie's mother to know that she was a figure of fun to all of her acquaintances and to hear the cackling of their ribald mirth at her expense.

For Johnny to be publicly corrected before guests and sent from the room is every whit as crushing a shame to him as it would be to Johnny's father to be stripped of his honors and position and cast out in disgrace from among his fellow-citizens.

Yet every day we see parents guilty of this inhumanity to their children. They do not mean to be unkind, but they are brutal, nevertheless; and it seems both strange and sad that the adult imagination is so dull that the grownup can not put himself in the child's place occasionally and see things from the child's point of view.

Take the matter of the little naked-legged child that you see shivering along the streets these cold days, with the purple gooseflesh standing up on its bare limbs. The poor, suffering little thing is the victim of the folly of some vain mother and unobserving father.

But what do you think would happen if papa's trousers were sheared off at the knees and the November winds were playing around his bare shanks? He would have pneumonia

and rheumatism before he had gone two blocks; but if he survived there would be a change in children's fashions, and many a little life would be saved, and many a man and woman prevented from acquiring in infancy diseases that will follow them through life.

Then look at the freak haircuts that otherwise good mothers inflict on their offspring! Think of the little boys whose early lives have been blighted by having to wear Fauntleroy curls, and that army of infantile martyrs who at present are being offered up on the altar of Buster Brown!

Would any man stand for that for a minute? If he would only put himself in the boy's place, wouldn't he take the youngster on a dead run to the nearest barber shop and lead him forth a normal, happy, self-respecting boy of the short-haired variety?

Fortunately, though, a child soon outgrows its mother's picturesque strivings in hair and clothes; but un-



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There's a good profit for you in Karo—

There's satisfaction for every customer in Karo.

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

Karo

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

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

Your jobber will tell you all about it.

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VOIGT'S CRESCENT

"Grand Rapids Knows How"

When the good housewife asks you, Mr. Grocer, for "Voigt's Crescent" flour, she knows positively that "Grand Rapids Knows How"—that's the reason she specifies "Voigt's Crescent." She knows, and she wants you to know that she knows, and the fact that you are prepared to fill that flour order will prove to her that her grocer also "knows how."

How about it?

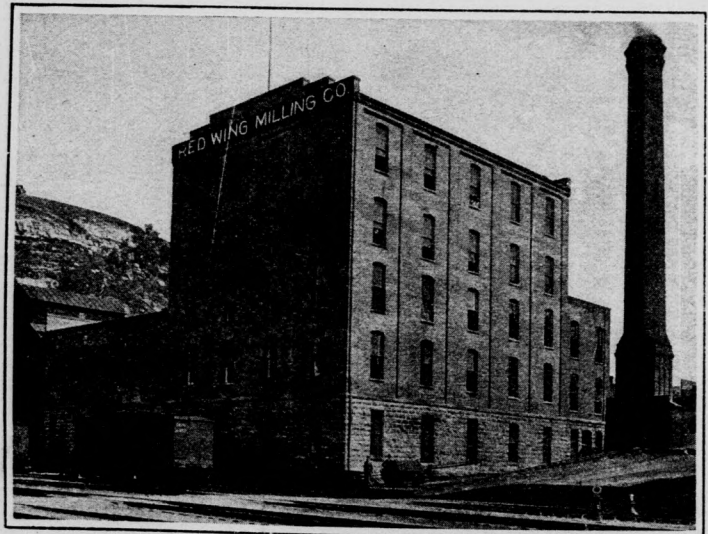
Voigt Milling Co.
Grand Rapids, Mich.

VOIGT'S CRESCENT

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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.

til it is old enough to fight its own verbal battles it is never safe from little weaknesses canvassed in its own presence as freely as if it were a stick or a stone and without emotion on the subject.

This is the more remarkable because grownups are as full of feelings as a sensitive plant, and any one of them would have heart failure at having his or her peculiarities vivisected while he or she helplessly looked on.

Mrs. Jones, for example, has no hesitation in saying to you right before Mary that Mary is an ugly duckling, and she really does not know where the child got her complexion. Certainly not from her family, who are all noted for their beautiful skins! She does not even notice, as she speaks, that the child has slunk out of the room, ashamed and wounded, with her heart full of bitter rebellion at the fate that made her what she is.

Isn't it strange that Mrs. Jones can not put herself in Mary's place, and reflect what her feelings would be if she should overhear a group of acquaintances discussing what a fat, homely, unattractive woman that Mrs. Jones is, and how different she is from her pretty sisters?

I warrant that Mrs. Jones would say a few things to her critics that would leave blisters where the words hit. Yet between the sufferings of the child who is told to her face that she is ugly and the chagrin of the grown woman who finds out that she is not regarded as a living picture, the agony of the child is incomparably greater, because the grown-up has, at least, philosophy with which to console herself, whereas the child has nothing but the gaping wound of its innocent vanity that has been stabbed to the quick.

Then there is little Johnny Smith, who is dull and slow and always at the foot of his class in school, while his quick-witted brother Tom takes off all the prizes. Do you think that Johnny does not mind when he hears his mother and father bragging to strangers about Tom, and complaining that they do not know whatever they are going to do with Johnny, who is so stupid and seems as if he can not learn?

Be sure that Johnny suffers just as much as his mother and father would if they heard themselves compared invidiously with people more brilliant and more talented, and if they had

their defects held up for public scorn and ridicule.

In all the world there is no sport more cruel than the baiting of a little child, whose very attempts to defend itself we call impertinence. And the wonder is that any parents can be found hard-hearted enough, or thoughtless enough, to engage in such a pastime.

Surely they would not if they ever put themselves in the child's place.
Dorothy Dix.

How To Run a Railroad.

Have money—want more. Begin at the top—there are no room and small pay at the bottom. Procure a pair of sharp shears for clipping coupons; no other tools are needed. Get control of a bank and borrow enough money to buy a large chunk of stock. Hypothecate the stock and buy more. After some practice this operation can be carried on indefinitely, and almost wholly without the use of real money. Do not worry about the actual work of operating the road. This is all done by hirelings and has already been attended to. Go to Europe and have a good time. Some of the more conscientious railroad owners return to America occasionally to order a reduction in operating expenses and a raise in freight rates, but this is not absolutely necessary, as such matters can just as well be attended to by correspondence. Having gone through the motions of buying one railroad, it will be found that people will present others to you.—Success.

Some Things We Have Observed.

That the more a wife keeps her husband in hot water the less tender he becomes.

That the young woman with teeth like pearls is rarely as dumb as an oyster.

That no man is really as clever as his fiancée thinks he is.

That while a woman of 30 will claim she is not over 26, a woman of 60 will say she 75.

That the way some wives break their husband's iron will is by rusting it out with eye-water.

That while matrimony was once looked upon as a life journey, it now proves too often only an excursion trip.

That while Love may laugh at locksmiths, the milliner and the dress-maker make him feel mighty serious.

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?



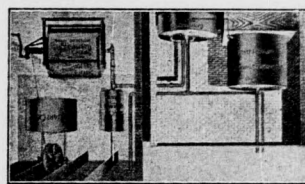
is the best "repeater" you can buy. Your customers will never have occasion to find fault with it. When they try it once they ask for it again because it is better for all around baking than any other flour they can buy. Milled by our patent process from choicest Northern Wheat, scrupulously cleaned,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

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



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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
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A perfect food, preserves health, prolongs life

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YOU KNOW THAT IT MEANS COCOANUT
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All grades guaranteed absolutely pure. No preservatives—No adulterants.

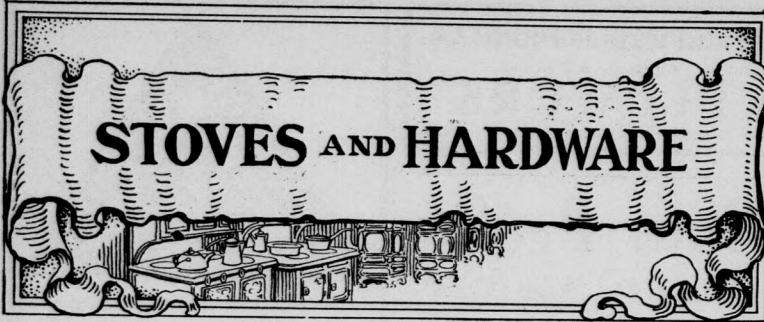
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THE FRANKLIN BAKER CO.

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PHILADELPHIA, PA.



Story of Steel and Discovery of Bessemer Process.

Fifty years ago when the increasing use of iron created a demand for a material more durable than iron, and not so expensive as the laborious process of steel-making of that day, an Irish-American named William Kelly found himself in a desperate position financially.

He was an ironmaker, and by the old process needed charcoal, which was difficult to obtain. Unless he could save fuel he was on the verge of bankruptcy.

One day he was sitting in front of the "finery fire," when he suddenly sprang to his feet with a shout, and rushed to the furnace. At one edge he saw a white-hot spot in the yellow mass of molten metal. The iron at this spot was incandescent. It was almost gaseous. Yet there was no charcoal—nothing but the steady blast of air.

Why didn't the air chill the metal? Every iron-maker since Tubal Cain had believed that cold air would chill hot iron.

But Kelly was more than an iron-maker. He was a student of metallurgy, and he knew that carbon and oxygen had an affinity for each other. He knew what air was and what iron was and like a flash the idea leaped into his excited brain—there is no need of charcoal. Air alone is fuel.

Like almost all great inventors, he was derided, though his experiments proved successful. He had to give in, he had no capital behind him. It was not until Bessemer took the idea in hand that it became a commercial success.

Bessemer was one of England's greatest inventors, having one hundred and twenty patents to his credit. He was the son of an inventor—a Frenchman who had been driven to London by a social explosion in Paris.

His first invention, a method of stamping public documents, was, so he considered, stolen from him by the British Government. He was very poor at the time, and this real

or supposed injustice made an indelible mark upon his character. Henceforward he was bitterly aggressive in the protection of his rights.

Seven years after Kelly's success at Eddyville, Bessemer invented the Bessemer process, as the result of a conversation with Napoleon III., who wanted better material for his cannon. The new process was perfected by a third inventor, Robert Mushat, a Scotchman. He solved the problem of how to leave just sufficient carbon in the molten metal to harden it to the required quality of steel.

The method in the beginning of the new process was to endeavor to stop at exactly the right moment. Mushat's common sense told him that it would expedite matters considerably if all the carbon were first burnt out of the iron and the exact quantity needed put back.

Kelly made \$500,000, and is little known; Bessemer received \$10,000,000, world-wide fame, and a knighthood, while as for Mushat he lost his patent through failing to pay the necessary fees, and got nothing except a pension of \$1,500 a year from Bessemer.

For Sale or Rent.

Modern factory building; steel and concrete construction; cement floors; excellent light and ventilation; equipped with elevators, sprinkler system, electric lights and side track. Also other factory buildings. Can furnish electric power and hot water heat at reasonable rates. Can also furnish iron and brass castings, nickel-plating, stamping, japanning, or general machine work. Buildings suitable for any kind of manufacturing or storage. Particulars upon application. CHELSEA STOVE & MFG. CO., Chelsea, Mich.

The girl with a shapely ankle can always find an excuse for crossing a muddy street.

No man ever travels far standing on his dignity.

Grand Rapids Supply Company

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

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.

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.

Mica Axle Grease

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

Hand Separator Oil

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

STANDARD OIL CO.
GRAND RAPIDS, MICH.

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.

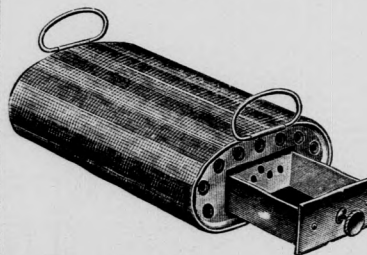
Clark Coal Is Best

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
99 La Salle Avenue, Chicago



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

The Value of Paint Advertising.

The Gospel of Paint, as it has been preached in magazine advertising, has wrought wonders in this country. In sections where paint was seldom used it is now a matter of course. In sections where it was generally used in the old days the uses have been greatly extended. Paint brightens homes and lives. It is, in many ways, the cheapest decorative material. It saves property by preserving materials and fittings. The lightening of woman's work has been perhaps best of all—for paint gives better sanitary conditions and saves an enormous amount of cleaning.

In the old days a few merchants could supply all the paint materials necessary for the annual or semi-annual painting season and the field was limited generally to the paint necessary for the exterior of house and barns. Now, the economy and satisfaction in the touch of varnish here, mixed paint there, a little gilding or some enamel work in another place, have been so convincingly taught by the manufacturers of these various products that the field of the retail dealer has been greatly widened. And the painter, too, though not always called in for the little jobs, still reaps the benefit because the people have developed a taste for well-kept property and he still gets the big jobs and more of them.

Let any reader who wishes to follow these details write to any of the big American paint houses for information.

Turning Over Your Stock.

It is a recognized and indisputable fact that too many dealers overbuy. They buy more goods than they really need, and at the end of the year, instead of being able to show a cash profit, their books will simply figure an increase in the stock ledger.

Take a dealer, for instance, who claims that his business for the past five years has netted him on an average 10 per cent. each year. Estimate that his sales have been \$50,000 each year and then ask him to show you a bank account for \$25,000, which is the amount of money the business would earn under those conditions. He will tell you the money is almost all gone into increased stock, and this very fact nullifies his own argument.

It is possible to turn a retail hardware stock as many as four to six times in a year. While it may not be possible to turn over all your goods so many times a year, yet there are some staples which can be turned over even oftener, and this applies with special force to the dealer who is located near the maker, or near the manufacturer or jobber.

Modern business conditions are trending to a more definite training towards doing more business on less stock. The best rule is to buy freely of goods which you sell every day of the year, but sparingly of slow-selling goods. The dealer with a good bank account at his command is always able to buy for spot cash, and spot-cash buying often dictates better prices than otherwise obtainable.

You will find by careful experiment-

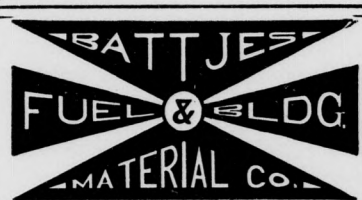
ing just what lines fail to net you a fair profit during the year. If you have kept a careful record of your sales, this will be comparatively more easy than if you had simply done it in a haphazard way. This is one reason why dealers should keep stockcard records. It enables them at any time to tell when and what lines are not paying the required percentage of profit, and also enables them to detect the quick sellers as well as the slow-moving items.

By keeping a stockcard record you not only eliminate overbuying, but you also check yourself from adding one new line after the other until your stock becomes a mixture of odds and ends which have no definite relation the one to the other, and which also have no comparative measure of value.

By following this method your buying simply keeps pace with your selling. You may, however, get the reputation of being too careful, but it is far better to be called conservative and to be able to show a nice bank account than it is to be called progressive and be hemmed around with a lot of unsalable merchandise.

On the other hand, it will pay you well to keep constantly informed, through your trade paper and otherwise, regarding the new specialties which are constantly being placed on the market. The dealer who is first in his town to display new goods, which possess distinctive features of merit, can often reap good profits in addition to impressing his customers with the fact that he is enterprising and up to date.—Hardware.

One reform in the currency that we want hurried along is the matter of getting your change back in a department store.



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, Grate Bars, Hitching Posts, Street and Sewer Castings, Etc. 270 S. Front St., Grand Rapids Mich. Citizens' Phone 5329.

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.

All Kinds of Cut Flowers in Season

Wholesale and Retail

ELI CROSS

25 Monroe Street Grand Rapids

We Make a Specialty of Accounts of Banks and Bankers

The Grand Rapids National Bank

Corner Monroe and Ottawa Sts.

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

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

DIRECTORS

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

Geo. H. Long
John Mowat
J. B. Pantlind
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We Solicit Accounts of Banks and Individuals

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

Successful Progressive Strong

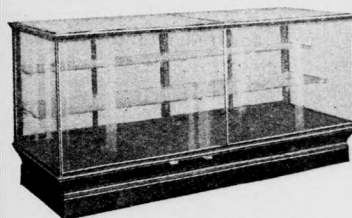
No. 1 Canal St.

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.



Out With the Old and In With the New.

Saginaw, January 18—The fourth quarterly meeting of the old Board of Directors of the Michigan Knights of the Grip was held at Lansing, Saturday, Jan. 16, the full Board being present.

The Secretary and Treasurer both presented voluminous reports, showing the receipts during the year of \$17,770.92 and disbursements amounting to \$13,826.39, leaving a balance on hand of \$3,944.53, divided among five funds as follows:

General	\$ 849.21
Death benefit	2,473.80
Employment and relief	100.27
Promotion	126.00
Special charity	395.25

John P. Hemmeter, of Detroit, appeared before the Board and proposed to contribute \$5,000 to the relief of sick and indigent members during the next five years, the fund to be known as the John P. Hemmeter Charity Fund. None of the money is to be turned over to the Knights of the Grip. All of the money is to be retained in the hands of J. P. Hemmeter, who will honor drafts on him, signed by officers of the Association, after due investigation. It is proposed to pay \$5 a week for ten weeks in cases of illness, or where the traveling man has to locate in a more congenial climate a gross amount of \$50 will be paid. The matter was referred to a special committee, which recommended that it be turned over to the new Board for action.

President Schram then read his ex-aural address, as follows:

In compliance with the request of the members assembled in Saginaw, August, 1907, I submit my semi-annual report for the last five months of my tenure of office.

During the last six months of 1908 there have been several things to contend with that prevented us from making our regular increase of membership, as we usually do at this time of the year. In the first place, there were many men out of work and many more were working at reduced salaries. As for myself, I have not been in my usual good health and have had considerable sickness in my home, both of which have prevented me from doing as much as I had expected to do. However, we have made some progress. We have paid, during the last year, twenty-five death claims, almost immediately on receipt of proof of death, and have quite a little money left, as your Treasurer's report will show. I am somewhat disappointed with the result of our circulars sent to the hotels of the State, as very few have replied. But I have great confidence and expectations for the result of the circular sent to the manufacturers and jobbers, as one man has already donated \$5,000 to the charity fund and many others have indicated their intent to subscribe and, no doubt, will do so.

I did not send out the circular to the manufacturers and jobbers until the first of the year, because I have been informed that very many firms set aside the first of the year a certain amount for charity, and at the end of the year this fund is mostly used up. So by getting our circular before these men early in the year, we stand a better show to receive some contributions. I expect this charity fund to reach the \$25,000 mark before the end of 1909.

I want to thank each and every one of the members of the Board of Directors, as well as the Secretary and Treasurer, for their hearty cooperation with and support of me during my term of office. They have been ready and willing, at all times, to work for the best interests of our beloved Association and I ask for my successor the same loyal and unanimous support they have given me.

On motion of Mr. Weeks, the following resolution was unanimously adopted:

Whereas—John W. Schram, the retiring President of this Association, has discharged his duties as President of this Association in an able and efficient manner during the year 1908; therefore

Resolved—That the members of this Board, and of the Association through them, extend their sincere thanks and best wishes to our retiring President and that it is the hope that much peace and prosperity attend him and his good wife during the balance of their earthly career.

The offer of Ex-President F. N. Mosher to turn over to the charity fund the \$7 due him for procuring seven new members for the year of 1908 and his check for \$3, making \$10 in all, was accepted with thanks.

A vote of thanks was also extended F. L. Day for securing a new member and the \$2 was turned over to the charity fund.

The death claims of K. F. Morse and F. B. Evans were allowed and ordered paid.

The \$117 left over from the promotion fund was transferred to the employment and relief fund.

The following bills were audited and ordered paid:

Seaman & Peters	\$ 31.00
W. K. McIntyre	24.00
N. B. Jones	6.50
M. V. Foley	7.33
A. A. Weeks	7.78
F. L. Day	2.98
W. D. Barnard	10.16
M. C. Empey	6.16
H. P. Goppelt	5.81
J. C. Wittliff	7.60
J. W. Schram	6.50
M. V. Foley for stamps	8.00
F. J. Kelsey & Son70
J. C. Wittliff's salary	73.88
M. V. Foley's salary	184.70

There being no further business,

the meeting adjourned and the new Board of Directors were called together.

President Frost announced his standing committees as follows:

Finance—H. P. Goppelt, Saginaw; A. A. Weeks, Grand Rapids; F. L. Day, Jackson.

Printing—M. C. Empey, Bay City; N. B. Jones, Detroit; W. D. Barnard, Manistee.

Railroads—M. S. Brown, Saginaw; F. L. Day, Jackson; L. M. Mills, Grand Rapids.

Legislative—Jno. A. Weston, Lansing; Frank N. Mosher, Port Huron; E. O. Wood, Flint.

Hotel—J. D. Robinson, Flint; A. S. Cowing, Kalamazoo; W. G. Taport, Traverse City.

Bus and Baggage—Jno. C. Saunders, Lansing; Frank P. Burtch, Detroit; Chas. Deihl, Jackson.

Employment and Relief—M. V. Foley, Saginaw; Jno. B. Kelly, Detroit; Herman Vasold, Saginaw.

Chaplain—Rev. Frank C. Ward, Lansing.

Sergeant at Arms—E. C. Below, Manistee.

The following resolution was unanimously adopted:

Resolved—That we, the officers and Board of Directors of the Michigan Knights of the Grip, do hereby most emphatically denounce the attempt of the railroad companies of this State to have the Legislature pass a bill to allow them to charge one and one-half fare from passengers when fare is paid on trains. The passage of such a law will be most unfair and a very great inconvenience to the traveling public. Oftentimes it would be utterly impossible to purchase tickets before getting on trains, on account of the number of people waiting to purchase same. A great number of other reasons could also be given that would make it absolutely impossible to buy a ticket before getting on trains and, consequently, people would be compelled to miss trains and connections that they desired to make.

The Legislative Committee of the Michigan Knights of the Grip is hereby instructed to use its utmost efforts in preventing the passage of this bill.

The matter of accepting the \$5,000 gift from John P. Hemmeter, of Detroit, was then taken up and discussed at some length. James Hammill, of Lansing, opposed the acceptance of the gift on the ground that the proposition smacked too much of advertising. N. B. Jones opposed the acceptance of the gift on the ground that it would entail a large amount of extra expense on the Association. President Frost was inclined to side with Mr. Hammill, especially as Hammill asserted that he would withdraw from the organization in the event of the gift being accepted. After a long and somewhat acrimonious debate, the matter was referred to a committee composed of H. P. Goppelt, A. A. Weeks and N. B. Jones, who will take the matter in consideration and report their conclusion at the next meeting of the Board.

The meeting then adjourned. The

next one will be held at the Secretary's office in Saginaw, March 6, 1909.

M. V. Foley, Sec'y.

The man who has never experienced trouble can never appreciate joy.

For Rent

5,000 to 15,000 square feet floor space for light manufacturing or wholesale establishment. Steam heat, large electric elevator, automatic sprinkling system, low insurance.

Adams & Hart

47-49 No Division St. Grand Rapids, Mich.

Homelike

You will notice the difference in the cooking immediately. There are a dozen other things that suggest the word homelike at the

Hotel Livingston

Grand Rapids, Mich.

Care

killed a cat. Lack of human intelligence caused its demise.

Men and women can avoid a like fate if they

"Use the Bell"

IT
PAYS

CALL
MAIN
330



CHILD, HULSWIT & CO.

INCORPORATED.

BANKERS

GAS SECURITIES

DEALERS IN

STOCKS AND BONDS

SPECIAL DEPARTMENT DEALING IN BANK AND INDUSTRIAL STOCKS AND BONDS OF WESTERN MICHIGAN. ORDERS EXECUTED FOR LISTED SECURITIES.

CITIZENS 1999

BELL 424

823 MICHIGAN TRUST BUILDING, GRAND RAPIDS

Gripsack Brigade.

James A. Bassett, who has traveled for the Michigan Drug Co. and its successors for over thirty years, died at his home in Ypsilanti last Monday. Deceased was a stockholder in the A. H. Webber Co., druggist at Cadillac.

A Negaunee correspondent writes: Louis Dousseron, who has been engaged in the painting business here for a year or more past, has sold out to William Laurice, and has accepted a position as traveling salesman for the American Tobacco Co. He will start on the road next Monday.

Geo. W. McKay, who has represented the Lyon Factory of the National Candy Co., Chicago, in Michigan and Northern Indiana for the past two years, has abandoned this work and will take up his residence on his forty acre farm near Coopersville. Mr. McKay will also dispose of his home at 21 Calkins avenue.

Reed City Clarion: C. F. Williams, who has been on the road for the past eight or ten years as traveling salesman for different candy companies in Grand Rapids, Kalamazoo and Traverse City, is now traveling salesman for the George Zeigler Candy Co., of Milwaukee, Wis. He returned home Saturday night from closing a contract with that firm and left for Tustin and Luther Monday.

An Ishpeming correspondent writes as follows: Charles Annen, who, for several years past, has traveled in the Upper Peninsula and Wisconsin for the Annen Candy & Biscuit Co., of Green Bay, is making his farewell trip. Harry P. Annen, his brother, will be his successor. Charles Annen is to remain in the house, looking after certain branches of the manufacturing department. He is one of the most popular commercial men traveling in this section and his many friends will miss him.

The efforts made by the railroads of Michigan to secure an amendment to the 2 cent law, permitting conductors to charge 3 cents a mile where the traveler pays on the train, has fallen flat. Prominent members of both branches of the Legislature assert that the railroads are wasting their time in asking for such an unreasonable measure, and those conversant with the situation insist that the railroads better keep their engineers and conductors on their beats instead of sending them down to Lansing to lobby for a measure which is so manifestly unjust, unfair and unwarranted. Leading members of the Legislature state that if the railroads of Michigan sell an interchangeable 500 mile book for \$10 flat, good on all trains, no matter in whose hands the book may be, and good until used, it would meet the objections which the railroads offer that the taking up of cash fares requires too much of the conductor's time. As a matter of fact, the conductor can detach a mileage slip about as quickly as he can take up and punch a ticket, and such a plan would do away with the necessity of the traveling man going to the depot a sufficient time in advance of train time to procure a ticket. As a matter of fact, the traveling man, in nine-tenths of the cases, does not wish

to spend fifteen or twenty minutes' extra time in hanging around the depot. He wants to stay with his customer until the last minute and, considering the manner in which train service has been curtailed and also the manner in which the traveling public has been discriminated against in every possible manner at every turn of the game by the railroads, it is no more than fair that the Michigan railroads should concede the right of the traveling public to have the privilege of such a mileage book as this.

Lansing Republican: James J. Frost, who was Saturday installed as President of the Michigan Knights of the Grip at a meeting of the board of directors in this city, has been a resident of Lansing for twenty-nine years and is one of the oldest and best known traveling salesmen in the State. Mr. Frost came to this city in April, 1880, and has been connected with the Clark Co., vehicle manufacturer, for many years. At the annual convention of the Michigan Knights of the Grip at Manistee last August, he was unanimously elected President of the organization. The movement to thus honor him was started among his friends before the meeting and a canvass was carried on without his knowledge. Not until the time for the election of officers came and he was placed at the head of the association did Mr. Frost become aware that he was even thought of in that connection. Needless to say the honor came as a pleasant surprise to him, all the more so because of the unanimity of his election. Mr. Frost has been connected with the Michigan Knights of the Grip ever since the inception of the organization, being one of its charter members. He has served in various important committee capacities and has thrice been chosen Treasurer of the association. When he first took hold of the finances of the organization, there was very little system or any protective provisions whereby the funds of the association were safe-guarded. He evolved the present method of conducting the financial affairs of the Knights of the Grip and it has been found very efficacious. The Treasurer is obliged to attend every meeting of the directors which may be called and to have with him a certified statement from the bank of deposit, covering the sum which he holds in trust at the time. This, together with the frequent reports which are required of the official, keeps the members well informed and guards against loss.

Charity Tempered With Shrewdness and Selfishness.

The proposition of John P. Hemmester, of Detroit, to set apart \$5,000 as a charity fund, to be disbursed through the kindly offices of the Michigan Knights of the Grip, appears to be somewhat indefinite and unsatisfactory. This is due, perhaps, quite as much to Mr. Hemmester's lack of social advantages and business training as to any other cause. Beginning life under somewhat unfortunate circumstances and graduating

from behind the bar of a saloon, he can hardly be expected to possess the finer attributes of a gentleman or he would not have suggested that the fund be designated the "John P. Hemmester Charity Fund," when it could just as well have been called the John P. Hemmester Fund, which would have relieved the recipients of his bounty from the humiliation of having the word "charity" flaunted in their faces. Possibly this objection can be removed by a conciliatory adjustment. As it is predicted that the fund will be contributed to by others as well and that it will ultimately amount to \$25,000, the selfishness—not to use a harsher term—of Mr. Hemmester in insisting on his name being connected with the fund is clearly apparent.

So far as the position of James Hammell is concerned, it is evidently based on prejudice and jealousy, and any man who so far forgets himself as to be dominated by such passions should receive no consideration whatever from large hearted and broad minded men. Mr. Hammell's threat to withdraw from the organization should be permitted to be carried into execution, because any man who attempts to accomplish a selfish purpose by holding a club over his fellows in such a manner should be promptly and permanently relegated to the background.

Under no circumstances should the Committee accept the Hemmester proposition in the way in which it is presented, because, on the face of it, it bears every evidence of insincerity. If Mr. Hemmester wishes to deposit \$5,000 with some trust company and execute papers making \$1,000 payable each year to the Michigan Knights of the Grip, to be disbursed by the officers in such a manner and under such circumstances and conditions as he may designate, the proposition would be worthy of consideration, but to offer to actually make a gift and yet retain the money in his own possession is too ridiculous and farcical to receive any serious consideration at the hands of business men of ordinary acumen or business discernment.

Movements of Gideon Workers.

Detroit, Jan. 19—Flint Camp has elected officers for the ensuing year, with Brother Frise as President. Twelve members were present and an enthusiastic meeting was held, every man voting to stand in his place round about the Camp.

C. F. Louthain, who recently removed from this city to Grand Rapids, will have for his home address 37 Warren avenue.

Rev. S. P. Todd, Field Secretary of the State for the Gideons, is engaged at Brighton for two weeks in giving Bible readings and otherwise helping to advance the Lord's work in that village.

National President Charles M. Smith led the Griswold House meeting last Sunday evening. Subject, "Jesus by the Well." M. E. White, of Indianapolis, was present and followed up the subject with experiences which he had had. One was an Irishman whom he found in the ditch

drunk, and he tried to get help to aid him and was told that there was no help for that man; that even his wife and daughters had given him up. With the aid of a boy, the man was taken home and now is honored and respected, being John Burns. There were twenty present and among these Gordon Z. Gage and wife, W. Merch, A. C. Holmes, Mrs. Williams, one brother from Scotland, one from Oregon and members of the basket ball team from the Y. M. C. A. The meeting was instructive.

Wheaton Smith is now in Chicago with the A. F. Sheldon school, taking in and giving out. We miss our brother in our meetings.

George A. Fricke, of Flint, expects to undergo an operation in Detroit Hospital this week. We hope our brother will soon be on the road again with health and vigor.

Gordon Z. Gage expects to move to Indiana this week, where he can have his companion with him on some of his trips. He knows that with her inspiration he can sell more goods.

Aaron B. Gates.

Imlay City Business Men Active.

Imlay City, Jan. 19—At the last meeting of the Imlay City Business Men's Association the Secretary was requested to write the officials of the Grand Trunk to find out the cause of the difference in freight rates, it being cheaper to ship from Capac than from our home town; also to write the Bell Telephone Co. to inquire the cause of rates being cheaper from Almont than home town. The motion was carried to notify the prosecuting attorney to enforce Sunday closing of stores, etc. The President was appointed to get rates and dates for the annual summer excursion. Lewis Steele, Frank Rathsburg and Mate Bowen were appointed to attend the State convention to be held at Bay City, Feb. 9. Twenty dollars was voted to W. C. Burkholder for expenses of doctor bill for injuries received in the Fourth of July accident by explosion of fireworks. A meeting will be held next week to plan for the business men's banquet.

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

Buffalo, Jan. 20—Creamery, fresh, 27@32c; dairy, fresh, 18@24c; poor to common, 14@18c.

Eggs—Strictly fresh, candled, 31@32c; cold storage, 29c.

Live Poultry—Fowls, 12@14c; ducks, 14@15c; geese, 12@13c; old cox, 9@10c; springs, 13@15c; turkeys, 18@20c.

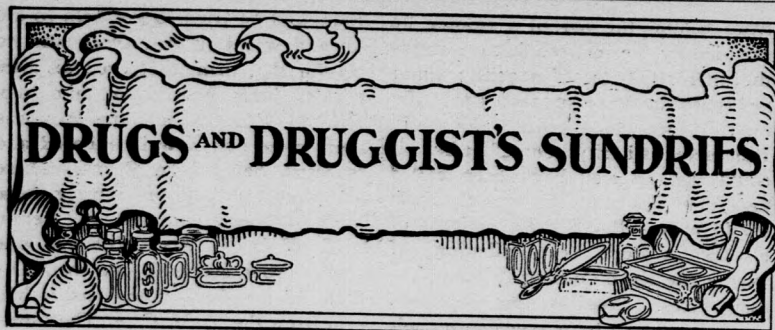
Dressed Poultry—Fowls, 13@14c; springs, 14@16c; old cox, 11c; ducks, 16@18c; turkeys, 22@24c.

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

Potatoes—70@75c per bu.

Rea & Witzig.

There is something missing in a man's religion when he has to be shown the rule before he will do right.



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 John J. Campbell, Pigeon.
 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.

Formula for a Cucumber Cream.

It must be remembered that in many preparations bearing this or a similar name, the "cucumber" is found on the label only. We give some formulas, however, which actually contain cucumber juice:

Wax, white 3 drs.
 Spermaceti 3 drs.
 Almond oil ozs.
 Cucumber juice, fresh 7 ozs.
 Extract cucumber 1 oz.

Another formula is:

Veal suet 600 parts
 Lard 1,000 parts
 Tincture tolu 2 parts
 Rose water 10 parts

To the liquefied suet and lard add the tolu tincture; when nearly cool gradually incorporate the cucumber juice and rose water, previously mixed, stirring constantly.

The above formulas are for preparations which come under the head of pomades, rather than creams.

Extracts of cucumber is prepared by cutting eight pounds of peeled cucumbers into thin slices and macerating for several days in ten pints of warm alcohol, if, after expression, the odor is not quite strong enough, a fresh quantity of cucumber is added. The expressed tincture is finally filtered.

Dietrich gives the following formula for a "Milk of Cucumber:"

Borax 20 gms.
 Sodium acetate 20 gms.
 Rose water 850 gms.
 Spirit soap 25 gms.
 Tincture benzoin 25 gms.
 Cumarin triturate 1 gm.
 Glycerin 60 gms.
 Oil rose 2 gtt.
 Spirit orris 2 gtt.
 Tinct. musk 3 gtt.
 Oil bergamot 5 gtt.

P. W. Lendower.

Methods of Attracting Trade.

If you have skating in your town, which, of course, you have, advertise hot drinks for skating parties, get the young people to drop in after the recreation for a hot beverage just as they did in summer for a soda. The business won't come to you unless

you convince the public that you have just what they want. Don't think because you live in a small town you cannot sell hot drinks, because you can.

Men in office buildings were surprised one morning to pick up from their desks a card which said, "Will you sell five cents' worth of your time?" and securely fastened to the card was a shining nickel. The rest of the card merely contained an announcement of some specialties for them, but every man read it to the last word. They had to read it. Human nature couldn't resist.

A Massachusetts merchant employing three clerks has this novel plan of stimulating trade in dull months. Each clerk takes entire charge of the store for a week, buys the goods, advertises—in fact, does everything as if the store were his own. At the end of the month he gives a \$35 suit of clothes to the clerk that had made the most money. He had found it the best and most profitable plan he ever tried.

A druggist with a well-filled confectionery case, who kept his candy fresh by advertising, would ask of a promising customer: "Is there any one at home fond of candy?" To an affirmative reply he would say: "I will give you a sample of one of our special confections to take to her. This is particularly fine candy, pure and fresh." Then he would put several pieces of the candy into a small cardboard box on the lid of which a label had been pasted, bearing a list of candies carried in stock, with prices, a blank space being left on the label in which to write the name of the candy to be sampled, with price. The label also read: "Confectionery delivered by free messenger. 'Phone 400 D." The box was wrapped and tied to make a dainty package. A circular or folder of some candy manufacturer was often inclosed.

Formula for a Women's Vegetable Relief.

Compound elixir of viburnum of the National Formulary has been recommended in the treatment of diseases peculiar to women and it may answer your purpose. It is said to be very useful in hysteria, dysmenorrhoea, irritable condition of the uterus and nervous disorders accompanying these complaints. The following have also been recommended: (1) Fluid extract squaw vine, 4 fluid ounces; fluid extract of cramp bark, 2 fluid ounces; fluid extract of blue cohosh, 2 fluid ounces; fluid extract of damiana, 2 fluid ounces; fluid extract of helonias, 2 fluid ounces; fluid ex-

tract of cinchona, 2 fluid ounces; sherry wine, 50 fluid ounces. (2) Reduce to powder: Cramp bark and partridge berry, of each, 4 ounces; poplar bark, unicorn root and cassia, of each, 4 ounces, and beth root, 1½ ounces; add boiling water enough to cover, let stand until cold and then percolate with water until 5 pints of liquid are obtained. To the percolate add 24 ounces of sugar, bring to a boil, remove from the fire, strain and when cold add 16 ounces of alcohol.

R. E. Johnson.

Formulas for Carbolic Salve.

Try the following:

I.

Petroleum 16 ozs.
 Yellow wax 1½ ozs.
 Camphor 1 oz.
 Carbolic acid ¾ oz.
 Oil of sassafras 30 min.

Melt the carbolic acid and while warm add the camphor and oil of sassafras. Melt the wax and add to it the petrolatum, melting them together; while cooling, but still liquid, add the solution of camphor in carbolic acid, etc., and stir occasionally while cooling. This is an excellent carbolic ointment, the caustic properties of the carbolic acid being neutralized by the camphor.

2.

Lard 12 lbs.
 Beef suet 12 lbs.
 White wax 2 lbs.
 Gum camphor 2 ozs.
 Carbolic acid crystals 2½ lbs.
 Calomel 2½ lbs.

Melt the lard, suet, wax and camphor together.

Melt the carbolic acid crystals and add; strain and stir well; when nearly cold add the calomel and mix thoroughly; when cold fill into containers.

Martin Neuss.

Providing for Puppies.

Druggists are neglecting a profitable line by lack of proper attention to the sale of dog foods and medicines. In England these goods form an important part of the "chemist's" stock. Of course, England still leads in the breeding and care of dogs, but "man's best friend" is rapidly growing in popularity and numbers in the United States. This is particularly noticeable in the number of pet dogs owned by women and the devotion which they bestow upon their pets seems to indicate that the consumption of food and medical specialties for dogs might be largely increased, if druggists would feature the lines.

Food and medicine are combined in biscuits of various forms, and these are prepared for grown dogs and puppies. There are biscuits made with malt, malt and cod liver oil, malt and milk and various laxative and digestive combinations. There are also biscuits of fish, meat, meal and other forms as well as those which are used simply as food luxuries or confections. Dog medicines and canine specialties furnish a good margin of profit and their manufacturers supply attractive advertising matter in widely varying forms.

You can not cheer the world with a smile that starts at the teeth.

Get the Grand Rapids Idea in Your Mind.

Evansville, Ind., Jan. 9.—The two line item in your Jan. 6 issue, "Reviewing old troubles is a sure way of recruiting new ones," is a thought every person ought to study and think over every day until he has really learned that it is a very dangerous thing to review old troubles of the past, yes, even of yesterday.

I never let anything trouble me for a day. That is too long. In fact, we ought not to have any troubles. We make our own conditions or we allow them to be made for us. We ought to be the Master of all things in and around us. When we are the Master, there is not any trouble. I see that in the future Grand Rapids is going to "Know How." Well, that is the point. Know How to do everything about your business and you will not have any trouble.

The trouble many have is, they start out to do things and they know that they don't know. Every man knows if he knows and he knows if he doesn't know. My advice to all is, do what you know and do it well and leave everything else alone. If we all would take this advice we would have but little trouble.

Doing things which we know but little about is a dishonest act. I mean we will learn that we have deceived ourselves, and if we deceive ourselves we are not honest with ourselves.

There are always thoughts coming to us and telling us that we ought to do this or that and at the same time we know we are not able to master the idea. Why is this? Just because the thought wants action. Every thought wants some one to give it action.

Thoughts can not live without action. All of our trouble is in this fact. All kinds of thoughts come to minds which act quick; they love to catch us asleep, as it were.

So if you are having trouble, the more you think about it the more the very same thoughts which caused the trouble will worry you. If you tell them to "get out" the better it will be for you, for you at once give better and bright thoughts a chance to come into your mind. Always remember, you can think only one thought at a time.

So if you are thinking troubling thoughts, how can you ever expect to be able to think good uplifting thoughts.

Get the Grand Rapids idea in your mind and "Know How."

Edward Miller, Jr.

Remedy for Poison Ivy.

Dr. Taylor says in the treatment of ivy poisoning cloths are wrung from a hot saturated solution of Epsom salt, and applied under dry airtight coverings, and repeated three or more times daily, according to the case.

Preserving Chloroform.

The United States Pharmacopoeia directs chloroform to be kept in glass stoppered bottles. This is not correct, as glass stoppers are not airtight. The evaporation with cork stoppers is much less.

WHOLESALE DRUG PRICE CURRENT

Acidum		Copaiba	1 75@1 85	Scilla	50	Macis	65@ 70	Salacin	4 50@4 75	Oils	
Aceticum	6@ 8	Cubebae	2 15@2 25	Scilla Co.	50	Magnesia, Sulph.	3@ 5	Sanguis Drac's	40@ 50	Lard, extra	85@ 90
Benzolcum, Ger.	70@ 75	Erigeron	2 35@2 50	Tolutan	50	Mannia S. F.	60@ 70	Sapo, G	10@ 12	Lard, No. 1	60@ 65
Boracie	12	Evechthitos	1 00@1 10	Prunus virg	50	Menthol	2 65@2 85	Sapo, M	10@ 12	Linseed, pure raw	42@ 45
Carbolicum	16@ 23	Gaultheria	2 50@4 00	Zingiber	50	Morphia, SP&W	2 90@3 15	Sapo, W	13@ 15	Linseed, boiled	43@ 46
Citricum	50@ 55	Geranium	70@ 75	Tinctures		Morphia, SNYQ	2 90@3 15	Seidlitz Mixture	20@ 22	Neat's-foot, w str	65@ 70
Hydrochlor	3@ 5	Gossypii Sem gal	70@ 75	Aloes	50	Morphia, Mal.	2 90@3 15	Sinapis	3@ 3 1/2	Spts. Turpentine	Market
Nitrocum	8@ 10	Hedeoma	3 00@3 50	Aloes & Myrrh.	50	Moschus Canton.	3@ 40	Sinapis, opt.	3@ 3 1/2	Whale, winter	70@ 70
Oxalicum	14@ 15	Junipera	40@1 20	Anconitum Nap's F	50	Myristica, No. 1	25@ 30	Snuff, Maccaboy,	3@ 3 1/2	Paints	bbl. L.
Phosphorium, dil.	15	Lavendula	30@3 60	Anconitum Nap's R	50	Nux Vomica, No. 15	10 10	Snuff, S'h DeVos	3@ 3 1/2	Green, Paris	29@ 33 1/2
Sallycicum	44@ 47	Menta Verid	3 00@3 50	Arnica	50	Os Sepia	35@ 40	Soda, Boras, po.	6@ 10	Green, Peninsular	13@ 16
Sulphuricum	15@ 15	Morruhuac, gal.	1 60@1 85	Asafoetida	50	Pepsin Saac, H &	1 00	Soda, Boras, po.	6@ 10	Lead, red	7@ 8
Tannicum	75@ 85	Myrica	3 00@3 50	Atropine Belladonna	50	P D Co	1 00	Soda et Pot's Tart	25@ 28	Lead, white	7@ 8
Tartaricum	38@ 40	Olive	1 00@1 00	Aurant Cortex	50	P D Co	1 00	Soda, Carb	1 1/2@ 2	Ochre, yel Ber.	1 1/2@ 2
Ammonia		Picis Liqida	10@ 12	Barosma	50	P D Co	1 00	Soda, Bi-Carb	3@ 5	Ochre, yel Mars	1 1/2@ 2
Aqua, 18 deg.	4@ 6	Picis Liqida gal.	4@ 40	Benzoin Co.	50	P D Co	1 00	Soda, Ash	3 1/2@ 4	Putty, commer'l	2 1/2@ 3
Aqua, 20 deg.	6@ 8	Ricina	94@1 00	Benzoin Co.	50	P D Co	1 00	Soda, Sulphas	3@ 5	Putty, strictly pr	2 1/2@ 3
Carbonas	13@ 15	Rosae oz.	5 00@7 00	Cantharides	50	P D Co	1 00	Spts. Cologne	2@ 2 50	Red Venetian	1 1/2@ 2
Chloridum	12@ 14	Rosmarini	21 00	Cardamon	50	P D Co	1 00	Spts. Ether Co.	50@ 55	Shaker Prep'd	1 25@1 35
Aniline		Santal	90@1 00	Cassia Acutifol	50	P D Co	1 00	Spts. Myrcia	2@ 2 50	Vermillion, Eng.	75@ 80
Black	2 00@2 25	Sassafras	85@ 90	Cassia Acutifol Co	50	P D Co	1 00	Spts. Vinl Rect bbl	2@ 2 50	Vermillion Prime	75@ 80
Brown	80@1 00	Sinapis, ess. oz.	6 50	Castor	50	P D Co	1 00	Spts. VI'l Rect 1/2 b	2@ 2 50	American	13@ 15
Red	45@ 50	Succini	40@ 45	Catechu	50	P D Co	1 00	Spts. VI'l R't 10 gl	2@ 2 50	Whiting Gliders	13@ 15
Yellow	2 50@3 00	Thyme	40@ 45	Cinchona	50	P D Co	1 00	Spts. VI'l R't 5 gl	2@ 2 50	Whit'g Paris Am'r	13@ 15
Baccae		Thyme, opt.	41 00	Cinchona Co.	50	P D Co	1 00	Strychnia, Crystl	1 10@1 30	Whit'g Paris Eng.	13@ 15
Cubebae	28@ 30	Theobromas	15@ 20	Columbia	50	P D Co	1 00	Sulphur Subl	2 1/2@ 3 1/2	Whit'g S'n	13@ 15
Juniperus	10@ 12	Tigil	1 00@1 20	Cubebae	50	P D Co	1 00	Sulphur Roll	2 1/2@ 3 1/2	Varnishes	13@ 15
Xanthoxylum	30@ 35	Potassium		Digitalis	50	P D Co	1 00	Tamarinds	8@ 10	Extra Turp	1 60@1 70
Balsamum		Bi-Carb	15@ 18	Ergot	50	P D Co	1 00	Thebromae	50@ 55	No. 1 Turp Coachl	10@1 20
Copaiba	65@ 75	Bichromate	13@ 15	Ferri Chloridum	35	P D Co	1 00				
Peru	2 75@2 85	Bromide	25@ 30	Gentian	50	P D Co	1 00				
Terabin, Canada	75@ 80	Carb	12@ 15	Gentian Co.	50	P D Co	1 00				
Tolutan	40@ 45	Chlorate, po.	12@ 14	Guaiaca	50	P D Co	1 00				
Cortex		Cyanide	30@ 40	Guaiaca ammon.	50	P D Co	1 00				
Abies, Canadian.	18	Iodide	50@2 60	Hyoscymus	50	P D Co	1 00				
Cassiae	20	Iodine	75	Iodine	75	P D Co	1 00				
Cinchona Flava.	18	Kino	50	Iodine, colorless	75	P D Co	1 00				
Buonymus atro.	60	Lobelia	50	Kino	50	P D Co	1 00				
Myrica Cerifera.	20	Murrrh	50	Nux Vomica	50	P D Co	1 00				
Prunus Virginl.	15	Nux Vomica	50	Opil	1 25	P D Co	1 00				
Quillaja, gr'd.	15	Opil, camphorated	1 00	Opil, deodorized	2 00	P D Co	1 00				
Sassafras, po 25	24	Opil, deodorized	2 00	Quassia	50	P D Co	1 00				
Ulmus	20	Quassia	50	Rhatany	50	P D Co	1 00				
Extractum		Rhatany	50	Rhei	50	P D Co	1 00				
Glycyrrhiza, Gla.	24@ 30	Sanguinaria	50	Serpentaria	50	P D Co	1 00				
Glycyrrhiza, po.	28@ 30	Stromonium	60	Stromonium	60	P D Co	1 00				
Haematox	11@ 12	Tolutan	60	Tolutan	60	P D Co	1 00				
Haematox, 1s	13@ 14	Valerian	50	Valerian	50	P D Co	1 00				
Haematox, 1/2s	14@ 15	Veratrum Veride	50	Veratrum Veride	50	P D Co	1 00				
Haematox, 1/4s	16@ 17	Zingiber	60	Zingiber	60	P D Co	1 00				
Ferru		Miscellaneous		Aether, Spts Nit 3f	30@ 35	P D Co	1 00				
Carbonate Precip.	15	Aether, Spts Nit 4f	34@ 38	Aether, Spts Nit 4f	34@ 38	P D Co	1 00				
Citrate and Quina	2 00	Alumen, grd po 7	3@ 4	Alumen, grd po 7	3@ 4	P D Co	1 00				
Citrate Soluble.	55	Annatto	40@ 50	Annatto	40@ 50	P D Co	1 00				
Ferrocyanidum S	40	Antimoni, po	4@ 5	Antimoni, po	4@ 5	P D Co	1 00				
Solut. Chloride	15	Antimoni et po T	40@ 50	Antimoni et po T	40@ 50	P D Co	1 00				
Sulphate, com'l, by	70	Antifebrin	20	Antifebrin	20	P D Co	1 00				
Sulphate, pure	7	Antipyrin	25	Antipyrin	25	P D Co	1 00				
Flora		Argenti Nitras oz	53	Argenti Nitras oz	53	P D Co	1 00				
Arnica	20@ 25	Arsenicum	10@ 12	Arsenicum	10@ 12	P D Co	1 00				
Anthemis	50@ 60	Balm Gilead buds	60@ 65	Balm Gilead buds	60@ 65	P D Co	1 00				
Matricaria	30@ 35	Blismuth S N	1 65@1 85	Blismuth S N	1 65@1 85	P D Co	1 00				
Folia		Calcium Chlor, 1s	10	Calcium Chlor, 1s	10	P D Co	1 00				
Barosma	45@ 50	Calcium Chlor, 1/2s	12	Calcium Chlor, 1/2s	12	P D Co	1 00				
Cassia Acutifol.	15@ 20	Calcium Chlor, 1/4s	10	Calcium Chlor, 1/4s	10	P D Co	1 00				
Cassia, Acutifol.	25@ 30	Cantharides, Rus.	20	Cantharides, Rus.	20	P D Co	1 00				
Salvia officinalis.	18@ 20	Capsici Fruc's af	22	Capsici Fruc's af	22	P D Co	1 00				
Uva Ursi	8@ 10	Capsici Fruc's po	22	Capsici Fruc's po	22	P D Co	1 00				
Gummi		Capl Fruc's B po	25	Capl Fruc's B po	25	P D Co	1 00				
Acacia, 1st pkd.	45	Carmine, No. 40	20@ 22	Carmine, No. 40	20@ 22	P D Co	1 00				
Acacia, 2nd pkd.	45	Carphyllus	20@ 22	Carphyllus	20@ 22	P D Co	1 00				
Acacia, 3rd pkd.	45	Cassia a ructus	35	Cassia a ructus	35	P D Co	1 00				
Acacia, sifted sts.	45	Cataceum	10	Cataceum	10	P D Co	1 00				
Acacia, po	45	Centraria	50@ 55	Centraria	50@ 55	P D Co	1 00				
Aloe, Barb	22@ 25	Cera Alba	40@ 42	Cera Alba	40@ 42	P D Co	1 00				
Aloe, Cape	25	Cera Flava	30@ 35	Cera Flava	30@ 35	P D Co	1 00				
Aloe, Socotri	45	Crocus	34@ 54	Crocus	34@ 54	P D Co	1 00				
Ammoniac	55@ 60	Chloroform	35@1 60	Chloroform	35@1 60	P D Co	1 00				
Asafoetida	35@ 40	Chloral Hyd Crss 1	35@1 60	Chloral Hyd Crss 1	35@1 60	P D Co	1 00				
Benzoinum	50@ 55	Chloro'm Squibbs	20@ 25	Chloro'm Squibbs	20@ 25	P D Co	1 00				
Catechu, 1s	13	Chondrus	20@ 25	Chondrus	20@ 25	P D Co	1 00				
Catechu, 1/2s	14	Cinchonid' Germ	38@ 48	Cinchonid' Germ	38@ 48	P D Co	1 00				
Catechu, 1/4s	16	Cinchonidine F-W	38@ 48	Cinchonidine F-W	38@ 48	P D Co	1 00				
Comphorae	60@ 65	Cocaine	2 80@3 00	Cocaine	2 80@3 00	P D Co	1 00				
Euphorbium	40	Corks list, less 75%	45	Corks list, less 75%	45	P D Co	1 00				
Galbanum	40	Creta, prep.	2	Creta, prep.	2	P D Co	1 00				
Gamboge, po. 1	25@1 35	Creta, precip	9@ 11	Creta, precip	9@ 11	P D Co	1 00				
Gauclacum po 85	45	Creta, Rubra	8@ 9	Creta, Rubra	8@ 9	P D Co	1 00				
Kino, po 45c	45	Cudbear	24	Cudbear	24	P D Co	1 00				
Mastic, po 50	45	Cupri Sulph	8@ 10	Cupri Sulph	8@ 10	P D Co	1 00				
Myrrh, po 50	45	Dextrine	7@ 10	Dextrine	7@ 10	P D Co	1 00				
Opium	4 60@4 70	Emery, all Nos.	8	Emery, all Nos.	8	P D Co	1 00				
Shellac	45@ 55	Emery, po	6	Emery, po	6	P D Co	1 00				
Shellac, bleached	60@ 65	Ergota, po 65	60@ 65	Ergota, po 65	60@ 65	P D Co	1 00				
Tragacanth	70@1 00	Ether Sulph	35@ 40	Ether Sulph	35@ 40	P D Co	1 00				
Herba		Flake White	12@ 15	Flake White	12@ 15	P D Co	1 00				
Absinthium	45@ 60	Gaula	30	Gaula	30	P D Co	1 00				
Eupatorium oz pk	25	Gambler	8@ 9	Gambler	8@ 9	P D Co	1 00				
Lobelia, oz pk	25	Gelatin, Cooper.	60	Gelatin, Cooper.	60	P D Co	1 00				
Majorum oz pk	28	Gelatin, French.	35@ 60	Gelatin, French.	35@ 60	P D Co	1 00				
Mentha Pip. oz pk	23	Glassware, fit boo 75%	75%	Glassware, fit boo 75%	75%	P D Co	1 00				
Mentha Ver. oz pk	25	Less than box 70%	70%	Less than box 70%	70%	P D Co	1 00				
Rue, oz pk	39										

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

DECLINED

Index to Markets

By Columns

		1	2
		ARCTIC AMMONIA	Oysters
		12 oz. ovals 2 doz. box. 75	Cove, 1lb. 85@ 95
		AXLE GREASE	Cove, 2lb. 1 60@1 85
		1lb. wood boxes, 4 doz. 3 00	Cove, 1lb. Oval 20
		1lb. tin boxes, 3 doz. 2 35	Plums 1 00@2 50
		3 1/2 lb. tin boxes, 2 doz. 4 25	Peas 90@1 25
		10lb. pails, per doz. 6 00	Early June 95@1 25
		15lb. pails, per doz. 7 20	Early June Sifted 1 15@1 80
		25lb. pails, per doz. 12 00	Peaches 90@1 25
		BAKED BEANS	No. 10 size can pie 3 00
		1lb. can, per doz. 90	Pineapple 85@2 50
		2lb. can, per doz. 1 40	Sliced 95@2 40
		3lb. can, per doz. 1 80	Pumpkin
		BATH BRICK	Fair 85
		American 75	Good 90
		English 85	Fancy 1 00
		BLUING	Gallon 2 50
		Arctic	Raspberries
		6 oz. ovals 3 doz. box 40	Standard @
		16 oz. round 2 doz. box 75	Col'a River, talls 1 95@2 00
		Sawyer's Pepper Box	Col'a River, flats 2 25@2 75
		Per Gross.	Red Alaska 1 35@1 50
		No. 3, 3 doz. wood bxs 7 00	Pink Alaska 90@1 00
		No. 5, 3 doz. wood bxs 7 00	Sardines
		BROOMS	Domestic, 1/4s 3% @ 4
		No. 1 Carpet, 4 sew 2 75	Domestic, 1/2s @ 5
		No. 2 Carpet, 4 sew 2 40	Domestic, Must'd 6% @ 9
		No. 3 Carpet, 3 sew 2 25	California, 1/4s 11 @ 14
		No. 4 Carpet, 3 sew 2 10	California, 1/2s 17 @ 24
		Parlor Gem 2 40	French, 1/4s 7 @ 14
		Common Whisk 90	French, 1/2s 18 @ 28
		Common Whisk 1 25	Shrimps
		Warehouse 3 00	Standard 1 20@1 40
		BRUSHES	Fair Succotash 85
		Scrub	Good 1 00
		Solid Back, 8 in. 75	Fancy 1 25@1 40
		Solid Back, 11 in. 95	Strawberries
		Pointed Ends 85	Standard 1 25@1 40
		Stove	Fancy 1 25@1 40
		No. 3 90	Tomatoes
		No. 2 1 25	Good @ 1 10
		No. 1 1 75	Fair 95@1 00
		Shoe	Fancy @ 1 40
		No. 8 1 00	Gallons @ 2 75
		No. 7 1 30	CARBON OILS
		No. 4 1 70	Perfection @ 10 1/2
		No. 3 1 90	Water White @ 10
		BUTTER COLOR	D. S. Gasoline @ 13 1/2
		W. R. & Co.'s 25c size 2 00	G. S. Machine @ 24
		W. R. & Co.'s 50c size 4 00	Deodor'd Nap'a @ 12 1/2
		CANDLES	Cylinder @ 29
		Paraffine, 6s 10	Engine @ 22
		Paraffine, 12s 10	Black, winter 8 1/4 @ 10
		Wicking 20	CEREALS
		CANNED GOODS	Breakfast Foods
		Apples	Bordeau Flakes, 36 1lb. 2 50
		3lb. Standards @ 1 00	Cream of Wheat 36 2lb 4 50
		Gallon 2 40@2 50	Egg-O-See, 36 pkgs. 2 85
		Blackberries	Excella Flakes, 36 lb. 4 50
		2lb. 1 25@1 75	Excella, large pkgs. 4 50
		Standards gallons @ 5 50	Force, 36 2lb. 4 50
		Beans	Grape Nuts, 2 doz. 2 70
		Baked 85@1 30	Malta Ceres, 24 1lb. 2 40
		Red Kidney 85@ 95	Malta Vita, 36 1lb. 2 85
		String 70@1 15	Mapl-Flake, 36 1lb. 4 05
		Wax 75@1 25	Pillsbury's Vitos, 3 dz. 4 25
		Blueberries	Ralston Health Food
		Standard 1 35	36 2lb. 4 50
		Gallon 6 25	Sunlight Flakes, 36 1lb 2 85
		Brook Trout	Sunlight Flakes, 20 1lb 4 00
		2lb. cans, spiced 1 90	Vigor, 36 pkgs. 2 75
		Clams	Voigt Cream Flakes 4 50
		Little Neck, 1lb. 1 00@1 25	Zest, 20 2lb. 4 10
		Little Neck, 2lb. @ 1 50	Zest, 36 small pkgs. 2 75
		Clam Bouillon	Rolled Oats
		Burnham's 1/2 pt. 1 90	Rolled Avena, bbls. 6 35
		Burnham's pts. 3 60	Steel Cut, 100 lb. sks. 3 25
		Burnham's qts. 7 20	Monarch, bbl. 6 10
		Cherries	Monarch, 90 lb. sacks 2 90
		Red Standards @ 1 40	Quaker, 18 Regular 1 50
		White @ 1 40	Quaker, 20 Family 4 60
		Corn	Cracked Wheat
		Fair 75@ 85	24 2 lb. packages 3 50
		Good 1 00@1 10	CATSUP
		Fancy 1 45	Columbia, 25 pts. 4 15
		French Peas	Snider's pints 2 25
		Sur Extra Fine 22	Snider's 1/2 pints 1 35
		Extra Fine 19	CHEESE
		Fine 15	Acme @ 15
		Moyen 11	Elsie @ 12
		Gooseberries	Gem @ 15 1/2
		Standard 1 75	Jersey @ 15 1/2
		Hominy 85	Warner's @ 16
		Lobster	Riverside @ 15
		1/2 lb. 2 25	Springdale @ 14 1/2
		1 lb. 2 25	Brick @ 16
		Picnic Tails 2 75	Leiden @ 15
		Mackerel	Limburger @ 16
		Mustard, 1lb. 1 80	Pineapple @ 40
		Mustard, 2lb. 2 80	Sap Sago @ 22
		Soused, 1 1/2 lb. 1 80	Swiss, domestic @ 16
		Soused, 2lb. 2 75	
		Tomato, 1lb. 1 50	
		Tomato, 2lb. 2 80	
		Mushrooms	
		Hotels @ 24	
		Buttons @ 28	

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	31
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
Lowney	42
Lowney, 1/4s	36
Lowney, 1/2s	36
Lowney, 1s	40
Van Houten, 1/4s	20
Van Houten, 1/2s	20
Van Houten, 1s	42
Webb	39
Wilbur, 1/4s	35
Wilbur, 1/2s	40

COCOANUT

Dunham's 1/4s & 1/2s	26 1/2
Dunham's 1/2s	27
Dunham's 1/4s	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

Maracaibo

Fair	16
Choice	19
Fancy	19 1/2

Mexican

Choice	16 1/2
Fancy	19

Guatemala

Choice	15
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Java

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

Mocha

Arabian	21
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New York Basis

Arbuckle	16 00
Dilworth	14 75
Jersey	15 00
Lion	14 50

McLaughlin's XXXX

sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	
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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	6
Butter	6
N. B. C. Soda	6

N. B. C. Soda

Select Soda	6
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
Cadette	11
Cartwheels	8
Cassia Cookie	9
Cavalier Cake	14
Current Fruit Biscuit	10
Cracknels	16
Coffee Cake, pl. or iced	10
Cocoanut Taffy Bar	12
Cocoanut Bar	10
Cocoanut Bon Bons	16
Cocoanut Drops	12
Cocoanut Honey Cake	12
Cocoanut Hon. Fingers	12
Cocoanut Hon. Jumbles	12
Cocoanut Macaroons	18
Dandelion	10
Dinner Biscuit	20
Dinner Pall Cake	10
Dixie Sugar Cookie	9
Family Snaps	8

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

In-er Seal Goods

Household Cookies Iced	8
Iced Honey Crumpets	10
Imperial	8
Jersey Lunch	8
Kream Klips	20
Lemon	

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 cloth 6 00 Laurel, 1/2s cloth 6 00 Voigt Milling Co.'s Brand Voigt's Crescent 5 50 Voigt's Flourloft (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 Sleepy Eye, 1/8s paper 6 00 Meal Bolted 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 Linsed Meal 33 00 Cottonseed Meal 30 00 Gluten Feed 30 00 Malt Sprouts 25 00 Brewers' Grains 28 00 Hammond Dairy Feed 25 00 Oats Michigan carlots 52 Less than carlots 54 Corn New 67 Hay No. 1 timothy carlots 10 00 No. 1 timothy ton lots 11 00 HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25 HORSE RADISH Per doz. 90 JELLY 5 lb. pails, per doz. 2 25 15 lb. pails, per pail 55 30 lb. pails, per pail 98 LICORICE Pure 30 Calabria 25 Sicily 14 Root 11 MATCHES C. D. Crittenden Co. Noiseless Tip 4 50 @ 4 75 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Good 22 Fair 20 Half barrels 2 extra MINCE MEAT Per case 2 90 MUSTARD 1/2 lb., 6 lb. box 18 OLIVES Bulk, 1 gal. kegs 1 20 @ 1 30 Bulk, 2 gal. kegs 1 10 @ 1 30 Bulk, 5 gal. kegs 1 00 @ 1 20 Manzanilla 3 oz. 75 Queen, pints 2 50 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 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 75 No. 98, Golf, satin fin. 2 00 No. 808, Bicycle 2 00 No. 632, Tourist whist 2 25 POTASH 48 cans in case Babbitt's 4 00 PROVISIONS Barreled Pork Mess 16 50 Clear Back 21 00 Short Cut 18 00 Short Cut Clear 18 00 Bean 17 00 Brisket, Clear 20 00 Pig 24 00 Clear Family 17 00 Dry Salt Meats S. P. Bellies 11 Bellies Extra Shorts Clear 11 1/2	Lard Pure in tierces 11 1/2 80 lb. tubs 11 1/2 40 lb. tubs 11 1/2 50 lb. tins 11 1/2 20 lb. pails 11 1/2 Smoked Meats Hams, 12 lb. average 11 1/2 Hams, 14 lb. average 11 1/2 Hams, 16 lb. average 11 1/2 Hams, 18 lb. average 11 1/2 Skinned Hams 12 1/2 Ham, dried beef sets 21 California Hams 7 1/2 Picnic Boiled Hams 14 Boiled Hams 19 Berlin Ham, pressed 9 Minced Ham 9 Bacon 12 1/2 @ 15 10 lb. pails 12 1/2 @ 15 1 lb. pails 12 1/2 @ 15 8 lb. pails 12 1/2 @ 15 Sausages Bologna 4 7 Liver 4 7 Frankfort 9 Pork 9 Veal 9 Tongue 7 Headcheese 7 Beef Extra Mess 15 00 Boneless 15 00 Rump, new 15 00 Pig's Feet 1/2 bbls. 1 00 1/4 bbls., 40 lbs. 1 80 1/4 bbls. 3 80 1 bbl. 8 00 Tripe Kits, 15 lbs. 8 00 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 Kolls 10 1/2 @ 16 1/2 Canned Meats Corned beef, 2 lb. 2 50 Roast beef, 2 lb. 1 50 Roast beef, 1 lb. 2 50 Potted ham 1/2s 45 Deviled ham, 1/2s 45 Deviled ham, 1/4s 35 Potted tongue, 1/2s 45 Potted tongue, 1/4s 85 RICE Fancy 7 @ 7 1/2 Japan 5 @ 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 SAL SODA Granulated, bbls. 85 Granulated, 100 lbs. cs. 1 00 Lump, bbls. 80 Lump, 145 lb. kegs 95 SALT Common Grades 100 3 lb. sacks 2 25 60 5 lb. sacks 2 15 28 10 1/2 lb. sacks 2 05 56 lb. sacks 32 28 lb. sacks 17 Warsaw 50 lb. dairy in drin bags 40 28 lb. dairy in drin bags 20 Solar Rock 56 lb. common 24 Granulated, fine 85 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 Sealed 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 10 lbs. 1 12 55 8 lbs. 92 48 Anise 10 Canary, Smyrna 4 1/2 Caraway 100 Cardamom, Malabar 1 00 Celery 15 Hemp, Russian 4 1/2 Mixed Bird 4 1/2 Mustard, white 10 Poppy 9 Rape 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 Macaboy, in jars 35 French Rappie in jars 43 SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond, 50 8oz. 2 80 Dusky D'nd, 100 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, 100 cakes 3 25 Big Master, 70 bars 2 80 Marzeilles, 100 cakes 5 80 Marzeilles, 100 cakes 5 00 Marzeilles, 100 ck. toil. 4 00 Marzeilles, 1/2 bx toilet 2 10 A. B. Wisley Good Cheer 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large 4 50 Gold Dust, 100-5c 4 00 Kirkoline, 24 4lb. 3 80 Pearline 3 75 Soapine 4 16 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gro. lots 4 50 Sapolio, single boxes 2 25 Sapolio, hand 2 25 Scourine Manufacturing Co. Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 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, Amboyne 22 Cloves, Zanzibar 16 Mace 55 Nutmegs, 75-80 35 Nutmegs, 105-10 25 Nutmegs, 115-20 20 Pepper, Singapore, blk. 15 Pepper, Singp. white. 25 Pepper, shot 17 Pure Ground in Bulk Allspice 14 Cassia, Batavia 28 Cassia, Saigon 28 Cloves, Zanzibar 55 Ginger, African 15 Ginger, Cochon 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singp. white. 28 Pepper, Cayenne 20 Sage 20 STARCH Corn Kingsford, 40 lbs. 7 1/2 Muzzy, 20 lbs. 5 1/2 Muzzy, 40 lbs. 5 Gloss Kingsford Silver Gloss, 40 lbs. 7 1/2 Silver Gloss, 16 3lbs. 6 1/2 Silver Gloss, 12 6lbs. 8 1/2 Muzzy 48 lb. packages 5 16 5lb. packages 4 1/2 12 6lb. packages 6 50lb. boxes 4 SYRUPS Corn Barrels 31 Half barrels 33 20lb. cans 1/2 dz. in cs. 2 10 10lb. cans 1/2 dz. in cs. 1 95 5lb. cans 2 dz. in cs. 2 10 1 1/2 lb. cans 2 dz. in cs. 2 15	Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sundried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 43 Nibs 22 @ 24 Siftings 9 @ 11 Fannings 12 @ 14 Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 Ceylon Choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails. 55 Telegram 30 Pay Car 30 Prairie Rose 30 Protection 40 Sweet Burley 41 Tiger 41 Plug Red Cross 31 Palo 35 Hiawatha 41 Kyo 35 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head, 1 oz. 47 Spear Head, 1 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 33 Piper Heidsieck 69 Boot Jack 86 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 Smoking Sweet Core 32 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5lb. 27 I X L, 16 oz. pails 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 21 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1lb. pails 40 Cream 38 Corn Cake, 2 1/2 oz. 26 Corn Cake, 1lb. 22 Plover Boy, 1 1/2 oz. 39 Plover Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 35 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXXX 30 Good Indian 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam 20 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 VINAGAR 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, wide band 1 10 Market 40 Splint, large 3 50 Splint, medium 3 00 Splint, small 2 75 Willow, Clothes, large 8 25 Willow, Clothes, me'm 7 25 Willow, Clothes, small 6 25	Bradley Butter Boxes 2lb. size, 24 in case 72 3lb. size, 16 in case 68 5lb. size, 12 in case 63 10lb. size, 6 in case 60 Butter Plates No. 1 Oval, 250 in crate 35 No. 2 Oval, 250 in crate 40 No. 3 Oval, 250 in crate 40 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 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 40 No. 2 complete 28 Case No. 2 fillers 135 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 90 No. 2 pat. brush holder 80 12lb. cotton mop heads 1 40 Ideal No. 7 85 Pails 2-hoop Standard 2 15 3-hoop Standard 2 35 2-wire, Cable 2 25 3-wire, Cable 2 45 Cedar, all red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 45 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 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 Dewey 1 75 Double Acme 2 25 Single Acme 2 25 Double Peerless 4 25 Single Peerless 3 50 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 3 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. 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 Cod 10 1/2 Haddock 8 Pickered 12 1/2 Pike 8 Perch 6 1/2 Smoked, White 13 Chinook Salmon 16 Mackerel 25 Finnan Haddie 12 1/2 Roe Shad 12 Shad Roe, each 9 Speckled Bass 9 HIDES AND PELTS Hides Green No. 1 9 Green No. 2 8 Cured No. 1 10 1/2 Cured No. 2 9 1/2 Calfskin, green, No. 1 12 Calfskin, green, No. 2 10 1/2 Calfskin cured, No. 1 13 Calfskin cured, No. 2 11 1/2	Pelts Old Wool @ 20 Lambs 40 @ 85 Shearlings 35 @ 80 Tallow No. 1 @ 5 No. 2 @ 4 Wool Unwashed, med. @ 17 Unwashed, fine @ 13 CONFECTIONS Stick Candy Pails 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 Hard 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 Bias 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 9 Moss Drops 10 Lemon Sours 10 Imperial 11 Ital. Cream Opera 12 Ital. Cream Bon Bons 12 Golden Waffles 13 Red Rose Gum Drops 10 Auto Bubbles 13 Fancy-in 5lb. Boxes Old Fashioned Moais Kisses, 10lb. bx 1 30 Orange Jellies 50 Lemon Sours 60 Old Fashioned Hore- hound drops 60 Peppermint Drops 60 Champion Choc. Drps 60 H. M. Choc. Drops 1 10 H. M. Choc. Lt. and Dark No. 12 1 10 Bitter Sweets, as'd. 1 20 Brilliant Gums, Crys. 60 A. A. Licorice Drops 30 Lozenges, plain 60 Lozenges, printed 65 Imperial 60 Mottos 65 Cream Bar 60 G. M. Peanut Bar 60 Hard Made Crms 80 @ 90 Cream Wafers 65 String Rock 60 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Good 3 50 Up-to-date Asst'm't 3 75 Ten Strike No. 1 6 50 Ten Strike No. 2 6 00 Ten Strike, Summer as- sortment 6 75 Scientific Asst't 18 00 Pop Corn Cracker Jack 3 25 Checkers, 5c pkg. 3 50 Pop Corn Balls 200s 1 35 Azulikit 100s 3 25 Oh My 100s 3 50 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS-Whole Almonds, Tarragona 16 Almonds, Drake 15 Almonds, California sft. shell 12 @ 13 Brazil 12 @ 13 Filberts 12 @ 13 Cal. No. 1 12 Walnuts, soft shell 15 @ 16 Walnuts, Marbot 13 Table nuts, fancy 13 @ 13 1/2 Pecans, Med. 13 Pecans, ex. large 14 Pecans, Jumbos 16 Hickory Nuts per bu. Ohio new Cocoanuts Chestnuts, New York State, per bu. Shelled Spanish Peanuts 7 @ 7 1/2 Pecan Halves 35 Walnut Halves 30 @ 35 Filbert Meats 27 Alcantre 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
1/4 lb. cans 2 50
1/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BLUING



C. P. Bluing

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

CIGARS

Johnson Cigar Co.'s Brand



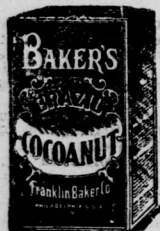
S. C. W., 1,000 lots .31
El Portana .33
Evening Press .32
Exemplar .32

Worden Grocer Co. brand
Ben Hur

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

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
35 1/4 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 .11 1/2
Dressed .8
Boston Butts .9 1/2
Shoulders .8 1/2
Leaf Lard .11 1/2
Trimnings .8

Mutton

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

Veal

Carcass .6 @ 9

CLOTHES LINES

Sisal

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

Jute

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

Cotton Victor

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

Cotton Windsor

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

Cotton Braided

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

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

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



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

Peerless Evap'd Cream 4 00

FISHING TACKLE

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

Cotton Lines

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

Linen Lines

Small 20
Medium 25
Large 34

Poles

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

GELATINE

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

SAFES



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

SOAP

Beaver Soap Co.'s Brands



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

Tradesman's Co.'s Brand



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

TABLE SAUCES

Halford, large 3 75
Halford, small 2 25

Lowest

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

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

We sell to merchants only.

Ask for current catalogue.

Butler Brothers

New York

Chicago St. Louis

Minneapolis

H. LEONARD & SONS

Wholesalers and Manufacturers' Agents

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

GRAND RAPIDS, MICHIGAN

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

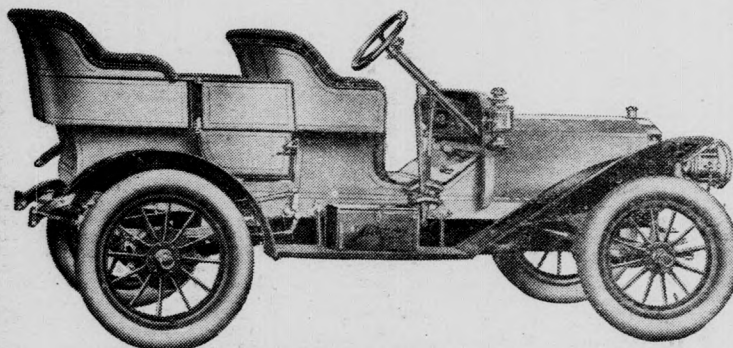
Sold by all
Wholesale
Grocers

See Special
Price Current

Jennings Flavoring Extract Co.
Grand Rapids

The Mitchell "30"

The Greatest \$1,500 Car Yet Shown



1909 Mitchell Touring Car, 30 H. P., Model K

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 Mitchell blue with black upholstery.

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 Runabout and a 40 H. P. seven passenger Touring Car at \$2,000.

Over \$11,000,000 of Mitchell cars have been made and sold in the last seven years. Ask for catalogue.

The Mitchell Agency, Grand Rapids

At the Adams & Hart Garage

47-49 No. Division St.

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

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

Hardware clerk, nine years experience, wants position. Age 26. Married. References furnished. Address No. 283, care Tradesman. 283

For Sale—The best paying general merchandise business in Eastern Montana. Will sell stock and fixtures and lease property or sell outright. Stock will invoice about \$6,000. Here is a chance to step into a nine year establishment on strictly cash system. Population 450. Reason for selling out, on account of poor health. Write or call Sam Greenblatt, Fromberg, Mont. 291

For Sale—Drug stock in good inland town. Prospects for railroad by P. M. Railway Co. good. Sales \$50 to \$80 weekly. Will answer all correspondence in detail. Invoice about \$3,500, with building and two lots. Address No. 290, care Tradesman. 290

If you wish to buy an up-to-date stock of hardware for a small amount of money, address Hardware, care Michigan Tradesman. 289

For Sale—\$10,000 stock general merchandise, located in prosperous town 500 Southern Michigan. Thriving business which can be increased. Splendid opportunity for active merchant. Owner wishes to retire on account of other business. Address No. 288, care Tradesman. 288

Make \$100 to \$150 per month on the side working honest schemes. The Book of Schemes will put you wise. Gives tested plans for money-making anywhere. Mail order, agency, office, manufacturing and many other schemes. Never before in print. Far superior to any other book. Interesting booklet free tells all about it. Get it to-day. Wm. M. Sister, Publisher, Laconia, N. H. 287

Small stock of drugs and groceries in village 500, north of Grand Rapids, only drug store in town. Drugs sold separately if desired. Building for sale or rent. Address No. 286, care Tradesman. 286

Wanted—Stocks to sell or trade. List with us for quick results. We have fine farms for general stores. Kinnear & McCauley, Marion, Ind. 285

For Sale—Improved fruit, vegetable and chicken 12 acres in Keithsburg on Mississippi. Geo. W. Dick, Keithsburg, Ill. 284

\$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—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

Wanted—To buy stock shoes, clothing or general stock, quick. Address Lock Box 76, Shepherd, Mich. 263

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

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

For Sale or Exchange—\$10,000 stock dry goods, notions and fixtures. Good town and country, 2 1/2 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 stock, inventorying from \$3,000 to \$8,000. 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. Kaufer, Milwaukee, Wis. 250

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 FEYREISEN

12 State St., Chicago

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

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 Rent—Large storeroom in a good town; fine opportunity for a store. H. C. Horr, Frankfort, Kan. 254

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

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 Stafford, Kan. Write us your wants.

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 86, Greenville, Mich. 852

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

G. B. JOHNS & CO.

GRAND LEDGE, MICH.
Merchandise Brokers and Leading Salesmen and Auctioneers of Michigan

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

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

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

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

Here Is a Pointer



Your advertisement,

if placed on this page,

would be seen and read

by eight thousand of

the most progressive

merchants in Michigan,

Ohio and Indiana. We

have testimonial let-

ters from thousands of

people who have

bought, sold or ex-

changed properties as

the direct result of ad-

vertising in this paper.

PARCELS POST.

Activity of Catalogue Houses Through the Granges.

Washington, D. C., Jan. 19.—Official Washington is gradually losing interest in the many controversies between President Roosevelt and Congress. Members who have not been annoyed by the utterances of the President are settling down again into the regular routine of their duties and the congressional mill is beginning to turn out its grist. So far as legislation is concerned there is nothing new to write about.

I spoke to a member of Congress who represents a rural district the other day and in answer to my query as to whether there would ever be a parcels post established he replied as follows:

"I can not say definitely that the measure will never become a law; but this is certain: I don't look for a parcels post for many, many months and, if the agitation against it continues, it may be two or three years before we have one, if we have one then. My district is largely a farming district. My constituents believe in supporting home industries and do not believe in patronizing mail order houses when they can get the same goods and get them as cheap elsewhere. It would be unfair to give the large mail order houses the right to use the mails to suppress the small dealer. Such a system would ultimately bring about the failure of many a retailer and would also force the jobber and traveling salesman out of work. I shall vote against the parcels post measure."

I might add that petitions favoring the establishment of such a system, however, have been coming in within the past few weeks from the farmers' granges throughout the country. They are all forwarded to their members, and a significant feature is that all of these petitions are patterned after the same original. This can mean but one thing—that misrepresentations have been made to the rural merchants and farmers who are forwarding them. Can it be that a systematic effort is being made by the catalogue houses to overcome the great opposition against their pet scheme? Obviously they would not forsake such a measure when it would so benefit them. So, if any of you have not signed petitions against the parcels post you had better get to it at once. Delays are dangerous, so the copy books teach. As a result of prevalent use of "spots" and "rots" by bakers in several of the states the Government pure food officials intend to keep an eye out for violators of the interstate commerce ruling governing the shipment of goods under their ban from one state to another.

Five cans of "spots" were seized last week in Philadelphia by the State pure food officers. Twenty hours of Sherlock Holmes work on the part of State Agent H. P. Cassidy resulted in the arrest of one Abe Samuelfsky, who is alleged to have made arrangements with the Excelsior Baking Co. to deliver them the "spots." Cassidy seized the cans when the wagon drew up in front of the establishment. I

asked Mr. Linton, Chief Clerk of the Bureau of Chemistry, what steps the Department intended to take regarding shipment of rotten eggs from one state to another, it having been alleged that several large packing houses had shipped crates of such eggs.

"Of course," said Mr. Linton, "we can take no action when the eggs are shipped from one part of the state to another, but if rotten eggs are shipped from one state into another, then, if the concern is caught so violating the law, the Government will take action. We had such a case some time ago out West."

I understand that the Government agents are on the lookout for decayed eggs, the use of which by baking concerns is said to be growing. State Food Commissioners have been active in this direction and, with the aid of the Government, ought to be able to stop this work. Heads of baking establishments say that the eggs they use are only eggs which would not present a nice appearance when cooked, but which really are not at all harmful when used in cakes, bread, etc. Still it is not advisable for dealers who speculate in "spots" and "rots" to advertise the fact.

Dr. Wiley is going to try a series of experiments for the purpose of ascertaining a way in which oysters culled from distant beds can be shipped to far off points without losing their flavor or becoming bloated from water. Shippers of oysters have announced that they will co-operate with the head of the Bureau of Chemistry. It is to their benefit to do so, for the successful termination of these experiments would boom the oyster market immensely. Nearly every one relishes this bivalve. The old Romans, who were wise in their time and generation, appreciated to the utmost this luscious tidbit. We Americans are not a whit behind them. Anent this new work the doctor says: "There are two ways of shipping opened oysters at present. One is to ship them on ice and the other is to ship them in a sort of ice cream freezer, this patent bucket costing the shipper 13 to 15 cents extra a bucketful. The principal complaint against shipping on ice is that the oyster absorbs water and is bleached out."

Wiley says his tests will determine whether or not it is possible to ship opened oysters so they will reach the consumer in as good condition and with as fine flavor as oysters shipped in the shell.

The Ways and Means Committee is getting badly "balled up" by the friends of a protective tariff on coffee. The resident commissioners from Porto Rico, the Philippines and Hawaii are all giving facts and figures to show why the coffee industry of their respective islands should be protected. One book of statistics, prepared by Abraham Lincoln Louissou, says: "The coffee industry, above all others, can settle Hawaii with a large white population, can create a commonwealth of home builders upon the soil, so that the United States, in making of Hawaii the Malta of the Pacific, may secure a yeomanry to man her fortifications and guard her

outposts and defences in perilous times." That appeals to the patriotism of the members here, especially those who believe that in times of peace it is best to prepare for war. So be it.

Frank W. Lawson.

FORTY-TWO DAYS MORE.

Six weeks from to-morrow Theodore Roosevelt will deliver his exaugural address, give his good wishes to his eminent successor and retire to private life.

After that date he will have no authority to "call" the House or in any way embarrass the more ponderous opposite end of the Capitol; he may not, as a matter of jurisdiction, call for books and papers from anyone, and he will be unable to set horse-back-riding examples for the dignified, exclusive and ease-loving members of the Army and Navy Club; that is to say, examples which will have any weight with those gentlemen.

And what will the retirement to private life by Mr. Roosevelt signify?

So far as the distinguished gentleman is himself concerned, it means that he has enjoyed every minute of his strenuous incumbency of the Presidential office and proposes to go on having a good time, but along different lines. Whatever may be the ill will harbored against his official capacity, it will disappear in the development of Theodore Roosevelt, citizen; and whatever of admiration and confidence has been generated by his record as President, it will become much intensified with every review of that record.

Will the world consent to permit Theodore Roosevelt to retire to a life that is truly private?

Theodore has said that he is going to force such a result; that he has much on his mind that he wishes to discuss all by himself and settle for himself; that he needs, beside a play spell, a chance to get back to his normal and physical activity and an opportunity to do things unofficially.

Now comes the news that numerous "occasions" are being quietly considered by European governments, both national and civic, contingent upon the possibility of a hurried tour through the continent after his African hunting expedition; that all sorts of "special correspondent" plans are being devised by great daily papers to keep tab on the huntsman and his party during that expedition; that special and urgent invitations for him to become the guest of the Czar, Emperor Wilhelm and the President of France have already been received.

Just what may be his replies may not be known; but after attending to the formalities and proud pleasures of extending a welcome to the returning globe-circling American fleet next month; after winding up his official relations at Washington and after attending various postpresidential receptions in New York and elsewhere, Mr. Roosevelt will be in a frame of mind, probably, to remark: "Gentlemen, please give me a bit of time for myself. I'll see you later."

And Judge Taft may, perhaps, observe: "All right, Teddy, I'll hold this thing down to the best of my ability

until 1917—let's see, you'll be 59 years old by that time—and then I want you to come back and take hold again."

"Dee-lighted," will be the reply.

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BUSINESS CHANCES.

For Sale—At 65c on the dollar, if taken at once, good stock of dry goods, notions and some clothing. Inventories \$3,000. Address No. 292, care Tradesman.

An experienced man with capital can secure good position and interest in established bank and fixture company. Box 263, Bloomington, Ill.

Seattle-Alaska World's Exposition—Summer 1909. For business location on ground floor, address with stamp, Box 1467, Seattle, Wash.

For Sale—Drug stock, best opening in state. Will accept 10 per cent. less than cash wholesale price. Invoices about \$3,000. Town 2,000. Address No. 301, Syracuse, Ind.

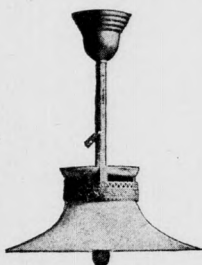
For Sale—An up-to-date stock general merchandise, strictly cash trade. Located in one of the best farmer towns in Michigan. Invoices \$8,000. Can be reduced. Cash only. Address No. 294, care Michigan Tradesman.



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

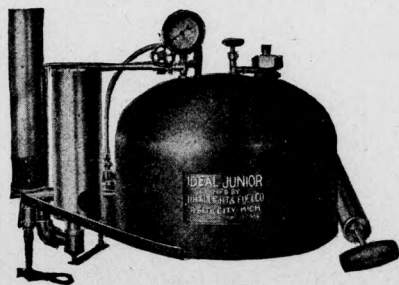


And yet you hesitate, saying—"Go thy way, and when I have a more convenient season I will call on thee."

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?

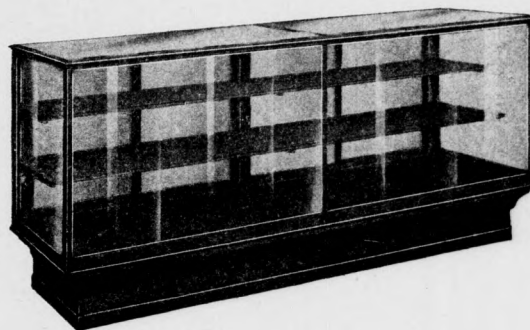
A card will bring the answer.



IDEAL
LIGHT & FUEL CO.

Reed City, Mich.

Here's a Dandy Narrow Frame Case



It's our No. 463.

It's specially made to fill the demand for a narrow frame case, and if it's a narrow frame case you want—get this one. You won't be disappointed.

This case differs from many of the so-called narrow frame cases because the top frame and corner posts are actually narrow, the top frame being only 1 inch in width at the front and ends of the case.

Another point: This case is a

Wilmarth
THE CASE WITH A CONSCIENCE

Our cases are proving so popular and have so many imitators that we have determined to give them a distinctive name—a trade mark that will protect both you and us.

Mark it down. When you try a Wilmarth case with a conscience you have something good, reliable, long lasting. 1,500 cases, all styles, constantly on hand for immediate shipment. If you haven't our catalog it's time you had it. Write today.

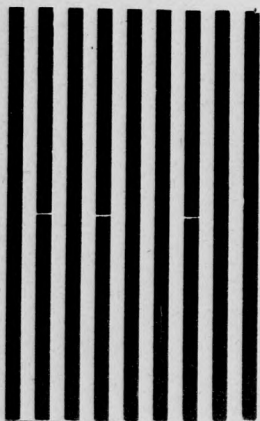
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936 Jefferson Ave.

Grand Rapids, Mich.



Sales Bigger Every Year



And the Moral of it is: "Because the coffee is ALL RIGHT." It must be a mighty satisfaction for a manufacturer to be able to honestly and truthfully draw such a moral from existing conditions of prosperity as do our friends, Dwinell-Wright Co., of Boston and Chicago. Let the good work go on ad infinitum, and may the few dealers who are not now selling "White House" Coffee come right into the fold of companionship with this superb blend which makes "easy money" for the thousands of grocers handling it.

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