



## 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



## Everything's Lookin' Up

We are face to face with good times once more. The clouds of depression and uncertainty have rolled away; capital is coming from its cubby-holes; factories are working full time and there's more work and better wages. The Ben-Hur Cigar is going to take a leading part in this return of prosperity—look to your stock Mr. Dealer and get in line for a big demand.

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

Worden Grocer Co., Distributors  
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 27, 1909

Number 1323



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JOHN A. COVODE, Vice Pres.  
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## GRAND RAPIDS FIRE INSURANCE AGENCY

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## ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2321 Majestic Building, Detroit, Mich.

## TRACE YOUR DELAYED FREIGHT Easily

and Quickly. We can tell you how.

BARLOW BROS.,

Grand Rapids, Mich

**FIRE AND  
BURGLAR  
PROOF**

# SAFES

**Grand Rapids  
Safe Co.**

Tradesman Building

## SPECIAL FEATURES.

- |      |                                  |
|------|----------------------------------|
| Page |                                  |
| 2.   | Back to the Farm.                |
| 4.   | News of the Business World.      |
| 5.   | Grocery and Produce Markets.     |
| 7.   | New York Market.                 |
| 8.   | Editorial.                       |
| 10.  | Seasoning Food.                  |
| 12.  | Stoves and Hardware.             |
| 14.  | Unearned Increment.              |
| 16.  | Example for Jackson.             |
| 17.  | The Credit System.               |
| 18.  | Review of the Shoe Market.       |
| 20.  | Daniel Ball.                     |
| 24.  | A Deal in Sardines.              |
| 26.  | Woman's World.                   |
| 27.  | The Man and the Hat.             |
| 28.  | Tragedies of Success.            |
| 30.  | Furniture Fashions.              |
| 32.  | Clothing.                        |
| 34.  | Underground Railway.             |
| 36.  | Butter, Eggs and Provisions.     |
| 38.  | Window and Interior Decorations. |
| 39.  | Lake Levels.                     |
| 40.  | Commercial Travelers.            |
| 42.  | Drugs.                           |
| 43.  | Drug Price Current.              |
| 44.  | Grocery Price Current.           |
| 46.  | Special Price Current.           |

## TURNED TO THE WALL.

Dr. Wiley No Longer Poses As a Prophet.

Washington, D. C., Jan. 26—The fight between the manufacturers of food products and the Bureau of Chemistry regarding the use of benzoate of soda as a preservative has been settled at last, President Roosevelt's Referee Board having decided in favor of the manufacturers.

The decision is a sweeping one and one not looked for by the friends of the pure food law. That it will be hailed with delight by manufacturers is obvious. Whether it will be looked upon as a precedent in other cases remains to be seen, but I am of the opinion that it will nowise change the opinion of Doctor Wiley. He has never been known to change his mind or deviate from his determination to destroy the prosperity of those food manufacturers who do not cater to his whims and foolish fancies.

The question now is, What effect upon the enforcement of the pure food law will this decision have? Will it mean a revolution in the administration of the law? The "Three Secretaries" will probably have to thrash that out between themselves. Maybe the President will take a hand in it.

The Referee Board adopted the same plan in making its tests as had Doctor Wiley. They formed groups of young men from the student body at Yale, Northwestern University and at Columbia. An official who has followed the work said:

"When the completed report on this investigation is published it will be in demand all over the world. It is the greatest inquiry of the sort ever made, even the best work of the German Imperial Board on Health and of the British Royal Commission has been outdone." The experiments were conducted with both small and large doses of the salts administered with food. The small dose was 3-10 gram per day and the

large dose ran up as high as four grams a day. The small dose was given for two months; the large one for one month.

It is said all three of the squads reported practically the same results. The other questions will be taken up at once. How long the tests will take can not be forecasted, but at least six months is given by some here as the minimum.

You often hear a man designated a "peanut politician." It remained for Hon. Francis Rives Lassiter, of Virginia, to make a try for the title of "Peanut Statesman." Last week, in a speech before the House, he urged that a duty of 5 cents per bushel be placed on the goober. He declared that peanuts are not a necessity, but a luxury, and that the tariff should be increased to enable the American raiser of that "luxury" to compete with the Japanese, Spanish and African planters. According to Mr. Lassiter, the world's annual production of the peanut is 600,000,000 bushels. The United States produces peanuts valued at \$10,000,000 per year, says he. The Pacific coast states, he declares, can not raise peanuts with a profit, because of the heavy importation of Japanese nuts. Therefore, he urges Congress to get busy and protect the industry.

The Pennsylvania food authorities are certainly getting results. At a hearing before Magistrate Beaton they not only secured a fine of \$62.50 against Jacob Weiss on charges of dealing in what is technically known as "spots"—eggs unfit for consumption—but managed to have a warrant charging one of the representatives of a baking company with perjury in connection with the case issued.

A hard fight is being waged here against the passage of the Johnston Sunday bill, which has been passed by the Senate and is before the House, on the ground that such a bill is unconstitutional. That it is unconstitutional is also the belief of a large number of the members of the House; and yet the Senate passed it. Maybe they did so knowing that the House would defeat it. Anyhow members of religious bodies are protesting against it, and it has been my experience that when religious bodies enter the lists against legislation they usually get what they want. I hardly think now that this bill will become a law.

There is considerable discussion of the postal savings bank measure here. Most of the retailers seem to think that the establishment of a system of this kind would hurt their local banks. Perhaps it would, but there would be a great impetus given to thrift among the poorer classes if the Government went into the banking business. Thrift caused by sav-

ing would result in smaller credit accounts and fewer. Cash sales are the life of most small dealers. Credit accounts are their bane. The papers here are advocating postal banks. Whether we are to get them depends upon Congress. If we don't get them this year, work for them next session.

Frank W. Lawson.

## President Fuller Solicits Merchants To Attend Convention.

Grand Rapids, Jan. 26—As the State convention is only two weeks away, I again feel as if it is my duty to urge upon you the importance of these annual gatherings. Those of you who have had the opportunity of attending these meetings know only too well what they mean to you as business men. The good that has been accomplished through these annual meetings for the merchants, not only of this State, but for the merchants of every state in the Union, is inestimable. Through them the merchants, not only in cities where strong local associations exist, but also the merchants in the smaller towns and rural districts, through the medium of an exchange of ideas at the conventions, have become familiar with the ways in which to cope with the many abuses of the trade of today and are therefore in a position to better handle many of the obstacles which are bound to arise. While it is a fact that much good has been accomplished, the end is not yet. Only last week the merchants of six towns in the Eastern part of the State organized a strong association under one head. Think, gentlemen, what this will mean for the merchants of those towns. They will be able to perfect a good credit reporting system; take steps to educate the farmer in their districts that they can sell as cheap as the mail order houses; overcome petty difficulties which may exist between them, thereby making their business a pleasure instead of a horror.

I mention this organization because it comes on the eve of our State convention and I earnestly hope that many other towns will hasten to do likewise.

As you all know, "delays are dangerous." Whether organized or not, every retail grocer and general merchant is invited to attend the convention at Bay City, February 9, 10 and 11, 1909.

Any information relative to the convention will be cheerfully given by the State Secretary, J. T. Percival, of Port Huron, M. L. DeBats, of Bay City, or myself.

Fred W. Fuller, Pres.

No heart is happier than the one that love leads to take a drudgery with joy.



## BACK TO THE FARM.

## Gradual Growth of the Movement Toward Land.\*

A little child on a quiet summer day was playing in the back yard at the home of his favorite aunt, moving the loose soil from one place to another, making hills and valleys, fields and gardens and enjoying to the limit the development of his creations in this bit of movable earth. His mother came out of the door and called: "Herbert, it is time for us to go home." The child replied, "I don't want to go." "But, Herbert, you wouldn't like to have me leave you here, would you?" "Yes," the child replied. "Do you love Aunt Elizabeth better than you do me that makes you want to say here?" "No," the child replied without looking up. "Then why do you not want to go home with me?" "Because I would rather stay here," the boy replied. "Why, Herbert, would you rather stay here than go to your own home?" "Because it is easier digging," was the prompt response.

This incident which came under my notice a number of years ago has remained with its clearly defined lesson in my memory until now, and I have often recurred to it as an illustration of the *raison d'être* that lies at the foundation of most of the movements of mankind. The trend is along the lines of least resistance. Our location, our activities, are guided in large measure by an unconscious consideration of what appeals to us as being "easier digging."

Two years previous to my birth Andrew Jackson Downing, in a beautiful article contributed to the *Horticulturist*, announced his belief that a new epoch of interest in rural life was just opening, and there was a strong and rapidly developing tendency among thoughtful people to reach toward the satisfactions which could only be found in connection with the cultivation of the soil.

Twenty years later Donald G. Mitchell, in one of his attractive books, gave a graphic description of the trials attendant upon the pursuit of agriculture and placed over against them the seductive beauty and great attractiveness of country life, summing up his view that in this new world, with its wonderfully varied conditions, there were the greatest inducements for people, rather than to live in congested cities, to enter upon the cultivation of the soil. The compensations for all the sacrifices connected with life in the country were made so alluring that the reader could not help but long for a home in the country with the varied and beautiful accompaniments of farm life.

Again, twenty years later, in a list of charming contributions to American journalism, the Rev. E. P. Powell addressed himself to American farmers and congratulated them upon the wonderful opportunities for usefulness and happiness that were attendant upon the skillful utilization of the laws governing the growing of

crops from the soil. He could not see why men and women would voluntarily crowd themselves into the congested cities when the opportunities for enjoyment and usefulness were so great upon the broad fertile acres of our country. He predicted a greater interest than ever in progressive agriculture and its poetic colleague, horticulture.

And now, just recently, we have the utterance of President Kenyon L. Butterfield, of the Massachusetts Agricultural College, and a member of the National Country Life Commission, that "A general forward movement for rural betterment has had its beginning, is now gathering volume and will soon attain very large proportions."

Many other distinguished men and women of this country have given expression to similar views during the last sixty years, and still the movement toward the congested centers has been maintained and the ratio of population between city and country has exhibited a gradual change in favor of the city.

Henry Drummond, in noting this unquestionable tendency, said: "To make cities—that is what we are here for. To make good cities—that is for the present hour the main work of christianity."

It is interesting to contemplate these points of view and to note with what certainty men express themselves with reference to the trend of a nation and how vitally different we find the utterances of men whose judgment is based upon a wide range of vision and a thoughtful contemplation of facts.

There are two great movements constantly in activity throughout the length and breadth of our country. One is in answer to the lure of the city and the other is in response to the attractive invitation to go afield. We need not have anxiety with reference to either movement. Each is natural; each is useful. From the viewpoint of the business man, engaged in enterprises which depend upon the activity, vigilance, loyalty and equipment of employees, I am one of many who look to the country for the supply. In the bank, in the grocery, in the dry goods house, in the machine shop and in the factory the management is constantly drawing upon the country for its supply of dependable workers. A large majority of the men who are responsible for the rapid development of our cities received their earlier schooling and training in the environment of the country. It is the universal expression of educators who have charge of city schools that the leaven of the schools comes from the country. They look upon the boys and girls who come into the city educational system, after having received years of training amid country surroundings, as a wonderfully useful element in preserving a healthy balance in the city schools. As I run over the list of the men in my own city who are at the head of movements which are accomplishing the most for a better city, I note the impress made upon these men by the associations of



*No order  
too large for  
our capacity or  
too small  
for our careful  
attention*

**WORDEN GROCER COMPANY**

Grand Rapids, Mich.

The Prompt Shippers

\*Address by Hon. Chas. W. Garfield before the Western New York Horticultural Society, at Rochester, Jan. 27, 1909.



country life in their boyhood, and I am glad that we have so wide a stretch of country and so many strong, useful people living in it who will maintain the movement and continue to contribute this increasing army to the population of our cities to aid in its best development.

On the other hand, the country is receiving some of its best blood in answer to its cordial invitation to the hiatus in city growth who stop long enough to listen. Men and women who are in the thick of the cities' maze of activities look toward the attractive elements of the country with longing eyes, and from out of these aggregations of population, centering into the most wonderful movements of the age, there are constantly going out and entering upon the activities of country life men and women with ideals, who have become thoroughly acquainted with the literature of rural life, who have become imbued with the importance of developing that country life to its highest level of usefulness and who are willing and glad to enter upon the work of betterment. These are the people who to-day are contributing very largely in the movement which is on in earnest to better the conditions of rural life, to add to the satisfaction and usefulness of that great population scattered over the farms and gardens of our land.

My own range of vision is not wide and my illustrations must come from a narrow field of observation, but I doubt not this is typical of other fields and other localities. The

people who have carried business methods into the management of farms and who have been the most helpful to the farm communities of my own region have been men and women who have responded to the lure of country life and have gone out from our city and become interested in the intricate but seductive problems of the producer.

I may be mistaken, as others have been, in passing my judgment upon the trend of a national movement, but somehow I can not separate myself from the view that there is every indication throughout the land of a greater interest in rural affairs on the part of all the people than ever before in the history of this country. This is indicated by many things which have come under my purview, and possibly my illustrations, because taken from near home, may lead you to think I am quite provincial, but if I mistake not you must have noted the same things within your own range of observation and movement.

The eyes of the people are not centered upon the wonderful development of cities to the exclusion of other things. The gathering of statistical information of interest and use to a community is not limited to the growth of cities, but we find a larger interest in the marvelous growth of affairs and movements connected with country life. The denizens of cities are themselves taking hold of things, which indicates a sympathy with country life and an appreciation of its influence upon humanity, whether in the city or in the country.

The making of gardens, the planting of trees, the embellishment of the outer homes by bringing about them those attributes which savor peculiarly of country life indicate that there is an appreciation of the value of these attributes which leads the urban population to grasp, so far as it may, some of them for the great purpose of molding character in better ways within the boundaries of the towns. In my own little city the interests in school gardens, in the acquirement of more room about school premises and embellishing these premises with trees, shrubs, vines and flowers and giving to them the air of the country, is quite noticeable. And, again, the forces for city betterment which are emphasizing the importance of utilizing city lots for gardening purposes and making the most of every bit of ground for the cultivation of products of some kind indicate an appreciation of the values connected with the cultivation of the soil far-reaching in their influence for the betterment of city conditions.

The utilization of vacant lots in the raising of garden products and the development of playgrounds, the awakening of enthusiasm in connection with Arbor Day by the planting of trees on a large scale illustrate further my point. Last year a committee of our Board of Trade imported ten thousand elm trees for the children to plant on Arbor Day, and this coming year the same agency expects to distribute not less than twenty thousand spiraeas for the embellishment of our city homes.

The interest manifested by the voters of our city in the building of roads into the contiguous country, as illustrated by their willingness to carry over 90 per cent. of the burden of this method of betterment, exhibits graphically the attention given to the wellbeing of the farming community. The intelligent embellishment of these country roadsides by the same joint city and country commission in charge of building the roadbeds also exhibits a growing love for those country attributes which add to the joy of living.

This work is accomplished largely through our Board of Trade, and this leads me to call your attention to the fact that boards of trade in many places are not limiting their functions to the commercial side of urban life, but they are recognizing the importance of the inseparable relationship between city life and the country life bordering on the cities and are making themselves factors in awakening a more intimate companionship between the commercial life of the city and the commercial life of the country. In cities like Duluth, Minnesota, and Denison, Texas, through their Boards of Trade, they have been calling the attention of citizens to the tremendous importance connected with the betterment of farm methods in the vicinity of the towns and have appropriated money liberally to assist in the perfection of better dairying processes, of increasing the range of products grown for the city's consumption and assisting

(Continued on page six)

# To Get and Hold Trade

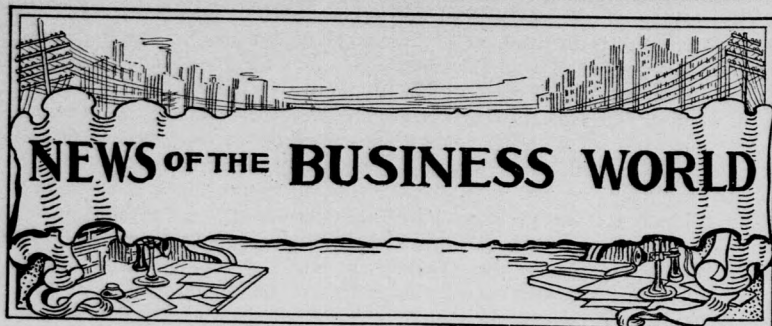
**Sell your customers absolutely reliable goods. Don't run the risk of losing their good will by offering an article of doubtful quality or one which may injure health.**

**When you sell Royal Baking Powder you are sure of always pleasing your customers. Every housewife knows that Royal is absolutely pure and dependable. It is the only baking powder made from Royal Grape cream of tartar. You are warranted in guaranteeing it in every respect the most reliable, effective and wholesome of all the baking powders. On the other hand, you take chances when you sell cheap baking powders made from alum or phosphate of lime. They are unhealthful and fail to give satisfaction.**

**Royal never fails to give satisfaction and pays the grocer a greater profit, pound for pound, than any other baking powder he sells.**

**To insure a steady sale and a satisfied trade, be sure to carry a full stock of Royal Baking Powder.**





### Movements of Merchants.

Charlotte—C. L. Bowman has engaged in the grocery business.

Cedar Springs—Roy Clark succeeds C. E. Blackburn in the produce business.

Mt. Pleasant—John Letts, Sr., will soon engage in the grocery business near here.

Davison—An implement store will soon be opened by O. K. Hathaway and Edwin Uuch.

Kalamazoo—The Kalamazoo Retail Grocers' Association will hold its annual banquet on Feb. 18.

Kalamazoo—J. E. Doyle has purchased the tobacco stock of R. Rosenthal, who bought same recently of H. D. Kools.

Bloomington—Lester Ferman has purchased the interest of C. N. Clark in the grocery firm of Clark & Baughman.

Snover—Archie Dorman will continue the furniture and undertaking business formerly conducted by McPhail & Dorman.

Kalamazoo—The business formerly conducted by the Congdon Paint Co. will be continued at the same place by Fitzgerald Bros.

Plainwell—The bakery stock formerly owned by Earl Irick has been purchased at a mortgagee's sale by Miss Mabel Butler.

Muskegon—A. G. Matzke is succeeded in the meat business by C. A. Loew, who formerly conducted a meat market at Shelby.

Eaton Rapids—George Lindsey will return from Lansing and enter the employ of H. S. Bentley as a clerk in his boot and shoe store.

Dryden—H. D. Bailey, who conducts a hardware store, contemplates taking his brother-in-law, Isaac Seacord, into business with him.

Edmore—The M. S. Eldridge grocery stock has been purchased by E. A. Joslin and H. S. Ellis, who will add bazaar goods to the grocery stock.

Battle Creek—J. R. Taylor, formerly of Girard, has purchased the grocery stock of W. J. Beadle, at the corner of Cognac street and Lake avenue.

Stanton—P. T. H. Pierson, who has conducted a notion store here for thirty years, announces his intention of retiring from trade on July 1 and moving East.

Seneca—Edwin B. Smith is succeeded in general trade by Elva F. Plummer. Mr. Smith has been in business in this place for the past eighteen years.

Zeeland—The Zeeland Clothing Co. has purchased a store building from H. Van Eenenaam, in which

it will begin business. G. Van Lopik to be manager.

Howell—Lewis Michael, of Imlay City, is the successor of S. M. Armstrong, lumber dealer. Mr. Michael was engaged in the same line of business at Imlay City.

Hillsdale—C. H. Sayles is succeeded in the grocery business by E. J. Shepard. Mr. Sayles has been engaged in the grocery business here for the past forty years.

Lansing—S. H. Wall has sold his interest in the hardware firm of Egeler & Wall to C. J. Krieger, the business to be continued under the style of Egeler & Krieger.

Dimondale—Floyd D. Ripley succeeds B. G. Brown & Co. in the elevator and bean business at this place. B. G. Brown & Co. also conducts a similar business at Springport.

Zeeland—A store has been purchased by Wm. K. Bareman and Peter Van den Bosch, Jr., who will conduct a dry goods and grocery store under the style of Bareman & Van den Bosch.

Eaton Rapids—Benjamin A. Fowler has sold his interest in the implement firm of the Hunt-Fowler Co. to C. M. Hunt. The business will be continued under the style of C. M. Hunt & Son.

Detroit—A corporation has been formed under the style of the Hartwick Lumber Co., which has an authorized capital stock of \$30,000, of which \$25,000 has been subscribed and paid in in cash.

Allegan—E. A. Post is succeeded in the undertaking business by J. M. Gordon & Son, who have been engaged in the same line of trade here for the past year and who will now occupy the Post stand.

Maple Rapids—S. P. Horr, of Horr Bros., grocers, has purchased the general stock of W. E. & C. D. Stocker, which will be consolidated with the Horr Bros.' stock and business conducted in the Hewitt block.

Bangor—Vollmer Bros., dealers in meat and groceries, have dissolved partnership, Oscar Vollmer selling his interest to Oscar Burnworth. The business will now be conducted under the style of Vollmer & Burnworth.

Springvale—A. J. Crago, formerly manager of the general store of Cobbs & Mitchell, Inc., has engaged in business for himself, having purchased his stocks as follows: groceries from the Petoskey Grocery Co.; tinware and notions of Butler Bros., of Chicago; dry goods from Burnham, Stoepel & Co., of Detroit, and shoes from the Hirth-Krause Co., of Grand Rapids.

Winn—John Starkweather is erecting an addition to his main store building, 22 x 80 feet in dimension, which he will occupy with his implements. It will be connected with his main building by means of archways.

South Haven—M. Hale & Co., who conduct a general store, have merged their business into a stock company under the same style with an authorized capital stock of \$50,000, all of which has been subscribed and paid in in property.

Grand Ledge—Maier & Whitney are to be succeeded in the harness business on April 1 by Mason Soper, who is now identified with the same line of business with F. N. Root, on North Bridge street, which business will be continued as before.

Fenton—Fred Viel has sold his grocery stock to B. H. Rollins, of Portland, who will continue the business with his brother-in-law, D. G. McFadyen, of Franklin, Indiana. Mr. Rollins has been identified with the meat and bakery business at West Branch for the past few years.

Kalamazoo—A corporation has been formed under the style of Boylan-Mills & Co. to conduct a general mercantile, implement, vehicle, cement and stock food business, with an authorized capital stock of \$15,000, of which \$7,740 has been subscribed, \$1,912.88 being paid in in cash and \$4,527.12 in property.

Mount Clemens—The Benbennick & Bruel stock of shoes has been purchased by F. W. Rutter and Henry Miller, who will continue the business under the style of Rutter & Miller. Mr. Rutter has been engaged in the shoe business here for some time and Mr. Miller has had experience in this line with F. P. Ullrich.

Grand Ledge—William Andre, the egg plunger, who was convicted in the Circuit Court of this county about three months ago, on the charge of obtaining money under false pretense, and whose case was appealed to the Supreme Court, is seriously ill at Wichita, Kan., where he has been engaged in buying produce for some time.

### Manufacturing Matters.

Detroit—The Thrall-Fishback Motor Co. has changed its name to the Thrall Motor Co.

Kalamazoo—The Enameled Steel Tank Co. has increased its capital stock from \$60,000 to \$120,000.

Lansing—The capital stock of the Severance Tank & Silo Co. has been increased from \$25,000 to \$50,000.

Battle Creek—The Walter Halter Manufacturing Co. has increased its capital stock from \$10,000 to \$20,000.

Charlotte—The Dolson automobile factory, which was recently closed out, has been purchased by a Battle Creek man, who will manufacture motor trucks instead of automobiles. The gentleman's name is Messner.

Detroit—The Vacuum Machine Sales Co. has been incorporated to make vacuum cleaning machinery with an authorized capital stock of \$3,000, all of which has been subscribed, \$1,000 being paid in in cash.

Lansing—The Furgason Motor Co. has been incorporated with an auth-

orized capital stock of \$25,000, all of which has been subscribed, \$2,000 being paid in in cash and \$3,000 in property.

Traverse City—The Traverse City Iron Works has merged its business into a stock company under the same style with an authorized capital stock of \$90,000 common and \$10,000 preferred, of which \$52,000 has been subscribed and \$50,000 paid in in property.

Detroit—The McEnhill Manufacturing Co. has been incorporated to make wooden and metallic furniture and brass and iron beds, and springs, with an authorized capital stock of \$20,000, of which \$10,000 has been subscribed and \$10,000 paid in in cash.

Caro—On Jan. 25 the Caro Vinegar Co. increased its capital stock from \$10,000 to \$25,000, the newly elected officers being President, Chas. Montague; Vice-President and Sales Manager, A.A. Weeks; Secretary and Treasurer, Robert S. Montague and Superintendent of factory, Andy Watson, these gentlemen also constituting the Board of Directors.

Vicksburg—The Eclipse Governor Co., which makes engine governors, will be reorganized, C. Henry Reynolds and F. K. Cullinan, of Rochester, N. Y., having purchased the three-eighths interest of J. E. Kimble in the company. The name of the new corporation will be the Vicksburg Governor Co. It is the present intention to enlarge the capacity of the concern by building a brick addition in the spring.

Jackson—The Jackson Reclining Chair Co., owned and controlled by the Hartwick-Woodfield Co. and Charles Van Valkenberg, the inventor of the chair, will conduct its business in connection with the plant of the Hartwick-Woodfield Co. The new company is incorporated with a capital stock of \$3,000, all paid in. It is the intention of the company to manufacture other kinds of furniture besides the chair.

### Daily Cars Along the Ann Arbor.

January 26—Fred M. Briggs, Division Freight Agent of the Pere Marquette Railroad, announces the following freight traffic arrangements to various points on the Ann Arbor Railroad, when delivered at the Pere Marquette east side warehouse, before 5 o'clock p. m.

A daily car for Thompsonville with freight for Frankfort, South Frankfort, Benzonia, Beulah, Homestead, Pomona, Bagnall, Mesick, Yuma, Harrietta, Boon, Cadillac, Lucas, McBain, Park Lane, Marion, Temple, will reach Thompsonville the following morning at 8 a. m.

A daily car for Alma with freight for Rosebush, Mt. Pleasant, Ithaca, North Star, Ashley, Bannister, Elsie, will reach Alma the following morning at 6 a. m.

H. D. C. Van Asmus, Sec'y.

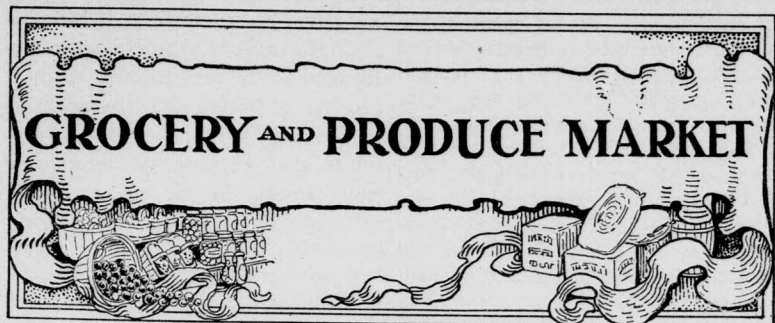
### A Peacemaker.

"You're a liar!" exclaimed the first man.

"You're another," retorted number two.

"Calm yourselves, gentlemen," interposed the peacemaker. "It is quite possible that you are both right."





### The Produce Market.

Apples—New York Spys, \$5.50@6; Baldwins, \$5; Greenings, \$4@4.50.

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

Beets—\$1.50 per bbl.

Butter—The market is lower and weak. The percentage of fancy butter is very light, the bulk of the receipts showing seasonable defects and having to be sold at relatively lower prices. The consumptive demand is about normal for the season, as is the make. Prices are still very high and if there is any change it seems likely that it will be a further decline. Fancy creamtry is held at 29c for tubs and 29½c for prints; dairy grades command 24@25c for No. 1 and 17@18c for packing stock.

Cabbage—\$1 per bu. or 3c per lb.

Carrots—\$1.50 per bbl.

Celery—\$1.75 per box of 4 doz.

Citron—60c per doz.

Cocoanuts—\$5 per bag of 90.

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

Eggs—The market has declined 3@4c per doz. and will probably go still lower unless the weather grows colder. The decline is due to increased production of fresh as well as generally mild weather. The stock of storage eggs is getting extremely low and the trade will soon have to be supplied with fresh eggs. The consumptive demand for eggs is good, considering the high price. Local dealers pay 25c f. o. b. Grand Rapids, holding candled fresh at 26@27c.

Grape Fruit—All sizes are now sold on a basis of \$3.50 per crate for Florida.

Grapes—Malaga command \$8@9 per keg, according to weight.

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

Lemons—The market is seasonably quiet and prices rule steady on the basis of \$3 for Messinas and \$3.25 for Californias.

Lettuce—Leaf, 14c per lb.; head, \$1 per doz. and \$2 per hamper.

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

Oranges—Offerings of California oranges are quite liberal and the demand is heavy enough to keep commission men hustling to fill orders, values continuing on the same basis. Floridas are not in very good request, but are firmly held on the basis of \$3. Navals, \$2.85@3.

Parsley—35c per doz. bunches.

Potatoes—Local dealers are holding at 70c.

Poultry—Paying prices: Fowls, 10@11c for live and 12@13c for dressed; springs, 11@12c for live and 13@14c

for dressed; ducks, 9@10c for live and 11@12c for dressed; geese, 11c for live and 14c for dressed; turkeys, 13@14c for live and 17@18c for dressed. The week closes with an easier tone prevailing on nearly all varieties of poultry, and unless there is better buying strength shown soon, a decline is quite probable.

Squash—1c per lb. for Hubbard.

Sweet Potatoes—\$4 per bbl. for kiln dried Jerseys; \$1.75 per hamper.

Veal—Dealers pay 5@6c for poor and thin; 6@7c for fair to good; 7@9c for good white kidney. Veal is showing about the same conditions as rule on poultry and may possibly develop some reductions if receipts continue of present proportions and the demand does not show increased activity.

### Merged Into a Stock Company.

The C. N. Marcellus Co. has been incorporated with an authorized capital stock of \$15,000, one-half of which is subscribed and paid in as follows:

C. N. Marcellus ..... \$2,500

John N. Burgner ..... 2,500

Byron Walker ..... 2,500

The officers of the company are as follows:

President—John N. Burgner.

Vice-President—Byron Walker.

Secretary and Treasurer—C. N. Marcellus.

The company manufacturers closet tanks and seats, porcelain closets and plumbing supplies.

Geo. H. Seymour & Co., who have manufactured cigars in the Reynolds block, corner of Louis and Campau streets, for the past eight years, have removed to the Hawkins block, corner of Ionia and Fulton streets, where they will occupy the entire third floor.

The New Born Manufacturing Co. has been incorporated to make and sell extension gas lamps hangers and gas fixtures. The company has an authorized capital stock of \$5,000, all of which has been subscribed, \$1,010 being paid in in cash and \$5,990 in property.

The Skillman Lumber Co., 637 Michigan Trust building, has merged its business into a stock company under the same style with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$1,000 paid in in cash.

The Eclipse Box Manufacturing Co. will shortly remove from its present quarters in the Lynch building to the old Grand Rapids Brass & Iron Bed Co. factory at the D. & M. Junction,

### The Grocery Market.

Sugar—Raws are very strong at 3.73½. Refined is unchanged at 4.55 New York, with the exception of Federal, which is asking 4.65. Michigan has advanced 5 points to 4.50.

Tea—The agitation caused by the shortage in Japans and duty talk has somewhat boomed the market and affected China teas as well as Ceylons and Indias which are holding firm. Congous, which were sold at unusually low prices three months ago, are recovering. The bulk of Chinese tea goes to Russia. The United States, including Hawaii, is, with the single exception of Russia, the largest tea purchaser China has, but the United States takes a larger proportion of Formosa, Ceylon and India teas than does Russia.

Coffee—Receipts of Rio and Santos coffee continue such as to warrant the belief that the current crop will reach at least 12,500,000 bags, which will be an increase of 2,000,000 over the crop of the year before. Considerable opposition seems to be developing from all quarters, a particularly strong point being made of the fact that the Government will probably get little or no revenue from the duty for two years unless an internal revenue tax is imposed on spot stocks at the same time the import tariff goes on. This can be readily proved and is likely to have much weight. Mild coffees are firm and the better grades are in poor supply. Java and Mocha are steady and unchanged.

Canned Goods—Jobbers are buying only enough tomatoes to fill immediate requirements and what weak holders are left are inclined to make slight concessions in order to move the goods. Corn still holds its firm position and it is predicted that higher prices will prevail before the next pack. Peas are on a steady basis, the cheaper grades seeming to have the best call. An easy feeling prevails in the market for all California fruits in all grades below extra standard, owing to the light demand. While the demand for gallon apples is comparatively light, a firm tone prevails, packers holding back for higher prices than jobbers are willing to pay. Cherries and the cheaper grades of peaches and pears are especially dull and easy. Strawberries and raspberries continue firm, owing to limited supplies. There is, apparently, a firmer feeling in spot red Alaska salmon, due to the close cleanup of coast stocks and comparatively light supplies in jobbers' hands. The high prices on the better grades have caused a good demand for pinks, which are on a steady basis. It is understood that available supplies of domestic sardines in packers' hands are getting low and a better tone is in evidence. Lobster is dull and easy. Little interest, if any, is shown in oysters.

Dried Fruits—Raisins are completely demoralized as reported last week, and there seems small chance of any improvement for the balance of the season. The demand has been stimulated some little by the declined price. Citron has declined 1c per pound on spot, and prices on the new crop are

2c below the spot market. Figs and dates are unchanged in price and in good demand. Prunes are unchanged in price and in moderate demand. Peaches are dull at ruling prices. Apricots are still scarce, stiff and fairly active. Currants are in moderate demand at unchanged prices.

Syrups and Molasses—Compound syrup has been stimulated somewhat in demand by the reduced price, and a fair movement is reported. Sugar syrup is scarce and is being absorbed as soon as produced. Molasses is firm, but unchanged in price; demand fair.

Rice—Advices from primary markets indicate that this condition will continue. Japans are quite strong and Honduras grades firm, owing to scarcity. The feeling among Southern rice millers is strong.

Rolled Oats—There is no prospect of any immediate change in prices, but jobbers predict that advancing tendencies will be shown by spring.

Cheese—Stocks are lighter than usual at this season, and the market is healthy, with no prospects of any radical change.

Provisions—Smoked meats are ¼c higher. There is quite an improvement in the consumptive demand and stocks are about normal. Pure lard is firm at ¼c advance, due to the increased demand. The supply is about normal. Compound lard has also advanced ¼c, owing to the increased cost of cottonseed oil, and also a sympathetic movement with pure. Barrel pork, dried beef and canned meats are unchanged and show a slightly increased demand.

Fish—Cod, hake and haddock are unchanged and in fair demand. Sardines show no change, though, as reported, new reduced prices will be named on domestic brands February 1st. Norwegian sardines seem quite likely to advance on account of the advanced cost of olive oil, and this may affect French brands also. Salmon shows no change and is in fair demand. There is a better demand for mackerel, and the ideas of the holders, especially foreign holders, are stiffening. Norway houses are especially strong in their ideas of price, and many orders cabled over during the week have been turned down. There has been no advance on this side, however, although there naturally will be if the foreign holders persist. Some holders of Irish mackerel are also asking more for their fish, but there has been no advance paid on this side as yet.

At the last meeting of the Grand Rapids Retail Grocers' Association, the following delegates were elected to the Bay City convention: Glenn Denise, L. J. Kuntz, E. A. Connelly, C. J. Appel, George Shaw, Homer Klap, John Barclay, A. L. Smith, F. L. Merrill, C. Smallheer, E. L. May, D. Viergever, James Buys, John Roekink, L. Van Dussen, Ralph Andre, Bert Petter, Wm. Andre, M. Dekker and Fred W. Fuller.

The Grand Rapids Hand Screw Co. has changed its name to the Wilmarth Show Case Co.



**BACK TO THE FARM.**

(Continued from page three)

in the adoption of better marketing processes on the part of husbandmen. One of the results of the work taken up by these boards of trade is noticeable in the acquirement of farm lands and homes by citizens who have awakened an interest in these things and a love for them through the information secured by these boards, and we find in many towns the bankers, manufacturers and merchants, as well as professional men, entering upon the business of developing to the highest possible state of perfection branches of husbandry which appeal to them from both the commercial and the aesthetic side of life.

You and I know that one of the most common experiences of everyday life in the city, as we greet each other, is the expression of some interest in rural life. We say, "Good morning," to each other and in the next sentence say, "This is certainly a fine day for the harvesting of wheat," or, "This rain is just what is needed by our pastures," or, "What a blessing it is that we are having this even rainfall during the season for the growth of corn, our greatest cereal crop." These expressions are the commonest ones of the street. Perhaps this interest centers itself largely in commercialism, but I think the facts will show that the interest is a wider one than that and accepts as of vital significance to everybody that the agriculture of the country must be upon a successful basis or else all suffer.

One of the things which has made its strong impression upon business men of cities that is connected with the evolution of agriculture in our country is the wonderful progress made in intensive farming; in getting the largest possible returns from the smallest parcels of land. The facts which are garnered through the statistical bureaus of our cities and the Nation, as illustrating the tendency to increase the production of the soil and still maintain continuous fertility, are making a strong appeal to the business instincts of men whose lives are spent in the acquirement of large estates through the avenues of commercial life. We find the very best object lessons in intensive farming practiced by men who have schooled themselves in the careful economies of commercial life. The very best and most successful farms devoted to stock, dairy and mixed husbandry, as well as the large and successful truck gardens, are owned and managed by men schooled in large business enterprises of the city.

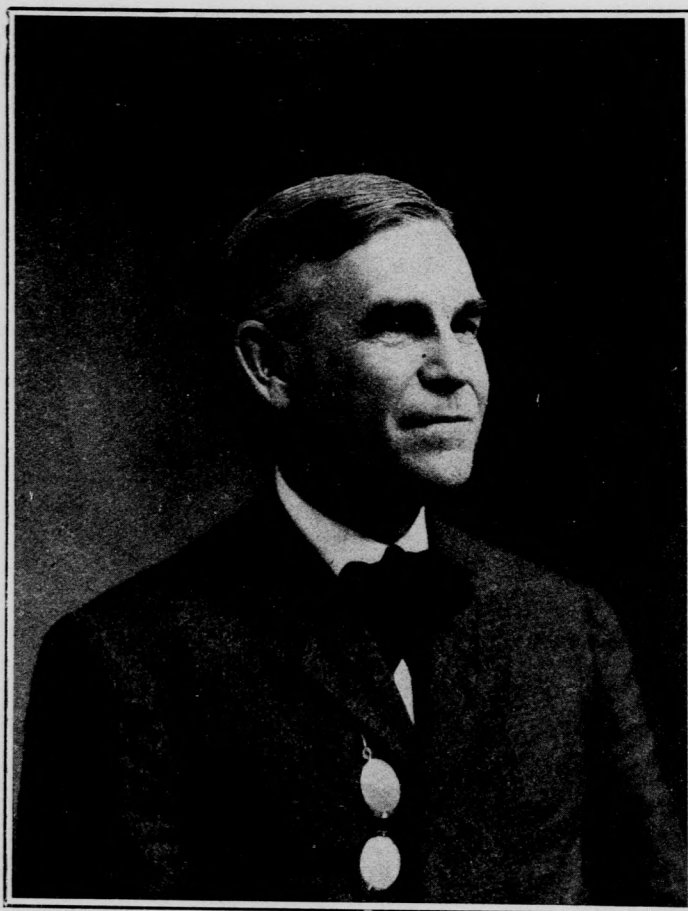
Again let me revert to illustrations in my own vicinity which have made this kind of an appeal. We have a considerable portion of Holland extraction. These people are very thrifty. They acquire as soon as possible a small area of land and become independent in a few years from the wise management of this bit of soil. I have in mind a twenty acre plot of ground that was poor, thin, sandy land and was acquired for a small amount of money. A Hollander be-

gan developing it. He had six children. When he passed away this twenty acres of land was divided equally between his children, three of them electing to settle upon the land, each having between three and four acres. They have grown fine families, each one upon his own bit of land. These families are strong factors in our community. They are interested in the school and in the other things that make for the betterment of the neighborhood. They have acquired from these very small possessions an independent financial condition. They have their horses and carriages and their well furnished houses and money in the bank and other investments. The other half of the twenty acre farm that was given to the other three children has re-

of our business men are upon it, and a greater interest has been awakened in this rapid evolution that is progressing than in almost any other factor of growth in our community.

The almost universal interest in forestry that has been awakened during the last few years indicates how greatly the eyes of the people are upon affairs outside of the cities, and perhaps the most important immediate truth that indicates this wider interest in country life is illustrated by the fact that the Government itself has called attention to it and secured the service of an active commission looking toward the universal importance of improving the conditions and increasing the usefulness of life connected with the soil.

Many things have contributed to



Hon. Charles W. Garfield.

mained dormant during this period and the contrast is a graphic illustration of what can be done by putting brains into intensive agriculture.

The wonderful development of glass farming in the vicinity of our city has awakened the interest of men looking to the welfare of our city. They note with pride that this industry is already vying with our great furniture industry in volume and is bringing to our region a notoriety fully as important in the one case as in the other. A larger income arises from an investment made in this form of agriculture than from any of the most attractive manufacturing industries in our city. The facts have been gathered by our Board of Trade with regard to this factor in country life and the eyes

of the advancement of success and happiness in rural life in these recent years. The opposition to the extension of the best kind of mail service to farming communities melted away like the snow before a Western chinook. The objection made to the wide development of the telephone service was quickly eliminated by the argument of facts that the service would be paid for and appreciated by rural communities. The threading of electric transportation lines in all directions, the using of electric power on farms and the profitability of the investment indicate the quick appreciation of betterments by country people.

Once more allow me to recur to home conditions. Forty years ago a horticultural society was organized in

our city. For some years it had simply one function: the development of an interest in the growing of fruit and the gathering and dissemination of information which would be helpful to the successful prosecution of fruit growing in our vicinity. Gradually the interest of this society broadened, and to-day if you should look over the programme of this society for the year you would notice that a double function stands out prominently. One is the carrying of city influences into the country for its advancement and the carrying of country influences into the city for its enrichment. There is a weaving together of the elements of city and country life in a common purpose of helping each other, and it touches all phases of life from the bringing to the country home of the conveniences that are essential attributes of the city house and the carrying to the city house all those beautiful accompaniments which render country life so delightful and seductive.

Am I not right in thinking that there is a deeper and more wholesome interest in the advantages of country life than ever before? Am I not everlastingly right in the great import that lies in this first fact that, inasmuch as there is a constant and necessary movement of the stronger and better elements in the country cityward, it is of vital importance that the country shall develop even faster than the city, that the supply of this splendid material may not be lessened? I look to a wonderful stride of progress in this direction through the greater interest in the practical problems of education as applied to country life. In all this progress we are not forgetting that the very best possible education to be developed in the country is that which has to do with its own life. We are learning and practicing upon the truth that it is more vital in the general forward movement of our humanity that the country schools shall interest themselves increasingly in the science and art which form the basis of successful agriculture and happiness in connection with country life, than it is to carry out the theories of educators who arrange the school curricula upon plans which have had their inception and progressive steps in connection with the congested conditions of urban life. When we contemplate that one-half of our population is and must for all time be engaged in the processes of agriculture and must live in close communion with Nature and succeed in proportion to the proper interpretation of Nature's processes, we not only learn the emphasis which should be placed upon the style of education that will be most helpful to this half of our population, but we recognize also the importance of carrying to the other half enough of this same kind of training as to have it appreciate the elements of prosperity which lie at the basis of success in the movement of those who cumulate the food products and the raw material for clothing for the entire population.

Since reading many years ago that



little story, "Picciola," by Saintine, which has now become a classic, I have become more and more impressed with the value of that lesson in the experience of the Count de Charney while incarcerated in prison in which he was led from a condition of moroseness and unbelief and hopelessness by the aid of a little flowering plant growing up in the yard of the prison from the crack between the paving blocks, into a hopeful spirit and a faith in God and immortality. This bit of life, which savored of the great out-of-doors, brought its testimony to his mind and heart and lifted him from the slough of despair into a communion with his Creator, which was in itself salvation.

In my experience I have watched the influence of a single geranium growing in a baking powder can in the home of misery and squalor and preserving in its winsomeness the germ of faith and hope under the most abject conditions. I have watched the influence of the window box attached to the flat from which the only outlook revealed walls of brick and mortar and the accompaniments of congested urban life. I have seen sanity preserved to a household through the unconscious influence of a little garden well tilled in the diminutive area attached to a city home. I have seen the outpouring of children and grown-ups from the congested city districts for a day's outing in the open fields of the country and have noted the wholesome joy engendered by the fresh air and the "green things growing."

My faith in these influences, which have their origin and life in connection with the country, as rectifiers of unhappy conditions and unwholesome surroundings, has been increased with the years. I believe in the regeneration of mankind which is going on constantly through the medium of the open fields, the blue sky and healthy associations which attach themselves to country life; and I rejoice in pronouncing blessings upon any movement, whether individual or corporate or governmental, which has for its primal object the strengthening and more complete utilization of the conditions of country life which will forever contain the sweetest, most powerful and far-reaching influences for the elevation of human life and character.

We can not separate ourselves from a growing faith in the magic of the potent corrective influences attached to life in the country. We believe that our highest and noblest types of humanity are developing under these conditions. American school life in its promises and possibilities has no rival in the earth. However, we are just beginning to grasp the full reach of its potency. The obligation is upon us to conserve and utilize its elements in the evolution of the truest, sweetest and noblest type of humanity, thus showing our appreciation of the wisdom of God's methods. It is only thus we can properly express in our activities the full import of the petition, "Thy kingdom come. Thy will be done in earth as it is in heaven."

## NEW YORK MARKET.

### Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Jan. 23—Coffee roasters are reported by some jobbing houses as being rather freer buyers than they have been for awhile back, but the market, as a rule, is quiet for spot, and at the close there is just about the same movement as for months past. The upward trend of the speculative market has, perhaps, given greater strength to the actual article and quotations show a slight advance, as Rio No. 7 at the close is quoted at  $7\frac{3}{4}$ @ $7\frac{1}{2}$ c. In store and afloat there are 3,789,930 bags, against 3,898,598 bags at the same time last year. In mild grades the supply of Maracaibos and Savinillas is not great and prices are well sustained. Some desirable washed Cucuta is selling for  $13\frac{3}{4}$ c.

The better feeling in the tea market noted for the past two or three weeks continues and the whole line is in better request from day to day. Japans are said to be almost cleaned up and the stocks of Formosas and Pingsueys are being rapidly depleted. Proprietary brands are reported as selling freely.

Nothing of interest can be picked up regarding sugar. There is the usual supply, the accustomed demand, the practically unchanged quotations, the price being 4.55c less 1 per cent. cash.

While the rice market has been rather quiet, the situation is firm and holders are not at all disposed to make any concession. Good to prime is quoted at  $5\frac{1}{2}$ @ $5\frac{3}{4}$ c. Japan rice is said to be lower than for a long time—years, in fact.

Spices are steady and buyers are showing more interest. Grinders have taken some good lots and the general situation just at present seems to favor the seller.

Molasses is quiet, especially for grocers' grades of New Orleans. Blackstrap is in good request for feeding and the market promises to be entirely cleaned up by March 1, when new supplies will be here.

The canned goods trade is "dreadfully slow." Going through the whole district one hears this stereotyped statement. There is absolutely nothing doing in futures and spot goods are being taken in the smallest possible lots. Large lots of goods have been carried over and, as a consequence, the man who is looking after bargain lots can probably find everything to his liking. Standard tomatoes can be purchased without difficulty at  $67\frac{1}{2}$ c, while holders profess to hold tightly for 70c. Peas are selling with more freedom—possibly because "Billy" Ioach, of Hart, Mich., is here—and quotations are more firmly sustained. Holders are not willing to part with stocks for less than 70c, although some sales have been made at  $67\frac{1}{2}$ c. Other goods are about unchanged.

Butter seems hardly as firm as last week, owing to the more moderate weather, although the finer grades are quoted at practically the same. Creamery specials,  $33$ @ $33\frac{1}{2}$ c; held

stock, specials, 30c; extras,  $28$ @ $29\frac{1}{2}$ c; Western imitation creamery,  $23$ @ $24$ c; Western factory,  $21$ @ $22$ c; process stock,  $24\frac{1}{2}$ @ $25$ c; packing,  $19$ @ $20\frac{1}{2}$ c.

Cheese is doing well. The demand is active from out of town and, with the supply in few and strong hands, the outlook is favorable for sustained rates the remainder of the year. Full cream,  $14\frac{3}{4}$ @ $15\frac{3}{4}$ c.

A decided slump has taken place in the egg trade and fresh-gathered are not quotable above 32c for the choicest. Firsts,  $29$ @ $29\frac{1}{2}$ c; seconds,  $28$ @ $28\frac{1}{2}$ c; fancy refrigerator, 27c; storage stock shows heavy decline and sellers are willing to take almost any offer. Holders of the best grades are selling at less than cost. The weather is much warmer and a thermometer at 50 is not a good thing for  $50$ @ $60$ c eggs.

### Why Hoarding Is the Height of Folly.

Money has many forms, but in all cases it stands for a standard value. The South Sea islanders interchange sea shells and tattooed pieces of wood, while many of the Orientals use pieces of painted cardboard.

In every land, the most civilized men work for pay, and thus they may be said to barter their bodies, but this is the universal law of things.

Money in itself would not be a stimulus to exertion; it is what money will purchase for us that incites us to its possession. If no more value were placed on gold than iron the former would lose its allurements beyond the use to which it could be put in the mechanical arts. But the supply regulates the demand; gold is much scarcer than iron and more difficult to obtain.

If there were no demand for money as a purchasing agent it would be nothing better than scrap, a heap of a thousand eagles would be so much junk to carry around.

Therefore, money has only a value in its power to purchase other commodities which conduce to our well being and happiness. It is no good to the miser, but, on the contrary, a source of worry lest he lose it, and bitterness because he can't get more.

How foolish then is it to hoard for the sake of hoarding and deny ourselves the comforts and the pleasures we could purchase. No man has a right to squander his all or squander any part of it; he should only spend what is necessary to his happiness and what he can afford.

Money should be used as a fertilizer, spread around so as to produce good results, and not heaped up only to rot the soil where the heap is placed.

There should always be something set apart for personal culture. Whatever tends to elevate and ennoble the character is always to be desired. The enlargement of knowledge, administering to a pure artistic taste, the effort to refinement of person are

laudable projects to which to devote a portion of one's income.

Every man should use a part of his earnings to the purchase of good books. These silent companions are generally much better than living associates. You can go to them, converse with them without fear of contamination or temptation. They open before you the lore of the ages and invite you to partake of the mental treasures that have enriched the world and converted it from a dreary waste into a smiling land of delights and love. You can have the teeming thoughts of Shakespeare, the sublime conceptions of Milton, the flowing melody of Tennyson to soothe and instruct.

After the cares and worries of the day you can go into your library and commune with the gentle spirits of all the ages and drink deep drafts of inspiration from their silent source. You can find no companionship so elevating as that of good books. Books are not a luxury; they are a necessity. A growing library characterizes the progressive man.

Devote a part of your money to the improvement and adornment of your home. Remember, it is the most sacred spot on earth, the sanctuary of love, the holy of holies, to which you come with reverent tread and devotion in your heart.

One of the saddest commentaries on the rush of modern life is that the home is only regarded as a lodging house, a place in which to snatch a few hours' sleep and then be off again to the strife and turmoil of life, neglecting the loved ones around the hearth.

There are thousands, alas! to whom their house is not a home at all, but like an old engine room by a railway track, in which they are wheeled at night to be oiled up for the coming day's work.

Be well dressed, but keep within your limits. Apparel oft proclaims the man or woman. There was a time when the religious woman was known by the bonnet that projected a long distance over the face. The only good I ever could see about those poke bonnets lay in the opposition they gave to a young man when he attempted to kiss the fair wearer. It was so difficult to get under the bonnet that he was apt to take more than the usual amount.

Put a part of your money in personal culture, to the adornment of your home, to the advantage of your personal appearance, but do not spend foolishly along these lines. Strike the golden medium.

Don't forget that you owe a debt to the world in the shape of duty. Lay out some of your money for the good of others. Be a public spirited citizen. Do your best to improve the conditions of your surroundings. Try to develop the industries of the land so that there may be bread and work for all.

Madison C. Peters.

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Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

Wednesday, January 27, 1909

### TRIUMPH OF RIGHT.

The Tradesman takes pleasure in publishing elsewhere in this week's paper the preliminary report of the Referee Board of Consulting Scientific Experts on the subject of sodium benzoate. Of course, the complete data of all of their work have not yet been published. They will consist of something over one thousand pages and it will take some time to get them out in book form.

The Tradesman is very much gratified with the findings of the Referee Board, but really could not see how they could find otherwise. Manufacturer did not use sodium benzoate without consulting the most able and eminent pathologists and physiological chemists they could find and were assured that the use of benzoate of soda as a food preservative was not only not deleterious to health but was really beneficial. By its use the consumer is enabled to obtain goods which are at all times clean, sweet and wholesome. Without its use in certain products the consumer has no insurance against getting those which are tainted by fermentation or that contain ptomaines.

In order to preserve any fruit or vegetable and retain the full natural flavor of the fruit, it is absolutely necessary that fresh, sound fruit only be used. To get this with such vegetables as cucumbers and tomatoes, it is essential that they be taken care of the day they are picked from the vines. By using benzoate, in preparing tomatoes, manufacturers are enabled to do this very thing. If not allowed to use sodium benzoate, it would be necessary to ship entire tomatoes to the factory to be made right up into catsup and put away in bottles. This would mean shipping the tomatoes in some instances two and three hundred miles. It stands to reason that tomatoes put into freight cars and shipped any distance are not going to be as sound and fresh as they are the day they are picked when fully ripe.

By the use of sodium benzoate manufacturers are enabled to have branch houses to take care of their tomatoes, receiving them from the farmer within a very few hours after

they are picked from the vines, taking care of them every day, throwing away the skins, seeds and cores, cooking the whole meat or pulp of the tomato and preserving it in new, clean barrels for shipment to the main factory. It would be impossible for any large food manufacturing concern to get a large enough acreage of tomatoes, for instance, right in their vicinity.

To have the Tradesman's contentions upheld by a Board of such eminent men as Doctors Remsen, Chittenden, Herter, Long and Taylor is indeed most gratifying.

### "LEST WE FORGET."

There be those men who refuse to recognize as fact anything they do not comprehend.

Realists? Sometimes. Bigots? Invariably!

And now comes a weird message from down below The Vineyard; sixty miles out and away from the carousals of the fog-bell; a tale which tells us of our recent bigotry.

We declined to believe that our own Sorcerer, Edison, had overlooked a mystery so marvelous; and it was inconceivable that Russia's master advertiser, Nicola Tesla, had failed to grasp the multitudes of display-headlines as they cavorted back and forth and across and around through the ether.

Then, too, Marconi was a mere boy, an Italian lad at that; and—oh, well, it was simply impossible; a scheme merely to gain a little notoriety and perhaps a competence.

But, then, hundreds of lives were saved, so where's the sense in bigotry?

Of course, wireless telegraphy is a fact—a commercially successful fact! We have known and admitted this for some time, but—

Supposing that in that other dimly foggy night, away "outside," where the water is dark and relentless, supposing the wireless equipment had failed to do service?

Storage battery? Oh, no, that idea is not yet a success. There are hundreds of men who have poured their money into hundreds of unsuccessful efforts to develop a storage battery that will stand up, that will not buckle on a short-circuit. No, the efficient, reliable storage battery has yet to be evolved.

What's that? Buckle? Efficient? Reliable?

When, as the Florida pulled her badly broken nose out from the crushed ribs of the Republic; when the great bulkhead of the doomed vessel strained and groaned against the stress of all the seas; when the waist deep stokers gave up their brave defense; when the monster engines were stilled by the flooded fires and while over 700 human beings stood on the verge of the Mystery, did the storage battery buckle? Was it unreliable?

What was it that sent the three letters of the code which told seven different ships that an overwhelming catastrophe was imminent?

It was the incomplete storage battery which, while unable to stand up against a short-circuit, could save

hundreds of human lives; it was the half developed, unreliable storage battery which, sending its own life out into the life of the wireless equipment, told the world how much greater it is to win the confidence and applause of all peoples in the face of an awful emergency than it is to win a success that is merely commercial.

And as the great unfortunate ocean liner reelingly lifted her stricken head for the final plunge; as the brave captain and his picked crew of last-men-to-leave sprang into the forming whirlpool, perhaps to die, there were over sixteen hundred souls telling all of us to give thanks to the Omnipotent for His great goodness, "lest we forget."

### EACH MEMBER A FACTOR.

Next Tuesday will occur the annual election of officers and directors of the Grand Rapids Board of Trade, and in the evening the banquet will take place in Evening Press hall. So far as has been indicated there will be but one ticket in the field—Mr. Heber A. Knott for President and Messrs. John Widdicombe and Charles M. Alden for Vice-Presidents—and it is wise and fortunate that this is so, because it is impossible to name candidates who will give better service in the interests of the entire city.

After all is said and done, however, it is not possible for any public welfare association such as the Board of Trade to come within gunshot of fulfilling expectations when the members expect that, aside from paying their annual dues, the whole effort and enthusiasm must come from the officers, the directors and the members of the standing committee. These men are well enough to take the initiative as to specific efforts, but all of these efforts will come to naught when the general membership "lays down" and agrees to let the other fellow do it.

The public welfare deserves and should receive the enthusiastic support of every individual in each community constituting "The Public;" and never was such support more deserved or more needed than in the present remarkable epoch of general awakening and interest in all things ethical pertaining to the educational, social, industrial, commercial and financial factors which participate in the rise or fall of the public welfare.

To render enthusiastic support for any cause whatever means the contribution of mental and physical effort; means the giving of influence and money; the grind of investigation and study, so that one may know why he is enthusiastic, why he is willing and why he gives of his resources; so that when, as frequently happens, one finds his efforts seemingly obstructed he may know how to remove the obstacle; so that when disappointment develops one may look beyond the defeat to the victory that is still possible.

It is a splendid faculty to be able to assume and hold the position of leadership by virtue of intellect, knowledge, argument and oratory; but it is equally fine to be able to take up the teachings and inspiration of

such leaders, and so assume that other kind of leadership which involves executive skill and energy as your own portion. Both of these offices are necessary, but they will prove futile except there be the other equally important requisite: the rank and file, who will contribute of their best ability, influence and enthusiasm.

And so, members of the Grand Rapids Board, you will commit a grave error if you fail to look upon the organization as an entity, of which each member is an essential factor. It is your individual interest and active enthusiasm, not your annual dues, which are most necessary to the success of the institution. Visit the Board of Trade rooms because you have that right; attend the meetings of the Board of Directors because you have that right; make enquiries as to reports of standing committees because you have that right; send or bring in any suggestions which you feel would be beneficial as to the general welfare because you have that right; follow up such suggestions to find what disposition is made of them because you have that right. Do these things; do them frankly, fairly and enthusiastically because you are sincere in your desire to be of actual value to the general cause of the public welfare.

Of course, the doing of these things, the performance of these duties—for that is truly what they are—will involve the giving of some time, some thought, possibly much study, to a cause whose benefits to you as an individual are necessarily indirect and perhaps meager; but, doing them sincerely, regularly and continuously, you will presently awaken to a new and most satisfactory appreciation of your own value as a citizen and your own ability as a helper.

Should every one of the nearly 900 members of the Grand Rapids Board of Trade thus contribute to the homogeneity of that organization there would be developed a spirit which would very quickly develop permanent solutions of all the problems now confronting that body, and the most valuable feature of each result thus evolved would be the fact that every member had, each according to his finest manhood, participated in the development.

Independence does not necessarily imply an occupation in which our time is at our own disposal, and our movements controlled solely by ourselves. The most independent men are those who, although they may work under others' direction, have proved their capacity to get results, the certainty of their competence, and their desirableness everywhere. Some of the most helplessly dependent men in the world are their own masters in the liberal sense, and losers by that circumstance. It is better to depend upon the wise management of an employer who knows your value than upon luck and the leniency of creditors.

If you can not give anything else, give a smile and a word of cheer.

The worst dishonesty is honesty for policy's sake.



### THE TURNING WORM.

The urban world has been considerably exercised in regard to the future of the farmer. The fear has been entertained and expressed that he may not turn out well. With the general prosperity of the country it is sad to think of the one-hinged gate and the hat-stuffed window sash existing all over the farming neighborhoods, and a "longing akin to pain" has sprung up in the breast of the denizen of the town to change the condition of things on the old farm and so brighten up the old place as to make living there at least tolerable. John of the city hates to think of Jim of the country as a—well, as a Jake, in cow-hide boots and jeans. He wants him to come to town with his hair cut and his trouser-legs outside of his boots and after he gets there he wants him to stop posing himself on the corner with a rank cigar in his mouth and talking politics while he paints the sidewalk yellow. So far has this anxiety gone that town John has circulated among the country Jims an inquiry "into the conditions that surround the farmer and his family, to be answered by farmers and all others interested." There are twelve of these questions and the answers have begun to come in.

That they are eminently conclusive even a cursory reading affirms. That they are what might have been expected from an American community goes without saying, and leads easily to the question: What under the sun was the sender of the inquiry thinking about when he sent them? It should be remembered, in the first place, that the farmer's income for a number of years stands high on the list of incomes, if it does not lead them. This big income has been used in paying off the mortgage, in fixing the aforesaid gate hinge, and resetting the broken window glass. There has been enough left to do a little painting and fixing up generally out doors. The boys have a new buggy and some new harnesses and have managed to indulge in a new necktie, while the girls and even "mother" have made themselves again respectable; and still the farmers' bank account foots up a by no means insignificant sum. It is the old story of prosperity told over again in every line of life, and now while the farmer is reaping the results of his labor and with a thankful heart is enjoying them, he is asked to answer a dozen questions, some of which are so many hair-lifters. The best on the list will serve and here it is with its answer: "Do the farmers and their wives and families in your neighborhood get together for mutual improvement, entertainment and social intercourse as much as they should?"

Think of asking a "bunch" of American millionaires—among them now is the farmer—such a question as that, and then, reading the farmers' answers, ask how they differ from those of his brother millionaires.

"No. We lie about each other too much. Let's not go into this, please. Good land! Make inquiries into your own social intercourse? Don't

you think it rather impertinent to ask questions of this kind?"

"What, in your judgment, is the most important single thing to be done for the general betterment of country life?"

"There isn't a single thing. Life is an endless joy in the rural districts. All we need is more than we've got. We are born healthy, live frugally, marry the best we can, divorce seldom, obey the law (we don't need much law in the country), vote as we are told, most of the time, are long on common sense, and don't ask impertinent questions."

That's the answer; and now, if John is half as wise as brother Jim has shown himself to be, he will stop worrying about the haircut and the hay-seed, stop asking "impertinent questions" of anybody and attend strictly to his own private concerns. The worm in this instance, following the recognized law, has turned, that's all, and has taken the opportunity to say that the farmer has been growing mentally and financially with the rest of the world; that his pocket-book has fattened at the expense of his brain to the benefit of both; that he has taken to manuring in the brain instead of in the hill and is so satisfied with the results that he can recommend the idea to his brother with the hope that he will give it an early test.

The fact is farmer Jim and merchant John are members of the same family. There have been periods in the affairs of both when they have "run down at the heel," but the wit and the determination and the energy, which both claim as an inheritance, have clung to them, and prosperity has blessed both. Each in his own little world has lived his life and done his best. He has made two blades grow where one grew, and whether this has been done in city or in town, the workman and his work have been a comfort and a joy to the community in which they live. Each under misfortune became careless and unkempt and each resented, as misfortune always will, any unasked for assistance or sympathy when success turned its back upon them. The farmer, the countryman, like the rest of mankind, if he have the stuff in him, will insist on hoeing out his row and, while so engaged, wants it to be distinctly understood that he is "long on common sense" and doesn't want to be asked "impertinent questions by strangers."

### LIVE AND LET LIVE.

There is no greater menace to success, either in business or professional work, than the spirit of back-biting, too often seen among rivals. Good natured rivalry promotes lusty growth in any occupation. The old spirit of wanting to get the most headmarks spurred on to greater effort, but this thing of wanting to not only topple another over but to grind him into the dust is not promotive of good to any one; in fact, it does quite as much harm to the malevolent grasper as to the victim.

We hear and see it on every side. Ask a dealer for a certain article. If

he does not have it he "does not know where it can be obtained," though you may learn later that it is kept just across the street, and he knows it. You may suggest this as a possible place of purchase and he admits that you might get it there, but with a significant shake of the head that may mean almost anything but good.

How much better, if you can not supply the article, to at least help your customer out by starting him on the road for it. Just tell him that Brown probably has it; and don't give a slurring remark that will make him suspicious of Brown.

"You know Brown would never send any one to you." Well, this does not excuse you from accommodating your patron. Even if Brown does try to prevent people from patronizing you, misrepresent your goods and assail your character, do not let your personal feeling interfere with the good of a patron.

Possibly Brown has heard some untruths about your methods of dealing with rivals. It may be if your man goes over and tells him that you referred him there the situation will be completely changed. As there is trade enough for both stores, there is no reason for enmity between them. Each has his own special friends; other patrons may divide their purchases.

It is decidedly unpleasant for the peace-loving person to be compelled to hear unpleasant remarks about either dealer when trading with the rival. Even if the statements savor strongly of fact, a better impression is left if they are unsaid, but left for others to themselves find out. If you know all about Green's methods of beating customers some one may suspect that you are an expert at the same game.

Besides, this meddling with rivals costs too much time. You need all your surplus energy in pushing your own business to the best advantage. In this busy age, there is no such thing as a profitable stand-still. Improvements are needed on every side. Every bit of time you give toward pulling down your rival's reputation or trade is just that much time lost from the upbuilding of your own. The iconoclast must give way before the architect of trade every time.

More than the loss of respect among patrons or the loss of time in the business is the loss of character through this cultivation of greed, enmity and slander. The physical discomforts fostered by habitual ill-will, not inconsiderable in themselves, dwindle before the shriveling of manhood which such a spirit fosters. It shuts out the noblest purposes in business life and character; paralyzes the nerve centers of progressive trade, and acts as the tangled wires of two telephones, when the two sets might be working side by side in harmony.

Underestimating others is due to the opposite error in regard to ourselves.

Some school boys are pretty slow but manage to catch the whooping cough.

### CASHING CHECKS.

The small town in which there are no banking facilities has this problem almost invariably to contend with. Neither is it eliminated from the larger town, nor will it be while banking hours are shorter than those of the tradesman.

While the merchant who cashes checks for others should know his men thoroughly or decline, there are many instances in which it is profitable to make the desired exchange, and refusal may mean loss of trade.

Where there are a number of citizens receiving pensions it pays to look out for these in advance and have enough surplus cash to handle them without crippling the change drawer. Most of the pensioners are not able to go to the neighboring city to get the cash; yet they are usually purchasers of family supplies. Naturally, they do their trading where they get their vouchers cashed; and the profit for converting paper about which there can be no question into cash is a good one.

Where school boards pay by check, this may be another source of profit without risk, for teachers are generous in their purchases, especially when drawing their monthly wages. Factories and other industrial places all have their regular pay day; and the merchant who makes it a point to handle their checks finds that a goodly percentage of the payment comes back eventually into his own till. When all parties are known to be good it is really no risk, but an expressed willingness to accommodate.

### Sun Part of Current of the Stars.

The sun is one of a stream of stars, moving in the same direction and with equal velocities. Thus says Prof. Kobold of the observatory of Kiel, who has become convinced by his studies of star currents that the sun does actually form part of such a current, which is moving toward a point on the edge of the milky way. Kapteyn of Groningen has come to the conclusion that the stars drift in two directions. This conclusion is based on the examination of 2,500 stars observed repeatedly.

To the everyday person it seems trivial to consider defects amounting to only one part of 250,000 in the relative accuracy of wave lengths of different solar and metallic spectrum lines, but astronomers find that important conclusions in at least three different lines of research depend on these small differences. There is the determination of the motions of heavenly bodies in the line of sight of the observer, which depend on the measurement of the shifting lines of the spectra. In this work an error of this sort corresponds to a difference of velocity of more than a mile a second.

As another research demanding accurate measurements may be cited the comparison of metallic and solar or other star spectra to determine the constitution of the heavenly bodies. Sometimes the spectra were supposed to coincide when there was a divergence which meant great differences.

Flattery would be without force but for our vanity.



## SEASONING FOOD.

## It Tends To Increase Its Palatability and Digestibility.

Written for the Tradesman.

It is impossible to give any precise directions for seasoning, for this is a matter that experience alone can teach. Tastes differ considerably, and what may be agreeable to one person may be either objectionable or insipid to another. It is in reality part of the cook's business to study the tastes of those who are going to eat the food which he (or she) prepares, and the seasoning of the dishes should therefore be in accord with the ideas of the chef's employer, although in hotels his requirements are not likely to please all his guests.

In most cases, whether a private family or a great restaurant is being catered for, it is well to remember that seasonings, of whatever they may consist, should be used in small quantities only, for more can usually be added if found necessary, but it is impossible to remove any if too much have been used in the first instance.

A famous French chef, a man of few words, in writing about seasoning, says that "the best cookery in the world is worthless without seasoning," and everybody who has been initiated into rudiments of cookery must know that the success of any dish, whether simple or elaborate, depends to a very large extent upon its flavor. Further, everybody who desires to master the art of seasoning must carefully study and observe all the rules pertaining to this important branch of cookery. Intelligence, carefulness, thought, sound judgment, a steady hand and a keen perception of palate are qualifications that every cook must possess in order to prepare food so as to make it appetizing and in every other way perfect.

An erroneous idea prevails that home cookery for the average family requires no flavoring beyond salt, pepper—and perhaps ketchup and onions—and when the head of the house complains that the meat, chickens, etc., lack flavor, the person who attends to the cooking is almost certain to blame the butcher. There are, however, a variety of inexpensive seasonings which may with advantage be used for imparting a satisfactory flavor whereby the monotony of plain dishes can be considerably improved at an extremely small cost. Before mentioning these, however, certain principles must be considered:

The object of seasoning, always provided that it is effected in moderate and reasonable quantities, is to increase the digestibility of food; its function is also to flavor food that would otherwise be insipid. This process, while rendering it more palatable, also increases its digestibility.

One result of cooking is to diminish the firmness of some articles and to increase it in others. Another result is to alter both flavor and smell. Seasoning and flavoring heighten the savoriness of food, especially when pungent, aromatic or stimulating ingredients are employed.

The so-called "highly-seasoned" dish must always be regulated in such

a manner that it will appeal to various palates which differ a good deal, and it is for that reason impossible to specify in recipes the exact quantity of seasoning materials that should be put into each dish. Not only palates but also stomachs differ as to the quantity of salt and spices which suit them. As has already been mentioned, it is absolutely necessary to season very moderately, otherwise the taste or digestion of one or more individuals is likely to be offended.

In seasoning certain articles of diet in a judicious manner we are, in a minor degree, copying Nature, which makes fruits both wholesome and agreeable by associating insipidness with acids, and by combining certain forms of starch with sugar. In putting salt into our edibles we are gratifying an instinctive taste, which man shares with the lower animals. Taken as a whole, the human family likes the flavor and piquancy of aromatic herbs and spices.

It is almost unnecessary to say that the most important articles for seasoning are salt, pepper, spices, vinegar, vegetables, mustard, fat, butter and wines.

Chloride of sodium (common salt) is the most valuable of all seasonings, as is well known. It is not merely a seasoning, for in small quantity it is a necessity of life. The average amount required by an adult is about a quarter of an ounce in twenty-four hours. Almost all vegetables, however, contain it. In excessive quantity it is injurious, as its excretion overworks the kidneys. When added to food in suitable quantities it acts as an appetizer and promotes digestion as well as nutrition. Like all other seasonings, salt must be employed with discretion, for if used freely it is very apt to spoil the food by making it unpalatable.

Spices, such as white and black pepper, cloves, nutmeg, paprika, cinnamon, mace, etc., can not be regarded as having any nutritive properties. As is universally recognized, they are used for the purpose of imparting certain flavors which improve the taste of various food substances.

In adding the various seasonings it is well to realize that the delicate sensibility of a cook's palate can best be judged and admired by his (or her) cooking, and this criterion is equally applicable to both professional and amateur cooks.

When onions and garlic are utilized for flavoring purposes great caution is necessary in order that the strong taste of these plants shall be partially disguised. Onion juice is, as a rule, more satisfactory than the onion itself, because it is less powerful.

All the following flavorings are reasonable in price and none are difficult to obtain in a dried state: Thyme, marjoram, sage, savory, bayleaves and cloves. Dried mint, which is imported in bottles, is a desirable addition to soup made from dried peas. Fresh parsley gives a pleasant taste to stews and ragouts, and the use of capers or chopped small cucumbers (gherkins) in making tartar sauce imparts a fine

flavor to this dressing, which is usually served with salmon, smelts and boiled ox tongue. Lawrence Irwell.

## Opportunity Almost Invariably Rests With the Man.

There is many a prospector up in the hills, keen on the scent of the rich gold bearing vein which is to yield him fame and fortune, and the time he has been overlooking the hidden resources of his own personality. There are many struggling salesmen, book-keepers, clerks, office assistants and would-be professional men of fair ability who apparently have reached the niche of destiny and to whom all further advance seems to be in some mysterious manner barred.

These people in their nerve straining efforts to better their circumstances have lost sight of the straight path to the goal. They have scattered their attention and their strength upon the secondary, while overlooking entirely the primary. They have wandered star gazing into the remote and the inconsequential.

The average man has only a vague notion of the meaning of betterment—his failure to appreciate its significance is the most palpable explanation of his own insignificance and mediocrity. Were it otherwise with him he would cease to be an average man—his native energies would be set in operation along the lines of efficiency and gainful productiveness—he would capitalize his personal resources and start forward upon a career of steady growth, increasing profits and continuous dividends.

The system of betterment is nothing if not practical. It is demonstrated absolutely in the careers of the world's leaders and fortune builders of all ages. Socrates among teachers and philosophers; Caesar among rulers and conquerors; Cromwell and Washington among statesmen; Edison among scientists and inventors; Rockefeller, Morgan, and Carnegie among financiers—all these and countless others have proved themselves pastmasters in the art of capitalizing their personal qualities of energy and intellect for the realization of their respective ambitions. No one of these men would ever have been heard from but for his assiduous attention to the cultivation of the resources of the inner man.

Other things being equal, the man who has developed his physical resources of energy and endurance in a marked degree reasonably can be counted on for a longer and more profitable career of production and at a higher rate of earnings than the average man who has neglected such deliberate development.

Other things being equal, the man who has developed his mental resources of observation, thought, and judgment in a marked degree can reasonably be counted on for recognizing and accepting the larger and more profitable opportunities that successively will present themselves.

Other things being equal, the man who has developed his moral resources of honesty, courtesy, courage, perseverance, ambition, and initiative

in a marked degree can confidently look forward to the increasing realization of the larger life with all of its unlimited possibilities.

Finally, other things being equal, the man who has developed his working and operating resources of will, determination, concentration, and self-control in a marked degree already has contracted with himself for the delivery of the goods that have never failed to command a premium in the world's markets and that never will.

It is a striking fact about this matter that it can be figured down to an exact basis of dollars and cents, and to an equal degree of accuracy with the earnings and dividends of a copper mine, a railroad, or a cotton factory. For such enterprises to yield a steady return of at least 10 per cent. annually on their invested capital is not at all unusual. For the sake of illustration, let us suppose a man of demonstrated earning capacity of \$500 annually. This is not the exact average of able-bodied male Americans; but it may fairly illustrate the case of the "average" man.

In this instance let us suppose that the candidate for advancement is not too old to learn—in fact that he is at least wide awake enough to be regarded as outside of the mud-turtle class and openminded enough to accept an occasional suggestion even from men higher up on the ladder than himself.

One of the first suggestions that come to this humble son of toil is the assertion of those who have been there that there is still some unoccupied space at the top; and that it has been especially reserved for determined climbers. Suppose that this suggestion finds lodgment; or, in the terms of the street, the fellow has a "hunch."

The results follow as a matter of course. The needed betterments are undertaken in the belief that there are undeveloped resources that should be made to yield their owner a return.

In all probability the candidate will not only become exceedingly dissatisfied with his paltry \$500 annual earnings but he will also begin to bring into evidence such ability and character as will compel a substantial increase on his weekly pay check. If such increase amounts to but 10 per cent. annually it will be worth considering. At the end of the first year this wage earner will be drawing \$550, at the end of the second year over \$600, and before six more years have passed he will have more than doubled his original earning power.

In brief, he has risen from the ranks and actually ceased to be an average man. His services, his judgment, his influence, and his co-operation are in increasing demand on an advancing market.

This man has mastered the problem of capitalizing his undeveloped resources and thereby has become chief director and preferred stockholder in his own enterprise. On entering the \$1,000 class he may be permitted to count himself sole owner of a \$10,000 corporation earning cash dividends of 10 per cent. per annum.



# *The Preservative Question Settled*

*The Referee Board of Consulting Scientific Experts, appointed by the U. S. Secretary of Agriculture by direction of President Roosevelt, after most exhaustive and complete investigation says that SODIUM BENZOATE (Benzoate of Soda) in small or LARGE amounts is WITHOUT deleterious or poisonous action and is NOT injurious to health.*

*That the admixture of Sodium Benzoate with food in small or LARGE amounts has NOT been found to injuriously affect or impair the QUALITY or NUTRITIVE value of such food.*

## *“Williams” Food Products Are Pure*

*Made from fresh and sound fruits and vegetables. The BEST of everything.*

*Sweet and Sour Spiced Pickles, Tomato Catsup, Jellies, Preserves, Fruit Butters, Relishes, Vinegar and many others.*

*Made in a CLEAN, MODERN, SANITARY establishment.*

---

*The Williams Bros. Co.,*

*Picklers and Preservers*

*Detroit, Mich.*





### Shall the Implement Dealer Handle Automobiles?

Stuart, Neb., Jan. 20—At first thought one would be led to say: Why, certainly! "Should a duck swim?" "Would a Kentucky Colonel take a drink?" or some other equally palpable proposition would sound as futile to many of us.

But hold, there may be two sides to the question, although the trade journals by their boosting of late have not indicated that there may be another and a "seamy side" of the Axminster that has not been turned over and examined in the dealers' haste to get in on the ground floor.

First, then, let us look at the negative side of the question. The capital needed to handle automobiles as at present sold will require a very material increase in the investment of the dealer if he desires to carry sample cars in stock.

The need for better quarters for storage and sample room space will necessitate a large extra outlay with many dealers whose buildings are often inadequate for the proper storage of the ordinary farm wagon and spring goods stock.

Comparatively few implement dealers have as yet mastered the intricacies of the electrical mechanism and the principles of the gasoline motor, and it would be extremely unwise for these to undertake the sale and demonstration, adjustment and repair of automobiles until they have mastered the ordinary problems of this nature.

At present very few manufacturers guarantee their machines, and, terms being cash on delivery, the dealer finds himself in a position where he must break away from his lifelong plan of guaranteeing, replacing and repairing, adjusting, exchanging and refunding which now forms so pleasant and profitable a part of his calling.

Long established custom in handling other lines will have to be relegated to a very great extent in handling automobiles if the dealers are to show a profit from their sale.

The scarcity at present of competent help at salaries that can be paid by the dealer who must combine the expert and the common laborer in the one or two men he can afford to keep must also be taken into the account. Of course all these disadvantages where they exist may be overcome if there is profit sufficient to be derived from the sales, but a very considerable change in selling methods will have to be brought about before the local vehicle dealer will be at all sure of a permanent trade that will carry with it a living profit.

He will certainly have to learn the art of selling at least one line of goods strictly for cash, at the present time at least, and that will be revolutionary in itself for ninety-nine one-hundredths of us. But that, by the way, will be at least one beneficent thing growing out of the new proposition.

But why be pessimistic? Nothing in the line of new inventions and progress but has had its way to fight against prejudices, indifference and the established order, but merit wins in the end, and the automobile with all its freaks and faults has come to stay and will grow better, more tractable and less expensive as invention, experience, increased use and consequent decreased cost gradually take it from the list of luxuries and place it with the telephone, the bicycle and all the other improved forms for the transmission of sound and matter.

Horse drawn vehicles and horse propelled farming implements will gradually go the way of the man yielded scythe and flail and the coolie carried litter.

The sale of steam and gasoline drawn plows is fast displacing the sulky and the older walking plow and the number of farm utensils and tools that are being driven by gasoline engines is almost endless. We are forced as implement dealers to learn new tricks, be we ever so old and disinclined to do it, or we must drop behind and out while more progressive people take our places.

Let us begin early with the A. B.

C of the business, the demonstration of the gasoline motor and the electric storage battery and dynamo. Their underlying principles must be studied and mastered, and then we will have placed ourselves where we can say to the itinerant agent, doctor, lawyer or whoever he may be, who now holds this or that "agency" by virtue of having purchased the first car and by being the only man in town who can "time" the engine or find the short circuit in the sparking mechanism: "Hands off, please! I am the vehicle dealer; I understand my business, the selling, operation and repair of vehicles, however drawn or propelled, and you gentlemen please go back to your usual vocations and let me attend to mine."

We can not afford to take any other view or position. If the dealer in building materials were to debate the same question long when buildings of brick and cement, while shingles succumb to iron and paper, he too would soon be displaced, and so it is in every other line of business. Changing conditions make continual study and progress on our part imperative.

Look at the editorial and advertising columns of the trade papers—all papers, for that matter. Nothing but automobiles! The sales are tremendous.

The farmers' State of Iowa will have bought nearly \$4,000,000 worth of automobiles this year, and half of these have been bought by the farmers themselves. The percentage will be larger next year, and the farmer is our mainstay. We must sell him his vehicles as we have always done, and to a great extent we can, be they carriages or automobiles.

We have the manufacturers and jobbers behind us and they will look

### Grand Rapids Supply Company

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

Established in 1873

Best Equipped  
Firm in the State

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

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

### Foster, Stevens & Co.

### Wholesale Hardware

### Fire Arms and Ammunition

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

Grand Rapids, Michigan

### 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.

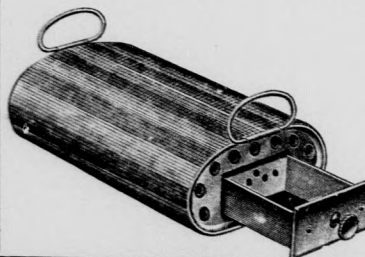
#### Clark Coal Is Best

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



to us first and help us all they can to hold this trade if we are in line and prepared to handle it.

Some of the trade journals have recently made a canvass of the situation, and this shows that to a great extent it is not a question of "shall," but the progressive dealers actually are selling automobiles and lots of them, too.

Some genius will some day invent the long sought unpuncturable tire, and presto! We will wake up to find everyone using the automobile. The present very expensive pneumatic tire is the great obstacle to the quite general use of the automobile by the farmer. A few more improvements in motors, too, would not come amiss, but they will be here before we are ready to take care of the business because it will take us some time yet to learn it properly.

The use of automobiles by farmers will give the "good roads" propaganda such an impetus as nothing else can, and the implement dealer, by identifying himself with the sale now, will thus indirectly become a public benefactor.

Road and other conditions in the greater portion of our country make a high wheeled vehicle with non-puncturable tire and air-cooled motor the ideal type for the farmer, who will buy the most of our machines during the next two years. Experience has shown us that ten to twenty miles per hour should be the maximum speed on our country roads and in the sandy portions of the State this speed can be easily maintained with solid tires on the ordinary country road.

The purchaser of average means can afford to buy and keep up such a vehicle, and many are being sold to liverymen, farmers and ranchmen. Like the telephone, the automobile will soon be found on the remotest ranch, and the farther from the civilization the greater the need and the more it will be appreciated.

I note that down in Kansas they have attained that which according to the early settlers could never be accomplished.

They have measured the speed of the jack rabbit, placing it at thirty-five to forty miles. Up on the Dakota frontier we have chased gray wolves at fifty miles per hour and had them chase us at—well, the odometer broke, and we can only guess; but it seemed one hundred miles at least.

The American Indian is a lover of the auto, and in our section many have been purchased by those who can afford them. When "Poor Lo" buys buss wagons and runs them himself it's time for the dealer East or West to know how to sell them, and we are learning as fast as we can.

William Krotter.

#### Points for the Stove Salesmen.

"The first move I make when selling a new model stove is to take it apart and put it together again," said a well known stove salesman in an exchange. "In this way I can become acquainted with all the parts, learn the functions performed by each and become familiar with the manner in which these parts are worked. In

my opinion, every stove salesman, whether wholesale or retail, should spend as much time as is required in becoming thoroughly cognizant of these points before he even attempts to make a sale. There are a great many so-called salesmen in smaller hardware stores who go about from day to day talking up the merits of stoves as well as they can; yet they are not always successful in making sales. This is especially true in places where competition is keen and where, perhaps, the competing store understands the good features of its product better. Every line has good talking features and unless the clerks are familiar with these, the most effective point in selling is lacking. While the appearance of a stove counts, of course, this has very little weight in comparison with its practical points. It should always be remembered that the successful seller will make the real points of convenience, safety, and labor-saving paramount to the stove's appearance, which is usually made so apparent that it does not require talking up. If the product is fitted with a peculiar damper possessing some advantages over the ordinary type, this point should be studied in order that the prospective customer can be informed of it so clearly he can not but realize what a distinct advantage it will be to him. If fuel consumption is considerably less this should be so thoroughly mastered by the clerk that he can virtually prove it to be a fact. It seems to me that there are possibilities not often realized open to the clerk who will make a thorough study of his subject. At any rate, he makes himself worth considerably more to his employer and can thus place himself in a position to command a larger salary than his less industrious constituents who are satisfied with getting down at the opening of the store and leaving it before the last customer has fairly closed the door behind him."

#### More and Better Farm Machinery.

An editorial in one of the leading agricultural papers calls the attention of its readers to the importance of farm implements. "Farmers are rapidly learning," it states, "that the best solution of the help problem is the use of more and better farm machinery. A good implement greatly increases the amount of work which a man can do, and therefore enables a farmer to employ a smaller number of men in the work of the farm."

This "campaign of education"—of educating farmers to use more and better implements—is one which should be pursued with the utmost vigor by every implement dealer.

It is one of his strongest talking points.

It is one of his most potent arguments in selling.

Every dealer should carefully study out the many reasons why it is to the interest of the farmer to equip himself with as many implements as he can use to advantage, and why he should replace the old and the obsolete with the new and modern. These reasons should be carefully

written down in the proper order and preserved for reference, and a line of arguments should be carefully framed from them which should be hammered into the consciousness of the farmers upon every possible occasion.

Many convincing reasons and a variety of powerful arguments can be found in the pages of the catalogues of the implement manufacturers, and they should be drawn upon in this educational campaign.

The dealer who can bring the most convincing reasons to bear on farmers why they will save money and make money by purchasing implements is the dealer who will score the largest success.—Implement Age.

#### Greenland's New Map Secured at Great Cost.

The new map of Greenland is to appear in 1909 and will be based on the valuable manuscripts found in the possession of the intrepid Jorgen Brunland the Danish explorer. In the fall of 1907, after Mylius Erichsen had completed the exploration of this unknown coast, he and his two comrades were groping their way southward in the growing darkness under the most desperate circumstances. Their excessive labors and their bitter privations toward the last sapped their strength. Their bodies were frostbitten and they were on the verge of starvation. To preserve, if possible, the great result of their work, these survey sheets on which had been outlined the unfamiliar country, they had put the invaluable papers in a bottle.

Their strength was so far gone that they never reached any of the supply depots they had planted on their way north. They were at length reduced to a daily march of less than five miles, and the catastrophe was at hand. Hagen died Nov. 15 and Erichsen succumbed ten days later. The heroic Brunland slung the bottle around his neck and staggered southward, though he was dying of hunger and his feet were half frozen.

In the obscurity of the winter night he finally reached the supply depot on Lambert Land. The food he found probably brought him a little comfort in his last days, but he was too enfeebled to recover any strength. He crept into the crevice of a rock, where his body and the bottle containing the survey sheets were found by the search party last spring.

Nearby was the diary containing all that may ever be known of the notable work that closed the pioneer stages of the exploration in Greenland. The map results of the survey of the unknown coast, which with its deep indentations and its projections into the Greenland Sea is about 1,000 miles long, are secure. This was the great purpose of the expedition and these precious results have been rescued.

#### 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"

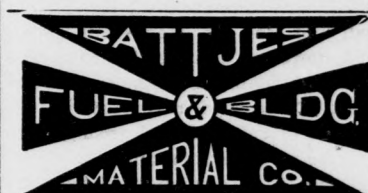
#### H. J. Hartman Foundry Co.

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.

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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.



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Wholesalers and Manufacturers' Agents

Crockery, Glassware, China  
Gasoline Stoves, Refrigerators  
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GRAND RAPIDS, MICHIGAN

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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.



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When you buy

#### Horse Collars

See that they  
Have the "Sun-Beam" label  
"They are made to wear"

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Brown & Sehler Co.

Grand Rapids, Mich.

WHOLESALE ONLY

#### 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.



## UNEARNED INCREMENT.

## Extent To Which It Applies To Water Powers.

Grand Rapids, Jan. 26—I note that the Michigan Tradesman of last week contained a leading editorial on Private Ownership, with special reference to "unearned increment," as applied to water powers, and I shall accept your courteous invitation to comment on the editorial, although I do not now have the time to go into this matter in all its bearings.

To your remarks about my "wading in beyond my depth" in stating that "unearned increment" could apply to the water powers of Michigan I might retort in kind and prove my contention by citing a few definitions from almost any standard work. This I shall not do. It does seem necessary, however, that we should have a clear understanding of the meaning of terms. "Unearned increment" is "the increase of value of land arising from increase of population and other general causes, as distinguished from the labor or outlay of the individual owner." Land, as used in defining "unearned increment," means more than a city lot. It is land as including all the natural resources of the country—"any tract of ground whatever, together with the waters, forests, etc., and extends upward and downward indefinitely." But a discussion of the meaning of terms is of small importance. The real, vital question is, Shall the State (the people as a whole) permit the absolute ownership and control of its rivers, so far as power development is concerned, to pass forever into the private hands of a few?

The whole water power proposition, due to the fact that electric power may be developed at a certain point and may be readily distributed within a radius of a hundred miles or more, has put a new importance on the ownership of rivers, riparian rights and the rights of the public. While not versed in the legal phase of the matter, I believe a considerable number of the rivers of Michigan have always been regarded as navigable rivers, that is to say, public rivers, and to that extent public highways. On this point, however, the laws in different states vary greatly. In some of the Eastern States, with which I am most familiar, on a public river everyone has an equal right with the adjoining land owner for fishing, passing up and down the stream, and taking ice, and there is no trespass within a certain number of feet from the shore line.

I understand that the law in this respect is somewhat different in the State of Michigan, but nevertheless a number of the rivers in this State are public streams or highways.

On public streams in the Eastern States the right to dam the stream by the adjoining land owner or owners is not an inherent right, but the privilege must be acquired from the state or its representatives, the theory being that the people as a whole have an interest and a right in the river. Johnstown, Pa., discovered that it had a tremendous interest in

the South Fork Dam—after it was too late. Grand Rapids has more than a passing interest in the great Croton Dam and its forty feet of water. The McCall-Ferry Power Co., in order to build its great dam on the Lower Susquehanna River, had to secure its right from the State and it is obliged to put in not only a log chute and maintain a fishway, but also to put in a lock for navigation purposes at any time the State may require. There are, I believe, a number of other restrictions placed upon the company by the State, but these refer more particularly to the running of power lines and the distribution of current over the country. Some of the states also recognize, if I remember rightly, that there is a difference to the public, on the one hand, where the power is used on the premises, as was the case with old water power developments, and on the other hand, where the power is used miles away, as is frequently the case with the distribution of electricity generated by hydro-electric companies. The old type of water power development is the kind that we have here in this city, and is carried out on a large scale in Holyoke, Mass., and Paterson, N. J. So much for the general theory of the interest and right of the public in rivers, the point of which is that a river is not private property.

The great inventions and discoveries in the development and transmission of electric power have given a new impetus to the use of rivers and will, doubtless, require a whole set of new laws with reference to the rights of the public in a river. These inventions have made water powers very much more valuable than they were twenty-five years ago; and, so far as one can tell, they will be very much more valuable twenty-five years hence and will continue to increase in value with the increase of population. The question that is now before the people of Michigan, and, in fact, before the people of the whole United States, is whether the few fortunate persons who own or acquire favorable water power sites are entitled to the unlimited and perpetual use of those sites or whether the general public should have some control over them. Personally, I feel very sure that a river belongs to all the people of the state rather than to those few whose land abuts upon its banks.

The United States Geological Survey, and I think justly, regards water power as one of the mineral resources of the country. The location of points for the satisfactory and economic development of power is necessarily limited, and therefore they can readily be monopolized within a considerable area. With the growth of industry and the increase of population, accompanied with the decline in other natural resources used for power production, such as oil, gas and coal, water power sites and flowage rights of rivers will become more and more valuable, and to that extent an unearned increment goes to those who hold them. This is certainly the idea that is in the minds

of the men who are buying up these sites and flowage rights and holding them without spending a dollar for their development as power producers. Of course, the development and the making of these power sites productive not only to their owners, but to the whole community, will require a great deal of money, and that can doubtless be done better by private enterprise, but this should be done, and it can be done, without giving away forever the people's rights in the river.

An undeveloped water power is in some respects similar to an undeveloped mine. The mineral resources in this country, especially in the older states, have been given away by the people (the state) with a lavish hand, mostly through ignorance and the lack of foresight, and sometimes through the corruption of the people's representatives. Many of the economic and social problems which a State like Pennsylvania is now dealing with are due largely to the fact that these various sources of immense undeveloped wealth were given away for little or nothing. Just what this amounts to may be illustrated by the case I cited at the Class in Religion and Life last Sunday, when the remark was made about "unearned increment," with which you take issue. To produce and market anthracite coal there is required an immense amount of capital in mining machinery, in railroads and in various other things. As everyone knows, the ownership or control of the great anthracite coal fields is largely in the hands of a few persons who, according to the belief of many, are exploiting the public. They are able to exploit the people because the people gave them perpetual ownership and rights in the mineral resources, which most of the best thinkers of the world believe were placed in the earth for the benefit of all the people and not for a chosen few. In the eighteenth century, these coal deposits were not regarded as of any great value, but with the growth of population and invention the owners of the land have received and are receiving in tribute from the people millions of dollars without turning a hand, tribute to the "unearned increment." Just what this amounts to may be realized from the illustration I gave the other morning with reference to the

coal underlying the public library building and lot in the city of Scranton, Pa. This lot is a little over one-third of an acre, and the vein of coal underneath is 5½ feet thick and 157 feet below the surface. The right to mine this coal without the investment of a single dollar on the part of the library is worth to-day in cash \$1,000; and after the coal is removed the surface of the lot for all library purposes will be as good as it ever was, nor will the library be disturbed or inconvenienced while the coal is being mined. Supposing that a vein of this thickness underlies a tract of land of the size of the city of Grand Rapids, at this valuation it would be worth, just for the mining rights alone, about \$28,000,000, and, as a matter of fact, some of these anthracite veins are a good deal more than 5½ feet thick. Most of this \$28,000,000 is an "unearned increment," and this the public is paying to the fortunate land owners.

I think it requires no stretch of the imagination to see that the same sort of a thing is likely to happen to the owners of a water power site, or the flowage rights of a river. This coal which lies at a depth of 157 feet below the surface is just as much of a "veritable cipher" at that depth as is an undeveloped water power. It only becomes valuable after capital, brains, machinery, railroads, etc., have brought it to the surface for public use, and just as likely as not the public is paying this \$28,000,000 to an individual or to a family that never put capital, brains or industry into its development, in addition to paying for the capital, brains and industry which are developing it.

The incidental benefits to the people which will follow the development of Michigan water powers, to which you refer, I shall not discuss, for in the main I fully agree with you. Furthermore, all this power, this great natural resource, ought to be developed and used in the best possible way for the benefit of the whole State. I shall only pause to express a doubt whether the "sole aim" of the private corporations which are developing our rivers is "to produce large amounts of power." That is, doubtless, an important aim, but most people will be inclined to believe that the chief aim is to se-

5083

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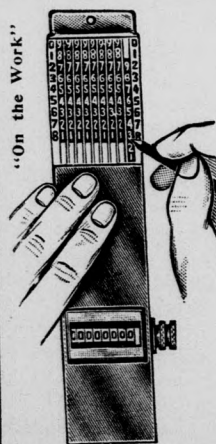
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cure as large a return as possible on the money invested.

Michigan, like most of the other states, may confidently expect a vast increase in its future population. To one who has traveled somewhat in both states there can be no doubt but that Michigan resources can support a greater population per square mile than the State of Massachusetts. When Michigan has a population per square miles equal to that of Massachusetts to-day it will have more than twenty millions of people, or about half the population per square mile that Belgium supports to-day. In considering this whole problem of water powers our Legislature should ever keep in mind the fact that it is vastly more important that the possible twenty millions of people in this State should be prosperous, healthy and happy than that a few men should become multimillionaires. Ireland is an ever present example of what can happen to a country where its land and natural resources are permitted to fall into the hands of a few people — untold misery, starvation, death and less than half the population of a few generations ago.

Let me cite a present day example in another state of what the people of Michigan will be up against sooner or later if they do not retain every possible control over their rivers. Owing to the growth of population the city of Baltimore to-day finds itself obliged to seek an additional source of water supply. After extended examinations of the available sources by engineers, it was believed that the best thing to do was to acquire a large tract of land for a large storage reservoir on the Gunpowder River, a stream which flows into the Chesapeake Bay between the Susquehanna River and the city of Baltimore. This site, however, is occupied by the Warren Manufacturing Co., a concern manufacturing cotton duck, with its mill two miles from the railroad. It has been in business there for about sixty years and has a water power developing, during the large part of the year, about 350 horsepower. The assessed valuation of all the property of this company is \$84,000, which could be replaced, new and up-to-date, so far as machinery and buildings are concerned, for \$250,000. When the city attempted to purchase the site, however, a figure approximating a million dollars was asked. The city then went to the Legislature asking it to pass an act enabling it to condemn property outside of the city for reservoir and water supply purposes. The company, however, was able to block this, and so the city was forced to make the best terms it possibly could, the Water Board finally purchasing the site from the manufacturing company for \$725,000. As a result, this has developed a scandal, and an effort is being made now for the city to break the contract if possible. One of the elements, however, in making up this price was the capitalization of the horsepower developed from the river, and another element was the capitalization of the profits of the company during the past few years.

Baltimore has about half the population of the State of Maryland, although it does not have a fair representation in the Legislature. This particular company, the President of which is also the President of the Reformed League, an organization supposed to work for better and more efficient city government, was able to hold up half the people of Maryland simply because the company was entrenched in a way that the people, as a whole, were unable to foresee years ago. It is to prevent this sort of thing that the State of Michigan ought to act now, and reserve for the general public every possible right of the people in its rivers.

I believe that this whole matter is of great concern to the city of Grand Rapids and its future development and prosperity. The Board of Trade might well consider it and take active steps to secure the rights of all the people in our rivers, both for the present and for the future. You may recall that I wrote you with reference to this subject in 1907.

In taking an interest as a citizen in this water power situation in Michigan, and in discussing it from the point of view I do, I may perhaps be "wading beyond my depth," nevertheless I have the consolation of knowing that in holding these views I am in respectable company.

In conclusion I would respectfully ask if you think President Roosevelt, in his veto message to the House of Representatives, as published in the Congressional Record of January 15, is "wading in beyond his depth?" I shall close with two quotations from that message:

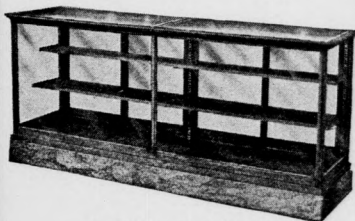
"Through lack of foresight we have formed the habit of granting without compensation extremely valuable rights, amounting to monopolies, on navigable streams and on the public domain. The repurchase at great expense of water rights thus carelessly given away without return has already begun in the East, and before long will be necessary in the West also. No rights involving water power should be granted to any corporation in perpetuity, but only for a length of time sufficient to allow them to conduct their business profitably. A reasonable charge should, of course, be made for valuable rights and privileges which they obtain from the National Government. The values for which this charge is made will ultimately, through the natural growth and orderly development of our population and industries, reach enormous amounts. A fair share of the increase should be safeguarded for the benefit of the people from whose labor it springs."

"To give away, without conditions, this, one of the greatest of our resources, would be an act of folly. If we are guilty of it, our children will be forced to pay an annual return upon a capitalization based upon the highest prices which 'the traffic will bear.' They will find themselves face to face with powerful interests entrenched behind the doctrine of 'vested rights' and strengthened by every defense which money can buy and the ingenuity of able corporation

lawyers can devise. Long before that time they may and very probably will have become a consolidated interest, controlled from the great financial centers, dictating the terms upon which the citizen can conduct his business or earn his livelihood, and not amenable to the wholesome check of local opinion." Samuel H. Ranck.

The warmhearted are never content so long as any hearts are left out in the cold.

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

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

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

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



Fox Typewriter Co.

260 North Front Street

Grand Rapids, Mich.

On the Fox all the writing is always in sight.



## EXAMPLE FOR JACKSON.

## Some Michigan Cities Which Are Forging Ahead.\*

I hardly feel competent to do justice to the subject assigned me from the fact that I find myself short of time to procure statistics and figures in order to interest you as I would like, so I will talk from the standpoint and observation of a traveling man.

Again I dislike to talk about my neighbors. If I have anything good to say I like to say it for Jackson. Jackson's slogan is, "Do it for Jackson." That means "boost." If you can't "boost," don't "knock."

We have a good many cities in our State of Michigan. I shall not try to tell you what all of them are doing.

It is only a few years ago, within the memory of many of you present, that our principal cities ranked in population about as follows:

- Detroit, first.
- Grand Rapids, second.
- Jackson, third.
- Bay City, fourth.
- Saginaw, fifth.

About 1890 Saginaw and Bay City went by us, leaving Jackson ranking fifth place, with Kalamazoo, Battle Creek and Lansing following closely.

To-day, I am told, we rank about eighth. Some one has gone by again.

I am not going to tell you much about Detroit, as you all are aware that she has made wonderful progress in all lines of manufacturing, increase of population and wealth.

There was a time when Detroit put forth earnest efforts to secure manufacturing interests. To-day she does not have to do this. While she will take care of all that come, Detroit to-day is uniting her efforts more in beautifying her city. Large amounts of money are expended in this direction every year. This illustrates the saying that "You build up your business, you build up your city."

Saginaw has, without doubt, yielded more wealth in her day through the manufacture of lumber than any city in the State, and I can remember well when the lumber industry faded away and left Saginaw and Bay City two panic stricken cities. It was a wonder not only to the citizens of Saginaw and Bay City, but to many others, what those cities would do when the lumber was exhausted, as that took away the main industry, millions of dollars having been paid to labor through the manufacture of lumber. Laboring men were compelled to look elsewhere for employment, which left Saginaw and Bay City with hundreds of vacant houses and resident property very cheap. Then some one got busy. A strong organization of business men and capitalists was consummated. Large tracts of land were bought and platted into manufacturing sites and Saginaw hustled for every factory she could get to come there, large or small, and to-day Saginaw is one of the best manufacturing cities in the State. The Government census shows that in 1900 the number of wage earners in the Saginaw

new factories was 4,205, in 1904, 4,682. The report of the Inspector of Workshops and Factories in the State of Michigan shows that at the present time there are 9,744 wage earners in Saginaw. The rate of increase over 1900 is over 109 per cent.

Flint also experienced a panic after the lumbering interests had failed. She was left an overgrown farmers' town and remained so until about ten or fifteen years ago. Ten years ago Flint had less than 10,000 population. To-day she claims over 20,000. Flint's success sprang from the manufacture of two-wheel carts. At that time W. A. Patterson ran a blacksmith shop and repair shop. He started the manufacture of the two-wheel carts. After the carts became unpopular he branched into the manufacture of buggies, and to-day Flint has three of the largest buggy factories in the State.

There is one marked feature in the history of Flint's manufacturing success: She was not united. She did not pull together. There was seeming jealousy between the manufacturers; and Dallas Dort is given the credit of bringing about a better feeling between the manufacturers, uniting them and the business men of the city.

Three or four years ago Flint started out to make one of the most popular and important manufacturing cities of the State. It is Flint capital that started the manufacturing boom in Flint. A large tract of land was bought and platted into manufacturing sites. Flint did not have to go begging for factories. She did not throw out inducements to factories to come there by giving them factory sites or a bonus. If outside factories came they paid for their sites, and you are aware to-day that Flint has one of the largest automobile factories in the country, in addition to her buggy factories. She has body works, wheel works, gear works, engine works, brass foundry, varnish works, etc.

There is one very commendable feature peculiar to Flint: It is the loyalty of her citizens and merchants to the manufactured products of the city. The buggy merchants handle nothing but Flint-made buggies; the citizens buy nothing but Flint-made buggies. None other need apply.

Flint has also become famous in the manufacture of cigars. All the merchants handle Flint cigars. They also handle outside brands, but in offering them for sale Flint brands are pushed first and other brands last.

Owosso also makes us take notice. She has been getting busy in the last two or three years and making a noise like a manufacturing city. You are all aware that she weaned one of our factories, the Jackson Sleigh Co.

In the last year she has secured one of the best stove factories, the Independent Stove Co., which is destined to become a very large factory, which will employ a large number of men. The factory is being built along the Michigan Central track. Owosso has also secured an Auto Truck Co. This factory is being built along a sidetrack of the Grand Trunk.

Owosso business men are well organized. They secure their factories by offering good liberal inducements by way of factory sites and bonuses. So far they are getting a good class of factories.

Lansing is a city which has met with many reverses, having been hit hard by more failures among manufacturers, jobbers and banks than any other city in the State. She has withstood the pressure and made a remarkable record as a manufacturing city in the last few years. Her success is due largely, if not wholly, to one of the best business men's organizations in the State, which is composed of her best business men and bankers. However, Lansing was very fortunate in securing the Olds Automobile Co. the second time, which has been one of the prime factors in promoting Lansing. She does not give a bonus. She gives the factory site. Lansing has been very successful in getting a large number of factories in the last few years. If she hears of a factory looking for a location she does not wait until tomorrow, but sends her Secretary, Mr. Chilson, at once to look into its merits, and if favorable he returns to Lansing, calls a meeting at once and makes his report. If the concern is a desirable one every effort is made to secure the factory and, so far, she has been very successful. You will find that the manufacturers, business men and capitalists are very united in the city of Lansing. Two of the largest pay rolls in the city are the two automobile factories. One pays the middle of one week and the other pays the middle of the next week, and on these evenings the merchants of the city keep their stores open and the banks keep open until 8 o'clock.

I was going to tell you something about Grand Rapids, but as I discover Brother Stowe is present, I do not dare. Grand Rapids knows how.

Our chairman has told me to make my address short, from five to ten minutes. You can imagine my going to Detroit, Flint, Saginaw, Lansing and home in ten minutes and doing justice to the subject. However, I do not think it best to tire you farther about what other cities are doing. I could mention Kalamazoo and Battle Creek, but you know they are hustling and will rank with our best manufacturing cities.

Kalamazoo is making herself a convention city for 1909. I am not supposed to talk about Jackson. I wish I could, but I wish to say that, in reviewing the cities I have mentioned, my observation has been that the merchants and citizens are more loyal to the products manufactured in their home city than the merchants and citizens are to the goods manufactured in our home city of Jackson. I wish to say a word farther: We have one of the best located cities in Michigan—most central, best railroad center—and all you have to do to make it one of the best manufacturing cities in the State is to get busy, perfect an organization, put some of your surplus capital to work. If you will show me a thriving city I will show you that everybody works and capital works.

## Rhode Island Oyster Farms.

Oyster cultivation in Rhode Island is a big industry prosecuted in a big way, and it is an industry that gives excellent promise of becoming more important to the State than any other, for in it hundreds of thousands of dollars have been invested; invested not from a speculative motive but from a wise appreciation of the tremendous advantages of Rhode Island as an oyster producing State.

To all intents and purposes Narragansett Bay is one little oyster farm, over 15,000 acres of its waters being under cultivation. It seems impossible for the layman, traveling over the bay's expansive waters on summer excursion or business trip, to realize that from twenty to fifty feet under the surface of the waves which hurl themselves against the steamer's bow there are laid out in mechanical regularity farms as large as or larger than any of those on shore.

A Rhode Island oyster farm ranges in size from the one or two or three acres to that of many hundreds.

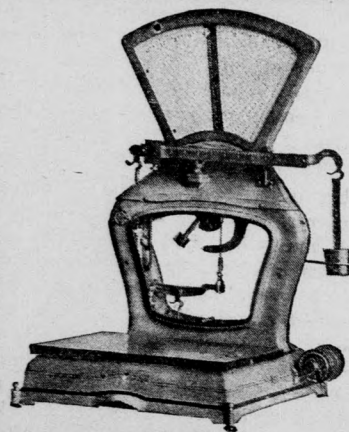
## How To Save Them.

Bink—Stung again yesterday.  
Wink—You are always getting stung. What now?

Bink—Answered an advertisement that said for a dollar they would tell how to save plumber's bills.

Wink—And the answer?  
Bink—Just two words: "File them."

The fear of to-morrow robs you of force for to-day.



No. 70

## Meet It Face to Face

at Wenonah Hotel, Bay City, during the Convention of the Retail Grocers' and General Merchants' Association, Feb. 9 to 11, 1909.

A Face-to-Face, Visible, Automatic, Reliable, Accurate, Computing and Weighing Machine. Built to stay built by the Stimpson Computing Scale Co., Detroit, and earning dividends in every nook and corner of these United States of ours, and Canada.

\*Address delivered by Frank L. Day before public meeting of business men conducted under auspices of Jackson Council, U. C. T.



### THE CREDIT SYSTEM.

#### How It Involves Loss for the Store-keeper.

Written for the Tradesman.

A man who had been conducting a retail business for a number of years was speaking of the merits of the credit system as compared with the cash system. "I don't know. I've always given some credit. I've sometimes thought maybe I'd change to cash entirely if I were going to move and start new in business in some other place.

"But it would be rather hard to meet the customers to whom I have granted credit for years, and who have paid their bills right along, with the spot cash proposition. I am quite sure it would make some of them madder than fury.

"And so I don't know but it's best just to let well enough alone and go on awhile longer just as I've been doing.

"I've never lost very much giving credit, anyway. About so many dollars will cover all my poor accounts in the twelve years I've been in business," and he named a surprisingly small sum. "It really has cut very little figure. I might class this loss as an unimportant item of running expenses.

"I've always been extra careful in giving credit and have required settlement as promptly as circumstances would permit. I never have let a man run a large bill unless he had the property to make it collectible or unless I knew him so well as to know he was perfectly good for it.

"If a customer proved slow in paying, or otherwise unreliable and "shaky" I have made it a practice to cut off the credit of such a one while the account was small, preferring to lose a few dollars rather than a greater sum.

"I've been here so long that now I am acquainted with pretty much everybody in this vicinity, and I know who are good pay and who are not.

"Altogether I've been very lucky. Sometimes I think I'm a little too cautious. Perhaps if I had given credit more freely I should have made more money. I can't tell.

"But I know I've lost very little through poor accounts, and that little has been made up many times over by the profits on the goods trusted out."

The statement of this man represents very accurately the position of thousands of small merchants all over the country who have not as yet adopted the cash system.

The writer is an admirer of the cash system and a believer in it on general principles, but has always held that the matter of cash or credit is something every dealer must decide for himself, and that local circumstances and conditions must be duly considered in his decision.

But I should like if possible to dislodge the delusion so firmly fixed in many minds, that the loss from bad accounts is the chief loss of the credit system.

Of course where the business is so large that a book-keeper has to be employed, then his salary is

counted as an expense attending the business done on credit. But where each clerk is supposed to make charges and the proprietor posts up and makes statements, and so forth, at odd times, then the loss from poor accounts is commonly reckoned about the only loss worth mentioning that is occasioned by the credit system. In reality poor accounts make only a small part of the loss.

1. With the credit system there is a loss in the use of capital. All that is tied up in accounts, even although they are just as good as the wheat, is not available. Of course the merchant may require notes to be given, but he can bank these only by backing them himself and perhaps giving a "shave" on them, and backing many notes is bound to damage his credit.

2. There is a loss in labor on every credit transaction. The quickest, neatest, simplest, easiest deal, the deal most satisfactory to all concerned, is the spot cash one. Some ways of keeping accounts are more laborious than some other ways, but under whatever clever and ingenious mask credit may appear, there is always added work for the seller.

3. Whenever credit is given at all there is some loss from neglect to charge goods. Where proper appliances are in use, and thoroughness and efficiency prevail, this loss should not be large. But the energy which is required to keep it from becoming large might be used with great advantage to stimulate some portion of the business that is lagging.

Along in this connection there should be mentioned the many annoying cases that come up of disputed accounts. A charge of an item or two will be found standing against a customer. When his attention is called to it he is positive he has already paid this. He may not be at all clear as to just when he discharged the obligation or to whom he gave the money, but he is awfully sure it has been paid.

Occasionally the performance will be varied by the customer's claiming he never had any such goods as those charged.

It may be policy to stand the loss in many such cases rather than press the payment of the accounts; yet even if the dealer does this, it is difficult to manage these little affairs without friction and the straining of pleasant relations.

4. There is an immense loss in the way of nervous wear and tear wherever credit is extended. It is a difficult thing to decide whether credit shall be granted in a given case in the first place. Then every new customer and some old ones must be watched constantly, and if signs of dishonesty or lack of thrift begin to manifest themselves those accounts must be cut short at once.

Oftentimes an account gets to running up higher than the dealer desires it should. Shall he cut it off and offend the customer, or let it amount beyond what his judgment says is the proper limit? Deciding just this

question is making many a storekeeper old before his time.

Perhaps some old customer who has been carried for years and always has paid promptly has sickness or misfortune, and while needing more goods than usual is not able to pay. It seems ungrateful, even heartless, in view of his long patronage, to cut him off in his time of need, and yet the dealer may know that he can ill afford to stand a large loss from considerations of sentiment.

All these perplexing questions relating to credit are bound to come up at most inconvenient times, when other weighty matters are pressing.

In a small establishment there is usually no employe to whom the passing on credits can be safely delegated. Many a man who is a faithful worker and a good salesman would soon wreck a millionaire if given control of the credits.

Now where the cash system is used, no matter what other questions come up for decision, the one of credit is always settled for every applicant in the negative. No one who has not spent some time on the torturing rack of the credit system knows the ease and restfulness to be found in the fact of its being settled in this way.

The average merchant has not at best too great a supply of strength of nerve and brain for carrying on his business. If he keeps himself fagged out over his accounts, then his business in general must suffer from his lack of freshness and vigor.

5. There is a loss of trade inevitable with the credit system. The theory which, more than anything else, causes it to remain in existence is that by granting "accommodations," by giving credit, a merchant will gain patronage which he would otherwise lose. That by so doing he will lose more desirable patronage than he might otherwise gain is apt to be lost sight of. The most desirable of all people as patrons are those who have the money to pay down for what they buy. Such are bound to go where prices are the lowest.

When there is a little account standing a customer may not wish to come in and pay cash for goods, thinking that he will be asked to apply his funds on the unpaid bill. How many times does the merchant who has given credit find that the patrons whom he has been obliging are tak-

ing their ready money and spending it with his competitors!

Where there is nothing left standing, where the board is cleaned up with every deal, the customers always feel free to come back.

It is impossible to refuse credit to some while granting it to others without giving offense. It will happen that persons who are perfectly honest and trustworthy will be turned down while those who are less so will be privileged "to trade on a book."

As a result the honest and worthy feel sore and think there are unjust picking and choosing.

The cash system puts the entire buying public on an equal footing. There are no "pets" and no one is discriminated against.

Modern methods all tend toward the lessening of expenses, doing business on small margins and depending on volume of sales for income rather than on excessive profits. The credit system for retail merchandising is squarely against all this, and in consequence is fast becoming archaic.

Quillo.

#### Getting Him Classified.

"What sort of an after-dinner speaker is Bliggins?"

"One of the kind who start in by saying they didn't expect to be called on, and then proceed to demonstrate that they can't be called off."

## Danger!

The red light has no more significance to the railroader than the absence of a telephone in the isolated home.

### "Use the Bell"

IT  
PAYS

CALL  
MAIN  
330



## WILLS

Making your will is often delayed.

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

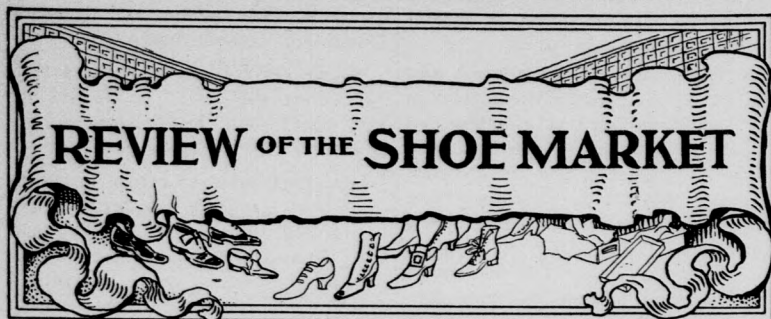
Executor  
Agent

**The Michigan Trust Co.**

Grand Rapids, Mich.

Trustee  
Guardian





### Mean Retailer Hatched Up a Clever Scheme.

"It was like this," began A. Lincoln Harker, of the Limbersole Footwear Company, when urged to tell the group about it. "It was like this: I presume none of you ever heard of Mosstown, did you?"

No one had.

"Well, then, if you never heard about the town, it stands in reason that you never heard of A. Skinner, the meanest shoe retailer who ever drew the breath of life, and one of the shrewdest."

"Those things don't go together, do they?" queried Willie Fitem.

"They do not, son, thank God!" replied A. Lincoln Harker, fervently; "and, although I do not intend to throw bouquets at present company, take shoe retailers as a whole, they are the most wide-awake, the nearest honest and closest to the whole-souled mark of any class of retailers."

"Of course, you aren't expecting to sell any goods here this trip?" remarked Mr. Laster, sadly.

"I never failed yet! but that isn't why I say it. I have been in several lines. I've sold groceries, dry goods, clothing, and wines and liquors on the road, and I was once a retailer of flour and feed and I am competent to judge. The shoe retailer is all of the things I have said, excepting only a few—"

"Who do not buy Limbersole Footwear of you!"

"Go to! I sell lots of mean men Limbersole Footwear. They're just the shrewd kind who can't resist my prices—and this A. Skinner, of Mosstown, used to be one of them. Used to be. You will note the tense."

"Story! Story! Story!"

"Well, here it is: Old Skinner got onto a scheme which, I understand, is not very new, but I had never heard of it, and it was new in Mosstown, of offering for a specified week, a year ago last fall, a certificate with every purchase of shoes. This certificate, if presented during the week of August 24, this last year, he agreed to redeem for half its value in shoes. That is, I go in and buy a pair of shoes for \$4. I pay cash and get the shoes and a \$4 certificate. Now, if I keep that certificate for a year and go in during the week of August 24, by in cash. Great scheme, you see. A presenting the \$4 certificate I can get \$4 worth of shoes by paying only \$2 good share of the certificates would be lost or mislaid during the year, and those that did come in would be very few and far between, and he could stand the heavy loss for the sake of the advertising that would come from

the customers who were persevering and got goods at half price."

"The scheme certainly looks good," remarked Mr. Kip.

"It was good, and would have worked out all right, if Mr. Skinner had been even moderately popular with his compets. But he was not. He no sooner began advertising that scheme, during the dark days of August, 1907, than the other retailers began to get together and have close converse, one with another. And they cooked up a little cake."

"What was it?" asked A. Small Sizer.

"Wait! The scheme took nicely for the Skinner store. It was a pretty hard season, if you remember."

"Do we?" said Mr. Schumann; "do we remember, brothers?"

"We do!" replied the brethren.

"Well, you know how it made the other retailers feel to see that scheme bringing in some trade to the Skinnery. Of course he had already cut prices quite a good bit in order to get people to wear shoes at all, and the certificate was just the added touch needed to make a little movement."

"Same as one of the Little Early Risers," remarked Hi Ball, the expert clerk.

"Nearly the same. But there were cramps came with this sort. Those other retailers got together and raised a little pool, and when the week opened the other retailers had hired ten young women to work for a week, and they were sworn to secrecy. Their business was to hang around on the street, two or three always being on duty near the Skinner store. When a customer would come out one of the girls would follow him or her to a safe distance and then, using every art possible, beg for the certificate to add to a collection of advertisements. The vouchers were prettily gotten up and the girls called attention to their beauty and usually got the certificate with a little clever wheedling, always if it was a male customer, and as fast as they got them they turned them into one of the other shoe retailers who had been made collector. Sometimes a shrewd woman or some old skinflint of a man customer would fail to drop to the wheedling game, and then the girl would change her tone and do everything that she could to get the customer to value the voucher, and save it, and, in addition, she would get his or her name and address and, in any case, as soon as her task was done she would return to work and take her place in line, as it were, ready to trail customers from the Skinner store. By following this plan, very



## The Lucky Shoe Dealer

placed his order early for

### H. B. Hard Pans

You know this line has gone steadily on growing in value from good to better, from better to best—his lot were the best values he had ever seen—bought them at the lowest prices—shoes that will earn big profits just as sure as 2 and 2 make 4.

The unlucky dealer knew about H. B. Hard Pans, but he said, "What's the hurry? I'll write next week."

The lucky man wrote P. D. Q. He won. Which man would you rather be? You may be too late already. We'll tell you if you are—if not, you'll get the strongest line of money-making everyday sellers on the market today.

It will cost you only a penny to find out—better write today.



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



### Herold-Bertsch Shoe Co.

Makers of the Original  
H. B. Hard Pans

Grand Rapids, Mich.

## Grand Rapids Shoe & Rubber Co.

Grand Rapids, Mich.

### Wholesale Dealers

Shoes that Wear Well, Fit Fine and Cause Comfort.

Rubbers that Keep Out the Wet.

Unequaled in  
Quality, Fit, Style.

State Agents



U. S. A.  
TRADE MARK



few customers, during the entire week, left the store without having given up their little certificate or else their name and address, and all the time Old Skinner failed to get onto the fact that there was anything doing. After the week was up the relentless ones began a campaign among those whom they had missed. Some they bought in for a trifle, some they got for a little more wheedling, and, by a series of letters, written by a lawyer whom they took into the combine, they either got the voucher or else so impressed the customer with its value that it was carefully preserved. A letter sent out a week before the date help to keep these customers from forgetting.

"Meantime, the week passed and all quieted down. Skinner got up other schemes which worked some, and the voucher scheme was almost forgotten in his place of business. The hard times came on, and it got to be hard sledding in the house of Skinner. And the months drifted around until it was the 24th of last August. Early that morning, a bright young girl, employed by the syndicate, slipped into the store and picked out \$18 worth of fine shoes and rubbers, and had them laid away to be called for a little later. At intervals during the day other innocent looking people did the same. Not a voucher was flashed until quite a number of hundred dollars' worth of goods had been priced, picked out and done up and laid away, and not a voucher had been flashed. The work was the work of experts and the prices were right and the goods staple. Then each one of these people went back and asked that the goods be held another day. The Skinner force was unsuspecting, and Old Skinner was overjoyed to see trade picking up so. Then quite a lot of good, prominent citizens who didn't like Skinner, and had never traded with him, began to drop in and take home prodigious lots of shoes for their entire families on approval. He was crazy with delight at this prospect of new trade, and made close prices and offered his best goods, in which there was much of rubber. And then these same people, without bringing their first purchases back, got other sizes of the same lines for home decision. It was scandalous. Not a voucher had shown up, excepting a few from the old skinflints mentioned previously, and everything seemed to be working smoothly at Skinner's. Then, the third day of the week, Wednesday afternoon, the whole bunch came back to the store, almost in a body. The 'done up and laid away until called for' customers came first, claimed their goods, flashed vouchers and made a quick get-away. Then the approval folks came in and decided to keep all of the goods they had taken out, paid 50 per cent. cash, flashed vouchers for the rest and were on their way. The Skinner force was aghast. Skinner had gone away for two days and the clerks did not see any way but to live up to the promise. Then things came in a perfect storm—dozens, hundreds of vouchers. The head clerk wired for Skinner. He came as

fast as a train would carry him. He stormed into his store and repudiated the first certificate that was presented. He stormed and raved. He tore one up before a customer's eyes. In twenty minutes he was under arrest for fraud. The whole town went wild. Everybody wanted some of the loot. Coolly, calculatingly, the manager of the trust doled out the vouchers to whoever had judgment in selecting footwear and knew prices. Everyone who knew shoes or rubbers, or needed shoes or rubbers, knew where to get vouchers, and the Skinner store was swamped, deluged, buried under sales of goods at 50 cents on the dollar. Skinner made a desperate attempt to raise the price of his goods to make up, but, out on bail as he was on one charge of fraud, he dared not risk another.

"Meantime, the calm, calculating, relentless enemy was doing another thing. You know how close to the cushion a good many people with big stocks were all this last year?"

"We do; we do!"

"You know when a jobber or a manufacturer has renewed a dealer's paper several times how suspicious he gets?"

"We do; we do!"

"Well, right in the midst of that awful week, the C. C. R. enemy had a clever newspaper correspondent write the thing up strong and send it to papers in all of the cities where Old Skinner had creditors. What was the result? They swooped down on him with attachments and every sort of trouble makers, and the second week in September Skinner closed his doors, and his stock was sold only just the other day at auction, and brought, oh, the irony of it! just 50 cents on the dollar. Old Skinner has gone back to cobbling.

"I wish I hat peen dere," remarked Mr. Izensole, wistfully.

"Now, on the dead," asked George Stark, the Chatham-Four-Corners man, as he and Harker walked back to the hotel together; "on the dead, what was the rights of that yarn?"

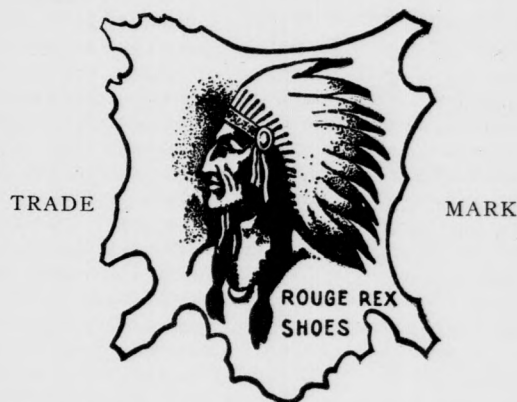
"It was a good story, wasn't it?" replied Harker.—Ike N. Fitem in Boot and Shoe Recorder.

#### Meerscham Running Out.

Unless a fresh source of supply is found, meerscham will soon be worth double as much as it is to-day. The article was introduced into Europe, so far as its use for pipes is concerned, through Turkey. This was about the year 1750. A large supply was also found in Ruhla, in Germany, near the Thuringia Forest, which, until recently, gave employment to about five thousand hands. Many of the most notable among the German sculptors had their first training as carvers of meerscham pipe bowls. The supply, however, has now almost ceased, and the only important beds in the world to-day are in Asia Minor. The industry there is now controlled by American and British capital, with the result that the stuff is now 50 per cent. dearer than it was a few years ago, with the prospect of a further advance in price at an early date.—Dundee Advertiser.

## ROUGE REX SHOES

### Raise Retailers' Sales



Made for men and boys;  
Made of solid leather throughout;  
Made over lasts that conform to the foot;  
And they make friends for the retailer  
because they satisfy.  
Order now.

## Hirth-Krause Co.

Shoe Manufacturers

Grand Rapids, Mich.



## The Sales . Creating Power

of R. K. L. Shoes is a matter of common knowledge.

Have you ever tried them?

If you have you know that good service is a certainty with every pair.

Your customer also knows our trade mark is an assurance of better and more shoe value for his money than can be had in any other make.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.



**DANIEL BALL.****Comprehensive Review of His Career as Banker.\***

When an employe and partner of Mr. Daniel Ball for some ten years, from 1853 to 1863, I learned from him at an early period of our personal acquaintance somewhat of his younger history:

He was born in Western New York near Rochester. He enjoyed the privileges of the ordinary schools, acquiring a fair education such as was given by the common schools of seventy years ago. He was a good scholar to learn and acquired knowledge easily. In his young days he, with many others situated as he was, longed for a life in the West and, with a limited amount of money but a large amount of energy and ambition, together with qualities more than the ordinary, came to Michigan during the early 40's. Portland, on Grand River, was his first stopping place. From there he came down to Ionia, and at those two points he made his first introduction as a business man. He became early acquainted with the principal business men of the two towns and soon led in their pursuits and manner of doing business. He was very soon engaged in transporting wheat and flour to this place, and also to Grand Haven, the only way to market it during those years and for some fifteen years later.

The larger investments and a wider field of operations brought him here, after remaining in those towns for a year or two. I think he came to Grand Rapids in 1843 or '44. He was one of the older settlers, so considered when I came in 1850, for he was well established in various lines of work at that date. He had continued the grain business and was the purchaser of most of the wheat and flour produced in Ionia county. During this period it enjoyed the reputation of producing wheat of a very fine quality and Michigan white wheat was held to be, by Eastern buyers, quite equal to if not better than the noted Genesee Valley wheat of New York, which at that time was very much sought after. Ionia county at that date was beginning to raise considerable quantities of the article. The principal men of that county—particularly Mr. Sessions, Mr. Hall and Mr. Carr and some others—were the early men who transmitted to Mr. Ball the overplus of their farms. He was always in the market and purchased at a fair price whatever they had to deliver. The mode of transportation was limited, but through his ability, aided by men like Captain Parks, he built scows and a small steamer fitted to transport such products. At the same time steamboats were built at this port, where the grain was transferred to the steamers and then taken to Grand Haven. The falls at this place, together with the dam which had been placed across the river, prevented the scows from proceeding any farther.

\*Paper read by Mr. Harvey J. Hollister before the Historical Society of Grand Rapids, Jan. 5, 1908.

Those days were trying ones for strong men—the farmer, the middle man and the merchant as well—indeed for any one man or woman seeking to gain a livelihood and to obtain a good title to the farm and property on which they were located. Many a man felt at times that it was hardly worth while to toil and struggle as one had to, but young men full of energy and endurance were those who led the way and formed the major portion of the inhabitants, they and their young wives. Michigan, however, was largely, during the 40's, coming to its own. It had, in a great measure, outgrown the stigma cast upon it by Congressional committees sent out in 1818 to designate lands for the soldiers of the Revolutionary War and the War of 1812—who had represented to Congress that after a good deal of investigation they had come to the conclusion that there were not over 1,000 acres in the territory susceptible of being set aside for that purpose—and the great disgrace brought upon us by the institution of worthless banks in the 30's. Its real resources were now beginning to appear and in the 40's emigration to Michigan, both from New York, the early home of Mr. Ball, and from New England, was large. Men of means and men of character, energy and endurance came to this State and Illinois in great numbers. There seemed to be no hesitation. The Grand River Valley was the El Dorado for many young men seeking a Western home. It had come to be known as possessing splendid forests, fine oak, hickory, black walnut, indeed, all kinds of timber known to the Eastern lumbermen, together with soil almost unparalleled for fertility, so that Mr. Ball came none too soon. Through his instrumentality many men were

induced to come here and settle down. When I came in 1850 Mr. Ball had already become one of its leading citizens, for besides transporting grain from little towns about he was engaged in the foundry business with the McCreas. He had purchased a large amount of real estate in the First Ward and also in the Fourth Ward, then termed the Dexter Fraction. He was building steamboats and running them upon the lower river and was by far the most enterprising person of that enterprising time. He was supposed to be the most wealthy person in the community in 1850. Grand Rapids, during its prior history, had seen some pretty hard times, quite shut in, surrounded by heavy forests, which had had but little commercial value. It was now fast passing out of its infancy into young manhood. With the increase of enterprise Mr. Ball was a glad member and assumed his full portion of its added tasks and responsibilities. Quite too busy to ever take on the cares of office, he bore without complaint or hesitation an ample share of its burdens.

In the early 50's when I first became acquainted with Mr. Ball he was in the full tide of prosperity. I do not now remember that at that time any one in the town had a better opportunity or indicated greater qualities as a business man than Mr. Ball. He had many men in his employ, either busy as machinists or engaged in transportation or in building steamboats, or connected with the small Exchange Bank of Daniel Ball & Co.

It was in February, 1853, that I entered his employ. It was with much hesitation that I did this. I was entirely unacquainted with the character of the business, that of banking. Mr. Ball proved to be one of the

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kindest, most patient and most helpful employers that one could have, for only some six weeks after entering his office I was taken with inflammatory rheumatism in its most severe form. For a month or more I was confined to my home, quite unable to do anything. At last, feeling my inability to fulfill my agreement with Mr. Ball, and knowing well the necessity of having a competent person in the office, I sent word to him by my brother, Dr. Hollister, concerning my situation, begging him to look elsewhere for a suitable person. His reply was as follows: "Doctor, tell your brother that we will get along as well as we can in his absence. When he is well again we will be glad to welcome him back." This was something I have never forgotten. It was in this spirit he treated me during the nearly ten years of my connection with him. During this period he was a very busy man. Oftentimes the pressure of affairs was so heavy that it would be the early morning hours before he would leave his office, and many times his frequent visits to Portland, Ionia or Kalamazoo would be made during the night, leaving the day for engrossing business. I now think it would be impossible for any man to devote more time to work than he did. At this period he was in the prime of life, of a fine physical build and untiring energy. There seemed to be no such word as failure in his vocabulary. He had been engaged in banking but a few months when I came to him, commencing in 1852, and I entered his little office February 23, 1853. He was a born banker. With this particular part of his many lines of business I soon became acquainted, although, indeed, he led me, during the earlier years, into an intimate acquaintance with the various lines of work in which he was engaged. But it was as a banker that I knew him best.

At the time when I entered his employ the town had become almost a city, and it was only a year later that it had grown to have a population of over 4,000, and the young city was increasing rapidly in wealth as well as population. The towns of Grand Haven and Muskegon were also pushing ahead. Great forests of pine that lined the Grand and Muskegon Rivers were coming into notice. Men of more than usual acumen and business ability were coming to the front. Of these Mr. Ball was held to be of the very first. No one among the many surpassed him in untiring energy. His acquaintance was almost unlimited. Men came to him for advice, and money as well, in great numbers. His various interests were constantly enlarging, until they finally reached Detroit, where he purchased the Peninsular Bank, then one of the four banks in the State, and a little later a bank in Pennsylvania was purchased by him. But it was reserved for another enterprise that he now adopted and pushed to its limits: the Michigan City and South Bend Plank Road. A plank road extending between Michigan City, Indiana, to an

enterprising town some miles distant formed the basis of his operations.

Among the various acquaintances then formed by Mr. Ball was that of Mr. C. B. Blair, a most estimable gentleman and banker of Michigan City, who, after accumulating a handsome fortune at that place, removed to Chicago, and there established the Merchants National Bank, which he carried on before and after the great fire with unexampled success. The Merchants National Bank continued to be one of the great banks of that marvelous city for many years.

The portly address and dignified bearing of these two gentlemen were very noticeable; each one was truly a gentleman. In 1856 I was called upon to visit Michigan City in connection with some important business to be transacted with Mr. Blair. I found him very accessible, and my visit there and interview with him proved to be the commencement of an acquaintance that ever after, and until Mr. Blair's death, was most enjoyable and helpful. Mr. Blair had already purchased the right to issue a form of currency based upon the charter of the Union Plank Road reaching out from Michigan City to Union City. He was issuing quite a large amount of bills used for circulation, his worth and commercial standing having given him great credit, so that the circulation amounting to from \$100,000 to \$200,000 gave him no concern, although at certain periods it came home for redemption quite rapidly. With the knowledge obtained by Mr. Ball regarding the redemptions and their frequency as a base, he ventured to embark on a similar enterprise, and so acquired control of the stock of the Michigan City and South Bend Plank Road. The circulation based upon the charter was very similar to that already successfully in use by Mr. Blair. It was signed in Michigan City by the Secretary and sent here, where it was put in circulation. So largely was that form of currency used in this vicinity and in this part of Michigan, and so promptly was it redeemed, that it served to drive out many of the other forms of money then in vogue.

A large part of the period during the time I was in the employ of Mr. Ball and was his partner in the banking business the State of Michigan was flooded with unsecured and unworthy circulations. Much of it emanated from George Smith & Co., of Milwaukee, and from residents of the city of Chicago, and also from less reputable men, all of whom were apparently seeking to accumulate property rapidly, some of the places of issue of this form of currency being in the Southern States, most of them inaccessible and at places where no regular banks were located. In the latter part of the period, and about the time that I became partner in the business, the States of Illinois and Wisconsin passed laws by which banks were established which were supposed to be secure. It was known as the free banking system and the

circulation was secured by State stock. It was supposed that this form of currency would be entirely good. If any bank should fail its circulation would be retired by the sale of the securities deposited with the State Treasury. So freely did this new form of money enter into circulation that, during the following years, it became largely the money that was used both in Illinois and Wisconsin and also in this State. On account of our dealings with Chicago and Milwaukee, which were our only markets at that time, it was unquestioned that their money should be ours to a large extent. The advent of many Eastern people, particularly during the latter part of the 50's, brought quite an amount of Eastern capital to us. Those who came unaccustomed to any but Eastern funds hesitated in placing any reliance upon the so-called money of the New West. However, in spite of all that was said (and much was said) against the stability of this Western money, both the Illinois and Wisconsin currency and the notes of the Michigan City and South Bend Plank Road formed about the entire circulation of this portion of the State. George Smith & Co., and other operators withdrew in large part their form of money from the hands of the people. They were obliged to, the law compelled them so to do.

George Smith, a Scotchman by birth, sold out his property in Milwaukee and Chicago to a large extent and went back to Scotland to pass his last days. Some fifteen

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years ago he died, leaving one lone relative, who was living in the city of New York, and has since died. To this nephew he left some \$40,000.00. This sum Mr. Smith accumulated in a large measure in the United States. He was a very frugal man. His capital had greatly increased after leaving this country for his old home. He retired from business about 1858, and, leaving the country, escaped all the vexation and trials that he would have encountered on this side arising from our Civil War. Whether his Scotch sense foretold him of the immediate future history of the country and of the long struggle that was to ensue so soon I do not know, nor did he. The fact remains that his colossal fortune was largely made in this country. Colossal at that time, still many others surpass it at the present.

I do not now remember that Mr. Ball ever had any business transactions with him. Similar in many of their characteristics they both alike desired to accumulate rapidly, and in many ways that would now be unlawful.

During the period last referred to, say the three years before the Civil War, the "Ball money," as it was familiarly called, enjoyed a circulation of some \$75,000. It was always promptly redeemed in other notes supposed to be at the time of equal value, but results showed to the contrary, for in the spring of 1861 when war had been declared securities that lay behind the notes of the Illinois and Wisconsin banks began to decline and finally most of them went out entirely. Many of the banks had deposited the stocks of the Southern States, which were supposed to be good at the time of receiving them. The Southern stocks were repudiated by the respective States and the currency based upon them became worthless, with here and there an exception. Most of these banks were located at inaccessible points, far removed from any railways, for it must be remembered that there were but one or two roads at that date that reached the Mississippi River.

It has during this period, from 1858 to the end of 1860, that Mr. Ball enjoyed the greatest prosperity. Yet he was suffering much from illness during part of that period, brought on by his overwork. His energies and ambitions seemed to have no limits. He could not tarry by the way, his plans must succeed. If foiled in one direction he would turn to another. He had many warm friends and some enemies. The form of currency which he seemed to favor, unsupported by anything but his own credit, gave many opportunities to those jealous of him and desiring his downfall. They sought in all ways to discredit his money and so harass him. It would have been far better for him and those intimately connected with him if he had never cared to be connected with any unsecured currency, for in 1861 when the war broke out his troubles commenced. During the spring and summer of 1861, before the State felt the stimulus of a better form of money

issued by our National Government, with severe losses accruing through the submersion of the entire banking system of Illinois and Wisconsin, on which the State so largely depended during this period, his losses were simply overwhelming, so much so that on the 4th of October, 1861, Mr. Ball felt it necessary to place all his property in the hands of Judge Withey, to be used for the protection of his creditors. Daniel Ball & Co. did the same.

I can not but remember the fearful spring and dreadful summer of 1861. In May of that year, in company with Mr. W. J. Wells, a neighboring banker, I visited Chicago for the purpose of disposing of an accumulation of this Illinois and Wisconsin money, belonging to the company, held by one of the Chicago banks and accumulated by us. We found it quite impossible to obtain any New York exchange, except at a rate which looked at the time very exorbitant. I finally did purchase a \$10,000 draft, for which I gave \$11,050, but the rate seemed so high that we finally concluded to purchase, with the balance of our currency, a cargo of grain, to be shipped to New York for sale. The purchase was a fatal mistake. We had better have paid 20 per cent. for New York exchange. We returned home, however, thinking that we had done the best possible thing under the circumstances. Mr. Wells worried along for another month, finally making an assignment of his property to Mr. James Miller, an active attorney of this city. In this transaction and in the failure of the banks above mentioned, and also of many others throughout the country, the company's capital was swept away. However, it struggled on, hoping to recover, until October 4, when it finally surrendered.

To have all our efforts at once brought to a conclusion to a man like Mr. Ball was an impossibility. He could not lie down, he must work. While much older than myself, we both worked on, each in our way, to extricate ourselves from the hands of our assignee and again to obtain possession of our various properties. At the end of some two years our assignee transferred to us the properties in which we were interested. Sometime in 1863 Mr. Ball said to me that he wanted to remove to New York. I, of course, was solicitous to close up the remaining obligations of the bank at the time. All of the circulation of the Michigan City and South Bend Plank Road had been retired, paid in full, but there were some debts still due in and about the city, and also in New York, amounting to some \$20,000 or \$25,000, one-fourth of which was for me to pay. Some assets of the institution still remained. My own property had by this time been entirely used up, but I was a young man, as I said, only 30 years of age, with hopes of a better position, a better future, and by no means was I discouraged. I therefore said to Mr. Ball that if he would release me from his share of our just indebtedness, I would do the same for my share, and

that he might have all the remaining assets. I think we were to have some six months in which to accomplish this end. To this he consented after some consideration. He allowed me to select certain of our creditors' claims for an amount sufficient to cover my share of the indebtedness. To these creditors I immediately gave my statement of our condition and of my desire. To the surprise of many I found no difficulty in getting further time, by giving my unsecured paper, so that in thirty days I returned to Mr. Ball with my share of the company's indebtedness. I think it was some two years before the balance of the indebtedness was arranged and my name taken off.

During this period many things oc-

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curred which it is not necessary to mention here. Mr. Ball left the city for New York late in 1863, and never returned until some years later, when he was brought back for burial. Mr. Ball was an unsatisfied man, he was getting on in years and, although he would have done far better to remain here, yet the man was still exceedingly ambitious, and he, like some others, wanted to try his hand in some larger way and among strangers.

For almost ten years Mr. Ball and I were intimately acquainted. Almost to the end he was the same patient, long-suffering man that he was the first year of our acquaintance. He possessed many qualities which men admired and which drew them close to him. Some of these men deserted him during the last years of his life here and this embittered him.

It is now forty-five years since he went away. I think of him as a man disappointed utterly in his expectations. I heard often of him while in New York. While there he succeeded in some of his undertakings and in some he failed. He was able, however, to preserve his home and a sufficiency for his family. He died in Jamestown, New York, from which place he was brought here at last, to be buried in the Fulton street cemetery. He left a widow, one son, Byron, who afterwards became Attorney-General of this State, and two daughters, beautiful women, whom I afterwards visited in New York, where they resided until some years later, when they purchased a quiet home about ten miles out of Atlanta, Georgia.

Mr. Ball was a man for whom many had the highest esteem. His life, during the time that I was with him, was more like that which a loving father bestows upon an obedient son. The days and sometimes long nights, but never too long, that we spent together led me to regard him with affection, possibly with greater affection than that of any other one in his employ or associated with him. With me the world has gone on, and I have much for which to be very thankful. To him the world and its successes seemed to close down. In spite of all, while Mr. Ball was a resident of this young city and during the time he remained an operator in Grand Rapids, he was considered the leading citizen, with energy unequalled and ideas abundant, and with what seemed to be, also, a large view of the future. He was counted, as I have already said, as the most enterprising, the most forcible man of Western Michigan. It now seems to me he was born too early, and still his qualities of mind were so much needed during those years when Michigan was coming to its own that it must be that he filled out his appointed time, and that all hard work was time well spent.

I desire to add to my own testimony, regarding the indomitable energy of Mr. Ball, that of another old citizen, now dead. He evidently wrote out of the fullness of his heart. It is the only outside word

that I have had, and only by the merest chance did it come to light as I was looking over some old papers preparatory to consigning them to the flames. The paper had in it as follows: "What I Have Seen in Grand Rapids," and was evidently comparing Mr. Ball's character and life with those of another person who died here under peculiar circumstances. The paper was intended for my sight alone, but I know of no reason why that which he says regarding Mr. Ball should not be given out. It reads as follows:

"There was in this city for many years one man on whom laborers seemed to rely more than upon all others for their daily bread. With his steamboats, his flouring mills, his foundries and machine shops and other industries he gave employment to a small army of men that could hardly exist without his aid. With his banks he upheld the merchants, the manufacturers and the business of the Valley. His genius and enterprise opened up the path of wealth for his fellow men. No one questioned his habits of temperance and morality, and strangers looked with admiration upon his stately form passing upon the streets. In premature old age, with energies exhausted, misfortune overtook him and he left the city comparatively poor. A few years later his lifeless body was brought back for its final rest among his former friends in the field of his manly efforts."

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A solid mountain of marble, nearly 14,000 feet high, promises to make the United States the richest marble country in the world.

If 5,000 feet of this marble were mined each day for 1,000 years, the quarries would not be exhausted; and if all other known deposits of white marble in the world were heaped up in one mass, it would be but a foothill as compared with the white marble deposit composing this mountain.

So great is the deposit of white marble that if perchance every person in the civilized world should expire to-day, a monument of generous proportions could be provided for each individual.

White House Mountain, in Colorado, is one solid mass of pure statuary marble.

For the present requirements there has been exposed one section of solid white marble, one mile long, three hundred and thirty-five feet thick, and extending back at least a mile and a half, as indicated by drillings. The cores from these drillings show that all of the marble clear to the bottom in this cross section of the deposit is sound and beautiful.

Of this immense deposit 41 per cent. is pure white statuary marble, and 59 per cent. is divided between golden vein and a beautiful dark vein. The golden vein marble gives the warm coloring that is found in onyx. The statuary marble is flawless and without a trace of color or shadow, and in quality is equal or superior to the most famous Italian and Grecian marble.

This marble can be quarried in

blocks or pillars of any dimensions, a 50-ton derrick and the maximum capacity of the modern railroad car alone limiting the size of the commercial product. At this time the output is 1,500 cubic feet a day, but within ten years it is confidently believed the production will reach 10,000 cubic feet per day, the demand alone limiting the output.

Although this industry is scarcely two years old, it is coming to the front with amazing strides. Two years ago the town of Marble, for many years an abandoned mining camp, had a population of four persons. Today it is a bustling little community of 1,000 persons.

#### Lansing Business Men To Banquet.

Lansing, Jan. 19.—The banquet of the Business Men's Association will be held at the Masonic temple on the evening of Thursday, January 28.

Rev. F. G. Ward, of Plymouth Congregational church, is to preside as toastmaster and Rev. O. J. Price, of the First Baptist church, will deliver the invocation. For the principal speaker of the evening the committee has secured L. F. Trefz, of Chicago. Mr. Trefz is termed a "live wire." He is a member of the Chicago Association of Commerce, and has for a number of years been lecturing on business topics before associations throughout the country.

The committee endeavored to secure Mayor Brand Whitlock, of Toledo, but he could not arrange his dates, although he promised the committee to come another year.

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## A DEAL IN SARDINES.

## Concerning a Grouch and a Mountain Blizzard.

Written for the Tradesman.

Blair's store is out in the Far West, which is no longer in view from St. Louis, Missouri, but is beyond the zone of pajamas and plug hats. There are mountains and canyons, and precipices and snow slides, and wild creatures with long appetites and short tempers about this store of Blair's, and little else. Tucked in behind the mountains and stuck on the side hills there are cattle ranges and other things denoting the presence of human beings, but the store stands alone on a rocky ledge by a stage road.

Blair has a fairly good trade when he can get goods to sell, but there are times when the heavy freight wagons fail to get over the passes, and then the cattle men and hunters and miners threaten to tie him up to a tree by the neck. On these occasions Blair only sits by the red hot stove, if it is winter, and grumbles. He is a grumbler, anyway you take him. He is a grouch proper, or was.

He lives in a locality where, at any time of the day or night, he can catch Nature in the act of making a new world—grading down high places, filling up holes, leveling off bumpy spots, and landscaping for the benefit of those who will live a thousand years from now—but he never notices such things. He grumbles.

Last December Blair had no goods to sell, and some of the regular customers of the place thought of pitching the structure off the ledge, but they changed their minds and went back to the hills to subsist on wild game. In her work of fixing up new farm land for the agriculturists of the thirtieth century, Nature had thought best to knock off the tops of a couple of mountains and deposit them in the pass through which the stage road led to the store. And there was no more pass, and mighty little to eat.

The last person through the pass before the grading began was Clinton, the drummer. He does not call himself a drummer, but his customers do. Clinton, of course, has a tribal name, but that doesn't matter. He had a large packing case of sardines, and that matters very much. Clinton was due through the pass at that time of year, but the case of sardines just happened. He had discovered it sidetracked on his way in, and had negotiated for its transportation. Hence the sardines.

Clinton found Blair sitting by the redhot stove aiming expletives at the situation, at the mountains, the valleys, and the clouds and the winged things floating above the same. Blair was not saying anything when Clinton entered with a grip in his hand. He had long since discovered the futility of words. If language could have melted the scenery, the whole county would have been running out to the Gulf of Mexico in liquid form long before Clinton got there.

"This climate," said Clinton, dropping down on a soap box, "is too

sweet for anything! Makes a fellow confounded hungry, though. Where do I eat?"

"When you get tired of biled rock," said Blair, "you might try one of these here vegetable baskets a la mode. I'm feedin' on cracked corn."

"Oh," said the drummer. "Provisions given out, eh? Well, we can keep warm anyway," he added, cheerfully, thinking of his store of sardines hidden in the snow.

"Sure," grunted Blair, "we'll have hot air for breakfast, dinner an' supper. That's all we will get. Now, what the d—ickens is that?"

"That" was a kicking at the door, which finally flew open to admit a man and a woman, wild-eyed, red-nosed, staggering from exhaustion and lack of food. The young man helped the girl to a seat on an inverted basket and turned to Blair.

"If you've got anything to eat or drink," he said, "we'll pay you well for it. We've been lost in the mountains for two days and nights."

The girl slipped from the basket to the floor. The young man knelt by her side and raised her head to his knee. Clinton got a bottle out of his pocket and began rummaging the store for a cup. The merchant, sympathetic and anxious for all his characteristic grumbling, prowled about looking into empty boxes and barrels.

"Help yourself!" he said, turning a pitying eye upon the girl. "Transient trade solicited. Have the steam turned on in the bridal chamber in a minute. Push three times for the nigger cook and nine times for hot water."

"Blair," said Clinton, "you're a fool!"

"I suppose," said Blair, "you think I touched the button for this here freeze-out an' starve-out! I tell you there ain't enough to eat in the house to feed a fish. Now, what's comin' off out there?"

The door was banged open again and three tall men and three tall guns entered and gathered about the little group on the floor. There were two young men and an old one. Clinton looked at the young men and back at the girl, considered the look of hate in the eyes of the three and decided that the young man who had been lost in the mountains had eloped with the sister of the young men with the long guns.

Outside the storm rose higher and higher. Snow fell like a blanket and piled the low places deep, and they all knew there was no getting out for days.

"You've caught us," said the young man kneeling by the girl. "I thought we'd lost you in the storm. It is just as well. We'll never get out of here alive. The pass is closed, and we'll starve. Don't let the girl know when she comes to."

"If any of you fellows can hit a flock of barns with them long guns," growled the merchant, "you'd better get out an' look for game. In another day the snow will be too deep an' you'll be too weak. If you don't do something we'll be eating fricasseed washboard for supper. Register

before you go into the dining room, and don't make face at the waiter girls."

"I gather from what this woman thief says, and also from the dodderings of this imbecile," said the old man, turning to Clinton, "that there's no grub hereabouts? If we're up against a dead one, just give it out."

"Nothin' doin' in the feed line," replied Blair. "If you see any hungry people out in the snow, steer 'em in. I might 'a' got through alone, but here's six sawed off on me at the last minute. How'll you have the champagne served? Wet or dry?"

"Well," said the old man, "this here woman thief seems to be the cause of most of this disorder, so if you've got a rope handy we'll run him off. He won't be consumin' any commissary after we get done with him. Trot out your rope."

The wind lifted its voice at the corner of the building and came down upon a window strong-armed and ruthless. The glazed sash flew inside, and for a time the men were busy stopping the avalanche of snow with boards taken from the shelf rack. The girl opened her eyes, black in a face as white as the snow outside. When the break was in a manner mended, one of the young men came forward with a rope.

"Now, dad," he said, "you know what we agreed to. Him for the rope."

The girl struggled to her feet and stood before them with outstretched hands. The threatened man stood before her calm-eyed and without visible emotion. The determination of the three was unmistakable.

"He's brought us here to starve," said the old man, "but we'll see that he don't starve with us. The atmosphere'll be clearer after he's done for. Now, girl, you just sit down an' remain docile. He deserves what he's goin' to get, all right."

"Wait a minute," said Clinton. "I take it that we are all done for right now, it being only a question of time? Is that it? Yes, well, then, I'm going to make a bargain with you fellows. I'm going to give you all life in exchange for the life of this young man. That is, I'm going to feed you until you can get out and secure game. Is it a bargain? If I produce the food will you give me my way?"

"If you've got grub, bring it out," said the old man. "We'll make no terms. Bring it out or we'll toast your feet until you tell us where it is."

"If you try to get gay with me," said the drummer, "you'll starve to death, every one of you. I offer seven lives for one. It's your play."

"Let's see your grub," hesitated the old man, but Clinton shook his head wisely.

The three conversed together, the girl watching every motion and listening for the slightest word. The old man turned, after a time, and nodded his head in the direction of the drummer.

"All right," said Clinton, "I'm buying this man with sardines, and giving him to this girl. These funny

little fishes ought to be painted on the family shield, if the family ever has a shield. Now, Blair, you get out some crockery and we'll have our first meal. Who'll help me dig the sardines out of the snow?"

They had sardines for breakfast and dinner and supper, but even Blair forgot to grumble and say sarcastic things, for Dan Cupid was there in their midst, and even the father and brothers became in a manner reconciled to the extraordinary conditions before the sun came out and the snow settled so that game could be procured. The first trip out brought in a justice, and that is about all.

"The next time I go up there," said Clinton to me, the other day, "I don't go. But if I should become crazy enough to make the trip again in winter, I'll take some lemons to eat with sardines. Say, I feel little bones sticking out of me ears this minute."

Alfred B. Tozer.

## Man May Literally Guide the Storm.

To guide the storm bids fair to fall within the power of man. A case in which the course of a hail-storm was determined by that of an electric transmission line is recorded in Vaucluse, France. The storm swept over an area of about one and one-half miles. Its direction corresponded to that of a 45,000 volt three phase transmission line, which has been operating for less than a year.

The line is roughly parallel to a chain of mountains 1,000 to 1,100 meters high, about 3,300 feet, called the Luberon, which has a reputation for attracting hail, is at an altitude of from 200 to 400 meters, 650 to 1,300 feet, and is situated from four to five kilometers (two to four miles) south of the Luberon. A number of narrow valleys run down from the chain, and are cut at right angles by the line.

It was observed that the storm, on encountering at its start one of these valleys, at first followed it toward the Luberon, then crossed it at a point where the bank dipped, rejoined the course of the electric line, which it had not completely deserted, and thence followed the latter closely until the hail stopped.

The effects of the storm were felt most strongly in the immediate vicinity of the line, decreasing gradually on either side. At the center of the stricken zone, along the trace and following the contours of the electric cables, the hail fell without rain during nearly a quarter of an hour, while at the two sides it was accompanied with water. Storms in this region generally come in the opposite direction to that which this one took, and without bringing hail. The observations indicate that the action of the current had some effect in attracting and directing the storm.

A land owner about 1,300 feet from the cables reported having seen near the cables three great balls twice the size of a man's head, which remained suspended for a moment and then exploded immediately before the fall of hail.



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### Matron Holds Key To Maiden's Future.

It is an old and well established maxim, the truth of which none can gainsay, that as times change manners and customs change with them. In nothing in the present era is the truth of this maxim more clearly evidenced than in the lack of deference upon the part of the youth of to-day towards their elders. Even so recently as a generation past such deference was regarded as essential to good breeding. Now, alas! it often is accounted as unusual if not unnecessary courtesy. Our fathers and mothers, in the days when penmanship held place among the fine arts and the writing master was an institution in the land, used to write in their copybooks, "Youth should pay reverence to old age," along with other sentiments which are now regarded as old foggy and out of date.

The twentieth century has but little use for anything old—it is a century of new thought, new doctrines, new discoveries, new ways. Youth is at the prow, modern learning is more highly esteemed than experience, and age is supposed to weaken rather than to ripen one's brains.

It well may be argued that of old the tendency was to carry respect for age too far. The etiquette which did not permit a son or daughter to be seated in the presence of a parent until invited to sit down doubtless was unnecessarily severe. Still, the free and easy treatment of fathers and mothers nowadays, the disregard of parental authority, not to say the contempt of parental opinion, is scarcely to be considered an improvement upon the old fashioned state of affairs, and between the two extremes a golden mean surely ought to be easily found.

"No," says the indulgent father in Punch, "I never have had the liver or wing of the fowl, although I fancy I would like it. When I was a boy I gave it to my father, and now I give it to my son."

Even granting, which may or may not be the case, that the rising generation is wiser than its forbears, it must be confessed that it loses a graceful art when it neglects the older. Neither is such neglect altogether prudent. The older people still ostensibly are in command of most affairs, and the young man or woman who is discourteous to them often, by reason of such impoliteness, misses opportunities which might have been well worth while. Moreover, young people who are neglectful of or disrespectful to their elders rarely appear to advantage in the assumption

of superiority. "He that would have friends must show himself friendly."

Especially is this the case with girls. Only the other day one of the leaders of society, commenting upon a young woman who is unusually independent, sometimes even to disregarding all opinions save her own, said: "Girls make a great mistake in not being polite to married women. For, after all, it is the married women who have houses in which to entertain and who can give them good times."

It is scarcely too much to say that practically every unmarried woman is more or less dependent upon some other woman for her chance of matrimony. All humanity is interdependent and women more so than men. The day has not yet dawned which shall see every girl her own sufficient chaperon, and until then she must be forced to rely upon the kind offices of mothers and aunts, married sisters and friends, with whom she will be wise to keep on good terms.

Some few fortunate girls are possessed of mothers who are past mistresses in the art of matchmaking. They have leisure, money and tact; their daughters never meet any but the right men, and consequently never make imprudent or ill advised marriages. They do not even form misplaced attachments, for they are too carefully looked after to meet any one whom they ought not to know. But these are exceptional cases; the American mother rarely has the time nor the talent necessary to engineer or to arrange her daughter's love affairs, and the girl of the period insists upon choosing for herself. It is not only in her parents' home that a girl meets with members of the opposite sex. More frequently it is at the houses of her friends that she makes new acquaintances, and the more popular she is with people who entertain the more chances she has of finding admirers.

As surely as a wise mother or a clever married friend can contrive that a girl shall meet the right men, so also can an offended matron or a jealous friend irretrievably injure and spoil a girl's best chances. It has been said wisely that men pay much more attention to what married women say of girls than to what girls say of each other. A clever, designing married woman easily may discourage a man in the first stages of his admiration for an inexperienced girl. To begin with, however vain he may be, he never imagines that there can be a selfish motive in her interference, and therefore is ready to take

whatever the match marrer may say as truth. Should the object of his admiration have good taste in dress, the mischiefmaker calls attention to her taste but at the same time deplores her extravagance. If the girl is pretty and bright her good looks and vivacity are praised but it is intimated that she is disposed to flirt, and her incipient admirer is led to believe that he has narrowly escaped the wiles of an incorrigible coquette.

Far from being an eager matchmaker, the young married woman of the present day, if all that is said of her be true, is much more likely to hinder than to help the marriages of the young men who are her husband's friends and associates. The matter is that such friends have a delightful way of returning her own and her husband's hospitality by all sorts of pleasant attentions, theater tickets, flowers, candies; and all those desirable courtesies would cease if the donors were to marry. So it scarcely is to be expected that she shall exert herself to find such a friend a wife, unless the wife be some one for whom she is willing to make a sacrifice. Thus it happens that girls are by far more likely to find friends who are "worth while," as the phrase goes, among the older married women, who often are ready to do their best to further a match between two people in whom they take a friendly interest.

Dorothy Dix.

The best way to reinforce your troubles is to use them as a refuge from others' cares.

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## THE MAN AND THE HAT.

## Ethel Will Probably Shop Alone the Next Time.

Written for the Tradesman.

When a mere man looks at a pretty girl, it is the finished product that he wishes to see. If you are a pretty girl and seek to charm a man, or catch a meal ticket that will last for life, or acquire a bank account that will make all lovely things possible, appear before that man as a finished product. Don't let him see you trying on a new coat, or parading before a mirror in a new hat, or prancing up and down a store in a new set of furs. You can not charm him in that way, for he will take for granted some imaginary charm and expect the new rigging to bring it out. When it doesn't he will blame you, or the goods or the clerk, or all three.

This bit of Solomon is the moral to my tale. I put the moral first so you will know what I am talking about. You will also notice that I repeat it at the hither end of my screed, because there is emphasis in repetition. Patience Spooner will tell you that what I have said is true, and Patience ought to know. She serves the public at the Big Four Store down on the Boulevard. They call her a saleslady at the Big Four, but she calls herself a clerk when she takes her little old four bones out of her pay envelope and pays two for a hall bedroom which is luxuriously heated from a windy hallway. A saleslady, she thinks, ought at least to have a room with room for a chair, so she won't have to sit on her trunk. Anyway, she insists on being called a clerk, and says she is going back to the farm in the spring.

When Ethel Peabody came into the Big Four that day she was accompanied by a man in a long, coarse overcoat. Patience trembled as Ethel walked up to her hat counter, still in the custody of the man. The man looked tenderly at Ethel, but Patience saw a bossy look in his eyes, a look which said that he was there to cherish and protect her against all comers.

"If that girl tries to select a hat with that creature looking on," thought Patience, "there'll be something doing. If she hasn't got a half-nelson on him, with a strangle hold in reserve, she'll be looking out on the wide, wide world for another in quick time."

Then, at the request of Ethel, she produced one of the hats which were created to fill any corners of foolish houses which the rum power has left vacant. It was a large hat, with a wide porch in front and wings out on each side. The second story appeared to be of the Queen Anne style, with openings in under the eaves where sparrows might fly in and out. Athwart the cupola were two long black feathers with bristling points and a curve to the southwest like a new moon gone wrong. Ethel put the hat on her golden head and disappeared. The effect was not unlike drawing a peck measure over a pretty little violet growing by the garden walk.

"I think that's just lovely," said

Patience, lying diplomatically and without heeding the Accusing Voice. "It's very becoming to you, too."

Ethel wound her way to a mirror and looked into the wide porch of the hat and saw two pretty eyes dancing in the shadows.

"Do you think so?" she asked.

"It's overcoming," observed Bobby, the man in the long, coarse overcoat.

"You horrid thing!" said Ethel.

"I can't see," said Bobby, "why a girl should want to expose an architectural design like that to the gaze of the world when she has a pretty face with her."

Ethel blushed and laid the hat aside.

"I'll never, never bring you shopping again," she said.

Patience brought out a creation which had received much praise from those who were too poor to buy it. It resembled in some degree the apple turn-overs mother used to make when we were good, only in this case the turn-over appeared to have met a head-on wreck in getting out of the oven. The northwest section was heavily timbered, but the western reserve was graded into sliding places which resembled the gee whizz of the White City, Chicago.

"This is an important hat," said Patience. "We are hoping to receive another lot in a few days. This is the only one on hand now."

Ethel submitted to having the creation lifted to the top of her shining hair and advanced to the mirror.

"My!" she said.

Patience turned on her gaze of admiration and stood looking at the girl and the hat. Bobby chuckled and opened up with:

"That's fine! Do you give a balance wheel or something with that hat? When you go east you look as if you were bound for the glowing west. Anyway, I think there ought to be a little more fodder on some of these terraces."

"Why, Bobby!" said Ethel. "I wonder if there is a hat here you won't make fun of? You're horrid to-day."

Patience brought forth another hat which was not quite so large as the others, but which glowed with black and gold, and sported dormer windows on the south side. The general effect on the girl was brigandish.

"Give her a sword and a long, low, rakish craft," said Bobby, "and she'll make a hit along the Spanish main, wherever the Spanish main is. Say, why do you put that vegetable garden on top of the annex?"

Patience frowned. Ethel glared at Bobby. Bobby stuck his hands into the pockets of his long, coarse overcoat and grinned.

"Why don't you like it, Bobby?" asked Ethel.

"Makes a fright of you," said Bobby, who had not been engaged to Ethel long enough to know that he was committing the unpardonable sin in saying that anything on mountain or plain or in the deep blue sea could make lovey-dovey look like a fright. Ethel turned up her nose, and Patience

looked upon this mere man in disgust.

"Sort of looks like a cheap lashed-to-the-mast proposition," added Bobby, never knowing that Ethel was on the point of eruption. "Wish they wouldn't make 'em."

"The idea!"

Ethel turned to the door. Bobby followed on, beginning to realize that he was no longer in the list of the most favored nations. Patience smiled victoriously.

"Where now, dear?" she heard Bobby ask.

"Home!" announced the girl. "I've just thought of an engagement."

"But the theater, you know," pleaded Bobby. "We were on our way there when—"

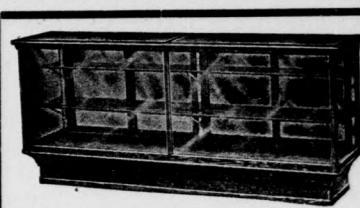
"I'm going home," said Ethel, "and you needn't ever, ever come there again. Made me look like a fright! The idea! Oh, you brute!"

Patience saw Bobby walk away with sunken chin. Served him right, she thought. In the whole city there were no hats the equal of those she had shown to Ethel! The folly of taking a man on a shopping tour! Leave it to her and you'll learn that it is the finished product the man wants to see in a woman. Also, you will learn that the girl ought to know better.

Alfred B. Tozer.

The mark of a heavenly blessing is that it ignores all our earthly boundaries.

It will take tears as well as talk about happiness to make earth heavenly.



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## TRAGEDIES OF SUCCESS.

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Success does not depend on mighty achievements. Some of our most distinguished men who have carved their names highest on the pinnacle of fame, from a worldly standpoint, were tragic failures.

The world's three greatest poets, Homer, Dante, and Shakespeare, were wretched men. Blind Homer sang his snatches of undying song from door to door in ancient Greece, begging bread in return; Dante was a wanderer over Italy, hungry most of the time and without food for days; Shakespeare was little above a vagrant, and in all his life scarcely had one sixpence to rub against another.

The most successful of the great authors were poor. The greatest romance ever penned, Cervantes' "Don Quixote," was written when its author had not one cent, and, moreover, was on a bed of pain. The sublimest allegory of the English language is "The Pilgrim's Progress." Bunyan was a traveling tinker, who never earned more than half a crown (60 cents) a day in his life; his great work, too, was written on the untwisted papers that were used to cork the bottles of milk brought to his cell while a prisoner in Bedford jail, where he was incarcerated on account of his religious principles.

In Johnson's day nearly all the successful writers were half starved. One day they would be going down Piccadilly in stovepipe hats, patent leathers, and swallow tail coats, the next day they would be lying in bed because their clothes were in pawn.

Goldsmith was starving in a garret when Johnson came in, and, rumaging through an old drawer in the dilapidated room, discovered the manuscript of "The Vicar of Wakefield," which he sold for £10 (\$50), and saved the poor author from dying of cold and hunger. Goldsmith also wrote several histories and some of the most beautiful poems ever penned, but he never had a pound note in his life that he could really call his own. He wandered over Europe playing tunes on a tin whistle for the peasantry as he went along, and they, in return, shared with him their frugal fare.

Many great inventors have made their lives successful for the world while struggling to make both ends meet, and often could not do it, and went down to the grave sad and disappointed men.

Columbus was a poor man. His great discovery, though successful, did not enrich him, and he died broken hearted and in ignorance of his achievement that he had found a new world.

But had any of these men had wealth they would have been as bad off. Wealth can not satisfy the soul. A man dining with Rothschild, the great banker, said: "You must be a thoroughly happy man." He replied: "Happy? Me happy? Happy, when just as I am going to dine, a man sends me a note saying, 'If you don't send me \$500 by to-morrow

night I will blow your brains out—me happy?" William H. Vanderbilt, 300 times a millionaire, died in a fit of apoplexy brought on because he could not come to an agreement with Robert Garret about the Baltimore and Ohio railroad.

Stephen Girard said: "I live the life of a galley slave; when I rise in the morning my one effort is to work so hard that I can sleep when it gets to be night." How many millionaires of our day are happy, are contented?

Many of them would be glad to change places with the humblest of their servants, and some of them, dearly as they love money, and eagerly as they pursue it, would give a king's ransom for the strong limbs and robust health of a common day laborer. What good is a million dollars to a man who can't eat a "square" meal?

Worldly pleasure can never bring peace to the mind, nor consolation to the soul. The words of Solomon find an echo in the hearts of most men: "The eye is not satisfied with seeing, nor the ear filled with hearing." The world exhausted itself on Solomon, but all its blandishments could not soothe his soul. "Whatever my eyes desired I refused them not," said he, but was he satisfied? Let him give the answer, "I saw in all things vanity and vexation of mind, and that nothing was lasting under the sun."

Thackeray won the world's applause by his genius—did it fill the longings of his heart? In a Paris restaurant he gazes at the other end of the room and wonders who the pale, forlorn, wretched looking creature is who returns his stare. He rises and finds it is his own reflection in the wall mirror.

Many a novelist has made us laugh at the comicality of his situations, many a poet has whiled away the time pleasantly, yet they could not make themselves laugh nor lighten their time by an ounce of enjoyment. We sometimes on the stage see the masks of smiling faces covering broken hearts, the rippling laugh of forced merriment smothering the sigh of despair. The same thing happens on the stage of men and women of everyday life. Great accomplishments often turn into Dead Sea fruit for those who perform them, and the wealth that has taken a lifetime to amass becomes ashes in the mouth.

And what is fame? A bubble that bursts at the touch. The late Mr. Parnell was worshiped as a god almost by the Irish people, yet in an hour he fell from the zenith of fame to the nadir of disgrace, so that none would do him honor.

And fame brings its own responsibilities—it is the shaft for malice, the target for envy, the butt of calumny, and the barbs of spite and jealousy are being constantly hurled upon it. Many a man has cause to regret the day when he became an object for popular enthusiasm, and may well say:

"Sweet are the days when I was all unknown,  
But when my name was lifted up,  
The storm

Broke on the mountain, and I cared not for it."

Sheridan, idol of his day, had for his last words, "I am absolutely undone." "Take me back to my room," sighed Sir Walter Scott; "there is no rest for me but the grave." Charles Lamb said: "I walk up and down thinking I am happy, but feeling I am not." Edmund Burke said he would not give a peck of refuse wheat for all the fame in the world.

Napoleon, conqueror of Europe, died lonely and neglected on the rocky islet of St. Helena; all his victories ended but in defeat, all his successes amounted to failure.

Emperors and kings, popes and princes, surrounded by the glow of fame and at the height of success and power, have longed to get away from all and be at rest. "Uneasy lies the head that wears a crown," wrote Shakespeare.

While Andrew Jackson was President, a man called at the White House to see him; he sent in a message—the President came not. A second and third message were sent. At length the President came out and in great indignation said to those in waiting: "Gentlemen, people envy me in this White House and they long to get here, but I tell you at the end of the second term I am glad to get out of it, for it is a perfect hell."

Man is never satisfied. His soul is like Noah's wandering dove—a restless seeker for rest.

Madison C. Peters.

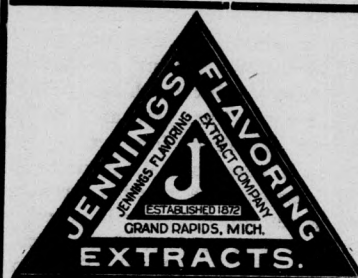
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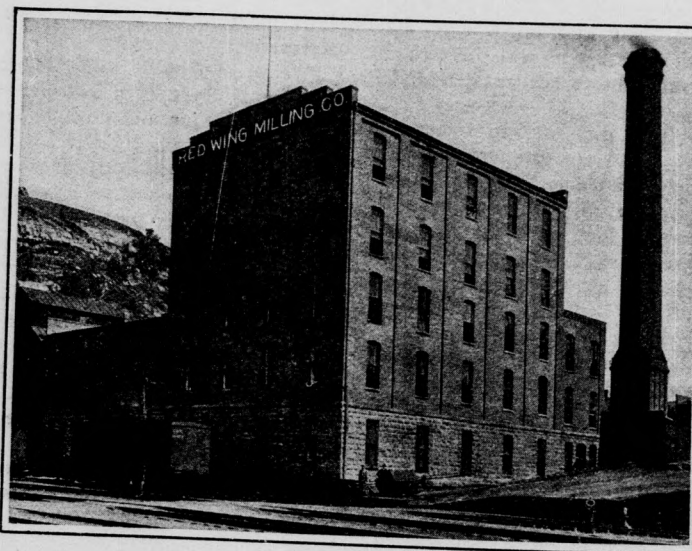
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The excellent results women are daily obtaining from the use of Bixota Flour is creating confidence in its uniform quality. Grocers handling the line know this—and the result is that all recommend Bixota.

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, 359 15th St., Detroit, Mich.



### Is the Grocer To Blame for the Poor Butter?

Written for the Tradesman.

If we give full credence to the frequent complaints and casual remarks which we hear from city residents about poor butter we must conclude that the dairy butter sold by the grocers in the cities and towns is largely of poor quality; that one can not depend upon getting good butter from a grocery; that only occasionally can really good butter be obtained of the grocer. Understand, we are speaking of dairy butter—butter from the farm—not creamery or process butter or oleomargarine.

There are people who have decided opinions upon this butter question, some of which may be expressed as follows: Every person who uses butter wants good butter. Every keeper of a boarding-house, restaurant or hotel who desires to please his patrons wants good butter. Every one who makes butter and every one who sells butter know that the consumer wants good butter. A large majority of those who desire good butter are willing to pay a reasonable price for it. There are exceptions, of course. Some people want the best of everything but are unwilling to pay a fair price for it.

It seems reasonable to assert further that if every pound of butter made on the farm were of prime quality and if it were kept in the best possible condition until it reached the consumer there would be no surplus of good butter—none in excess of the demand. Farmers as a whole would receive more money for the butter and it would be more profitable for the individual buttermaker.

If the foregoing is correct, then, indeed, there is cause for the general complaint and dissatisfaction of consumers in regard to dairy butter. The grocer stands next to the consumer and must of necessity be the first one to whom blame is imputed. Is he to blame for the poor butter?

It would be right to say that it depends upon the individual grocer; upon how he conducts his business. He is to blame if he professes to sell only good butter and then puts upon his customers that which he knows is of inferior quality. He is to blame if he is not a good judge of butter and does not know whether the butter he recommends or guarantees is good or not. He is to blame when he knows he has no good butter on hand and does not tell a customer of the fact and let him or her take such as he has at his option. He is to blame if he tries to work off poor butter on any one and then if a complaint comes back or the butter is returned tries to smooth over the matter and claims it was a mistake and professes sorrow for the occurrence.

Is the grocer to blame for having poor butter in his store? That depends upon circumstances. He is to blame if he allows butter to be exposed to odors from tobacco, kerosene, fish, onions, bad vegetables or fruit; if he stores it in a musty cellar; packs it in unsuitable receptacles or places it where it is liable to deteriorate. In fact, he is to blame if

he does not take the best care possible of it if he intends to retail it to his customers.

Should not the grocer buy only such butter as he knows will satisfy his customers and reject all else? Ordinarily, yes; but circumstances alter cases. He may buy the best obtainable, knowing that his customers can not get a better quality elsewhere and will accept what he offers rather than go without.

As to complaints about poor butter, some are purely malicious slanders on the grocer, while, in a big majority of the cases where butter is really unpalatable, objectionable or unfit for table use, it has become so after it left the grocery. Carelessness and ignorance have much to do with these cases. In fact, carelessness and ignorance go hand in hand and have much to do with the causes of poor butter from its initial point with the farmer through all its varied stages on to the consumer.

Whatever may be said as to the responsibility of the grocer in his transactions with the consumer, there are others who are to blame for poor butter being upon the market. In some cases the butter passes through many hands and each one must do his part faithfully or the product is injured in some degree.

To make good butter there must be, first, healthy cows. These should have wholesome food and pure water. Care must be taken in milking to keep the milk clean. The milk room or cellar must be clean and supplied with pure air. Pails, pans and other utensils must be thoroughly cleaned before using. Cream must be kept from contamination with foul odors, must be ripened and brought to a proper temperature before churning. When churned the buttermilk must be entirely worked out. Here is where the grocer is often deceived. Butter brought to the store the same day it is churned may taste and smell all right, but within three days it is rank. The buttermilk which was left in the butter has decomposed.

After the butter is properly salted and sufficiently worked the next step is to get it to town uninjured. In hot weather wrap the jars in blankets or pack around them cool, wet leaves, grass or hay, and start for market as early as possible in the morning, and deliver it to the country storekeeper or village grocer unaffected by heat.

The farmer or the buttermaker having fulfilled his or her part faithfully it is up to the merchant to take proper care of the butter. Does he do it? It would be enough to make the careful, conscientious farmer's wife sick, angry, disgusted and discouraged could she see the way butter is often handled and the conditions it is exposed to in its journey through the hands of the buyer, shipper, carrier and wholesaler. All her pains go for naught as to supplying the consumer with a choice article of food.

But all buttermakers are not competent, careful nor conscientious. Some are ignorant, careless and dishonest, and they carry their so-called

butter to the store any old way and receive the average market price—in far too many cases the same as the maker of first class butter. And here is the man—the crossroads storekeeper or the village grocer—who is largely to blame for the poor butter going on to the market. Did he always pay according to quality it would encourage the best buttermakers and admonish the incompetent or careless ones. But he is afraid of offending a customer by refusing poor butter or paying only what it is actually worth.

In the vicinity of the country store are a few families who buy their butter. They have the pick and the rest is shipped to the city. So also in the villages. The best buttermakers learn that they are not getting a fair deal by this policy of buying and some of them seek private families, boarding houses, restaurants, and the like, for regular customers and receive a few cents per pound more than the stores pay. Others ship to relatives or friends in the cities, while those who find it too inconvenient to supply consumers direct sell their milk or cream to the factories or creameries.

The grocery wagon goes out among the farmers and exchanges goods for butter and eggs. After being carried over the hot roads all day the butter reaches the village store in a pretty melted condition. The refrigerator may harden it and check further deterioration for a while, but it can not restore the once good butter to its original state.

There are many grocers who will not knowingly buy any dairy butter which will not satisfy their customers. They can supply creamery of uniform quality and realize profit and satisfaction in handling it. For those who can not afford creamery butter there is oleomargarine, pure, healthful and fitted to supply the human body's needs as well as butter, although lacking the peculiar flavor of the latter.

It is plain to be seen how good butter becomes poor and how the originally poor butter becomes unfit for food. Is it any wonder that so large a percentage of dairy butter in the city market is rejected by the lovers of good butter? Mark it down somewhere that the tobacco user can not be as good a judge of butter as the one who does not use it. And, finally, do not blame the retail grocer for all the poor butter. E. E. Whitney.

#### His Wish.

Although there was no toy for which Harold had expressed a desire that was not in his possession, he still had longings. "I know what I wish I was, mother," he said one day, when his own big brother had gone away and the little boy across the street was ill.

"Yes, dear," said his mother. "Perhaps you can be it, Harold; mother will help you. Is it to play soldier?"

"No, indeed!" said Harold, scornfully. "I just wish I was two little dogs, so I could play together."

You can not keep friendships by keeping your friends in hot water.

They who are always ready to serve are never servile.



## 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.

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Foley & Smith, 134 S. Baum St., Saginaw Mich.  
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Send more particulars about the American Account Register and System.

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## FURNITURE FASHIONS.

## They Change As Frequently as Women's Hats.

Fashion in furniture changes as do the fashions in millinery and other things, but the process is much slower and the principles upon which the change are based are somewhat different. In millinery a single season will see all femininity abloom in merry widows, and another season will find the merry widows on the bargain counter and popular fancy calling for something entirely different. In all matters relating to wearing apparel the changes are swift and often radical. In furniture, however, the process is evolutionary. From season to season little difference will be noted in furniture styles. It is only by comparing the products of this year with those of five or ten years ago that the change is realized.

The moving force in millinery styles is the desire to create a market for something new. However becoming may be a bonnet the average woman will give it the instant shake if fashion dictates something else. There is money in it for the producers to have frequent changes.

In furniture the power behind the throne is the desire of the high grade producers to keep a lap or two ahead of the manufacturers of medium and cheap goods. This is more than a desire on their part—it is a necessity. It is not conducive to the happiness of the man who buys a high priced old mahogany bedroom suite to see almost a duplicate of that suite go into the home of his janitor in maple or birch stained to look like mahogany. Furniture styles are changed to keep the buyer of the high grade goods in a contented frame of mind. When the medium and cheap furniture makers reproduce the high grade styles then it is the high grade makers' turn to move.

As stated, furniture styles are evolutionary. No congress of manufacturers is held to determine what shall have the lead in any particular season. There are no conferences nor caucuses. Each manufacturer proceeds in his own way, carefully guarding the secrets of his own designing room and doing his best to find out what is going on in the designing room of his competitor. He carefully watches the sales, especially of the new creations brought out each season, and the sales steer him in the way he should go.

The evolution of furniture styles is best described by telling of the changes that have taken place since Grand Rapids became famous as a furniture station.

Going back to Centennial day, in 1876, the style of the furniture made here was what is known as the "high boy." The bedstead had a headboard very high in the center and descending in scollops to the side posts, which were topped off with balls or urns of wood. The material used was mostly black walnut and the panels were often in burl or French walnut. The tops of the bureau and dressers were of marble. The construction was massive. The bedroom suits exhibited by Berkey & Gay and Nelson,

Matter & Co. were of this pattern. The goods were reproduced in medium and cheap grades with maple and ash substituted for the walnut. Pieces of the furniture of this period will still be seen in some of the older hotels, and no doubt will be found in many an attic.

As Grand Rapids grew in fame it became necessary for the high graders to produce something different. Some one brought out a suit in what was called the renaissance. In this the headboard had a square top and was profusely adorned with hand carving. It was different from the "high boy" style. It took. The manufacturer added several more renaissance suits to his line the following season, dropping out some of his "high boys," and eventually his whole line was in that fashion, and other manufacturers were producing goods of the same type. The medium and cheap makers followed as closely as they could, substituting machine carving and ornaments for the hand carving. The high graders brought out what is known as the rococo, another very florid style, profusely hand carved. Its rise in popularity and its passing from ravor followed the renaissance. When everybody was making rococo, one of the high graders, believed to be Berkey & Gay, brought out a suit in Louis XIV. This met with immediate favor from a trade which had become weary of the elaborate hand carving and the rise of this style was rapid. It was followed by Louis XV. and then by Louis XVI. and then by Empire. The next switch was to the English styles, Chippendale, Sheraton, Adams and Hepplewhite, each having its turn at popularity. Still pressed to bring out something different the high graders sought and found ideas and models in the furniture manufactured in this country way back in colonial days, that is, any time during the 18th century. This style was called the Colonial, and was notable because of its wide range and almost total lack of standards. A suit in any of the French or English periods has certain characteristics which make it easily recognizable, but Colonial furniture can be almost anything; simple or elaborate, massive or dainty, and still be really and truly Colonial. It is not difficult to understand why this should be so. The Colonial furniture was hand made, and those ancient craftsmen more or less closely followed their old country training. New England was settled by the Puritans and New England Colonial is marked by the severity of its lines. In Virginia were the cavaliers and the Virginia and Southern Colonial takes on the fancies of the English upper classes in the days of the Stuarts. In Pennsylvania were the Germans and in New York the Dutch, and Pennsylvania and New York Colonial differ from the Virginia and New England accordingly. In addition to these were French and Spanish workers who left the imprint of French and Spanish ideas upon their Colonial. Thus there are many types of Colonial, but in a general way all are characterized by solidity, dignity

and grace. The modern manufacturers do not copy indiscriminately the work of their Colonial ancestors. They pick out only the best models, those possessing the highest degree of artistic merit, and this naturally tends to narrow the Colonial patterns to something like a type easily distinguishable by the expert from any of the French or English schools.

While these styles have been highly successful, each having its run of popular favor, the manufacturers have made many ventures which have not won recognition and have been soon dropped. There have been attempts at the Dutch, the Flemish, the Italian and the Spanish schools, but these did not last, or at most had but a season or two.

At the present time no one of the successful French, English or Colonial styles has a predominating place on the market. All the periods are represented in the furniture offered. Certain manufacturers may feature one or another of the types, but the buyer can have his choice of furniture in almost any period, and in almost any grade. The cheapest as well as the highest priced goods are in the periods. The high graders may be sad that their imitators are so closely upon their heels, but their remedy is in putting quality of material and workmanship into their goods which proclaims its grade even to the eye of the novice.

One other style of furniture, distinctly American and worthy of mention, is the mission, following the ideas of the priests and missionaries

## 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.

## 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.

## Barlow's Best Flour

Made from Choicest Michigan  
Winter Wheat

Made in a Modern Mill by Skilled  
Labor

Backed by Fifty Years' Practical  
Experience

Judson Grocer Company  
Grand Rapids, Mich.



in old California, who without tools, nails, glue or other material than wood made chairs, benches and tables for their own use. Some furniture in this pattern has been made for the high grade trade in bedroom and parlor goods, but the only proper place for it is in the den, perhaps in the library and possibly with some modification for the dining room. The chief beauty of this furniture is its oddity, its quaintness, its lack of graceful lines. The craftsman style is an adaptation of the mission idea, with some of the crudity eliminated, and some grace added. The mission will no doubt in time be developed by modification and adaptation into a style of furniture suitable for all purposes.

It is quite possible the changes in furniture styles from the "high boys" of thirty years ago to the periods of to-day may not have come in the exact order as given, but in a general way the progress has been along the lines indicated. Not every change has been an improvement, but the tendency has ever been to higher standards of artistic merit, to greater beauty in lines, material and finish. If the goods produced ten or even five years ago could be compared with those of to-day, how great has been the improvement and progress could be seen in an instant.

It is often said the modern furniture designer is not an original but a copyist—a follower in the footsteps of the ancient masters. This is unjust. The designers, of course, study the best works, the most beautiful conceptions of all ages. They delve into the art of the Greek, the Egyptian, the Roman and the Oriental as well as the French and English. They go also to the books of Nature for models. Their work and aim are to combine and adapt ideas and inspirations drawn from countless different sources to make something that is an improvement over anything heretofore brought out. Many exact reproductions of the finest old models are manufactured every year, but most of the furniture represents adaptations from the best thought of many artists, brought together into harmonious combinations by the modern designer, who in this respect are doing exactly what the French and English masters and the Colonial craftsmen did before them. The furniture designers in the French periods drew upon the classics, the English designers studied the Oriental and the French. If all the work turned out by even the greatest of the ancients could be seen there is no question but that a lot of it would go into the discard as unworthy. Only the finest has been preserved, and a hundred years hence the best work of the designers of to-day, it is safe to say, will compare favorably with the best of any earlier period in the world's history and be held in as high esteem as art models by the designers of that distant day.

Not only in design but in the materials used and in the finishing do the styles change, but a discussion of these points will be deferred to some future time.

### What Does the Boss Think of You?

The writer recently had occasion to seek a friend who is the manager of a medium sized office. The manager was out for the time being, and it was advisable to wait. That is how the following conversation came to reach ears for which it never was intended:

"What you looking so peekid about lately, Robinson?" asked one clerk of the other.

"Am I looking peekid?"

"Sure. You must have something on your mind. What's wrong? Has the old man called you down or something?"

"Oh, no; no, nothing like that."

"Well, what is it, then? Let's hear your troubles."

"Well, it's just this: I'm worried to death wondering what the old man thinks of me. I don't know where I'm at any more than a rabbit. Here I've been here a year. I got my little \$2 raise at the end of six months, as promised, and I was promised another when I got to earning it. It's pretty near time that a raise was due, but there hasn't been anything said about it. I wonder what the old man thinks about me?"

At luncheon that day a general business conversation made it possible to broach the subject of Robinson to the manager.

"That clerk near the door, name's Robinson, isn't it?"

"Who, the entry clerk? Yes, that's Robinson."

"I was just noticing him while waiting for you. Sort of attracted me. What kind of a fellow is he?"

"Oh, all right, I guess. Nothing particularly remarkable about him that I know."

"Does his work all right?"

"Oh, I guess so. Nothing wrong with him."

"Is he satisfactory to you?"

"Why, yes. If he wasn't he wouldn't be there."

"What's your opinion of him?"

"My what?"

"Your opinion of Robinson."

"Why, my dear boy, I haven't any. What in the world ever put that into your head?"

"Haven't any opinion of a man under you?"

"My boy, there are 150 men in that office. Most of them are like this Robinson. I have something to do directly with about twenty of them, I think. That is, I know twenty out of the 150 as individuals. I have my opinions of those twenty. The rest—my dear man, how could you ever expect me to have any opinions about people whom I know only as cogs in a pretty big machine?"

"Then about Robinson, one might say that you don't think about him at all?"

"Surely."

"He hasn't impressed you one way or another?"

"How could he? What chance has he had?"

"Apparently none."

But there is poor Robinson, just the same, worrying about just how the manager is disposed toward him.

Robinson is not alone. He is mere-

ly one of a type, and the number of the type is legion.

"I wonder what the boss thinks of me?" That question probably is lying unanswered in the minds of thousands of otherwise sane and sensible wage earners. What does the boss think of you? Well, if he has many like you under him he probably does not think of you at all. What have you got to do with his thoughts? It's your work that he's thinking about.

And that's the vital important thing about you. That's why "you're there;" and it does not take long for that to raise an opinion—if it's a little off color.

Quit worrying over this idea. Forget yourself and the boss. Think of your work, not your work as it will look to the man above, but as it really is. Do it well, as well as you can. Do it honestly, without fear of disfavor. The "Man Afraid of the Boss" is a candidate for the boss' contempt. And that never, never happens to the good, honest workman.

Martin Arends.

### He Knew.

A member of the Nebraska Legislature was making a speech on some momentous question and, in concluding, said:

"In the words of Daniel Webster, who wrote the dictionary, 'Give me liberty or give me death!'"

One of his colleagues pulled at his coat and whispered:

"Daniel Webster did not write the dictionary; it was Noah."

"Noah nothing," replied the speaker; "Noah built the ark."

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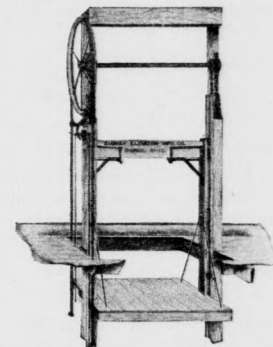
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Any carpenter can install in a few hours.

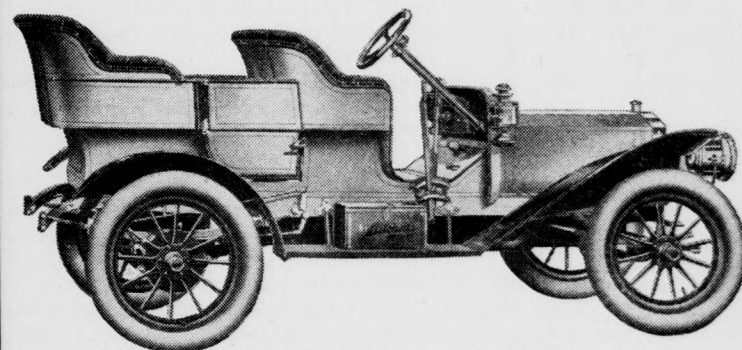
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Ask for List No. 55

SIDNEY ELEVATOR MFG. CO.  
Sidney, Ohio

## 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  $4\frac{1}{4} \times 4\frac{1}{2}$ —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 upholstering or Mitchell blue with black upholstering.

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.





### How Stewart, the Clothier, Built Up Trade.

Written for the Tradesman.

Stewart stopped in front of the Griswold Savings Bank and read the gilt lettering on the windows.

"Why not?" he thought.

Then he stepped into the bank and took a folder off a hook by the paying teller's window. On the first page of the folder were the words, in red ink:

"You think you will, but you won't. There is only one way: Leave Your Money With Us."

"I guess," thought Stewart, walking down the street toward his place of business, his hat over his eyes, "I guess what is good enough for the bank is good enough for me. If they can make the people believe what they tell them, why, so can I."

Usually Stewart didn't imitate. He was resourceful and original. He never did things just as others did them, and had a reputation on the street for being rather "schemy." Now, however, he had caught an idea from the bank, and was mapping out something like it. If the bank could get in money in that way, why couldn't he do the same?

He sat in his store all the morning thinking the thing over.

"It will work, all right," he finally concluded. "Anyhow, if it doesn't, I can't lose, for the advertising it will give me will make up for any apparent loss. I'll be roasted good and proper, but I don't care for that if I get in a little money. Business has been on the pork for a long time."

When he came down the street after luncheon he stopped at the bank.

"Say," he said to the cashier, "where do you get those little iron savings banks, and how much do they cost?"

"Going into the banking business?" asked the cashier.

"Of course," replied Stewart. "You don't think I'm going to sit still and see you fellows get all the money, do you?"

"Honest, now," persisted the cashier, "what have you in mind?"

"You just wait a little while," replied Stewart, "and you'll know all about it. I haven't time to tell you the scheme in detail now, nor have you time to listen to it, and you wouldn't understand if I gave a hasty sketch of it. Where do you buy those little metal banks, and how much do you pay for them?"

"They cost about half a dollar each," replied the cashier, writing the address on a card. "Don't strip the market when you order. We shall need more in a few days."

"Perhaps I shall have some to sell," grinned Stewart.

That afternoon Stewart ordered fifty of the boxes. In two days they were in the store, and the clerks were stopping in their work to cast suspicious eyes at them. One would

have thought there was danger of their blowing up and tearing down the store, to see the fearsome looks that were cast at them. That night Stewart locked himself up in his library at home and wrote a lot of advertising matter. Later, when his wife came in and read it over, she asked if he didn't want to go away for a little rest.

"Oh, I guess not," replied Stewart, "this is the only scheme that has the name blown in the bottle. This idea of mine, properly developed, will soon acquire for the proprietor all the money there is in the world. You watch me build a ten-story building, with plate glass floors and an elevator boy with brass buttons all down the befront of him."

Mrs. Stewart turned up her pretty nose and made whirly motions around one pink ear with her fingers.

"Just listen to this," said Stewart, reading from his manuscript:

"You want to be handsome, don't you?"

"You want to present an attractive appearance, don't you?"

"You want to make a hit when you go out in society, don't you?"

"You want the girls to remember you as a person worth cultivating?"

"You don't want any one to receive more attention in a gathering than you do?"

"Look here," said Mrs. Stewart, "if there are more than 10,000 words of this I'll hear the rest in the morning. Why don't you come to the point, if you are writing a clothing house advertisement?"

"You can't very well change your face," continued Stewart, reading on, "but you can produce the desired effects by good dressing."

"You can always wear good clothes, and you can always keep clean."

"Oh, you can't, eh?"

"Haven't got the price?"

"That is the point. I'll show you how."

"You earn money enough, but when you need a New Suit you haven't the money?"

"Of course. You don't save it."

"Now, Here's a Plan:

"You Think you will save enough to buy a new suit by the time the one you are wearing begins to look shabby, But You Don't."

"You Never Will, and the consequence is that you go about looking like a tramp."

"Save Your Money a Dime at a Time."

"When you have a dime or a dollar that you don't need, just drop in at Stewart's and put it in a private, individual bank which will be turned over to you."

"When you once get a start, you'll have a New Suit before you know it."

"You'll become interested after a time, and drop in a five dollar bill now and then."

"It will be just like Finding Money to go to that bank and get the coin to pay for a new Tie or a New Hat."

"You Carry the Key to the Bank."

"You can Get Your Money any time you want it."

"But you will receive a discount of

5 per cent. on all goods you buy with money taken from the bank."

"Try it and become a Well-Dressed Man."

"Banks in place in the store. Keys Ready."

"Try the scheme. You'll Like It!"

"I hope you're not going to print that?" cried Mrs. Stewart. "People will think you're crazy."

"I have ordered fifty of the boxes," said Stewart, "and I'll bet you a new hat that I'll need two hundred inside of two weeks."

"The idea," said Mrs. Stewart. "If you get to taking in money like that you'll have to buy me a new hat anyway. The one I am wearing is a perfect fright, and—"

Stewart made the promise. The copy he had prepared was printed in all the local newspapers and made up in folders and sent into the country. There were several anxious days, and then the keys began to go out. The idea was so novel and so sensible that it was talked about all over the county, and the row of banks grew to 200 before the two weeks were up. Even business men began to drop quarters and halves into Stewart's little iron banks. Half the mechanics in town were interested.

"It is easy to let go of a quarter, or a half, or a dollar, now and then," they said, "and the first thing you know you've got a new suit or an overcoat coming."

Stewart's scheme worked so well that other dealers tried it, but one such institution in a small city is enough, if there are savings banks, and Stewart kept the trade he had built up.

"I don't believe it pays to give that 5 per cent. off," said a friend, one day.

"That's where you don't know what you're talking about," replied Stewart. "The best part of this whole scheme is that I get people to coming to my store once a week, or twice a week, as the case may be. I've got newsboys who come every day. I know all these customers personally. They ask my advice on all sorts of subjects. By coming into the store often they get new notions of dress and adornment."

"Not long ago a young fellow came in and deposited a dime. While waiting he caught sight of a fine necktie, price a dollar and a half. He just piled the dimes in until he got money enough to buy that tie. That is the way it goes. People don't know how many handsome things there are to wear until they get to paying visits to a store where clothing and furnishings are sold. Why, I've trebbled my trade in gloves and neckwear. And I've got a trade so cinched that you couldn't pull it away from me with wild horses."

"It seems a little out of your line, though," ventured the other.

"Oh, I don't know," replied the clothier. "I don't think the banks are the whole thing in the dime savings business. Take it from me that people will save for a Definite Purpose when they won't save on general principles. That is why it pays to

put savings banks in a clothing store."

And wifey got her hat, a big one, with a dormer window in front and three feathers as long as a speech in the Congressional Record.

Alfred B. Tozer.

### A Conundrum.

Into a general store of a town in Arkansas there recently came a darky complaining that a ham which he had purchased there was not good.

"The ham is all right, Zeph," insisted the storekeeper.

"No, it ain't, boss," insisted the negro. "Dat ham's shore bad."

"How can that be," continued the storekeeper, "when it was cured only last week?"

The darky scratched his head reflectively and finally suggested:

"Den mebbe it's had a relapse."

Watch a man driving a borrowed horse and you can tell whether he has any piety of his own.



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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.

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**Becker, Mayer & Co.**

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YOUNG MEN'S CLOTHES

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218 E. Kinzie St., Chicago, Ill.



## CLOTHES COUNT.

## Courage Oozes Out of Holes of Ragged Suit.

How different the feeling when one is well clothed to that which he experiences when he is shabbily dressed. In the former case he has confidence and spirit to meet and talk with the best of his kind; in the latter he is almost afraid of his own shadow. No matter what ability a man may have, he has not the courage to meet his fellows when he is down and out; he shuns everybody and skulks along as if eager to hide himself from the public gaze.

No matter how bravely a man's heart may throb or how noble his ambition, he has to hold his head as if in shame as long as his coat is shining and ragged, his trousers are baggy at the knees, frayed at the ends, and his shoes run down at the heels.

Courage oozes out of the holes in a ragged suit and fear enters. But give the same man a new suit, clean linen, a good hat, and shining shoes and you will see how soon fear will fly away and confidence be restored. He who before was afraid to speak in whispers lest he might be heard and consequently seen will now talk ly of million dollar propositions, though he may not have a cent in his pocket. He will assert his individuality and thrust himself forward among the best. He will not be afraid to go anywhere and the "front" he can put up often secures him a good position and the respect of his neighbors.

It is just the opposite with the seedy individual; he can put up no front at all, is afraid to make his wants known, ashamed to go to the places where his talents and experience would count, and so he has to degenerate to a level very much beneath his natural attainments and seek work in places in keeping with his wretched raiment. It is this dread, for lack of decent clothing, that drags men down and compels the best to accept the lowest positions who, were they otherwise dressed, might command fine salaries.

A man in hard luck can bear up against a good many of misfortune's blows, but as soon as his personal appearance begins to deteriorate he gets knocked down and out and has not the spirit or the spunk to renew the contest in the hope of victory. When he feels conscious that his appearance is shabby he loses self-respect and at the same time interest in all the affairs of living, so that he might as well be out of the world as in it.

Employers do not take time nor have they the inclination to weigh an applicant in the balance of worth or test him by the standard of merit. They gauge him wholly or almost wholly by his outward ensemble and on this he must either stand or fall. So it often occurs that the polished, well dressed adventurer of little mental caliber, and whose only assets are effrontery and gall, is preferred to the modest man of goodly attainments but without the advantage of either polished style or a decent suit

of clothes to give him nerve to set forth his claims.

Dress is almost as necessary as brains. It must be kept as a stock in trade or the firm of personality will go bankrupt.

The neatly dressed man, the well mannered man pleases and attracts and can always call attention to his requirements. He realizes he has an advantage in his personal appearance and he utilizes it to his ends.

There is a line of demarcation that divides the sensible man from the fop, the brainless individual who makes of dress a god and worships it in the shrine of his own vanity.

Often a noble heart beats under a soiled coat, but never beneath the flaming waistcoat of the perfumed dandy.

It is the duty of every man to dress as well and neatly as his means and circumstances will allow. He should cultivate taste in his apparel and show wisdom in its selection. He should avoid loud or gaudy colors that will single him out from others. His main object should be to give grace to his figure and attractiveness to his general appearance, but above all should he dress in accordance with his station in life. It would be the very height of absurdity for the mechanic to ape the banker, or the laborer to vie with the millionaire.

It is impossible to lay down definite rules for dress, as the callings and vocations of life vary so much in themselves. What would be appro-

priate for one would be unsuitable for another, what would suit one time would be wholly out of place at another, and what in one situation would be correct in another would be altogether wrong.

After all, dress, while an important factor as regards the personal appearance, is only a means to an end and should never be made the end itself.

It would be foolish to live only for the sake of dress. Eat that you may live, dress that you may maintain your position in society and merit the respect and confidence of your kind.

Extravagance in dress is a constant source of temptation and trouble to those who have to earn their own living and that of those dependent upon them.

Few people have the courage to wear old clothes until they can afford to buy new, hence many rush into debt and difficulties for the sake of satisfying and keeping up their vanity.

Few tradesmen have to do such a large credit business as our fashionable tailors. More than half the failures that disgrace our land are traceable to a reckless and senseless folly in the matter of dress. Benedict Arnold betrayed his country to get money for the family wardrobe. Do not betray yourself or your family for the sake of a few senseless gewgaws or to please the dictates of haughty Dame Fashion. She is inexorable in her demands anyway and can never be satisfied, no matter what you do. Madison C. Peters.

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**DEPENDON** Dry Goods sell easily.

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No matter how large or how small your business, you are always looking for opportunities to increase your sales, aren't you?

You are always looking for lines that will make your profits larger, aren't you?

You are always looking for goods that will keep your customers satisfied with your store as their purchasing center, aren't you?

You are always looking for goods that will furnish you with arguments on prospective customers, aren't you?

You are always looking for lines that will not be likely to "stick," aren't you?

You are always looking for new ways of telling your selling story, aren't you?

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Sole Distributors of **DEPENDON** Dry Goods

Chicago the Great Central Market



## UNDERGROUND RAILWAY.

## Unique Institution Conducted By Determined Men.

An institution now only known in history is the Underground Railway. This society, or system, as it should be more properly called, came into existence in 1840 in the midst of the famous Harrison campaign, and was organized by Levi Coffin, of Cincinnati, a Quaker.

It was a league of men, almost all of whom were Quakers, who organized a system for spiriting away and conducting runaway slaves from Kentucky, Tennessee and other slave states through to Canada. These men were enthusiastic abolitionists, who devoted their time to watching for fleeing bondsmen, ferried them in rowboats in the nighttime over the Ohio river, and then started them to the first Underground Railway station, thence from station to station until they arrived in Detroit, where they were ferried over the river in rowboats to Canada—and freedom.

The workings of the Underground Railway were a great mystery to the people because of the secret manner in which everything was conducted. Slaves strangely disappeared and nothing was heard of them until reported to have been seen in Canada. None of the methods were known to the public. These slaves were conducted from the Ohio River to Canada as if shot through a hollow tube. This imaginary explanation of how the fugitives reached Canada is what gave origin to the name "Underground Railway."

The main route, known as the Central Michigan line, passed through Battle Creek. There was another route through Michigan via Adrian. Mrs. Laura Haviland had charge of the latter line. She resided at Adrian and conducted a school for colored girls.

The station at Battle Creek was one of the most prominent centers of the work in Michigan, and was in charge of that famous old Quaker, Erastus Hussey. Mr. Hussey spent his time and money freely in assisting the colored people to Canada. There was no graft in those days. The work was done because of a love for mankind, and a sense of duty from a moral purpose. Like all Quakers, he would not recognize laws that sanctioned slavery—they were man-made laws; he obeyed only divine laws.

During the existence of the Underground Railway, which was continued from 1840 to the issuing of the emancipation proclamation by Lincoln, Mr. Hussey secreted and fed over 1,000 colored persons, and then sent them through to the next station, which was at Marshall. Mr. Hussey lived at that time on the present site of the Larkin-Reynolds-Boos block, built in 1882 by Werstein & Halladay, on East Main street. From there he moved in 1855 to his new home on North Washington avenue, on the present site of the old Seventh Day Adventist college building, now the American Medical Missionary college. Here he had beautiful grounds covering an entire square, making a charming homestead. Not

so many colored persons were cared for at this home as at the old store building on East Main street.

Realizing that the history of this institution, particularly of the work in Battle Creek, was of more than local importance, and should be preserved, the writer visited Mr. Hussey in May, 1885, and made a record of his story, which is reproduced in his own words:

"One day in 1840, when I was in Detroit on a business trip, a man by the name of John Cross, from Indiana, called at my house in Battle Creek and inquired for me. He was very anxious to see me, but would not tell even my wife what he wanted. My wife sent for Benjamin Richard, who worked for Jonathan Hart, but neither would he confide the object of his visit to him, and so departed. I was in Detroit three or four days. After my return home I received a letter from Cross. He wrote that he was establishing a route from Kentucky and Ohio to Canada through which escaped slaves could be conducted without molestation and wanted me to take charge of the station in Battle Creek. This was the first time that I had ever heard of the Underground Railway. I preserved Cross' letter for many years as a relic, but it is now lost. This is how I commenced to keep the station here.

"At that time there were only five anti-slavery men in Battle Creek besides myself: Silas Dodge, who afterward moved to Vineland, N. J.; Abel Densmore, who died in Rochester, N. Y.; Henry Willis, Theron H. Chadwick and a colored man by the name of Samuel Strauther. The colored Masonic lodge was named after him—Strauther lodge No. 3.

"Other anti-slavery men came afterward to this place, among them Dr. S. B. Thayer and Henry J. Cushman, who built the old flouring mill opposite Hart's mill. He was an earnest worker. He moved to Plainwell. There was Charley Cowles, a young man who was studying medicine with Drs. Cox and Campbell; also that good worker, Dr. E. A. Atlee, and his son-in-law, Sam. S. Nichols in Jonathan Hart's store. In Battle Creek township were Elder Harris, William McCulloch, Edwin Gore and Herman Cowles; in Pennfield, David Boughton, and in Emmett, Elder Phelps.

"Our work was conducted with the greatest secrecy. After crossing the Ohio River the fugitives separated, but came together on the main line and were conducted through Indiana and Michigan. Stations were established every fifteen or sixteen miles. The slaves were secreted in the woods, barns and cellars during the daytime and carried through in the night. All traveling was done in the dark.

"The stationkeepers received no pay. The work was done gratuitously—without price. It was all out of sympathy for the escaped slaves and from principle. We were working for humanity.

"When I first accepted the agency I lived in a wooden building on the present site of the Werstein & Hal-

laday block (now Larkin-Reynolds-Boos block) opposite the Williams house (now Clifton house). Before the present block was built the old building was occupied as a livery stable by J. L. Reade, and before him by Parcel Brinkerhoff as a second-hand store. There was the Underground Railway station. This building was constructed by August P. Rawson in 1836 or 1837, and when I bought it it was occupied as a cabinet shop by John Caldwell, our village marshal, father of James T. Caldwell, the undertaker. I repaired the building and occupied the front as a store and used the upstairs and the rear lower end for my dwelling. Here I secreted the runaway slaves. After the Union block was built, just adjoining this building on the west (the first brick block erected in Battle Creek), I frequently secreted them there.

"In 1855 I moved to my new home on the present site of the Seventh Day Adventist college. It was reported that the cellar under this house was built with secret places expressly for the purpose of hiding the fugitives. This was not strictly true. I will guarantee, however, that if any slaves were secreted there they were never captured. We did not assist as many of them as formerly, because a shorter route had been opened through Ohio, by way of Sandusky and thence to Port Madden and Amherstburg.

"I can't tell about the stations in Indiana. The route came into Michigan to the famous Quaker settle-

ment near Cassopolis. The leader was that good old Quaker, Zachariah Sugard, also Stephen Bogue and Joel East. At Cassopolis Parker Osborn was the agent. The next station was Schoolcraft, in charge of Dr. Nathan Thomas. Then came Climax. The station was a little ways out of the village. The man there was Gardner. I think his name was William. Battle Creek came next. Jabez S. Finch was the agent at Marshall. He was a gentleman with plenty of means and stood high in the community. He was the first nominee on the Liberty ticket for governor. Of course, he was not elected, but we always thereafter called him governor. Then came Albion and Edwin M. Johnson. I have forgotten the name of the agent at Parma, but I think that it was Townsend E. Gridley. He was not strictly identified with the Liberty party, but always rendered assistance in furthering the escape of the slaves.

"At Jackson were three agents: Lonson Wilcox, Norman Allen and one that I can not remember. In the large places we had more than one man, so that, if one chanced to be out of town, one of the other men could be found. At Michigan Center, Abijah Fitch was the man. He was one of the men involved in litigation many years ago with the Michigan Central Railroad Co., called the "railroad war," which was a famous case at that time. A feeling had been created against the road on account of the number of cattle killed, there being no fences then. A number of

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for More Than Twenty-five Years

**ALL OTHERS ARE IMITATIONS**



men threw stones through car windows to get even with the company. Several of them were sent to state's prison. At the trial, which took place in Detroit, the noted pioneer lawyer, John Van Arman, counsel for the railroad, made one of his most famous speeches. It was pronounced by William H. Seward, who was counsel for the men, to be one of the most eloquent speeches that he had ever heard.

"I have forgotten the name of the agent at Leoni, also the one at Grass Lake. At Francisco was Francisco himself, who was a good worker. At Dexter we had Samuel W. Dexter and his sons. As Scio was a prominent man—Theodore Foster. At Ann Arbor was Guy Beckely, editor of the Signal of Liberty, the organ of the Liberty party, who published the paper in connection with Theodore Foster. At Geddes was John Geddes, after whom the place was named. He built a large flouring mill there. He was an uncle of Albert H. Geddes of this city. I can't tell the names of the agents at Ypsilanti or Plymouth. At the former place the route branched, leaving the Michigan Central for Plymouth. Sometimes they went to Plymouth from Ann Arbor. From Plymouth they followed the River Rouge to Swartsburg, thence to Detroit.

"The principal man in Detroit was Horace Hallock, also Silas M. Holmes and Samuel Zug. They were men who could be relied upon.

"We had passwords that we used. The common one was: 'Can you give shelter and protection to one or more persons?' This was addressed to the agent by the person or persons looking for a place of safety. I usually drove the fugitives through to Marshall myself, in the night, but often got some one to go with me. Isaac Mott, then a boy, worked for me, and used to frequently take the slaves through. Sometimes others went. I used my own horse and buggy.

"It was just four weeks after John Cross had appointed me agent that the first fugitives came. They were two men, William Coleman and Stephen Wood. These men came through under fictitious names and always retained them. This the fugitives frequently did. While Coleman and Wood were yet secreted at my house Levi Coffin, the originator of the Underground Railway, and John Beard, a Quaker minister, came through on the route. They were a committee appointed by the Quakers of Indiana to visit the colored people of Canada and to learn how they were succeeding, and to ascertain what assistance they were in need of. They went home on the other route, and so I did not see them on their return. Coffin was acquainted with Wood, and Beard with Coleman. The two colored men, when they saw their old friends, were overcome with joy. By the way, I never met John Cross until eight years afterward, at the great free soil convention at Buffalo.

"Some of the slaves were frightened upon their arrival, while others were full of courage and joy. From two to four usually came along to-

gether. At one time forty-five came down upon us in a bunch. It was when the Kentucky slave owners made a raid upon the slaves at the famous Quaker settlement in Cass county. One night a man by the name of Richard Dillingham came to my house and informed me that there would be forty-five fugitives and nine guards there in two hours. What to do I did not know. My wife was sick in bed. I met Abel Densmore, then Silas W. Dodge and Samuel Strauther, and we talked the matter over. We had to act quickly. Lester Buckley owned a small unoccupied dwelling house on the rear of the lot where J. M. Caldwell's block now stands (the present site of J. M. Jacobs's clothing store). Buckley was a Whig, but sympathized with us. He said that we could have the use of the building. There happened to be a stove in the house. I got some wood and then went over to Elijah T. Mott's mill, on the site of the present Titus & Hicks flouring mill, and he gave me sixty pounds of flour. Silas Dodge went to a grocery store and bought some potatoes and Densmore got some pork.

"We heard them coming over the West Main street bridge. Everybody had heard of their coming and every man, woman and child in the city were upon the street and it looked as if a circus was coming to town. It was a lovely moonlight night. There were nine white men with them who acted as guards. Ahead of them rode Zach Sugard, the old Quaker, with his broad-brimmed white hat and mounted upon a fine horse—he always had good horses. He met me in front of my house and shook hands with me. I told him of my arrangements. He took off his white hat and with a military air and voice said: 'Right about face!' They all about-faced and marched down to the house and took possession. The nine white men stopped at the hotel and our friends cared for their horses.

"The darkies cooked their own supper of bread, potatoes and pork, and as they were very hungry they relished it keenly. The next morning the majority of them went on to Canada, but a few remained, who became honored citizens and well known. Among them were William Casey, Perry Sanford, Joseph Skipworth and Thomas Henderson.

"I expected every day to be arrested, but I escaped all legal proceedings. Once word came that thirty armed men were on their way to capture the slaves in Battle Creek. Dr. Thayer and myself had 500 bills printed, stating that we were prepared to meet them, and advised them to stay away. Many persons condemned me for this and I made enemies. Dr. Moffit said that it was treason against the government. I sent the bills along the railroad by an express messenger by the name of Nichols, who was in sympathy with us. He threw the bills off at every station. At Niles he met the party of Southerners on the train coming east. They read the bills and turned back. The Quaker station in Cass county and the ones at Schoolcraft and Battle Creek were well known throughout the

South as the headquarters for many escaped slaves and the names of the men who kept the stations were equally well known.

"I could tell hundreds of interesting incidents. One day a slave woman who had been here about a week was assisting my wife with her work when a party of slaves drove up. Among the number was her daughter whom she had not seen in ten years. The recognition was mutual and the meeting a very affecting sight.

"One slave with his wife and two children were overtaken by the slave catchers in Indiana. The fugitive put up a hot fight with the Southerners while his wife and children escaped to the woods. In the fight the negro was shot in the leg. The men brought him back to the hotel, and while they were eating their dinner left him in charge of the landlord's young son. The little fellow whispered to the darky, 'Uncle, do you think that you can run? If so, the woods are only forty rods away. You had better run.' And he did, although badly wounded in the leg. When the slave catchers came out from dinner and found that the fugitive had escaped they were furious—their rage knew no bounds. The little boy looked very meek and said that he was not strong enough to stop such a great big man. The slave overtook his family at Schoolcraft and they came on here together. He was suffering severely from his wound, but I hustled him and his family through to Canada.

"There had been a barber working here for some time by the name of Jim Logan. He was a dandy sort of a fellow. One day a fugitive and his wife came to my house for shelter. He had been a slave of Wade Hampton's, and so we called him by that name. Hampton worked about here for three days. One day while we were at dinner Jim Logan came walking in. The colored woman gave a shriek, jumped from the table and almost fainted away. She and Jim had been engaged to be married in Kentucky, but not having heard from him in two years she married Wade Hampton.

"I could fill a book with incidents."

To his position as Battle Creek agent for the Underground Railway, which was one of constant excitement, resulting in the most unexpected happenings, Mr. Hussey added the strenuous life of editor of the Liberty Press, the state organ of the abolitionists of Michigan, printed in this city. The feeling against the paper because so strong that the building in which it was printed, old Eagle hall block, located on the present site of the block on East Main street now occupied by J. M. Jacobs, the clothier, was set on fire and burned on the night of June 9, 1849, and all of the printing material destroyed. The persecutions of this old abolitionist editor and the vicissitudes of the paper would make a story in itself.

After selling his beautiful old homestead to the Seventh Day Adventists for the site of their college building, Mr. Hussey erected a commodious residence on the corner of North Washington avenue and Manchester street, now owned by W. K. Kellogg, where he died, January 21, 1889, after an eventful and useful life. Mrs. Hussey, who sympathized with and assisted her husband in his anti-slavery work, passed away March 22, 1899.

The sole survivor of this prominent pioneer family is the daughter, Mrs. Susan Hussey, who resides on Oak Lawn farm, west of the city on the interurban line.

Charles E. Barnes.  
Battle Creek, Mich.

The most eloquent prayers for the needy are the ones we carry to them in baskets.

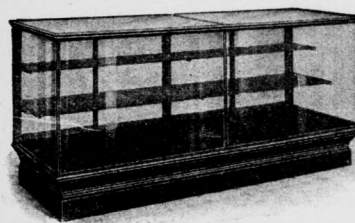
He who waits to do good in some notable way will never have any good to note.

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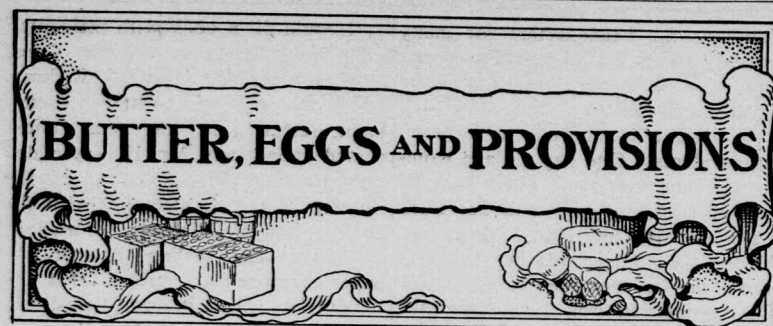
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has proved popular. Its quarterly cash dividends of two per cent. have been paid for about ten years. Investigate the proposition.





### Observations of a Gotham Egg Man.

There is no question that the speculative possibilities of the egg market—that is, the possibility of such a marked shortage as would force prices materially above the present and recent high level—have been reduced by a considerable falling off in the consumptive demand. Dealers have evidently been so generally anticipating a period of scarcity that they have kept prices on a high level; retail prices are very high, the storage eggs have become poorer as the season advances, and the trade output is now undoubtedly smaller than it has been at any time this season. It is impossible to say how much this reduction of demand amounts to; and it is difficult to estimate it. In December our statistics showed an average weekly output from the wholesale market of about 69,000 cases a week, and if this rate of output had continued in January we should now have been down to bare floors. But there has been no such rate of output this month. Judging from the receipts since January 1st, the reported reduction of storage egg to date and the quantity of fresh gathered eggs remaining unsold in first hands, it looks as if our output since January 1st had not averaged above about 56,000 cases a week, and it is now doubtless below that—perhaps about 50,000.

At this writing there are probably about 20,000 cases of storage eggs remaining in the local warehouses, and there are probably about 20,000 cases of fresh gathered eggs in receivers' hands, so that even if there should be no increase in current receipts, which have been running on a scale of about 40,000 to 42,000 cases a week, and if all the reserve stock should be offered on the market, there appears to be enough stock in sight to supply all demands for three or four weeks more unless there should be a considerable decrease in receipts or increase in demand.

Under these conditions—there being a surplus of eggs in the market beyond the actual needs of the trade—the prices from day to day must fluctuate according to the varying strength of the speculative holding, and this, in turn, is chiefly affected by the character of the weather in producing sections.

Last week, during the prevalence of the cold wave, the surplus of stock was strongly held, largely under shippers' limits, and there were even some orders to buy on this market and hold for shippers' account. It was this alone that caused the stiff-

ening of prices to 33@33½c for western firsts. This week the weather in the Southwest has been much more moderate and a larger part of the surplus stock has been offered for urgent sale—enough to exceed somewhat the actual requirements of the market and to turn prices downward.

There are at present no indications of any material change in the scale of current egg receipts for the near future, and we can see no probability of any actual shortage of eggs for current demands for some time to come, and then only if the weather in producing sections should be continuously unfavorable; but changes in speculative holding, such as may be induced by changes in weather conditions, will undoubtedly cause continued fluctuations—upward or downward. Under continuously favorable conditions it is altogether probable that there may come no shortage at all—for it would require only a comparatively moderate increase in receipts during the next two weeks to bring our current arrivals up to the entire consumptive needs of the market.—N. Y. Produce Review.

### Modern Methods in Canning Corn.

Corn canning begins with corn husking, which is done even to this day by hand. The ears of corn are then placed upon a belt conveyor, which travels in a wooden trough. A number of women are stationed along this trough, and as the corn passes by them they break off the tips or ends, pick out the malformed ears, or otherwise remove the useless or harmful from the others.

The raw material is then carried to a chute leading to the cutting machine, in which the grains are separated from the cobs. The ear is passed into the cutting machine by hand in the longitudinal direction of a species of cylindrical casing, which contains the sets of blades, two horizontal and two vertical, which shear the grain from the cob. These blades fit themselves to the size of the ear by means of adjustable actuating rods.

The grains of corn and the juice drop through a chute underneath the casing into a trough, in which they are removed to the silking machine by means of a spiral screw conveyor, while the cobs leave the ends of the casing and fall upon a belt conveyor, which carries them off.

The silking machine removes the silk and bits of husk or cob which may be mingled with the grain. Then the corn is raked into tin basins and

carried to the ingenious machine which fills the cans. This is a cylinder containing the corn and natural juice heated to a temperature of 180 degrees and a pair of plungers, which draw a certain measured quantity from the cylinder and force it into the cans, which have passed down vertical pipes and have been automatically stationed before filling the plunger at the proper moment.

After the cans are filled they are passed to a rotating plate and thence to a chain conveyor, which carries them first under a revolving brush, which removes stray grains, and then among a number of girls, who place the caps on the openings. The cans are then carried to the soldering mechanism.

## Buckwheat

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

Grand Rapids Grain & Milling Co.

L. Fred Peabody, Mgr.  
Grand Rapids, Michigan

### New York Greenings and Baldwins

Get our prices

M. O. BAKER & CO.

Toledo,

Ohio

## Custom Tanning

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

H. DAHM & CO.,

Care E. S. Kiefer's Tannery,

Phone Ctt. 5746 Grand Rapids, Mich.

## The Perfection Cheese Cutter

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

Manufactured only by

The American Computing Co.

701-705 Indiana Ave. Indianapolis, Ind.

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SIZE—8 1/2 x 14.  
THREE COLUMNS.

2 Quires, 160 pages... \$2.00  
3 Quires, 240 pages... 4.50  
4 Quires, 320 pages... 3.50  
5 Quires, 400 pages... 3.50  
6 Quires, 480 pages... 4.00

### INVOICE RECORD OR BILL BOOK

80 double pages, registers 2,880  
invoices... \$2.00

Tradesman Company  
Grand Rapids, Mich.

## Our Slogan . . . BUY BROOMS Before the next advance.

Write or phone for best prices to

C. D. CRITTENDEN CO.

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

## 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. Price, 18 cents f. o. b. Grand Rapids.

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

## Now is the Time to Sell Oranges

Our special brands, **Golden Flower** and **Golden Gate** Redlands California Navels are sweet, juicy and cheap. Try them and see.

The Vinkemulder Company

Wholesale Commission

14-16 Ottawa St., Grand Rapids

## BUTTER

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

T. H. CONDRA & CO.

Manufacturers of Renovated Butter

Grand Rapids, Mich.



### New and Profitable Branch of Poultry Business.

The one day old chick trade has come to stay. This may be said to be a separate and rather new branch of the chicken business, but it has passed its experimental stage, and both in this country and in England is becoming popular.

It is, as its title indicates, the selling of baby chicks the day they are hatched. There has been, and still is, wide discussion pro and con over this business, some fanciers averring that it will injure the sale of their fancy eggs, and others even threaten to call in the humane society to prevent such cruelty as selling chicks at so tender an age.

L. Yarian of Lima, Ohio, an expert on poultry, writes as follows on the subject:

"No branch of the poultry business is attracting more attention at present, and no branch of the poultry business is more worthy than the selling of day-old chicks.

"With hundreds of others in all parts of the United States, I believe it is the best branch of the poultry business ever originated. The reasons are very plain when one fully understands the many advantages that the day-old chick industry has, a few of which I will state later on, and I know of no good argument why it should not continue to be carried on. It is a fact that many old breeders, men who have big reputations and sell annually several hundred dollars' worth of eggs, are knocking the business, but they are doing so from a business point of view, as they are losing annually a percentage of the trade in eggs for hatching which they formerly enjoyed, and because they will lose still more in the future when people once find out the many advantages of buying chicks over buying eggs for hatching.

"I believe this is the only reason they are knocking the business, although they are not willing to admit it and are trying to lay the blame elsewhere. The reason they do not wish to engage in the business is because it requires more capital than some of them are willing to invest in the way of incubators and other equipment. If they count their time anything, they would find that they would be money ahead by getting more incubators and hatching and selling the chicks instead of the eggs, because we fellows in the day-old chick business do not have to spend half of our time explaining to customers why they did not get a good hatch, and answering a dozen other complaints which men who sell eggs for hatching are continually getting. They would also find they can sell several times as many chicks as they can eggs, for all of their customers are satisfied, as they get full value for their money and know in advance just how many chicks they buy, and are taking no chances of getting a poor hatch or no hatch at all.

"Day-old chicks, or chicks taken direct from the incubator and securely packed, can be safely shipped to all parts of the United States, except to

a very few places located in some out-of-the-way place—probably on the branch of some railroad where there is only one train each day each way. I will say that if this could not be done safely, we fellows who are in the business of shipping day-old chicks could not guarantee full count and safe arrival at destination.

"Occasionally a chick dies en route, but don't they die for you at home when they are only a couple of days old? Certainly they do, and what proof can be advanced that the same chick that dies en route would not have died at home?

"Is it a cruel practice?" is asked. I say emphatically, 'No!' Then some people will ask, 'What will the chick eat while on the trip?' I reply, 'Nothing!' 'Why?' Because the last thing the chick does before it leaves the shell is to absorb the yolk of the egg, which is nature's own food, and intended to furnish nourishment for the baby chick until its little digestive system gets in good working order and is able to handle food properly.


"Poultry men of experience will all agree with me that more little chicks are killed annually by over-feeding, and all advise that the chick be not fed until it is at least two or three days old. If you overcrowd the chick's digestive system before it is prepared to handle the feed, you will have bowel trouble, and you know with that you won't have the chick very long. If it is the advice of men of experience not to feed until the chick is at least a couple of days old, then why can not the bird be shipped during that time as well as kept penned up?

"That they can be safely shipped has been successfully proven to all who have ever attempted to do so, unless the chick have very low vitality. I will say that out of the many thousand of baby chicks that I have shipped the past season, I have had less than forty reported dead when they arrived at their destination. I will venture to say that other men have been equally successful. This is something remarkable, considering some of the great distances I have shipped without any loss whatever. I have shipped from Ohio as far west as Montana, Colorado and Wyoming, as far south as Mississippi, Texas and Florida, and as far east as Connecticut and South Carolina. These distances pretty well cover the ground, I think, and I state them only to show that it can be done successfully.

"I can prove to you that if I had shipped eggs instead of chicks I would have had several broken en route, for they would have been handled many times rougher than the baby chicks, simply because the little chicks are interesting to the expressman, and it would be a very hard-hearted expressman indeed who would throw a box of baby chicks across an express car, as they do when they handle eggs. Instead, the expressman takes an interest in the chicks while they are on the cars. Even the men on the wagons take them on the seat beside them, and

whenever they get a chance take a peep at the little fellows.

"I believe the selling of day-old chicks should be encouraged, as there would not be so many dissatisfied customers, especially among amateurs, who often get discouraged by having poor hatches and frequently give up after their first attempt."



**Ground Feeds**

None Better

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GRAND RAPIDS

**Dandelion Vegetable Butter Color**

A perfectly Pure Vegetable Butter Color, and one that complies with the pure food laws of every State and of the United States.

Manufactured by Wells & Richardson Co. Burlington, Vt.

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

**SHIP US YOUR FURS**

**Crohon & Roden Co., Ltd.**  
37-39 S. Market St. Grand Rapids, Mich.

**YOU** Should send us your name immediately to be placed on our list for Xmas catalogue of post cards and booklets.

**Suhling Company, 100 Lake St., Chicago**

## BEANS AND CLOVER SEED

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

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

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## REA & WITZIG

**PRODUCE COMMISSION**

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

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

### REFERENCES

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

Established 1873

## Egg Cases and Egg Case Fillers

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

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

Can make prompt shipments.

## L. J. SMITH & CO.

EATON RAPIDS, MICH.

## For Potato or Bean Bags

write to **ROY BAKER, Grand Rapids, Mich.**

Bags of every description, both new and second hand.

# Wanted===Beans

Send us your samples and offerings.

**Moseley Bros.**

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

Both Phones 1217

Grand Rapids, Mich.





### Use of Dummies Strongly Advocated for Windows.

Bordering on the unusual in a recent exhibit were a very good-looking young man dummy and a pretty girl dummy, with arms entwined and hands clasped in a way typical of skaters, and posed in an attitude such as devotees of this exhilarating winter sport assume when skating against the wind—bodies forward inclined, better to cut the biting blasts. The dummies were clad for comfort. Both had on thick sweaters and gayly-tasseled toboggan caps, well pulled down over ears to defy the "nipping and eager air" above referred to, adorned their heads.

The ice was made of six large unframed mirrors, with shredded cotton dotted here and there and carefully covering the jointures. A lot of old gunny sacks and big bundles of excelsior, all this covered with white cotton cloth, represented the banks of the lake, and feathery tufts of cotton batting completely concealed the factory. On the skaters' shoulders, arms, hands and heads, lay these same soft tufts, while here and everywhere else that the cotton was visible were sprinkled myriads of tiny bits of mica, giving a fine imitation of sparkling snow.

Three sleds were up on the banks and each of these had sitting on it a big doll, dressed similarly to the dummy girl-skater and being drawn by a boy clothed like the girl's escort.

Around the back and ends of the window were evergreen trees some eight feet or so in height. These also were apparently weighted with "the beautiful." In and out among these trees were other children dummies in the act of pelting each other with (cotton batting) snowballs. Snow also lay on their garments where it might naturally be expected to light.

In front of the trees at the opposite end of the window was a long wide board, supported by sawhorses, and on this board rested numerous pairs of skates of all sizes, with a little space between each pair. This layout was presided over by a big man dummy, whose long heavy fur coat protected him thoroughly from the cold. He was the fellow supposed to rent out the skates.

I have gone into this description with details. Of course, such a trim would demand a large window area. In a country town some of the special features of this particular exhibit could be left out, although 'twere a pity to omit any of them.

Oh, I forgot to mention that a

couple of lively-looking kids were busily engaged in fanning into flame a little bunch of evergreen twigs down in one corner next to the glass. Red electric lights, partially concealed by the little branches, gave a warm glow. One of the boys had a bellus in his hands, presumably swiped from home and carried beneath his red—a regular "fireman's red"—sweater.

The windowman who arranged this elaborate display told me that he was a week in getting his material together, and that he greatly enjoyed his work on it—felt well repaid for all his bother. He took one of the store's delivery rigs and went out in the woods and himself felled the trees for the background.

This exhibit, it was said, brought many people into the store not only to express congratulations but to buy skates, sleds and sweaters, the goods it was designed to boom.

\* \* \*

And this brings me to reiterate what I have often advocated in times past: the improvement of any display—no matter of what sort—by the addition of a dummy or dummies. They give a "human" interest to the most prosaic of windows, even if standing still and doing nothing; but where they are made to help matters along as they should do in various exhibits they well reimburse their somewhat steep first cost.

But don't, I beg of you, use too many of these expensive adjuncts to success. If you had to take your choice between having one or half a dozen in an ordinary size window I would say one every time.

Supposing you have only one dummy in the window, and she is dressed for the street. Then whatever else you show in the exhibit should be for the same purpose—street hats, shoes, neckwear, or larger pieces.

Lately I saw a window illustrative of this idea:

One dummy lady stood in the center of the floor. She had on a beautiful shirt waist (white) and a handsome broadcloth skirt. Her long fawn-colored coat was unfastened, falling almost to her feet in graceful folds. The sides of the cloak were slit far up the sides, Directoire style, and the sleeves repeated this fad, the slits running to the shoulder seam, and the four were brought together with frogs and buttons, three on the former and two on the latter. The sleeves were rather short. The neck was cut low and the cloak was outlined with heavy passementerie, and this followed the slits as well, which were rounded at the corners. A be-

ribboned ruff of soft fawn-colored marabout hugged the dummy's throat and a modish hat sat jauntily on her prettily coiffured head. Her hands were kid-gloved to match her coat.

At either side in the background were broad tall pillars joined with a wide rail. These were covered smoothly with cream white corduroy. Artificial flowers and vines ran over these in a mad riot of color. The floor was carpeted with cream white felt. The flowers and vines followed the edges of the window.

Besides the dummy and the pillars referred to there was nothing else in the window with the exception of marabout ruffs—fawn-colored and pale pink, blue, white and buff—which the window was intended to specialize.

And an exceedingly attractive window this was—simple yet effective.

\* \* \*

A dummy display that stayed in observers' minds was to advertise sick-room appliances.

This took up the space offered by two windows.

In one were all sorts of articles necessary to the proper equipment of a room where a person seriously ill is being nursed back to health.

In the other section a single size white-enameled iron bedstead occupied the left hand corner in the rear. It was made up with strict care for details. In it lay a child dummy in a night robe. At the head of the bed was a small stand containing a water bottle, two empty tumblers and a teaspoon. At the side of the bed sat the family physician, with his finger on the pulse of the—supposedly—sick child. In his other hand he held his timepiece, on which he had his eye. At the foot of the bed, intently watching the doctor's face, stood a woman dummy in the obligatory hospital garb. On the hardwood floor was a rug, to give further impression of sanitation in a hospital.

Any one stopping in front of this part of the display would certainly be deeply impressed by it; and the eye would naturally rove from this to the next one where were set out the druggists' sundries.

Seldom is a dummy seen in a drug store window unless an animated one to give a startling demonstration of some catarrhal remedy, so that anything so out of the ordinary in the window of a druggist as the scene just depicted is certain not to go unnoticed.

\* \* \*

A window designed to sell a certain kind of hairbrush and toilet articles of quality resulted in greatly increased sales of these goods.

A beautiful dummy lady sat in a bird's-eye maple "combing chair" in front of a toilet table of the same dainty wood. On the latter was spread a delicate dotted muslin cover with deep lace border. On this sat a number of toilet preparations and manicure articles. The lady was holding in one hand a big powder-puff of swan's-down with a shell pink silk pleated top and in her other hand was a hand mirror in which she was intently gazing. She had on an

Our  
New Lines  
of  
Prints  
Ginghams  
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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.



elegant lace-trimmed petticoat with shell pink satin ribbon run in and out of embroidery and ending in a long fall of loops and ends, from beneath which garment peeped boudoir-slipped feet. A combing jacket, all lace and ribbons, half revealed and half concealed the dummy's lovely waxen shoulders. She had Titian red hair hanging way down her back and another dummy, dressed like a maid, was busily manipulating the lovely locks with the brush aforementioned. And the dummy never paused in looking at herself, and never once said "Ouch!" A couple of landscapes appropriately framed hung on a tapestried wall at the back and a rich Oriental rug was spread beneath Milady's chair.

#### What Is Right and What Is Wrong.

Evansville, Ind., Jan. 22—These few words, "When a man ends well the world tries to find out how he began," and which appeared in your Jan. 20 issue, are as true as steel. The world tries to learn all about every man who passes to the Great Beyond, as it were, if he has proven himself a successful man. Why do we always do this? Why don't we pay more attention to a man while he is living? We have just lots of great men living to-day, but it seems no one wants to give them credit until they are dead and gone. I guess the public is waiting, thinking perhaps that something might turn up yet. Well, maybe that is right.

We are a race of people who have been taught to look for trouble. We have been taught that the other fellow is after us. All this has made us doubt our brothers. So if you prove you can end your life well the world will begin to follow you up. But is it not an awful thing to think of, that a man must die before one will want to follow him up. Well, after all, if we worry about what people are going to say or do in regard to our way of thinking, we will have them talking sure enough after we are dead. People will talk. They can not help it. So if you are one that is always worrying about what the people are going to say if you do this or that, I wish to advise you to do what you know is right and what you want to do, and pass up what the people might say about it, for always remember, they will talk, it matters not what you have done or said. Do right and fear nothing. The question comes up in your mind and you ask, "What is right and what is wrong?" Now, if you are not able to decide these questions within your own mind, I feel very sorry for you.

No man can answer these questions for you, you must know. Now if you will learn what is right and wrong for yourself you will begin to learn how the successful man began. You will not wonder how this or that man made a success. It will all be very plain to you.

You will not be made to know just how he acted on everything he did in life, but you will know all about the principle. Edward Miller, Jr.

He who walks by faith has opportunity to enjoy the scenery.

#### LAKE LEVELS.

##### They May Be Controlled in Spite of Traditions.

Written for the Tradesman.

About 1896 there were appointed three members to constitute what was known as the United States Board of Engineers on Deep Waterways, as follows: Lieut.-Col. C. W. Raymond, Engineer Corps, U. S. Army; Mr. Alfred Noble, C. E., and George Y. Wisner, C. E., at that time consulting engineers for the Chicago Drainage Canal Commission.

The work assigned to this Board was to investigate and report upon the routes, plans and cost of deep waterways from New York Harbor to Albany; thence and in turn:

1. From Albany to the St. Lawrence River via Lake Champlain.
2. From Albany to Oswego on Lake Ontario via the Erie and Oswego Canals.
3. From Albany to Buffalo via the Erie Canal.

Also to investigate and report upon the measurement of the discharge of Lake Erie; the determination of the slopes in the Niagara River, and the effect which will be produced on the levels of Lake Ontario, Lake Huron and Lake Michigan and their connecting channels by a proposed regulation at the head of Niagara River of the level of Lake Erie.

On the 30th of November, 1898, this Commission's report to the War Department was submitted to Congress, received and approved. And it is an interesting report when one takes into consideration the fact that Congressman Lorimer, of Illinois, has asked the House of Representatives to pass a bill for the condemnation of the rights of certain water and electric power companies at the Soo, a bill, by the way, which is opposed by Senator Smith and all of the Michigan delegation.

That portion of the report by the Board of Deep waterways Engineers which discusses the matter of regulating the level of Lake Erie says: "Under the influence of varying relative supply, evaporation and discharge (of water) the monthly mean level of Lake Erie has had an extreme variation of 4.6 feet during the past seventy years, the low level generally occurring at a time of the year when navigation is most active. If the level of the lake could be constantly maintained at or near a high stage navigation would be greatly benefited. Such a result can not be obtained by the use of submerged fixed weirs only; but with a series of sluices added in combination with fixed weirs the desired control may be secured."

The report, after saying that such control of the level of Lake Erie may be installed at a cost of \$796,923, continues:

"The Board expresses the belief that the level of Lake Erie can be maintained within 0.6 foot below the level adopted for regulation under all conditions for supply heretofore recorded. The effect of the regulation of the level of Lake Erie would be to diminish the slopes of the Detroit and St. Clair Rivers for any given volume

of discharge and to redistribute the flow, raising the low water stage in Lake Erie about three feet; two feet in Lake St. Clair and one foot in Lake Huron and Lake Michigan."

The report also says that to regulate the level of the lake means to so control the discharge from the lake that it will be at all times approximately equal to the difference between the supply of water to the lake and the evaporation from its surface. And the Board expresses the opinion that such controlling works, once established, as they may be, will be of great value not only in Lake Erie but to Lakes Michigan and Huron and their connecting waterways, and at a cost which will be small compared with their benefit to commerce.

In a discussion of this report, published in The Marine Review of Cleveland, Mr. Wisner, of the Deep Waterways Board, declared broadly that under no circumstances must the present level of Lake Superior be disturbed and that the levels of Lakes Michigan and Huron must not be disturbed except to raise them, as would be done by the proposed control of the level of Lake Erie.

And it is this report which successfully answers the talk about the Chicago Deep Waterway lowering the levels of Lake Michigan, which is so industriously indulged in by the opponents of that waterway and by a few who hark back to the discovery(?) fifteen or eighteen years ago by Capt. Keith that this waterway was a menace to the navigation of the lakes. Why not go back to Baron La Hontan (known as a dealer in terrific exaggerations), who, in 1689, wrote that once, while he was at the north end of Lake Michigan, he witnessed the rising of the lake three feet and its falling the same distance in a single day. And he tells how, when fishing, their nets were during three days "sucked to the eastward so strongly that we could with difficulty haul them out of the water. Then for two days the current set steadily to the west and carried our nets in that direction."

Much more rational and more accurate beyond question was the answer given Pere Marquette by the Indians in 1673, when he asked as to the causes of the changes in lake levels which he had observed. The

Redmen told him that such changes occurred regularly once in seven years. And the Indians also told of traditional subterranean waterways leading from the Arctic regions to the lake. In 1847 Mr. Ossian Guthrie began recording the fluctuations of levels in Lake Michigan and continued them, with occasional lapses, for twelve years, thus recording a raise in that time of three feet above datum.

Accurate records of a series of observations during the past few years reveal, it is said, the fact that if no rainfall were to reach Lake Michigan and a maximum flow of 300,000 cubic feet of water passed through the Chicago Canal, it would take a little over eight years to reduce the level of Lake Michigan one foot. It is inconceivable that we shall ever experience a complete drouth of eight months, to say nothing of years. And so, knowing that it is possible to raise the level of Lake Michigan one foot by controlling the level of Lake Erie, at a cost for the original works of about eight hundred thousand dollars, let the Soo Canal interests alone and have no fears as to the levels of Lakes Michigan and Huron because of the Lakes-to-the-Gulf Deep Waterway.

The best way to worship the heavenly child is to give every child some heaven.

The best way to make sure of being happy is to make some one else glad.

It pays to handle  
**MAYER SHOES**

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.

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.

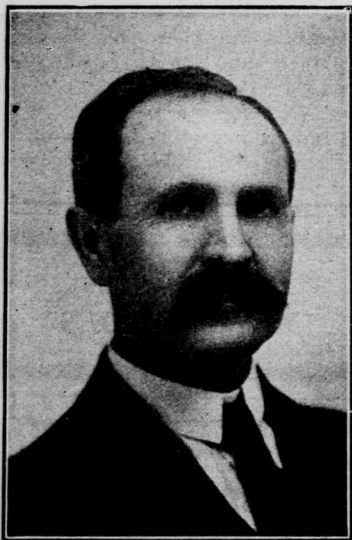




### SUCCESSFUL SALESMEN.

#### Ara E. Motley, Representing the Worden Grocer Co.

Ara E. Motley was born at Grand Rapids, Ohio, Aug. 7, 1861. His father, who was a wagon manufacturer, was of English descent. His mother, whose maiden name was Torrey, was of Scotch lineage. When he was 5 years old the family moved to Allegan, Michigan, where he attended school, including three years in the high school, from 1866 to 1882. He then spent eight years in the dry goods and clothing store of Livingston & Stern, from which place he went to Indianapolis, where he was



employed in the clothing store of H. C. Levi, who afterwards distinguished himself by conducting a model clothing store in Chicago under the style of the Hub. From Indianapolis Mr. Motley went to Allegan and with Jacob Lehman opened a store under the style of the Model Boot & Shoe Co., which business was discontinued at the end of a year, when he went to Kalamazoo and entered the employ of Livingston & Block, dry goods merchants, remaining with this firm for five years. Mr. Motley then engaged in the dry goods business for himself at Hart, which he conducted for ten years, his successor being Wm. Dowland. He then spent a year in Denver, Colo., prospecting. Returning to Michigan in 1900 he entered the employ of the Worden Grocer Co., which establishment he represented in the northern part of the State for two years, when his territory was changed to Central Michigan, which he has covered for the past six years.

Mr. Motley was married on Jan. 5,

1887, to Miss Aletha Slocum, of Saratoga Springs, N. Y. They have two children, both daughters—Helen, 21 years old, who will be graduated from Vassar with the class of '09, and Ethel, who is at home, although until this year she was attending college at Bristol, Tennessee. The family reside at 1 Windsor Terrace.

Personally Mr. Motley is a quiet and unassuming gentleman. He is an indefatigable worker and has built up his trade by reason of his absolute integrity and trustworthiness, which have gained for him the confidence of his customers, as well as the respect of his friends and the co-operation of his house. It may be said with full regard for the truth that his customers are his friends as well as his customers. His delightful personality and unostentatious methods make him friends wherever he goes. He is devoted to his family and his highest ambition is to contribute to their comfort and happiness. He is a man of excellent judgment in a business way and has accumulated considerable means, which he has invested in such a way as to bring him in lucrative returns.

#### Some Seasonable Don'ts for Salesmen.

- Don't talk too little.
- Don't fail to obtain the name and address of the prospect.
- Don't fail to hand him catalogues, etc.
- Don't fail to follow up his call with some good strong letters, etc.
- Don't make statements you can not prove and prove conclusively.
- Don't fail to thank the prospect for his call.
- Don't wear a tired, out-all-the-night-before look when you approach a prospect. Be cheerful—be active—be alert. Look and act the part of a live wire—not like one burned out.
- Don't approach a prospect with a cigar in your mouth or in your hand.
- Don't approach a prospect with a cigarette in your face.
- Don't chew tobacco when talking—dividing your time between a cuspidore and the prospect. Remember you are selling merchandise—not tending bar or acting as "casekeeper."
- Don't fail to be neat in your appearance—clean clothes, clean linen, clean shave and shined shoes, all are points that count with high-class salesmen.
- Don't fail to see that the show cars and demonstrators are cleanly kept—many a sale has been lost by soiling the clothes of the prospect.
- Don't load your mind up with a lot of small talk and superfluous arguments, but go loaded for bear.

Don't fire your arguments along too fast—but fire a good one, let it sink in and see if the prospect feels it before shooting another one.

Don't change from one point to another and then double back again—stick to each point until you have made it, then when the prospect is convinced, drop it. Hammering a nail after it is driven home only loosens it.

Don't try to prove several things at once—but prove them one at a time so the prospect can not dodge you.

Don't disparage the prospect's opinion or ideas.

Don't antagonize him but act as though you knew you were going to be friends, whether you make a sale or not.

Don't take an argumentative attitude—but have your arguments well framed up ready for the firing line.

Don't limit yourself to one certain line of talk but talk as long as you can do any good.

Don't forget that everybody respects a hustler and will usually throw business his way any time.

Don't attempt anything far-fetched or flowery—just be as natural as you know how—the same accent wouldn't do for both Seattle and Philadelphia.

Don't be afraid you won't make the sale. A display of fear or anxiety will lose a sale nine times out of ten.

Don't think because the prospect is not dressed like a fashion-plate, or does not sport a diamond as big as a pop-bottle, that his bank account is not a good one.

Don't forget that thoroughness beats brilliancy every time. Be resourceful and brainy, but back it up with thorough work.

Don't cultivate the giving-up habit. Pay rolls were never made for quitters.

Don't fail to study yourself.

Don't fail to study other people—get a line on human nature by sizing up people.

Don't fail to know your own line thoroughly.

Don't fail to know competing lines as well.

Don't try to meet competition but beat it, and don't beat it by "knocking"—the buying public hate a "knocker."

Don't think because the hill to successful salesmanship is a long one you must scramble up in a hurry—for you are liable to slip back. Make your footing firm on each round—that's the surest way to reach the top.

Don't think it necessary to talk loudly in order to impress a truth. Quietness is just as impressive—unless your prospect is deaf.

Don't use technical terms in your demonstration without being certain the prospect understands them—use plain Anglo-Saxon.

Don't talk too fast. Watch this. Don't forget it—talk deliberately.

Don't have a lot of "hangers-on" around the show room. Nothing detracts more from making sales than an audience of loafers.

Don't play tag with the prospect but know when to close the sale and get the money.

Don't let a prospect promise to "see you next week sometime"—but make a definite appointment and see that it is lived up to.

Don't fail to mix ginger with your old methods.

Don't forget that good salesmen work on "quality"—the poor ones on "price."

Don't approach a prospect with your mind filled with depressing thoughts.

Don't brood over your troubles during business hours. Take them to bed with you at night—if you must—but don't get up with them in the morning.


Don't forget that belief, earnestness and enthusiasm have hypnotic influence over a prospect.—N. A. Hawkins in Salesmanship.

To follow only the light of your own desires is to find yourself in the darkness of self-disgust.

There's music that angels bend to hear when a man's walk is in harmony with his talk.

### G. J. Johnson Cigar Co.

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



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

### 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.

### The Handshake

If you have ever noticed any difference between one handshake and another you'll understand the reason so many travelers prefer the

### Hotel Livingston

Grand Rapids, Mich.



**Revision of Excess Baggage Charges.**

The Michigan Railroad Commission has finally passed upon the excess baggage proposition. In view of the fact that excess baggage has heretofore been based upon a certain percentage, or claimed percentage, of the first-class unlimited passenger fare, there was always difficulty from the fact that their jumps, being in some cases thirty miles and in other cases fifteen miles, the percentage in question applied to the maximum distance only, and that whenever a traveler left the train at less than those maximum distances, it increased this percentage from 16½ per cent., which was supposed to be the one applied, to as high as 50 per cent.; that, also, when based upon a passenger fare of 2 cents a mile, if the traveler changed to a road whose passenger fare was 3 cents a mile, it meant an additional charge of 50 per cent. for the excess baggage charge. The old schedule, or the one now in effect by the railroads of the State, made the first jump forty-five miles, in which the same charge applied, so that if a traveler carrying a thousand pounds of baggage traveled the forty-five miles and had the baggage unloaded, the excess baggage charge would be \$1.50, at the present rate of 15 cents a hundred. Or, if he traveled ten miles, the charge was the same. If, however, he traveled the forty-five miles and made five stops in the forty-five miles, averaging nine miles between stations, the charge would be six times \$1.50, or \$9 for this service. The Commission, therefore, departed entirely from the percentage of first-class fare as a basis for computing excess baggage and arranged it upon a mileage basis, thereby doing away with those excessive charges for short distances. It also arranged four minimums, which not only care for the man traveling with 1,000 pounds of baggage, but for the man traveling with from 100 to 400 pounds, as will be noted by the following schedule:

Miles	Ex. baggage rate 100 lbs.
I to 10 inclusive.....	.08
11 to 20 inclusive.....	.10
21 to 30 inclusive.....	.12
31 to 40 inclusive.....	.15
41 to 50 inclusive.....	.17
51 to 60 inclusive.....	.20
61 to 70 inclusive.....	.23
71 to 80 inclusive.....	.26
81 to 90 inclusive.....	.30
91 to 100 inclusive.....	.34
101 to 110 inclusive.....	.37
111 to 120 inclusive.....	.40
121 to 130 inclusive.....	.43
131 to 140 inclusive.....	.47
141 to 150 inclusive.....	.50
151 to 160 inclusive.....	.53
161 to 170 inclusive.....	.57
171 to 180 inclusive.....	.60
181 to 190 inclusive.....	.63
191 to 200 inclusive.....	.67
201 to 210 inclusive.....	.70
211 to 220 inclusive.....	.73
221 to 230 inclusive.....	.77
231 to 240 inclusive.....	.80
241 to 250 inclusive.....	.83
251 to 260 inclusive.....	.87
261 to 270 inclusive.....	.90
271 to 280 inclusive.....	.93

281 to 290 inclusive.....	.97
291 to 300 inclusive.....	1.00
Minimum Charges.	
100 pounds or less, 25 cents.	
101 pounds to 200, 30 cents.	
201 pounds to 300, 40 cents.	
301 pounds to 400, 50 cents.	

It will be noted that per hundred pounds in excess of four hundred (which is cared for by the minimums), for a ten mile jump the new rate is 8 cents per hundred, instead of 15 cents, and for a twenty mile jump, 10 cents and under, instead of 15 cents, and for a thirty mile jump, 12 cents and under, instead of 15 cents. The railroads can not enter a very strong protest from the fact that at the hearing at Detroit had upon the question it developed that after a jump of fifty miles the application of the 16½ per cent. of first-class passenger fare was not complained of. In the arrangement of the mileage basis the Commission cared for that to the advantage of the traveler by having these maximums apply every ten miles, and has made this conform so closely to the application of the 16½ per cent. of a first-class passenger fare that they vary only by the fraction of a cent, and that above fifty mile the excess baggage rate is almost identical with that in effect in Indiana, which was established by the Legislature. Under fifty miles the Commission has allowed the railroad company to charge more than does the Indiana law.

**Movements of Gideon Workers.**

Detroit, Jan. 26—John H. Nicholson was at San Antonio, Texas, last week selling aluminum goods.

Charles P. Foote, of Grand Rapids Camp, representing J. B. Stone's belt lacer and hooks, was in Canada two weeks ago and he expects soon to visit New Orleans and Vancouver, Los Angeles and other large Western cities.

C. F. Louthain will be in Cleveland this week and will see that some of the larger firms use his system.

The Michigan State Gideon banquet and rally will be held in Jackson, Saturday and Sunday, February 6 and 7. A cordial invitation is extended to every brother and his wife. The State officers desire the sisters to stick a pin in their husbands six or seven times so they will not forget the date. A splendid program of speaking and singing is being arranged. Drop a post card to H. W. Beal, Jackson, and notify him that you will be present with your wife.

D. W. Johns got full last week (of inspiration). Gypsy Smith, Doctor Gray and Miss Millar and he took in all. He is out on his trip and it is an overflow wherever he goes.

Aaron B. Gates.

**Perhaps It Did.**

"Pa," said a youngster one day, "is Rotterdam swearing?"

"No, my son," replied the father, "Rotterdam is a city in Holland. Why?"

"Oh, nothing," answered the boy, "only Susie Jones had a big bag of candy and she wouldn't give me any of it, and I said I hoped it would Rotterdam teeth."

**Gripsack Brigade.**

Charles Farmer, over thirty years an active business man in Ovid, and for several years past a traveling salesman, died at Grand Rapids recently, aged nearly 75 years. Funeral services were held at Ovid.

An Owosso correspondent writes: Herbert Matlock has accepted a traveling position with the Marion Iron & Brass Bed Co., of Marion, Ind., and will have Southern Michigan as his territory. He will begin his new duties the first of February.

Martin Behner, the veteran traveling man of the Upper Peninsula, who celebrated his sixty-second birthday in Houghton last week, was presented with a diamond pin by a number of his fellow travelers. The presentation was made at a banquet given in his honor.

Secretary Foley requests the Tradesman to state that the paragraph in last week's report of the meeting of the Board of Directors of the Michigan Knights of the Grip, referring to the so-called gift of John P. Hemmeter, was not written by him and should not have appeared over his signature. The Tradesman very cheerfully assumes full responsibility therefor.

Enroute from Chicago to Muskegon, Samuel Stendler, a traveling salesman for a Chicago packing house, lost a \$100 diamond pin while occupying a Pullman berth. Stendler left the car without noticing his loss, and from 7 o'clock in the morning until 3 in the afternoon he was unaware that his pin was gone. He drove out in the north end of Muskegon county and on returning to the Occidental Hotel discovered that his pin was missing. The sleeping car was searched, but no pin was to be found.

A Houghton correspondent writes as follows: C. E. Westcott, who for the past seven years has been employed by the Portage Lake Hardware Co., has resigned and gone to Chicago, to take a position with a wholesale hardware firm. His territory will be in the Upper Peninsula. He will succeed E. F. Enking, of Marquette, who has gone to the Pacific coast. Mr. Westcott originally came to Houghton to join the Portage Lake hockey team, and he played with the seven for three seasons, dropping out of the game after the Portage Lakes had won the world's championship.

Discussion over the so-called gift of John P. Hemmeter, of Detroit, has been quite common during the past week and, so far as the Tradesman's information goes, no one seems to be in favor of accepting the "gift" under the conditions originally imposed, because, by so doing, the traveling fraternity will be placed in a false light and the Michigan Knights of the Grip will be placed in a very peculiar position, providing it goes to the trouble of investigating cases of want and recommending that the charity be dispensed and then Mr. Hemmeter concludes to withhold it, as he would have a perfect right to do under the terms of his so-called gift. It looks as though the Board of Directors of the Michigan Knights

of the Grip would make short work of the proposition at the next meeting.

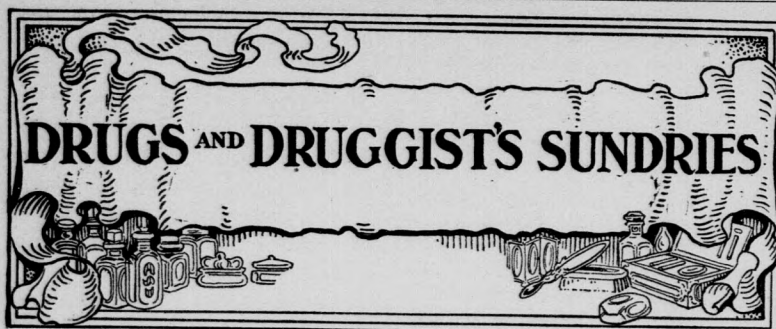
The railway managers who were so enthusiastic two or three weeks ago over the proposed amendment of the 2 cent law, permitting the charging of 3 cents a mile on the trains, have become somewhat lukewarm, owing to the reports they have received from Lansing. The conductors and engineers who were sent to Lansing to ascertain the sentiment of the Legislature report back that there is no possibility of the amendment receiving any consideration whatever. They talked with the railroad committees of both houses and with the Michigan Railroad Commission and were given to understand that such a proposition was so preposterous that it would be practically impossible to find a man who would have the temerity to introduce such a bill. On the other hand, the proposition to bring about the publication of 500 and 1,000 mile interchangeable mileage books for \$10 and \$20 flat, to be used by anybody to any extent, appears to be meeting with growing favor because such an arrangement will practically solve the cash fare proposition. Mr. Cramton, who was formerly Secretary of the Michigan Railroad Commission and who is now a member of the house and chairman of the Railroad Committee, has prepared a bill requiring the railroads to place upon sale the style of mileage book above referred to and this bill will be pressed forward with all possible dispatch, with a view of giving both the railroads and the traveling men hearings, if they so desire. When questioned in regard to this measure the railroad officials sit back and insist that the measure is unjust and that the railroads are unable to obtain fair treatment from the hands of anybody. At the same time, the railroads continue their unfair practices, discriminating against traveling salesmen and against the traveling public, taking advantage of every technicality and in every way possible creating and maintaining hardships which tend to embitter the traveling public and create sentiment against the railroads which must necessarily produce a reaction that will be unfavorable to the aggressors.

**Oppose the So-called "Charity Fund."**

Lansing, Jan. 25—At a meeting of Post A, Michigan Knights of the Grip, at the rooms of the organization last Saturday evening, a resolution was adopted approving of the resolution adopted by the Board of Directors of the Michigan Knights of the Grip opposing the proposed amendment of the present 2 cent law in such a way as to permit conductors to collect an extra fee where tickets are not purchased from the regular agents of the company.

After a full consideration of the subject the Secretary was instructed to write the special committee on the so-called "John P. Hemmeter Charity Fund," requesting it not to accept the fund under present conditions under any circumstances.





**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.

### SODIUM BENZOATE.

#### Its Use as a Preservative Officially Upheld.

Washington, D. C., Jan. 25—Of the questions referred to this Board the first to engage our attention have been the following:

1. Does a food to which there has been added benzoic acid, or any of its salts, contain any added poisonous or other added deleterious ingredient which may render the said food injurious to health? (a) In large quantities? (b) In small quantities?
2. If benzoic acid or any of its salts be mixed or packed with a food is the quality or strength of said food thereby reduced, lowered or injuriously affected? (a) In large quantities? (b) In small quantities?

To obtain satisfactory answers to these questions the Board has felt it necessary to carry through a careful investigation of the effect of benzoic acid or some one of its salts on the nutrition and general health of man. A thorough study of the literature giving the results of work done by various investigators on the physiological effects of benzoic acid and its salts, together with a study of reported clinical and medical observations, therapeutic usage, etc., have made it apparent that additional work was needed to render possible a conclusive answer to the above questions.

With a view of limiting the scope of the work, while at the same time meeting all practical requirements, our investigation, with the consent of the Secretary of Agriculture, has been confined to a study of the effect of sodium salt of benzoic acid, viz., sodium benzoate.

To make this experimental enquiry as thorough as possible and to minimize the personal equation three independent investigations have been carried out; one at the Medical School of Northwestern University in Chicago, under the charge of Professor John H. Long, of that institution; a second at the private laboratory of Professor Christian A. Herter, of Columbia University, New York City,

and the third at the Sheffield Scientific School of Yale University, in charge of Professor Russell H. Chittenden.

The same general plan of procedure was followed in all three experiments. A certain number of healthy young men were selected as subjects, and during a period of four months these men, under definite conditions of diet, etc., with and without sodium benzoate, were subjected to thorough clinical and medical observation, while the daily food and the excretions were carefully analyzed and otherwise studied, and comparison made of the clinical, chemical, bacteriological and other data collected. (For details see the individual reports.) In this manner material has been brought together which makes possible conclusions regarding the effect of small and large doses of sodium benzoate upon the human system.

In fixing upon the amount of sodium benzoate that should constitute a "small dose" we have adopted 0.3 gram of the salt per day. Manufacturers of food products, which in their view require the use of a preservative, are in general content with 0.1 per cent. of sodium benzoate. This would mean that in the eating of such a preserved food the consumer would need to take 300 grams per day, or nearly two-thirds of a pound of preserved food to ingest an amount of benzoate equal to our minimal daily dosage. Looked at from this point of view our dosage of 0.3 gram per day seemed a fair amount for a "small dose;" one that would clearly suffice to show any effect that small doses of the salt might exert, especially if continued for a considerable length of time. In all these four experiments this daily dosage was continued for a period of about two months. Under "large dose" was included quantities of sodium benzoate ranging from 0.6 gram to 4.0 grams per day. Such a daily dosage was continued for a period of one month. In a few instances somewhat larger doses were employed.

As the amount and character of the daily diet exert a well known influence upon many of the metabolic or nutritive changes of the body, as well as upon the bacterial flora of the intestines, attention is called to the fact that the three investigations differed from each other in the amount of protein food consumed daily, thereby introducing a distinctive feature which tends to broaden the conditions under which the experiments were conducted.

The conclusions reached as a re-

sult of the individual investigations are given at length in the separate reports herewith presented, together with all of the data upon which their conclusions are based.

The fact should be emphasized that the results obtained from the three separate investigations are in close agreement in all essential features.

The main general conclusions reached by the Referee Board are as follows:

1. Sodium benzoate in small doses (under 0.5 gram per day) mixed with the food is without deleterious or poisonous action and is not injurious to health.
2. Sodium benzoate in large doses (up to 4 grams per day) mixed with the food has not been found to exert any deleterious effect on the general health, nor to act as a poison in the general acceptance of the term. In some directions there were slight modifications in certain physiological processes, the exact significance of which modifications is not known.
3. The admixture of sodium benzoate with food in small or large doses has not been found to injuriously affect or impair the quality or nutritive value of such food.

Ira Remsen, Chairman,  
 Russel H. Chittenden,  
 John H. Long,  
 Christian A. Herter,

Referee Board of Consulting Scientific Experts.

#### Formulas for Mucilage.

The following are typical formulas:  
 Gum arabic, in fine powder... 8 ozs.  
 Glucose ..... 2 lbs.  
 Boiling water ..... 20 ozs.  
 Acetic acid ..... 1 oz.

Dissolve the gum arabic in the water, then add the glucose, and bring the whole to a good boil, stirring well. Remove from the fire and add the acetic acid.

#### (2) Dextrin mucilage:

Dextrin ..... 2 ozs.  
 Powdered alum ..... 1 dr.  
 White sugar ..... ½ oz.  
 Carbolic acid ..... 2 drs.  
 Water ..... 4 ozs.

Dissolve all of the ingredients, except the carbolic acid, in the water, previously raised to the boiling point. Continue the boiling until dissolved; when cold, add the carbolic acid.

(3) Allow 1 part of white glue (or gelatin) and 2 parts of gum arabic to swell in 10 parts of water; then dissolve, after adding one-quarter part of white sugar, at a gentle heat, and strain if necessary. To prevent from spoiling add a few drops of carbolic acid.

J. Morley.

#### The Drug Market.

Opium—Has advanced and is quite firm.

Morphine—Is unchanged.

Quinine—Is steady.

Citric Acid—Is firm but unchanged.

Bay Rum—Is very firm and tending higher.

Oils Lemon, Orange and Bergamot—Continue very high.

A self centered life brings only transient rewards.

The chief need of men is more manhood,

#### Southwestern Prairies Result of Fires.

Prairie plants have been revolutionized by Texas cattlemen. Extensive regions which were formerly grassy plains are now covered with a dense growth of mesquite, prickly pear, cactus, and other shrubby plants. This change has occurred since the establishment of the grazing industry on a large scale, the annual burning of the grass and the fencing of the land for still more extensive grazing. Before the prairies were grazed by cattle luxuriant growths of grass often accumulated for several years before an accidental fire took place. When such a fire did occur the amount of accumulated fuel furnished a sufficient supply of heat to destroy every vestige of life for the time being, both vegetable and animal. The repeated occurrence of such accidental fires acting on wild, untenanted prairies drove back adjacent forests which do not burn by their own fuel but may be invaded and driven back by the adjacent grass.

That the former treeless condition of the southwestern prairies was due to such fires is shown by the fact that trees are found in all places affording protection from forest fires, as along beaches, naked sand dunes, swamps, etc. Settlers in Texas early adopted the practice of burning over the prairies yearly, for the double purpose of protecting their homesteads against fire and of furnishing their cattle with a new growth of grass.

The annual burning kept woody vegetation in check, though no longer able to drive back the forest or even to prevent a slow advance, and in places where the grass was thin many seedlings escaped injury. About a decade ago there was a series of dry seasons when the cattle left but little dry grass to burn, and during this period conditions were favorable for the growth of various bushes and cacti, which have gained a complete victory over the grass, so that fires are now impossible in these regions.

The treeless prairies of Texas, Mexico, and Central America are attributed to primitive Indian agriculture. Lands once cleared and afterwards abandoned were prevented by fire from becoming reforested, until all primitive agriculture ended in the age of grass, prairie fires, wandering buffaloes, and nomadic hunters.

Don't imagine you are so valuable that the store would be closed if you left.

The lucky man is the one who neglects no opportunity to improve his condition.

Don't try and force a customer's decision. Most men like to have others think they know what they want whether they do or not.

#### Formula for Perfuming Pastilles.

Sandalwood ..... 2 drs.  
 Veltiver ..... 2 drs.  
 Lavender flowers ..... 4 drs.  
 Oil of thyme ..... ½ dr.  
 Charcoal ..... 2 ozs.  
 Potassium nitrate ..... ½ oz.  
 Mucilage of tragacanth, a sufficient quantity,  
 Thos. Willets.



## WHOLESALE DRUG PRICE CURRENT

Acidum			Copalba	.....1	75	1	85	Scillae	.....	70	50
Aceticum	6	8	Cubebae	.....2	15	2	25	Scillae Co.	.....	50	50
Benzolicum, Ger.	70	75	Erigeron	.....2	35	2	50	Tolutan	.....	50	50
Boricæ	12		Evechthitos	.....1	00	1	10	Prunus virg.	.....	50	50
Carbolicum	16	23	Gaultheria	.....2	50	0	40	Zingiber	.....	50	50
Citricum	50	55	Geranium	.....oz.	75			Tinctures			
Hydrochlor	3	5	Gossippil Sem gal	70	7	75		Aloes	.....	60	60
Nitrosum	8	10	Hedeoma	.....3	00	2	30	Aloes & Myrrh.	.....	50	50
Oxalicum	14	15	Juniperæ	.....40	1	20		Anconitum Nap'sF	.....	60	60
Phosphoricum, dil.	15		Lavendula	.....2	00	2	30	Anconitum Nap'sR	.....	60	60
Salicylicum	44	47	Limons	.....2	00	2	25	Arnica	.....	50	50
Sulphuricum	1	15	Mentha Piper	.....1	75	1	90	Asafoetida	.....	50	50
Tannicum	75	85	Menta Verid	.....3	00	2	30	Atrope Belladonna	.....	50	50
Tartaricum	38	40	Morrhuae, gal.	1	60	1	85	Aurant Cortex.	.....	50	50
Ammonia			Myrica	.....3	00	2	30	Barosma	.....	50	50
Aqua, 18 deg.	4	6	Olive	.....1	00	2	30	Benzoin	.....	50	50
Aqua, 20 deg.	6	8	Picls Liquida	.....10	12			Benzoin Co.	.....	60	60
Carbonas	13	15	Picls Liquida gal.	10	12			Cantharides	.....	75	75
Chloridum	12	14	Ricina	.....94	1	00		Capsicum	.....	50	50
Aniline			Rosae oz.	6	50	7	00	Cardamon	.....	75	75
Black	2	00	Rosmarini	.....1	00			Cardamon Co.	.....	50	50
Brown	80	1	Sabina	.....90	1	00		Cassia Acutifol	.....	50	50
Red	45	50	Santal	.....2	4	50		Cassia Acutifol Co	.....	50	50
Yellow	2	50	Sassafras	.....85	9	90		Castor	.....	1	00
Baccae			Sinapis, ess. oz.	1	65			Catechu	.....	50	50
Cubebae	28	30	Succini	.....40	4	50		Cinchona	.....	50	50
Juniperus	10	12	Thyme	.....40	5	50		Cinchona Co.	.....	60	60
Xanthoxylum	30	35	Thyme, opt.	.....1	60			Columbia	.....	50	50
Balsamum			Theobromas	.....15	2	20		Cubebae	.....	50	50
Copalba	65	75	Tigill	.....1	10	1	20	Digitalis	.....	50	50
Peru	2	75	Potassium					Ergot	.....	50	50
Terabin, Canada	75	80	Ri-Carb	.....15	18			Ferri Chloridum	.....	35	35
Tolutan	40	45	Bichromate	.....13	15			Gentian	.....	50	50
Cortex			Bromide	.....25	30			Gentian Co.	.....	60	60
Ables, Canadian.	18		Carb	.....12	15			Gulaca	.....	50	50
Cassiae	18		Chlorate	.....po.	12	14		Gulaca ammon.	.....	60	60
Cinchona Flava.	18		Cyanide	.....30	40			Hyoscyamus	.....	50	50
Buonymus atro.	16		Iodide	.....2	50	2	60	Iodine	.....	75	75
Myrica Cerifera.	20		Potassa, Bitart pr	30	32			Iodine, colorless	.....	75	75
Prunus Virginl.	15		Potass Nitras opt	7	10			Kino	.....	50	50
Quillaja, grd.	20		Potass Nitras	.....6	8			Lobelia	.....	50	50
Sassafras.....po 25	24		Prussiate	.....23	26			Myrrh	.....	50	50
Ulmus	20		Sulphate po	.....15	18			Nux Vomica	.....	1	25
Extractum			Radix					Opil	.....	1	00
Glycyrrhiza, Gla.	24	30	Aconitum	.....20	25			Opil, camphorated	.....	2	00
Glycyrrhiza, po.	28	30	Althae	.....20	25			Opil, deodorized	.....	2	00
Haematox	11	12	Anchusa	.....10	12			Quassia	.....	50	50
Haematox, 1s	13	14	Arum po	.....	25			Rhatany	.....	50	50
Haematox, 1/2s	14	15	Calamus	.....20	40			Rhel	.....	50	50
Haematox, 3/4s	15	17	Gentiana po 15.	12	15			Sanguinaria	.....	50	50
Haematox, 1/4s	16	17	Glycyrrhiza pv 15	16	18			Serpentaria	.....	50	50
Ferru			Hellebore, Alba	12	15			Stromonium	.....	60	60
Carbonate Precip.	15		Hydrastis, Canada	2	50			Tolutan	.....	60	60
Citrate and Quina	2	00	Hydrastis, Can. po	2	60			Valerian	.....	50	50
Citrate Soluble.	55		Inula, po	18	22			Veratrum Veride	.....	50	50
Ferrocyanidum S	40		Inecac, po	2	00	2	10	Zingiber	.....	60	60
Solut. Chloride	15		Iris plox	35	40			Miscellaneous			
Sulphate, com'l	2		Talapa, pr	25	30			Aether, Spts Nit 3f	30	35	35
Sulphate, com'l, by	7		Maranta, 1/4s	20	35			Aether, Spts Nit 4f	34	38	38
bbl. per cwt.	70		Podophyllum po	15	18			Alumen, grd po 7	3	4	4
Sulphate, pure	7		Rhel	75	90			Annatto	.....	40	50
Flora			Rhel, cut	00	25			Antimoni, po	.....	4	5
Arnica	20	25	Rhel, cv.	75	90			Antimoni, et po T	40	50	50
Anthemils	50	60	Sanguinari.	18	15			Antifebrin	.....	20	25
Matricaria	30	35	Scillae, po 45	20	25			Antipyrin	.....	25	30
Folia			Senega	85	90			Argenti Nitras oz	.....	53	60
Barosma	45	50	Serpentaria	50	55			Arsenicum	.....10	12	15
Cassia Acutifol,	15	20	Smilax, M.	25	35			Balm Gilead buds	60	65	65
Tinnevely	25	30	Smilax, off's H.	45	50			Bismuth S N	.....1	65	11
Cassia, Acutifol,	18	20	Spigella	1	45	1	50	Calcium Chlor, 1s	.....	9	9
Salvia officinalis,	8	10	Symplocarp	25	35			Calcium Chlor, 1/2s	.....	10	12
1/4s and 1/2s	18	20	Valeriana Eng.	15	20			Calcium Chlor, 3/4s	.....	12	15
Uva Ursi	8	10	Valeriana, Ger.	15	20			Cantharides, Rus.	.....	90	90
Gummi			Zingiber a	12	16			Capsici Fruc's af	.....	20	20
Acacia, 1st pkd.	65	75	Zingiber j	25	28			Capsici Fruc's po	.....	22	22
Acacia, 2nd pkd.	45	55	Semen					Cap'i Fruc's B po	.....	24	25
Acacia, 3rd pkd.	35		Anisum po 20	16	15			Carmine, No. 40	.....	4	25
Acacia, sifted sts.	18		Apium (gravel's)	13	15			Carphyllus	.....20	22	22
Acacia, po	45	65	Bird, 1s	4	6			Cassia ructus	.....	35	35
Aloe, Barb	22	25	Cannabis Sativa	7	8			Cateacue	.....	35	35
Aloe, Cape	25	25	Cardamon	70	90			Centraria	.....	10	10
Aloe, Socotri	45	45	Carui po 15	15	18			Cera Alba	.....50	55	55
Ammoniac	55	60	Chenopodium	25	30			Cera Flava	.....40	42	42
Asafoetida	35	40	Cierandrum	12	14			Crocus	.....30	35	35
Benzoinum	50	55	Cydontum	75	90			Chloroform	.....34	54	54
Catechu, 1s	13		Dipterix Odorate	2	00	2	25	Chloral Hyd Crss 1	35	61	60
Catechu, 1/2s	14		Foeniculum	18	18			Chloro'm Squibbs	.....	60	60
Catechu, 3/4s	16		Foenugreek, po.	7	9			Chondrus	.....20	25	25
Catechu, 1/4s	60	65	Lini	4	6			Cinchonid'e Germ	38	48	48
Comphorae	40	40	Lini, grd. bbl. 2 1/2	3	6			Cinchonidine P-W	38	48	48
Euphorbium	10	10	Lobelia	75	80			Cocaine	.....2	80	3
Galbanum	20	20	Pharlaris Cana'n	9	10			Corks list, less 75%	.....	0	45
Gamboge.....po. 1	25	35	Rapa	5	6			Creatoium	.....	0	45
Gaulacium po 35	35	35	Sinapis Alba	8	10			Creta, prep.	.....	0	5
Kino.....po 45c	45	45	Sinapis Nigra	9	10			Creta, precip	.....9	11	11
Mastic	75	75	Spiritus					Creta, Rubra	.....	0	1
Myrrh.....po 50	40	45	Frumentl W. D.	2	00	2	50	Cudbear	.....	0	24
Opium.....4	60	74	Frumentl	1	25	1	50	Cupri Sulph	.....8	10	10
Shellac	45	55	Frumentl Co.	1	75	0	50	Dextrine	.....7	10	10
Shellac, bleached	60	65	Juniperis Co O T	1	65	0	2	Emery, all Nos.	.....	0	8
Tragacanth	70	1	Saccharum N O E	1	90	2	10	Emery, po	.....	0	6
Herba			Snt Vini Galll	1	75	0	50	Ergota.....po 65	60	65	65
Absinthium	45	60	Vini Alba	1	25	2	00	Ether Sulph	.....35	40	40
Eupatorium oz pk	20	25	Vini Oporto	1	25	2	00	Flake White	.....12	15	15
Lobelia.....oz pk	28	28	Sponges					Gala	.....	0	30
Majorium oz pk	25	25	Extra yellow sheeps'	.....	0	1	25	Gambler	.....8	9	9
Mentra Pip. oz pk	23	23	wool carriage	.....	0	1	25	Gelatin, Cooper..	.....	0	60
Mentra Ver. oz pk	23	23	Florida sheeps' wool	.....	3	00	3	Gelatin, French..	35	60	60
Rue.....oz pk	39	39	carriage	.....	3	00	3	Glassware, fit boo 75%	.....	11	13
Tanacetum..V.	22	22	Grass sheeps' wool,	.....	0	1	25	Glue, brown	.....11	13	13
Thymus V. oz pk	25	25	carriage	.....	0	1	25	Glue, white	.....15	25	25
Magnesia			Hard. slate use.	.....	0	1	00	Glycerina	.....18	24	24
Calcined, Pat.	55	60	Nassau sheeps' wool	.....	3	50	3	Grana Paradisi	.....	25	25
Carbonate, Pat.	18	20	carriage	.....	3	50	3	Humulus	.....35	60	60
Carbonate, K-M.	18	20	Velvet extra sheeps'	.....	2	00		Hydrarg Ammo'l	.....0	12	12
Carbonate	18	20	wool carriage	.....	2	00		Hydrarg Ch. Mt.	.....0	87	87
Oleum			Yellow Reef, for	.....	0	1	40	Hydrarg Ch. Cor.	.....0	87	87
Absinthium	4	90	slate use	.....	0	1	40	Hydrarg Ox Ru'm	.....0	97	97
Amigdala Dulc.	75	85	Syrups					Hydrarg Ungue'm	50	60	60
Amygadala, Ama	8	00	Acacia	.....	0	50		Hydrargyrum	.....0	75	75
Anisi	1	75	Aurant Cortex	.....	0	50		Ichthyobolla, Am.	90	100	100
Aurant Cortex	4	00	Ferri Iod	.....	0	50		Indigo	.....75	100	100
Bergamili	8	50	Ipecac	.....	0	50		Iodine, Resubi	3	85	85
Cajupiti	85	90	Rhel Arom	.....	0	50		Iodoform	.....3	90	90
Caryophylli	1	10	Smilax Off's	.....	50	60		Liquor Areen et	.....	0	75
Cedar	50	50	Senega	.....	0	50		Hydrarg Iod.	.....	0	25
Chenopadii	3	75	Spiritus					Liq Potass Arsnit	100	100	100
Cinnamoni	1	75	Frumentl W. D.	2	00	2	50				
Citronella	50	60	Frumentl	1	25	1	50				
Conium Mac	80	90	Frumentl Co.	1	75	0	50				

Lupulin .....	7	40	Rubia Tinctorum	12	14	Vanilla .....	9	00	7
Lycopodium ....	70	75	Saccharum La's	18	20	Zinc Sulph ...	7	0	8
Macis .....	65	70	Salacin .....	50	4	Oils			
Magnesia, Sulph..	3	5	Sanguis Drae's	40	50	Lard, extra .....	85	90	gal.
Magnesia, Sulph. bbl	@ 13		Sapo, G .....	10	12	Lard, No. 1 .....	60	65	
Mannia S. F. ....	60	70	Sapo, W .....	13	16	Linseed, pure raw	42	45	
Menthol .....	2	85	Seidlitz Mixture	20	22	Linseed, boiled ..	43	46	
Morphia, SP&W ..	2	35	Sinapis .....	@	18	Neat's-foot, w str	65	70	
Morphia, SNEY ..	2	35	Sinapis, opt. ....	@	36	Spts. Turpentine ..	Market		
Morphia, Mal. ....	2	35	Snuff, Maccaboy.			Whale, winter ....	70	70	
Moschus Canton. .	@	40	DeVos .....	@	51	Paints			
Myristica, No. 1 ..	25	@	Snuff, S'h DeVos's	@	51	Green, Paris .....	29	33	74
Nux Vomica po 15	@	10	Soda, Boras .....	6	10	Green, Peninsular	13	18	
Os Sepia .....	35	@	Soda, Boras, po. .	6	10	Lead, red .....	7	18	
Pepsin Saac, H & P D Co.	@ 1	00	Soda et Pot's Tart	25	28	Lead, white .....	7	18	
Picis Liq N N 1/2 gal doz	@ 2	00	Soda, Carb .....	1	4	Ochre, yel Ber. 1 1/2	2	@	
Picis Liq qts .....	@ 1	00	Soda, Bi-Carb ..	3	5	Ochre, yel Mars 1 1/2	2	@	4
Picis Liq pints. .	@	60	Soda, Ash .....	3	4	Putty, comm'r'l 2 1/2	2	@	6
Pil Hydrarg po 80	@	50	Soda, Sulphas ..	3	4	Putty, strictly pr 2 1/2	2	@	3
Piper Alba po 35	@	30	Spts. Cologne ..	@	60	Red Venetian .....	1	2	@
Piper Nigra po 22	@	18	Spts. Ether Co. .	50	55	Shaker Prep'd ..	1	25	@
Pix Burgum .....	@	8	Spts. Myrcia .....	@	60	Vermillon, Eng. 75	80	135	
Plumbi Acet .....	12	@	Spts. Vini Rect bbl	@		Vermillon Prime			
Pulvis Ip'cet opz 1	30	@ 1	Spts. V'l Rect 1/2 b	@		American .....	13	@	15
Pyrethrum, bxs H & P D Co. doz.	@	75	Spts. V'l R't 5 gal	@		Whiting Gilders' ..	@	95	
Pyrethrum, pv. 20	@	25	Spts. V'l R't 1/2 b	@		Whit'g Paris Am'r	@	25	
Quassiae .....	8	@	Strychnia, Crysl's	1	10	Whit'g Paris Eng. cliff	@	140	
Quina, N. Y. ....	17	@	Sulphur Subl .....	2	3	Whiting, white S'n	@	90	
Quina, S Ger .....	17	@	Sulphur, Roll .....	2	3	Varnishes			
Quina, S P & W ..	17	@	Tamarinds .....	8	10	Extra Turp .....	1	60	@
			Terebinth Venice	28	30	No. 1 Turp Coachi	10	120	
			Thebromae .....	50	55				

# Grand Rapids Stationery Co.

Valentines, Hammocks  
and  
Sporting Goods

134-136 E. Fulton St.  
Leonard Bldg.

## Grand Rapids, Mich.



**Fine  
Half-  
tone  
Plates  
of Fur-  
niture,  
Catalogs  
Complete**

**Tradesman  
Company**  
Engravers  
and Printers  
*Grand Rapids, Mich.*

# 1909

# Hazeltine & Perkins Drug Co.

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Jobbers of

## Drugs

## Chemicals

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## Druggists' Sundries

## Stationery

## Hammocks and Sporting Goods

Orders solicited with prompt service and accuracy assured.

P. S.—Our Sundry Salesmen will call in a few days with a full line of samples. Please preserve for them your list of wants.



## GROCERY PRICE CURRENT

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

## ADVANCED

Spring Wheat Flour.  
Canned Apples.

## DECLINED

Dried Fruits.  
Provisions.

Index to Markets  
By Columns

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6	7	8	9	10	11
<b>Spring Wheat Flour</b> Roy Baker's Brand Golden Horn, family 5 85 Golden Horn, bakers 5 75 Duluth Imperial 5 95 Wisconsin Rye 4 40 Judson Grocer Co.'s Brand Ceresota, 1/2 ss 6 30 Ceresota, 1/4 ss 6 20 Ceresota, 1/8 ss 6 10 <b>Lemon &amp; Wheeler's Brand</b> Wingold, 1/2 ss 6 10 Wingold, 1/4 ss 6 00 Wingold, 1/8 ss 5 90 Worden Grocer Co.'s Brand Laurel, 1/2 ss cloth 6 20 Laurel, 1/4 ss cloth 6 10 Laurel, 1/8 ss cloth 6 00 Laurel, 1/2 ss paper 6 00 Voigt's Crescent 5 Voigt's Flour 5 Voigt's Hygienic (whole wheat flour) 5 35 Voigt's Royal 5 85 Graham 4 80 Wykes & Co. Sleepy Eye, 1/2 ss cloth 6 10 Sleepy Eye, 1/4 ss cloth 6 10 Sleepy Eye, 1/8 ss cloth 6 00 Sleepy Eye, 1/2 ss paper 6 00 Sleepy Eye, 1/4 ss paper 6 00 <b>Meal</b> Bolted 4 00 Golden 4 10 St. Car Feed screened 2 10 No. 1 Corn and Oats 2 50 Corn, cracked 2 60 Corn Meal, coarse 2 30 Winter Wheat Bran 2 40 Middlings 2 60 Buffalo Gluten Feed 31 00 <b>Dairy Feeds</b> Wykes & Co. O P Linseed Meal 33 00 Cottonseed Meal 30 00 Gluten Feed 30 00 Malt Sprouts 25 00 Brewers' Grains 28 00 Hammond Dairy Feed 25 00 <b>Oats</b> Michigan carlots 52 Less than carlots 54 <b>Corn</b> No. 1 timothy carlots 10 00 No. 1 timothy ton lots 11 00 <b>HERBS</b> Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25 <b>HORSE RADISH</b> Per doz. 90 <b>JELLY</b> 5 lb. pails, per doz. 2 25 15 lb. pails, per pail 55 30 lb. pails, per pail 98 <b>LICORICE</b> Pure 30 Calabria 25 Sicily 14 Root 11 <b>MATCHES</b> C. D. Crittenden Co. Noiseless Tip 4 50 @ 4 75 <b>MOLASSES</b> New Orleans Fancy Open Kettle 40 Choice 35 Good 22 Fair 20 Half barrels 2 extra <b>MINCE MEAT</b> Per case 2 90 <b>MUSTARD</b> 1/2 lb., 6 lb. box 18 <b>OLIVES</b> Bulk, 1 gal. kegs 1 20 @ 1 40 Bulk, 2 gal. kegs 1 10 @ 1 30 Bulk, 5 gal. kegs 1 00 @ 1 20 Manzanilla, 3 oz. 75 Queen, pints 2 00 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 90 Stuffed, 3 oz. 1 45 Stuffed, 10 oz. 2 40 <b>PIPES</b> Clay, No. 216 per box 1 25 Clay, T. D., full count 60 Cob 90 <b>PICKLES</b> Medium Barrels, 1,200 count 6 00 Half bbls., 600 count 3 50 Small Half bbls., 1,200 count 4 50 <b>PLAYING CARDS</b> No. 90 Steamboat 85 No. 15, River assorted 1 25 No. 20, River, enam'd 1 50 No. 572, Special 1 75 No. 93 Golf, satin 2 00 No. 808 Bicycle 2 00 No. 632 Tourist whist 2 25 <b>POTASH</b> 48 cans in case Babbitt's 4 00 <b>PROVISIONS</b> Barreled Pork Mess 16 50 Clear Back 21 00 Short Cut 17 50 Bean 16 00 Brisket, Clear 19 00 Pig 24 00 Clear Family 16 00 <b>Dry Salt Meats</b> S. P. Bellies 11 Bellies Extra Shorts Clear 11 1/2	<b>Lard</b> Pure in tierces 11 1/2 80 lb. tubs, advance 1/2 40 lb. tubs, advance 1/2 20 lb. pails, advance 1/2 10 lb. pails, advance 1/2 5 lb. pails, advance 1/2 8 lb. pails, advance 1/2 <b>Smoked Meats</b> Hams, 12 lb. average 11 1/2 Hams, 14 lb. average 11 1/2 Hams, 16 lb. average 11 1/2 Hams, 18 lb. average 11 1/2 Skinned Hams 12 1/2 Ham, dried beef sets 21 California Hams 8 Picnic Boiled Hams 14 Boiled Hams 19 Berlin Ham, pressed 9 Minced Ham 9 Bacon 12 1/2 @ 15 <b>Sausages</b> Bologna 4 Liver 7 Frankfurt 9 Pork 9 Veal 7 Tongue 7 Headcheese 7 <b>Leaf</b> Extra Mess 15 00 Boneless 15 00 Lump, new 15 00 <b>Pig's Feet</b> 1/2 bbls., 40 lbs. 1 80 1/2 bbls., 40 lbs. 1 80 1 bbl., 80 lbs. 3 00 <b>Tripe</b> Kits, 15 lbs. 80 1/2 bbls., 40 lbs. 1 60 1/2 bbls., 80 lbs. 3 00 <b>Casings</b> Hogs, per lb. 30 Beef, rounds, set 25 Beef, middles, set 70 Sheep, per bundle 90 <b>Uncolored Butterine</b> Solid dairy 10 @ 12 Country rolls 10 1/2 @ 16 1/2 <b>Canned Meats</b> Corned beef, 2 lb. 2 50 Corned beef, 1 lb. 1 50 Roast beef, 2 lb. 2 50 Roast beef, 1 lb. 1 50 Potted ham 1/2 ss 50 Deviled ham, 1/2 ss 50 Deviled ham, 1/4 ss 50 Potted tongue, 1/2 ss 50 Potted tongue, 1/4 ss 50 <b>RICE</b> Fancy 7 @ 7 1/2 Japan 5 1/2 @ 6 1/2 Broken <b>SALAD DRESSING</b> Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 <b>SALERATUS</b> Packed 60 lbs. in box Arm and Hammer 3 10 Deland's 3 00 Dwight's Cow 3 15 L. P. 3 00 Wyandotte, 100 3/4 ss 3 00 <b>SAL SODA</b> Granulated, bbls. 85 Granulated, 100 lbs. cs. 1 00 Lump, bbls. 80 Lump, 145 lb. kegs 95 <b>SALT</b> Common Grades 100 3 lb. sacks 2 25 60 5 lb. sacks 2 15 28 10 1/2 lb. sacks 2 05 56 lb. sacks 32 28 lb. sacks 17 <b>Warsaw</b> 56 lb. dairy in drin bags 40 28 lb. dairy in drill bags 20 <b>Solar Rock</b> 56 lb. sacks 24 <b>Common</b> Granulated, fine 80 Medium, fine 85 <b>SALT FISH</b> Cod Large whole @ 7 Small whole @ 6 1/2 Strips or bricks 7 1/2 @ 10 1/2 Pollock @ 5 <b>Halibut</b> Strips 13 Chunks 13 <b>Holland Herring</b> Pollock @ 4 White Hp. bbls. 8 50 @ 9 50 White Hp. 1/2 bbls. 4 50 @ 5 25 White Hoop mchs. 60 @ 75 Norwegian Round, 400 lbs. 3 75 Round, 40 lbs. 1 90 Scaled 13 <b>Trout</b> No. 1, 100 lbs. 7 50 No. 1, 40 lbs. 3 25 No. 1, 10 lbs. 90 No. 1, 8 lbs. 75 <b>Mackerel</b> Mess, 100 lbs. 15 00 Mess, 40 lbs. 6 20 Mess, 10 lbs. 1 65 Mess, 8 lbs. 1 35 No. 1, 100 lbs. 14 00 No. 1, 40 lbs. 5 80 No. 1, 10 lbs. 1 65 No. 1, 8 lbs. 1 35 <b>Whitefish</b> No. 1, No. 2 Fam 100 lbs. 9 75 3 50 50 lbs. 5 25 1 90	<b>SEEDS</b> 10 lbs. 1 12 55 8 lbs. 92 48 Anise 10 Canary, Smyrna 4 1/2 Caraway 10 Cardamom, Malabar 1 00 Celery 15 Hemp, Russian 4 1/2 Mixed Bird 4 Mustard, white 10 Poppy 10 <b>SHOE BLACKING</b> Handy Box, large 3 dz 2 50 Handy Box, small 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85 <b>SNUFF</b> Scotch, in bladders 37 Maccaboy, in jars 43 French Rappie in jars 43 <b>SOAP</b> J. S. Kirk & Co. American Family 4 00 Dusky Diamond 50 80 @ 2 80 Dusky D'nd, 100 6 oz. 3 80 Bixby's Royal Polish 85 Jap Rose, 50 bars 3 60 Savon Imperial 3 00 White Russian 3 15 Dome, oval bars 3 00 Satinet, oval 2 70 Snowberry, 100 cakes 4 00 Proctor & Gamble Co. Lenox 3 00 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 00 Lutz Bros. & Co. Acme, 70 bars 4 00 Acme, 35 bars 4 00 Acme, 25 bars 4 00 Acme, 100 cakes 3 25 Big Master, 70 bars 2 80 Marseilles, 100 cakes 5 80 Marseilles, 100 cakes 5c 4 00 Marseilles, 100 ck toil. 4 00 Marseilles, 1/2 bx toilet 2 10 A. B. Wrisley Good Cheer 4 00 Old Country 3 40 <b>Soap Powders</b> Lutz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large 4 50 Gold Dust, 100-5c 4 00 Kirkoline, 24 4lb. 3 80 Pearlina 3 75 Soapine 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 <b>Johnson's Compounds</b> Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 <b>Scouring</b> Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gro. lots 4 50 Sapolio, single boxes 2 25 Sapolio, hand 2 25 Scourine Manufacturing Co. Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 <b>SODA</b> Boxes 5 1/2 Kegs, English 4 1/2 <b>SPICES</b> 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, Amboyna 22 Cloves, Zanzibar 16 Mace 56 Nutmegs, 75-80 35 Nutmegs, 105-10 25 Nutmegs, 115-20 25 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 24 Ginger, African 15 Ginger, Cochon 18 Ginger, Jamaica 25 Mace 65 Mustard 17 Pepper, Singapore, blk. 18 Pepper, Singp. white 23 Pepper, Cayenne 20 Sage 20 <b>STARCH</b> Corn Kingsford, 40 lbs. 7 1/2 Muzzy, 20 lbs. 5 1/2 Muzzy, 40 lbs. 5 Gloss Kingsford Silver Gloss, 40 lbs. 7 1/2 Silver Gloss, 16 lbs. 6 1/2 Silver Gloss, 12 lbs. 8 1/2 Muzzy 48 lb. packages 5 16 lb. packages 4 1/2 12 lb. packages 6 50 lb. boxes 4 <b>SYRUPS</b> Corn Barrels 31 Half barrels 33 20 lb. cans 1/2 dz. in cs. 2 10 10 lb. cans 1/2 dz. in cs. 1 95 5 lb. cans 1/2 dz. in cs. 2 10 1 1/2 lb. cans 1/2 dz. in cs. 2 10	<b>Pure Cane</b> Fair 16 Good 20 Choice 25 <b>TEA</b> Japan Sundried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 43 Nibs 22 @ 24 Siftings 9 @ 11 Fannings 12 @ 14 <b>Gunpowder</b> Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 <b>Young Hyson</b> Choice 30 Fancy 36 <b>Oolong</b> Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 <b>English Breakfast</b> Medium 20 Choice 30 Fancy 40 <b>India</b> Ceylon, choice 32 Fancy 42 <b>TOBACCO</b> Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 41 Tiger 41 <b>Plug</b> Red Cross 31 Palo 35 Hiawatha 41 Kylo 35 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 33 Piper Heidsieck 33 Boot Jack 36 Honey Dip Twist 36 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 <b>Smoking</b> Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 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. 39 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXXX 30 Good Indian 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 <b>TWINE</b> Cotton, 3 ply 20 Jute, 4 ply 20 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium N 24 Wool, 1 lb. balls 8 <b>VINEGAR</b> Malt White, Wine, 40 gr 9 Malt White, Wine, 80gr 11 1/2 Pure Cider, B & B 15 Pure Cider, Robinson 13 1/2 Pure Cider, Silver 15 <b>WICKING</b> No. 0 per gross 30 No. 1 per gross 30 No. 2 per gross 40 No. 3 per gross 75 <b>WOODENWARE</b> Baskets Bushels 1 10 Bushels, wide band 1 25 Market 40 Splint, large 3 50 Splint, medium 3 00 Splint, small 2 75 Willow, Clothes, large 8 25 Willow, Clothes, me'm 7 25 Willow, Clothes, small 6 25	<b>Bradley Butter Boxes</b> 2lb. size, 24 in case 72 3lb. size, 16 in case 68 5lb. size, 12 in case 63 10lb. size, 6 in case 60 <b>Butter Plates</b> No. 1 Oval, 250 in crate 35 No. 2 Oval, 250 in crate 40 No. 3 Oval, 250 in crate 40 No. 5 Oval, 250 in crate 60 <b>Churns</b> Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 50 <b>Clothes Pins</b> Round head, 5 gross bx 55 Round head, cartons 70 <b>Egg Crates and Fillers</b> Humpty Dumpty, 12 dz. 20 No. 1 complete 40 No. 2 complete 28 Case No. 2 fillers/sets 1 35 Case, mediums, 12 sets 1 10 <b>Faucets</b> Cork lined, 8 in. 70 Cork lined, 9 in. 80 Cork lined, 10 in. 90 <b>Mop Sticks</b> Trojan spring 90 Eclipse patent spring 85 No. 1 common 90 No. 2 pat. brush holder 85 12lb. cotton mop heads 1 40 Ideal No. 7 85 <b>Pails</b> 2-hoop Standard 2 15 3-hoop Standard 2 35 2-wire, Cable 2 25 3-wire, Cable 2 45 Cedar, all red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 <b>Toothpicks</b> Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 <b>Traps</b> Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 45 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 60 Rat, wood 80 Rat, spring 75 <b>Tubs</b> 20-in. Standard, No. 1 8 75 18-in. Standard, No. 2 7 75 16-in. Standard, No. 3 6 75 20-in. Cable, No. 1 8 25 18-in. Cable, No. 2 8 25 16-in. Cable, No. 3 7 25 No. 1 Fibre 10 25 No. 2 Fibre 9 25 No. 3 Fibre 8 25 <b>Washboards</b> Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 4 25 Single Peerless 3 60 Northern Queen 3 50 Double Duplex 3 00 Good Luck 2 75 Universal 3 65 <b>Window Cleaners</b> 12 in. 1 65 14 in. 1 85 16 in. 2 30 <b>Wood Bowls</b> 13 in. Butter 1 25 15 in. Butter 2 25 17 in. Butter 3 75 19 in. Butter 5 00 Assorted, 13 15-17 2 30 Assorted, 15-17-19 3 25 <b>WRAPPING PAPER</b> Common straw 1 1/2 Fibre Manila, white 2 1/2 Fibre Manila, colored 4 No. 1 Manila 4 1/2 Cream Manila 4 1/2 Butcher's Manila 2 1/2 Wax Butter, short cut 13 Wax Butter, full count 20 Wax Butter, rolls 19 <b>YEAST CAKE</b> Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 1 00 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 <b>FRESH FISH</b> Whitefish, Jumbo 18 Whitefish, No. 1 14 Trout 11 Halibut 11 1/2 Herring 7 Bluefish 16 Live Lobster 30 Bled Lobster 30 Cod 10 1/2 Haddock 8 Pickerel 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 <b>HIDES AND PELTS</b> Hides Green No. 1 9 Green No. 2 8 Cured No. 1 10 1/2 Cured No. 2 9 1/2 Calfskin, green, No. 1 12 Calfskin, green, No. 2 10 1/2 Calfskin, cured, No. 1 13 Calfskin, cured, No. 2 11 1/2	<b>Pelts</b> Old Wool 20 Lambs 40 @ 85 Shearlings 35 @ 80 <b>Tallow</b> No. 1 5 No. 2 4 Unwashed, med. 17 Unwashed, fine 13 <b>CONFECTIONS</b> Pails Standard 8 Standard H H 8 Standard Twist 8 Cases Jumbo, 32 lb. 8 Extra H H 12 Boston Cream 10 Big stick, 30 lb. case 8 1/2 <b>Mixed Candy</b> Grocers 7 Competition 7 1/2 Special 8 1/2 Conserve 8 Royal 12 Ribbon 10 Broken 8 1/2 Cut Loaf 9 1/2 Leader 9 Kindergarten 10 1/2 Bon Ton Cream 9 French Cream 10 Star 11 Hand Made Cream 17 Premio Cream mixed 14 Paris Cream Bon Bons 10 <b>Fancy—in Pails</b> Gypsy Hearts 14 Coco Bon Bons 14 Fudge Squares 13 Sugar Squares 11 Salted Peanuts 12 Starlight Kisses 12 San Blas Goodies 13 Lozenges, plain 10 Lozenges, printed 12 Champion Chocolate 12 1/2 Eclipse Chocolates 14 Eureka Chocolates 16 Quinette Chocolates 16 Champion Gum Drops 9 Moss Drops 10 Lemon Sours 10 Imperials 12 Ital. Cream Opera 11 Ital. Cream Bon Bons 12 Golden Waffles 13 Red Rose Gum Drops 10 Auto Bubbles 13 <b>Fancy—in 5lb. Boxes</b> Old Fashioned Moais Orange Kisses, 10lb. bx 1 30 Orange Jellies 50 Lemon Sours 60 Old Fashioned Hore- bound drops 60 Peppermint Drops 60 Champion Choc. Drops 60 H. M. Choc. Drops 10 H. M. Choc. Lt. and Dark No. 12 1 10 Bitter Sweets, as'd. 1 25 Brilliant Gums, Crys. 60 A. A. Licorice Drops 60 Lozenges, plain 60 Lozenges, printed 65 Imperials 60 Mottos 65 Cream Bar 60 G. M. Peanut Bar 60 Hand Made Crms 80 @ 90 Cream Wafers 65 String Rock 60 Wintergreen Berries 60 On Time Assorted 2 75 Buster Brown Good 3 50 Up-to-date Assmt 3 75 Ten Strike No. 1 6 50 Ten Strike No. 2 6 00 Ten Strike, Summer as- sortment 6 75 Scientific Ass't 18 00 <b>Pop Corn</b> Cracker Jack 3 25 Checkers, 5c pkg. cs 3 50 Pop Corn Balls 200s 1 35 Azulikit 100s 3 25 Oh My 100s 3 50 <b>Cough Drops</b> Putnam Menthol 1 00 Smith Bros. 1 25 <b>NUTS—Whole</b> Almonds, Tarragona 16 Almonds, Drake 15 Almonds, California sft. shell 12 @ 13 Brazils 12 @ 13 Filberts 12 @ 13 Cal. No. 1 15 Walnuts, soft shell 15 @ 16 Walnuts, Marbot 13 Table nuts, fancy 13 @ 14 Pecans, Med. 13 Pecans, ex. large 14 Pecans, Jumbos 16 Hickory Nuts per bu. Ohio new 10 Cocanuts 10 Chestnuts, New York State, per bu. 10 <b>Shelled</b> Spanish Peanuts 7 @ 7 1/2 Pecan Halves 55 Walnut Halves 30 @ 35 Filbert Meats 27 Alicante Almonds 42 Jordan Almonds 47 <b>Peanuts</b> Fancy H. P. Suns 5 1/2 @ 6 1/2 Roasted 6 1/2 @ 7 1/2 Choice, H. P. Jum- bo 7 1/2



# Special Price Current

## AXLE GREASE



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

## BAKING POWDER

### Royal

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

## BLUING



C. P. Blueing

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

## CIGARS

Johnson Cigar Co.'s Brand



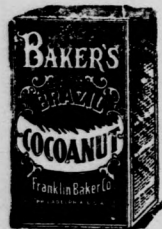
S. C. W., 1,000 lots .31  
El Portana .33  
Evening Press .32  
Exemplar .32

Worden Grocer Co. brand  
Ben Hur

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

## COCOANUT

Baker's Brazil Shredded



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

## FRESH MEATS

### Beef

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

### Pork

Loins .10 @ 10 1/2  
Dressed .8 @ 8  
Boston Butts .8 1/2  
Shoulders .8 1/2  
Leaf Lard .11 1/4  
Trimnings .8 @ 8

## Mutton

Carcass .10 @ 10  
Lambs .14 @ 14  
Spring Lambs .14 @ 14

## Veal

Carcass .6 @ 9

## CLOTHES LINES

### Sisal

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

### Jute

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

### Cotton Victor

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

### Cotton Windsor

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

### Cotton Braided

40ft. .95  
60ft. .1 35  
80ft. .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, 1lb. . . . .  
White House, 2lb. . . . .  
Excelsior, M & J, 1lb. . . . .  
Excelsior, M & J, 2lb. . . . .  
Tip Top, M & J, 1lb. . . . .  
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 . . . . . 13  
No. 7, 15 feet . . . . . 15  
No. 8, 15 feet . . . . . 18  
No. 9, 15 feet . . . . . 20

### Linen Lines

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

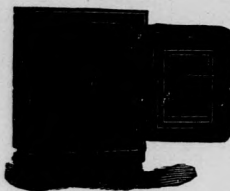
### Poles

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

## GELATINE

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

## SAFES



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

## SOAP

Beaver Soap Co.'s Brands



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

Tradesman's Co.'s Brand



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

## TABLE SAUCES

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

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.



# Your Opportunity Our Unprecedented \$2.25 Sale

The big feature of our February catalogue is a sale of goods at a uniform price of \$2.25 a dozen—to retail at twenty-five cents.

Many of the items are regular fifty centers—and have never before been sold at this price.

They are leaders—all of them—to make a crowd drawing event for your twenty-five cent sale.

You should, at least, carefully examine our February catalogue and its big sellers. The number is F. F. 703.

# Butler Brothers

Exclusive Wholesalers of General Merchandise

Sample Houses:

Baltimore, Omaha, Dallas, San Francisco



# BUSINESS-WANTS DEPARTMENT

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

## BUSINESS CHANCES.

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

For Sale—Or will exchange for stock general merchandise or choice farm property, 3 story solid brick building, well located. Rents for \$350 year. A. A. Hitchcock, Cass City, Mich. 311

Wanted—A buyer for the best soda fountain proposition ever heard of. U. S. Drug Exchange, Three Rivers, Mich. 309

For Sale—On account of death of the owner, we have one of the best paying drug stores in Michigan for sale. It will take capital to swing this deal, but we have others for less money. U. S. Drug Exchange, Three Rivers, Mich. 310

Good opening for competent jewelryman. Correspond with G. E. Hain Co., Fremont, Mich. 308

For Sale—A clean up-to-date stock of drugs in Central Michigan. The town is the county seat, 4,500 inhabitants. Will invoice \$7,500. Can be reduced easy. Address H. care Michigan Tradesman. 307

For Sale—Good general store, country trade, \$3,000. A bargain if sold at once. L. T. Ball, Eastport, Mich. 306

For Sale—The best hardware store in Oklahoma City for sale; will invoice \$20,000. Annual business \$50,000 and showed a gross profit last year of \$14,000. Located on main street in the heart of retail district. Long lease on building. This is a golden opportunity for a live hardware man. Owners wish to leave. Write to M. G. Griffin, 1602 North Robinson street, Oklahoma City, Okla. 305

Residence and Stock—Of general merchandise for sale in nice little town of 300 inhabitants in Eastern Kansas; if interested, write me for full description. Address John F. Miller, Prescott, Kan. 304

Grocery—Northwest side Chicago; corner good business street. Stock and fixtures at invoice, \$1,000 to \$1,500; part cash. Sales \$12,000 yearly, cheap rent. Trade well established. A. J. Mereness, 824 Armitage Ave., Chicago. 302

Wanted—Location by up-to-date shoe cobbler. Can furnish his own shop. D. Cairns, Mishawaka, Ind. 301

To Exchange For Merchandise—880 acres Missouri land, 4 miles from railroad and town. Good spring water, fair house and barn. Part of land under cultivation and some good timber. Climate and lands adapted to fruit growing and stock raising. State size and kind of stock in first letter. Address E. L. Wortham, 123 W. State St., Rockford, Ill. 300

For Sale or Rent—A 400 acre stock and tillage farm in Central Illinois. 220 tillable now. Blue grass pastures, 41 for hogs. A. H. Kepley, Lock Box 15, Effingham, Ill. 299

For Sale—A first-class bakery and restaurant in a town of about 2,000 inhabitants; also on electric road; no other bakery in town. Write Box 710, Rochester, Mich. 298

Nice, clean dry goods, shoes and ladies' furnishings stock, about \$15,000. Doing a fine business in town of 8,000 people, for sale, cash. Address Box No. 485, Norman, Okla. 297

Store for rent, 36x90, completely furnished. You take no risk—goods all that's needed. Exceptional swell outfit combined with exceptional opening in exceptional territory. Investigate. Casaday, Lorimer, Iowa. 312

For Sale—Stock of dry goods and groceries in one of the best towns in Michigan. Sales \$21,000. Long lease and best location. Will invoice about \$6,000. Address No. 313, care Michigan Tradesman. 313

Wanted—To buy second-hand grocery wagon, complete, for peddling groceries, etc., in the country. Must be in good repair and sell cheap for cash. Address C. B. Mansfield & Co., Colling, Mich. 314

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

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—Drug stock in good inland town. Prospects for railroad by P. M. Railway Co., good. Sales \$70 to \$80 weekly. Will answer all correspondence in detail. Invoice about \$3,500, with building and two lots. Address No. 290, care Tradesman. 290

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. Drugs sold separately if desired. Building for sale or rent. Address No. 286, care Tradesman. 286

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

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—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—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

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

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

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

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

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

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

## 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. 853

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.

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

Wanted—Feathers. We pay cash for turkey, chicken, geese and duck feathers. Prefer dry-picked. Large or small shipments. It's cheaper to ship via freight in six foot sacks. Address Three "B" Duster Co., Buchanan, Mich. 71

## SITUATIONS WANTED.

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

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—Salesman to carry gloves as a sideline in Michigan and Indiana. Established trade. Charles Henry Smith, Johnstown, N. Y. 303

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, Moorestown, Mich. 276

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

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

Wanted—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 letters from thousands of people who have bought, sold or exchanged properties as the direct result of advertising in this paper.



## GOING TO MAKE MILLIONS.

## But He Cannot Support His Spouse.

## By the Wife Who Works.

Many a wife whose husband earns a weekly wage feels her condition to be one of semi-poverty, but if I had my life to live over again and my husband should say to me:

"Now, I will let you decide. If I take a 'stiddy job' I can earn \$10 a week as long as my robust constitution will permit me to work. If I make my living by my wits, there may be weeks when I earn nothing, weeks when I shall earn \$25, \$50, \$100 or more. And if I get hold of a big enterprise of the right kind I'll land a handy million or more."

If my husband were to say that to me, and I knew what I know now, I would say, "Get a 'stiddy job' and bring me home \$10 every Saturday night." I would say it because of this experience.

By way of preface, I may mention that I was a teacher before I was married, and since at times.

My husband is a salesman, one of the best, with soap as a specialty; he knows soaps, coarse and fine, laundry and toilet, and you know that a great majority of the world's population will use soap. If my husband would stick to his profession his earnings need never fall below \$40 a week. But he says:

"What's forty dollars a week, or a hundred and forty, for that matter? I want to be a man among men. It takes no more energy to put through a deal involving millions than it does to sell a hundred gross of soap; and, look, you, when you're done with one, you've made something worth while. When you're done with the other, you've made nothing but a bit of beggarly brass. When you're at the one job you can feel that you are working at something worthy of your brains. When you are at the other, you're nothing but a nigger between two overseers, each with a whip—the man for whom you sell, the man to whom you sell."

Now, my husband is a good, energetic, sober man. He never did anybody a wilful wrong in his life; not even me, although at times, not alone have I been obliged to hustle for our bread, but it has happened more than once that we have not had bread.

It has happened more than once that our landlord, who is really one of the most considerate men in the world, has served us six dispossesses in as many consecutive months. (We never really were put out, because I, by private tutoring, managed to get the money just in time to save us that humiliation.)

And all this time my husband was working with unkillable optimism upon some "enterprise" which, if he could put it through, would net him a hundred thousand or so in commissions, stocks, bonds and the like in the company being formed. And more often than otherwise my husband walked both up and down town—a round trip of about ten miles—while he was thus employed.

Years ago both he and I cut out

luncheon as a needless meal, an expensive and injurious habit.

My husband actually did raise \$1,800,000 toward building and equipping a railroad. His commission was to be 10 per cent. on the sum he raised. By some roguish clause he had with those who were "promoting the enterprise" he did not get his commission. He sued, and the very men who had induced him to give up his time to this enterprise went on the witness stand and swore that they, and not my husband, first presented the enterprise to the multimillionaire who, with his associates, afterward built and equipped the road.

While this deal was going on so was our rent, for my husband had hypnotized the landlord into believing that it could not be possible he would get nothing. It could not be possible these people would even let the case go into court, where they were bound to be beaten and "shown up" as well. Four months at \$35 a month is \$140, which I paid off on the installment plan as I earned the money at private tutoring.

The next rainbow my husband chased was labelled "the building loan."

When a man gets a building loan made to him he is supposed to have of his own money available for the work not less than one-fourth of the sum it would require to construct the proposed building. My husband, literally, did not have one dollar.

But first he got under the management of a shrewd, unscrupulous Hebrew broker in real estate. This man assured my husband that there was really not a shadow of doubt as to his ability to get the building loan made, as the man who contemplated making it was a friend of his, and would take his, the broker's, word for it that everything was all right.

Now, how a shrewd descendant of Abraham could make a building loan of \$200,000 to my husband on the assumption that the latter had \$50,000 of ready cash, when the pocket edge of my husband's trousers was worn to the white lining, is more than I can either understand or explain, but he did make it, which goes to prove that facts are curious contradicators of theories.

The building loan man afterward laughingly told me that he had never considered it anything short of a miracle that my husband did put up that \$200,000 building. And this in spite of trouble with the city on account of the caving-in of the wall of the next door house, in spite of two or three stoppings of the work on account of mechanics' liens—the hardest thing in the world for a builder to get over.

But the house stands there to-day, in the busiest center of the city, and I shall always think of it as a monument to the pluck and perseverance of a penniless man.

Do you think we ever got a copper out of it?

If so, think again.

When the building was ready for the permanent loan the Hebrew broker insisted upon a half interest in my husband's equity in the property. I

begged and cried and scolded at my husband, by turns, to try to get him to give the Jew anything he wanted, provided there was enough left to pay our debts. All to no avail; he would give what he had originally agreed to give, but not a crooked sixpence more; so the Jew broker, in his turn, tied the property up in some red tape knot.

He not alone did that, but he actually got my husband in jail, although the sole offense of which the poor man was guilty was of not contradicting the Hebrew broker when the man told his "friend" who was going to make the building loan that "these builders are a rough and ready set, they are no dressers; lots of them even go ragged, but they can take care of their end of the contract all right."

In the end the "friend" who made the building loan got the property, and neither my husband nor the Hebrew broker received one dollar for nearly a year's work.

Now, these are just two samples of what has been going on for years. But what can a wife do with such a man? My husband does the washing on Sundays, he does the ironing evenings, he gets up early and cooks the breakfast, he washes the dishes and cleans up the house before he starts downtown. He does not support me?

No. But he is the personification of kindness to me, and no man on earth works harder than he does.

## Wedding Customs.

The custom of throwing a shower of rice over newly wedded couples comes to us from India, and originated in the idea that rice was an emblem of fecundity. The Hindu bridegroom, at the close of the marriage ceremony, throws three handfuls of rice over the bride, and she replies by throwing the same over him. With us the rice is thrown by outsiders. The "old shoe" custom is generally supposed to come from the Hebrews, and is thought to have originally implied that the parents of the bride gave up all authority over her. The Germans had long a custom, which perhaps they have not wholly given up even now, of putting the groom's shoe on the pillow of the bridal bed; and in Anglo-Saxon marriages the father gave a shoe of the bride to the bridegroom, who touched her on the head with it to remind her who was now master. The wedding ring was used among the ancient Hebrews primarily with the idea that the delivery of a ring conferred power on the recipient, and thus the wife, wearing her husband's ring, shared his authority. The ring in the Roman espousals was a pledge of loyalty, and the idea that it should be worn on the third finger of the left hand because "a nerve connects this finger with the heart" originated with the Romans. Orange blossoms were worn by brides among the Saracens because they were held to symbolize fruitfulness; the very general use of these flowers in Europe and America for bridal adornment is comparatively a modern custom. The use of a bridal veil is a relic of the far-off time when the

husband was not allowed to see his bride's face until after marriage.

It is said to be a curious fact that the wedding cake, that elaborate, indigestible compound so indispensable at the modern marriage ceremony, is the direct descendant of a cake made of water, flour and salt, of which, at the Roman high-class weddings, the married couple and the witnesses partook at the time of the signing of the contract.

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

Buffalo, Jan. 27—Creamery, fresh, 26@30c; dairy, fresh, 18@24c; poor to common, 14@18c.

Eggs—Strictly fresh, candled, 31@32c; cold storage, 28@29c.

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

Dressed Poultry—Fowls, 13@14c; springs, 14@16c; old cox, 11c; ducks, 16@17c; turkeys, 22@24c.

Beans—New Marrow, hand-picked, \$2.35@2.45; medium, hand-picked, \$2.30@2.35; pea, hand-picked, \$2.30@2.35; red kidney, hand-picked, \$2.15@2.25; white kidney, hand-picked, \$2.40@2.60.

Potatoes—70@75c per bu.

Rea & Witzig.

Where every one goes the grass never grows.

## BUSINESS CHANCES.

\$27 Per Acre—257 acres, 190 cultivated, 50 tame meadow; balance timber pasture; mile to town; good 7-room house; fine barn, splendid well, cistern, sheds, etc. Bargain at \$27 per acre. Write for free list of other bargains. A. P. Cottrell, Pomona, Mo. 316

For Sale—Bicycle repair shop in town of 5,000 inhabitants. Business run \$1,200 in the past year. Only shop in the city. Good chance for man with a little experience and capital. Address L. H. Cook, Boyne City, Mich. 315

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. 292

An experienced man with capital can secure good position and interest in established bank and fixture company. Box 363, Bloomington, Ill. 293

Seattle-Alaska World's Exposition—Summer 1909. For business location on ground floor, address with stamp. Box 1467, Seattle, Wash. 296

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. 295

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. 294

Furniture Factory  
TO RENT

At Mt. Jewett, Pa.

Cost former owners \$30,000. Complete with machinery, warehouses and drykln. Labor plentiful and town healthful and attractive, good shipping facilities and low competitive freight rates. Present owner not wishing to engage in that business will rent for \$1,200 to \$1,500 per year.

WILL SELL CHEAP

Apply to ELSHA K. KANE

KUSHEQUA, PA.

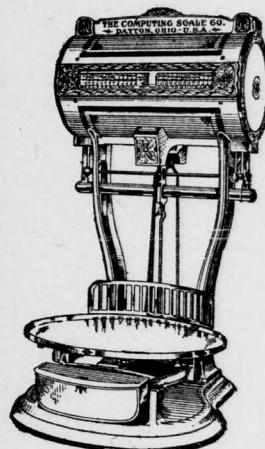




YOU OUGHT TO KNOW that all Cocoa made by the Dutch method is treated with a strong alkali to make it darker in color, and more soluble (temporarily) in water and to give it a soapy character. But the free alkali is not good for the stomach. Lowney's Cocoa is simply ground to the fineness of flour without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

## The Advance of Science



The new low platform  
Dayton Scale

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

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

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

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

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

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

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

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

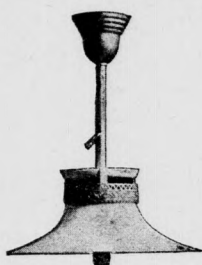
This is proof of the accuracy and reliability of our scales. Send for catalog giving detailed explanation.



**Moneyweight Scale Co.**

58 State Street, Chicago

## 75% Dividends

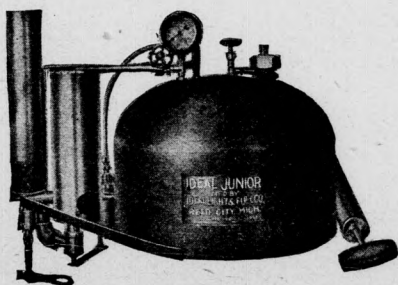


And yet you hesitate, saying—"Go thy way, and when I have a more convenient season I will call on thee."

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.

## Success

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

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

**Tradesman Company  
Grand Rapids, Michigan**



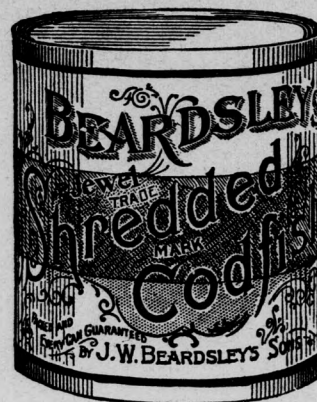


# H=O

Is good company for you to be found in for "a grocer is judged by the oats he sells" and Hornby's Oats are well known and well liked everywhere.

**The H=O Company**  
Buffalo, N. Y.

## No Ordinary Codfish



can hope to compete with BEARDSLEY'S SHREDDED CODFISH.

When you handle the genuine you share in its SUCCESS—all you can get out of *any imitation* is a share in its FAILURE.

EVERY PACKAGE HAS RED BAND

**J. W. Beardsley's Sons**  
NEW YORK CITY

# A Medium Sized Rat

## And a Small Box of Matches



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

**\$5,000 Worth of Accounts**

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

**What You Need Is a  
Good Safe**

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

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