



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. Moebis & 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. Retailers at 15 cents per jar.

Manufactured only by

U. S. Horse-Radish Company

Saginaw, Mich., U. S. A.

Every Cake



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

The Fleischmann Co.,

of Michigan

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

Makes Clothes Whiter-Work Easier-Kitchen Cleaner.

SNOW BOY WASHING POWDER.

'GOOD GOODS — GOOD PROFITS.

MICHIGAN TRADESMAN

Twenty-Sixth Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 3, 1909

Number 1324



OFFICERS

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

GRAND RAPIDS FIRE INSURANCE AGENCY

THE MCBAIN AGENCY

Grand Rapids, Mich. The Leading Agency

Commercial Credit Co., Ltd.

Credit Advances and Collections

MICHIGAN OFFICES

Murray Building, Grand Rapids
Majestic Building, Detroit

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2321 Majestic Building, Detroit, Mich.

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

**FIRE AND
BURGLAR
PROOF**

SAFES

**Grand Rapids
Safe Co.**

Tradesman Building

WHY ORGANIZE?

Grand Rapids has regularly a magnificent and reliable Sunday noon parade of silk hats and frock coats between her churches and her post-office.

Grand Rapids swells with pride each evening over the crush-hat-evening-clothes outbreak at her fashionable theater and club houses.

The streets of Grand Rapids are alive with haughty content as they feel the throbs created by the very proper tan colored small-clothes of her equestrians—for their health.

And the very ozone through which the top-coated, flat-capped, goggle-eyed owners of touring cars drive takes new vigor and adds marked superiority to the general atmosphere of Grand Rapids.

Culture is abundant, accomplishments are abundant, loyalty is abundant, but Vanity outclasses all three and her goddess is Fashion; the desire to do what others do; to copy a trick picked up on a half day glance along the Riviera; something noted down while dazed by the kaleidoscopic witcheries of the Champs Elysees; an idea wrenched from the gluttonous glitter and glare of the Great White Way of New York or an outre suggestion torn from out the debris of a fashionable crush as depicted in the Sassiety column of a Sunday newspaper.

And the hoi polloi, wondering, follow suit.

Silk hats and Prince Albert coats are delightful. They are assuredly the thing for morning service at your church; but they are little less than vulgar when the wearer thereof leaves at home behind him a six or eight foot sidewalk 40, 50 or 100 feet long covered eight inches deep with snow or veneered with ice.

Crush hats and evening clothes are faultless and comfortable and proper when one knows how to wear them; but it is a safe wager that the man who fails to clean his sidewalk as, in justice to the entire community, it should be cleaned does not know how and is "too near" to pay anyone for teaching him how.

Tan jockey cap and tan coat and breeches are good if they match in color the shade of the horse and the temperament of the rider, but even then they are in a perpetual fight with a wearer who fails to show any regard for his fellow citizens and for the reputation of the city by neglecting to clean snow from his sidewalk properly.

A touring car, top coat, a visored cap that is quite flat and goggles become some men if they are able to indulge in such luxuries; but they are most unbecoming where such a man habitually neglects to clean his sidewalk.

It is perfectly fine to visit the wondrous Riviera at this season of the year, but not unless one is absolutely certain that during his absence his fellow citizens will not be insulted and outraged by his own uncleaned sidewalk.

It is fun to put in a month or so in and about Paris; it is an experience worth while to dine, along about midnight, at the Waldorf-Astoria; there is much pleasure, for many, to put in a winter at poker at Los Angeles or at bridge or five hundred at Pass Christian or at Palm Beach, but it is almost a crime to do these things without knowing or caring whether or not your sidewalks, the public highways in front of your dwelling house, your brick block, your tenement house, your vacant lot or your stable, are not only public nuisances but dangerous for your fellow citizens.

It is human nature to indulge, more or less, in things that are vain. Because of this fact those who have wealth and time and opportunity imitate those who have greater wealth, time and opportunity; for the same reason those who are forced to skimp as to necessities do their level best at imitating as to luxuries. For the same reason, practically, the poor man who notes that his wealthy fellow citizen does not clean his sidewalks becomes a pardonable imitator.

Any citizen who owns a piece of property worth a thousand dollars or more should be ashamed to sneak behind and away from public censure with the excuse that the city ordinance declares that the going over a sidewalk by a horse-drawn, wobbling triangular contraption of boards constitutes a "cleaning" of a sidewalk; and Grand Rapids as an entity should feel most humiliated by the presence and perpetuation of a regulation so thoroughly stingy and reprehensible. It does not even possess sufficient merit to be termed countrified, and the property owners who do not clean—or cause to be cleaned—their respective sidewalks, wherever they may be located inside the city limits, are responsible for the farcical continuance in force of an outrageous imposition.

There are citizens, a lot of them, who are loyal enough, liberal enough and, in brief, sufficiently good as citizens to clean their sidewalks promptly and well, not only for the comfort and safety of their fellow citizens but because of their pride as citizens. If such citizens would organize—but, then, why organize? If the citizenship of Grand Rapids is so sleepy, so close fisted, so lazy and indifferent as a unit as to permit the half baked, backwoods ordinance to remain in force, we may as well abolish civic serv-

ice organizations, hospitals, charity boards, yes, even the church. We are too far gone to recuperate.

BY WAY OF CONTRAST.

To the average citizen of Michigan the proposition to construct a ship canal across the State from Grand Haven to Saginaw Bay is a startler. And, as a rule, while seeming to at once comprehend the value to the State such an improvement would prove the off-hand declaration that the thing is impossible is voiced.

Let us see about this: The proposed Grand-Saginaw canal proper would be but 99 miles in length, to which would be added 39 miles of lake level waterway between Grand Rapids and Grand Haven and 32 miles of lake level waterway between the village of St. Charles and Saginaw Bay. The flow of water in the Grand, the Maple, the Bad, the Shiawassee and the Saginaw Rivers—the streams which are to be utilized—is constant except during flood periods in the spring; the banks of these streams are firm and strong and the shifting of river bottoms is inconsiderable. Every natural condition is favorable to the process of canalization, even to the currents of the streams, which are moderate.

By way of contrast, consider the canalization of the Mississippi River along its 1,200 mile course with a current varying from five to ten miles; with different stages of water ranging between zero and fifty feet, whereas the river banks are, as a rule, only 25 or 30 feet above the lowest water. No one of these conditions is even approximated along the proposed Michigan route. And yet the Federal Government in co-operation with the several states along the Mississippi is going to put the Father of Waters under control.

Of course, it will cost millions upon millions of dollars and many years of work, of patience and determination, mixed with disappointments, discouragements and opposition. But the work will be done and the investment will bring billions and billions of dollars of value to the United States at large.

Correspondingly, the people along the proposed Grand-Saginaw route may co-operate with the State and, in turn, the Federal Government may co-operate with both, for the ultimate development of an internal improvement which will become one of the most profitable enterprises ever engaged in by our commonwealth.

The man who bangs his head against hard facts feels his bumps and calls them faith.

•If you would make sure of your sins being fruitful bury them under a pretense of piety.

ONE YEAR'S WORK.

What Grand Rapids Board of Trade Has Accomplished.*

Despite the fact that the money panic of 1907 lasted well into 1908, the past year has been a period of accomplishment for the Grand Rapids Board of Trade. We have not been able to complete all of the campaigns we mapped out nor achieve success in every movement we inaugurated, but enough has been performed to justify our existence and enough remains to be done to give the new officers of the Board plenty of work for the coming twelve months.

In reviewing briefly the results of the past year I desire to express my appreciation of the fidelity of our Secretary and the painstaking and self-sacrificing efforts of our directors and committees. No set of men ever worked together more harmoniously or effectively. They have given their time and their money in unstinted measure; they have spared neither themselves nor friends in the effort to make good; and, taken as a whole, the record is one of which we may all feel proud. I wish I could mention each man by name, but time forbids. The report of the Secretary, with which you are already provided, covers these matters in detail more fully than I can do in the limited time at my disposal.

In my annual address a year ago I called attention to the discrimination against Grand Rapids shippers in the matter of freight rates to and from the Atlantic seaboard and promised that diligent effort would be made during the coming year to secure a reduction of the present ratio. The matter was taken up early in the year by Mr. Musselman, chairman of the Transportation Committee, and has been given careful consideration. Inasmuch as Saginaw and Flint were working along the same line and met with a setback at the hands of the Inter-state Commerce Commission, it was thought best to postpone decisive action in the matter until the Commission hands down its final decision. Whether this decision be adverse or favorable, the matter should then be taken up along the lines Mr. Musselman has mapped out, so that when the change is made—and it must be made—every town in Northern and Western Michigan will receive proportionate relief. Not only is every town in the Grand Rapids zone handicapped in the matter of freight rates, but existing conditions place an embargo on the growth and prosperity of these towns, because so long as present conditions exist it is next to impossible for them, as well as for Grand Rapids, to secure new manufacturing enterprises where freight rates cut any considerable figure. As the growth and prosperity of Grand Rapids depend very largely upon the development of Northern and Western Michigan, its progress will be retarded and its development will be hindered as long as the railroads keep up the Chinese Wall they have so long maintained to the detriment

of Grand Rapids and the advantage of Detroit, Toledo and other competing markets which have enjoyed more equitable rates.

The work undertaken and executed by the Municipal Affairs Committee, under the wise direction and inspiring leadership of Mr. Martin, has been a constant surprise to us all. No better work has ever been done in this or any other city. The work of this Committee already begins to show itself and it will be more manifest as time goes on. Under the present plans thirty members of the Board voluntarily contribute—as a privilege and not a duty—\$100 per year to sustain the work of the Committee—an example of civic patriotism which should serve as an inspiration to our members in other branches of our work.

The failure to complete our promotion fund, owing to the money panic, checked the enthusiasm of our Industrial Committee to some extent, but it managed to do good work, nevertheless, and succeeded in achieving results which entitle it to our gratitude.

The work of the Wholesale Dealers' Committee finds expression in the increased prestige enjoyed by Grand Rapids as a jobbing market. No better work has ever been done by any interior city hampered, as Grand Rapids is, by unjust discriminations in freight rates and unfortunate delays at junction points. The mammoth banquet served in a circus tent at Reeds Lake last spring will never be forgotten by the 1,500 country merchants who received a mental uplift from the excellent addresses and inspiring suggestions of the speakers selected for the occasion. No better advertisement for Grand Rapids could be undertaken than the 500 mile trip by special train, making fifty stops during a three-day campaign.

The Retail Dealers' Committee has devoted much effort to determining the constitutionality of the transient traders' statutes, for the purpose of ascertaining the exact status of fly-by-night merchants and their relation to legitimate trade.

The Grand River Improvement Committee, acting at the suggestion and under the advice of Senator Smith, has undertaken the exploitation of the Grand-Saginaw Waterway Canal, with excellent results so far as preliminary organization and interest in the project are concerned.

The Membership Committee has added about 100 new members to our list—and every one a stayer.

The action of the Board in sending our Secretary to the burned district while the fires were still raging was commended on all sides. By so doing we were able to carefully adapt our contributions to the necessities of our smitten and suffering brothers on the other side of the State.

No better service has been done the city than the adoption of plans by the Charities Committee, by means of which the indiscriminate dispensing of charity has been practically superseded by a system of thorough accounting and rigid inspection, so that duplication of giving, as well

as the bestowal of aid on unworthy applicants, is rendered almost impossible.

Members of the Grand Rapids Board of Trade, you commit a serious 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 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 public welfare.

Of course, the doing of these things, the performance of these duties—for that is truly what they are—involves 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.

I have reached my limit and am therefore obliged to close. Before doing so, however, I crave the privilege of saying that the two years I have devoted myself to your service have been pleasant years. I have given you the best I had to offer. I have, undoubtedly, made mistakes, but they have been errors of judgment and you have generously condoned them by standing by me like men. I have sometimes been misunderstood and sometimes unjustly assailed, but I have met such attacks with silence, believing that Time will ultimately sweep away all erroneous impressions and make clear some things not now understood.

I appreciate your kindness in electing me your President a second time. I appreciate still more the generous manner in which you have worked with me and for me in support of the policies I have endeavored to establish. I turn over the office to my successor in the confident belief that, by working together with a common aim and for a common purpose, we have succeeded in making the Board of Trade stronger than it was when we joined hands two years ago; that the city is a better place in which to live and rear our children; that our citizenship is cleaner and our patriotism more intense than would have been the case if we had not worked together like Trojans for the common good.

May my worthy successor meet with the same generous recognition and cordial co-operation at your hands that you have invariably accorded me, so that when he lays down

the duties of this office his heart will be as full of thankfulness as is mine to-night.

Crystals Help Solve Great Problems.

Crystal wisdom comes from Prof. Otto Lehmann, of Stuttgart, a student of flowing crystals for thirty-six years, ever since he discovered a novel form of microscope which permitted the optical examination of substances at temperatures differing considerably from that of the surrounding air, and thus obtained access to an almost virgin field.

Because crystals, when placed in the saturated mother liquor, grow and have the power of healing fractures it is suggested to many that crystallized matter is a form of life. Prof. Lehmann ventures with some confidence to assert, not that crystals themselves are living, but that crystallization is the agency made use of by living growth. A glass of jelly, or any other noncrystalline substance, does not grow. On cooling it passes gradually from the melted to the solid condition, and forms about a large number of nuclei, just as happens in the condensation of vapor.

Crystallization is quite different. The growth is rapid, and the nuclei are comparatively few. Prof. Lehmann noticed that liquid crystals, when under the influence of a magnetic field, coalesce and range themselves with their axes in the direction of the lines of force; in other words, the growth of an individual takes place. In fact, the similarity in aspect and behavior between certain liquid crystals and bacteria is remarkable and scarcely can be accidental.

Prof. Lehmann suggests that in life the directional force is "that mysterious essence so much discussed, and so little understood, the soul." In support of this "bold hypothesis" he puts forward many arguments and marshals an array of facts. It is declared that he has made an important contribution to the solution of the great question confronting alike science and philosophy—what is life?

The Maid Wanted Help.

This story would read better if the incident had happened when there was company at dinner. As a matter of fact, however, only the family were present. The new maid had recommended herself as having been employed in the households of various people of fashion. Things went smoothly enough at the first dinner which she served until the meat and vegetable course was finished. Then, instead of taking away the dishes, she stood idly in a corner. Finally her mistress said:

"You may remove the dishes now, Kate, and serve the dessert."

"All right, mum. I'm waiting."

"Waiting for what?"

"Waiting for you to stack."

"Stack what?"

"Why, to stack the dishes and shove them down to this end of the table."

There is always greater benefit in enduring your own pain than in envying another's pleasure.

*Annual address of E. A. Stowe to Grand Rapids Board of Trade Feb. 2, 1909.

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.

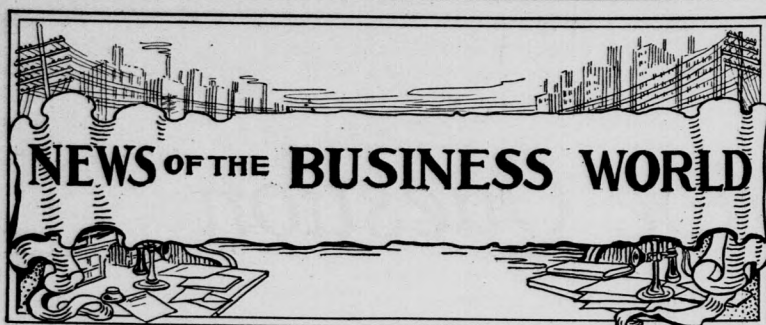
Sweet and Sour Spiced Pickles, Tomato Catsup, Jellies, Preserves, Fruit Butters, Relishes, Vinegar and many others.

Made in a CLEAN, MODERN, SANITARY establishment.

The Williams Bros. Co.,

Picklers and Preservers

Detroit, Mich.



Movements of Merchants.

Bay City—A grocery store will be opened by H. J. Wheeler.

Cadillac—Ernest Ogren has sold his stock of dry goods and shoes to Goldman Bros.

Honor—F. C. Lee is succeeded in the undertaking business by B. G. Bennett, of Saginaw.

Berlin—The meat business formerly conducted by V. Lillibridge will be continued by J. Lillibridge.

Fenton—Chas. B. McCreedy is succeeded in the plumbing business by C. H. Hurd and Elmer Wyatt.

Alanson—Chas. A. Carter, who recently lost his drug stock by fire, has re-engaged in the same business.

Azalia—The general store of F. H. Noble has been struck by lightning and damaged to the extent of \$200.

Alma—George J. Maier, of Lansing, has purchased the clothing and shoe stock of Nelson J. McCullough.

Sault Ste. Marie—Ray Huntoon is succeeded in the cigar business by the H. & H. Cigar Co., of Petoskey.

Detroit—Bob Porritt will soon open a hardware store in which he will also carry a line of athletic goods.

Newberry—The new mill of Underwood Bros. has been destroyed by fire, the loss amounting to about \$4,000.

Hillsdale—The capital stock of the Hillsdale Lumber & Coal Co. has been increased from \$10,000 to \$12,000.

Stanton—The A. Benow Co. will open a clothing store, the building to be occupied now being prepared for same.

Coopersville—Creditors of E. W. Howell, the hardware dealer, have been sent checks representing 55 per cent. of their claims.

Lapeer—O. C. Sperry, of Chesaning, has bought the hardware stock of Bennett & Stickney and will conduct the business here.

Kalamazoo—The cigar and smokers' supplies business formerly conducted by Arie Van Nerynen & Son will be continued by Goodrich & Cross.

Elsie—Geo. E. Duncan has purchased the hardware stock of L. B. Downie, who has been engaged in business for the past twenty-eight years.

Sparta—Host Bros. will soon engage in the clothing business here. These men were formerly engaged in the same line of trade at Grand Rapids.

Hillsdale—O. R. Letherer, who has been in the grocery department of the Manheimer Co. store, for two years, will open a grocery and meat market.

Camden—H. M. Crane has sold his grocery stock to Mr. Townsend. Mr. Crane retires from trade on account of poor health and will go to Los Angeles.

Bellevue—Arthur Quick and Glenard Earl have purchased the grocery stock of Ray E. Stevens and will conduct business under the style of Quick & Earl.

Kalkaska—L. R. Hughes and A. Petersen have sold the stock of the Kalkaska Grocery Co. to W. C. Hewitt, who will continue the business under the same style.

Coldwater—The clothing business formerly conducted by Wickes & Pellett will be continued by Israel Wickes, of Jonesville, who has taken possession of the store.

Augusta—Koster & Faude, grain dealers, have dissolved partnership, Mr. Faude retiring to give his time to the banking business. Mr. Koster will continue the business.

Lawrence—H. L. Cornwell has sold his general stock to Levi De Haven, of Bangor, who will continue the business at the same location under the management of his son Clarence.

Alpena—The Sinclair Dry Goods Co. has been incorporated with an authorized capital stock of \$18,000, all of which has been subscribed, \$9,000 being paid in in cash and \$9,000 in property.

Three Rivers—E. E. Whitney, who was formerly engaged in the shoe business with Allan Dunigan at Hillsdale, has purchased an interest in the Model Shoe Store, his partner being James Gibbs.

St. Johns—C. & M. Ridenour have purchased the hardware stock of John H. Corbit and will continue the business under the style of Ridenour Bros. Chas. Ridenour will discontinue his grocery business.

Orion—J. C. Predmore, who has been engaged in general trade here for the past thirty-five years, will be succeeded in trade by a new company composed of Bert F. Griffin, Guy W. Lyon and L. M. Carleton.

Detroit—M. E. Carlton has merged his book business into a stock company under the style of M. E. Carlton & Co., with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Detroit—A corporation has been formed under the style of Conway & Manning, Inc., to deal in footwear. The company has an authorized capital stock of \$50,000, all of which has been subscribed and \$5,000 paid in in cash.

Sparta—F. B. Baldwin & Co., who were formerly engaged in the clothing business at Muskegon and have conducted a like business here for the

past two weeks, have moved their stock to Owosso, where they have engaged in trade.

Sunfield—Ed. Stinchcomb has purchased the interest of his brother, David Stinchcomb, in the drug firm of Stinchcomb Bros. and taken his son, Archie, as a partner. The business will be continued under the style of Stinchcomb & Son.

Ypsilanti—G. W. Densmore has become the partner of Harrison Fairchild with a half interest in the meat business. Mr. Densmore was formerly engaged in the clothing business here and Mr. Fairchild has been a meat dealer for thirty-six years.

Kalamazoo—A new store will soon be opened at the corner of Main and Edwards streets, by the Malbone Hardware Co. J. S. Malbone, the proprietor, was formerly engaged in the hardware trade at South Haven and sold his stock there about a year ago.

Fennville—The John A. Pieters clothing stock has been purchased by L. S. Dickinson, who will be assisted in the management of the business by his son, Leon S. Dickinson. The first floor of Mr. Dickinson's opera house block will be occupied with this business.

Flint—A petition has been filed in the circuit court by the Western Tanning & Japanning Co. to have the corporation dissolved and M. C. Spencer appointed receiver. It is asserted that the company, which makes carriage leather, can not conduct its business profitably.

Traverse City—The partnership existing between John R. Connine and Adelbert Ramsey, who have been doing business under the firm name of the R. & C. Provision and Crockery Co., has been dissolved, Mr. Connine retiring. Mr. Ramsey will continue to conduct the business as usual.

Kalamazoo—The undertaking business formerly conducted under the style of J. C. Goodale's Son has been merged into a stock company under the style of Edward L. Goodale, Inc., with an authorized capital stock of \$50,000, of which \$25,300 has been subscribed, \$200 being paid in in cash and \$25,100 in property.

Diorite—M. W. May, formerly of Cornell, has formed a stock company under the style of the Diorite Store Co., which will occupy the new store building, 70x26 feet in dimensions, which is being erected here. A general merchandise business, including grain and produce, will be conducted by the company, which has an authorized capital stock of \$6,000, all of which has been subscribed and paid in in cash.

Manufacturing Matters.

Sparta—The Holm Machine Manufacturing Co. will build a new factory.

Saline—The Saline Butter & Cheese Co. has changed its name to the Saline Creamery Co.

Detroit—The Detroit Wire Spring Co. has increased its capital stock from \$30,000 to \$50,000.

Portland—The Portland Manufacturing Co., which makes washing machines, has increased its capital stock from \$10,000 to \$25,000.

Munising—The Munising Paper Co., Ltd., is considering adding other machinery to its equipment.

Saginaw—The Brooks Boat Manufacturing Co. has changed its name to the Brooks Manufacturing Co.

Constantine—The capital stock of the Constantine Milling Co. has been increased from \$20,000 to \$50,000.

Cheboygan—The Cheboygan Brewing & Malting Co. has increased its capital stock from \$50,000 to \$70,000.

Holland—The capital stock of the Central Closet Manufacturing Co. has been increased from \$35,000 to \$100,000.

Detroit—The Wolverine Cooperage Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Port Huron—A corporation has been formed under the style of the Ruledge Playing Card Co., which has an authorized capital stock of \$14,400, of which \$7,200 has been subscribed and \$1,500 paid in in cash.

Jackson—The Ruby Manufacturing Co. has been incorporated to make electrical supplies and appliances, with an authorized capital stock of \$2,000, all of which has been subscribed and paid in in property.

Leslie—E. J. Kneibehler has leased the creamery plant of J. G. Pullen for one year. Mr. Pullen deems it best to have more outdoor air than he could get in the creamery and has taken a position as traveling salesman for Ladd Bros., of Saginaw.

Twelve Pharmacists and Four Druggists.

Grand Rapids, Feb. 2—At the examination session of the Michigan Board of Pharmacy, held at Ann Arbor, Jan. 18, 19 and 20, twelve applicants received pharmacist papers, as follows:

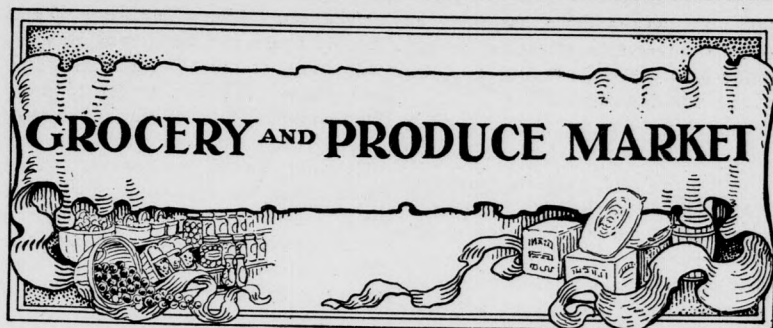
Harry I. Chandler, Empire.
Ray Fox, Reese.
W. A. Gardner, Paris.
Wm. F. Gidley, Holly.
Thos. W. Irwin, Pellston.
Chas. C. Jackson, Vassar.
Thos. L. Milne, Jr., Standish.
Ralph G. Mitter, Detroit.
Oscar A. Moreau, Detroit.
John V. Sassaman, Charlotte.
Guy R. Stone, Fairgrove.
Four received druggist papers, as follows:

W. D. Fales, Midland.
John G. Foess, Ypsilanti.
Justin N. Nelson, Ludington.
Victor J. Szmiguel, Detroit.

The next meeting of the Board will be held at Grand Rapids, March 16, 17 and 18.

John D. Muir, Sec'y.

The Grand Rapids Supply Co. has begun the erection of a new building on Ellsworth avenue, 100 feet square. The building has a concrete foundation with metropolitan brick front. It has two stories and basement with walls strong enough to stand five stories. In addition to this building, a pipe building will be erected on the lot adjoining this structure on the north, 50x100 feet. It is expected that both buildings will be completed by April 1, at which time they will be taken possession of by the owners.



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—There has been an improved trade at the recent decline, and very probably the market will soon react and slightly advance. At the decline the situation is healthy. Stocks in storage are lighter than a year ago with the consumptive demand about the same. Fancy creamery is held at 29c for tubs and 30c for prints; dairy grades command 22@24c for No. 1 and 16@17c 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 is firm and unchanged. There is an active consumptive demand which readily absorbs the receipts. Storage eggs, as reported last week, are getting very low and the demand will soon have to go entirely to fresh receipts. The receipts of fresh eggs are just about normal for the season and there will be no decline until they increase. This they can hardly do before two or three weeks. Local dealers pay 25@26c f. o. b. Grand Rapids, holding candled fresh at 27@28c.

Grape Fruit—All sizes are now sold on a basis of \$3.50@3.75 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—Floridas are not in very good request, but are firmly held on the basis of \$3. Navels, \$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.

Squash—1c per lb. for Hubbard.

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

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

Final Call for the Bay City Convention.

Grand Rapids, Feb. 2—Last week, through the columns of the trade journals of our State, I urged you to attend the eleventh annual convention of the retail grocers and general merchants of Michigan, which will be held at Bay City, Feb. 9, 10 and 11. This will, without doubt, be the largest attended of any convention we have ever held, and as we are now living in a time of organization it is necessary for every one engaged in our line of merchandising to protect his own interests; and, as better results can only be obtained through co-operation the merchants of this State should awaken to that fact. There is no end of what can be accomplished for the benefit of all concerned. I trust you will avail yourself of this opportunity to be present at this convention.

The Insurance Committee met at Lansing last week and decided to recommend the organization of a mutual fire insurance company for the retail merchants of the State. They ask that each delegate to the Bay City convention come prepared to tell how much insurance is carried by him and the rate paid therefor.

Fred W. Fuller, Pres.

Articles of incorporation have been filed at Lansing by the Grand Rapids Supply Company with a capitalization of \$60,000, fully subscribed and paid in. The stockholders are R. B. Kellogg, 2,000 shares; B. B. Luten, 2,000 shares, and Charles J. Davis, Lansing, Mich., 2,000 shares. Mr. Kellogg is President, Mr. Davis, Vice-President, and Mr. Luten, Secretary and Treasurer.

John J. Rutka and J. Howard Rutka have formed a copartnership under the style of J. J. & J. H. Rutka and engage in business as manufacturers' agents for hardware specialties, with offices at 302 and 303 Board of Trade building. Both gentlemen have a wide acquaintance with the trade.

Chandler B. Daniels succeeds Thompson Bros. in the hardware business at 249 Plainfield avenue, under the style of the Daniels Hardware Co. Mr. Daniels has been employed in the retail department of Foster, Stevens & Co. for the past eleven years.

The Grocery Market.

Sugar—Raws are weak at 3.64. All makes of Eastern granulated are slow sale at 4.55. Michigan granulated is steady at 4.50. At the present writing there is certainly not the smallest reason to expect an advance, and a decline will likely occur only if precipitated by competitive warfare among the refiners. The dullest season of the year is now on, but will end around the middle of March.

Tea—Prices show no change for the week, but the general volume of business is fair. No radical change seems in sight, but if there is change it will probably be for a slight hardening.

Coffee—Actual coffee is somewhat firmer than it has been for some time. The present duty talk is very materially affecting the lower grades, which have shown slight advances during the past few weeks.

Canned Goods—Canned tomatoes are easy. This condition is attributed to lack of demand more than any possible effect on the market by the presence of weak holders, which has been considered for some time as the main reason for the depressed condition. A somewhat easier tone prevails on corn owing to comparatively light demand, and it can be bought cheaper now than at any time during the last three months. Peas are steady. The better grades are not very plentiful, but there are a lot of cheap peas on the market. California fruits, at the relatively low prices named by jobbers, are going quite freely into consumption. Large stocks are on hand and it is likely that the present level of prices will be well maintained until the next pack unless there should be an unexpected increase in demand. Gallon apples continue firmly held and advances are expected before long. About the only thing that can keep them down, it is said, are the cheap prices of other canned fruits. Strawberries and raspberries continue firm but dull. Spot red Alaska salmon continues very firm and some jobbers predict advances in the near future owing to the extremely light supply on the coast and limited stocks in jobbers' hands. All other grades of salmon excepting pinks are also firm. Sardines are steady to firm. Oysters remain quiet and unchanged.

Dried Fruits—Prunes are dull and weak. Holders are willing to entertain offers at a substantial fraction below their ideas a short time ago. Peaches are dull and rule at unchanged prices. Apricots show no change and are moderately active and strong. Currants are active and unchanged. Raisins are still very weak and soft and are selling intermittently, as usual on a market of this character.

Rice—The market advanced about ¼c this week on both domestic Japs and fancy heads. If the demand continues at the present rate it is expected that higher prices will prevail before another crop.

Syrups and Molasses—Glucose manufacturers advanced their quotations 5 points last week and another 5 points Monday of this week. Higher corn is the reason they give. Com-

pound syrup, which always responds to advances in glucose, has not done so in this instance as yet, but probably will. The demand for compound syrup is good. Sugar syrup is exceedingly scarce and in good demand. Molasses is fairly active at ruling prices.

Rolled Oats—Manufacturers claim that at the present price of grain they are producing rolled oats at a loss. It is predicted that a sudden stimulation of demand would materially boost prices.

Fish—Cod, hake and haddock are unchanged in price and in fair demand. At this writing the domestic sardine combine has not named the declined price which it recently announced it would make this week, but the general expectation seems to be for a rather deep cut. Undoubtedly a large volume of business has been done subject to approval of the reduction, and the packers will be keenly anxious to close all this by a price that can not fail to be approved. Salmon is unchanged and in fair demand. Imported sardines are unchanged in price and in fair demand. Mackerel shows no change for the week, but the market is well maintained. The demand is light. Some holders have tried to advance their prices during the week, but were compelled to decline again. The mackerel outlook is strong. The general supply of mackerel is only about half what it was last year, while at the same time prices are much below normal. The season of lively consumption is approaching and it looks like a firmer market.

Provisions—Smoked meats of all kinds have advanced ¼c. Both pure and compound lard are firm at the recent advance, and a good consumptive demand is reported. Canned meats, barrel pork and dried beef are unchanged and moderately active.

Change in Corporate Name.

At the annual meeting of the Clark-Rutka-Weaver Co., the corporate name was changed to the Clark-Weaver Co., the officers of the company being as follows:

President—M. J. Clark.

Vice-President and Manager—W. D. Weaver.

Secretary—Cornelius A. Benjamin.

Treasurer—E. J. Clark.

The above named gentlemen, together with Frank Jewell, L. W. Wolcott and C. L. Comey, are the directors of the company. Mr. Benjamin has been book-keeper and cashier of the Clark-Rutka-Weaver Co. for several years and E. J. Clark has been active in the business for about a year. Mr. Comey, who now assumes the work of buyer, is succeeded as city salesman by F. W. McCormick, who formerly covered the Lake Shore and G. R. & I. south of Grand Rapids; and Mr. McCormick is succeeded in this territory by E. P. Morse, heretofore house salesman. E. H. Snow covers G. R. & I. territory to Cadillac, Chas. Thomas travels east along the line of the Pere Marquette, Michigan Central and Grand Trunk and F. C. Richter, of Traverse City, covers the northern territory.

LOOKING AHEAD.

How Growth of Grand Rapids Can Be Promoted.*

In the brief space of time allowed me by your Programme Committee I find it will be impossible to say much regarding the past work of our various committees or to deal extensively with future hopes or plans. Much valuable energy is often wasted by scattering our forces. We should select a few things of greatest interest and push them to a successful conclusion. I can think of no subject of greater interest to the majority of the members of this organization than that of industries, and I wish to say a few words along this line:

Our Industrial Committee the past year, as well as in all previous years, has had some difficult problems to solve. For the benefit of those who think that this Committee is more ornamental than useful, I would suggest that they acquaint themselves with the records, for by so doing they will find that, in spite of the lack of funds, they have done some very effective work.

Most of us will agree on this one point—that Grand Rapids needs more industries; varied industries, if you please. We are essentially a one-industry city and I believe it is highly important that we should not underestimate the fact that what Grand Rapids is to-day is due largely to the high standard of its furniture factories and their undisputed reputation for making the best furniture on earth.

By all means encourage the growth and development of our local furniture factories, but at the same time try to bring in others. In bringing in additional ones, we will naturally attract more factories making furniture supplies, for instance, manufacturers of specialty hardware, brass goods, varnishes, paints, glass, wood-working machinery and plants of various kinds.

I hear someone say, "More furniture factories will only complicate the labor market. Things are in good shape now and we do not want the labor market disturbed." I believe, in the event of more factories locating here, the labor market would soon adjust itself, as it has in every one-industry town that has changed into a flourishing and progressive many-industry city.

We need more furniture factories and we also want more varied industries. Sharp discrimination should be made, however, between substantial manufacturing plants and broken down bankrupt institutions looking for bonuses. As a rule, cities are no longer offering bonuses to bring in industries. They have grown wise through experience and have found that, with rare exceptions, this plan does not pay.

I believe our Industrial Committee should be a large one, sub-divided into smaller committees, similar, perhaps, to the Municipal Affairs Committee. I should have on it an expert accountant, a practical manufacturer, competent to estimate the real value

of a plant. A secretary might also be added to devote his whole time to this important subject.

Some of the important items of interest to a manufacturer looking for a suitable location are taxes, power (water and electric), freight rates, local transportation, water supply, insurance rates, available skilled and unskilled labor, the quality and efficiency of our city government.

It might be well to keep in mind that favorable answers to these questions are necessary before we can hope to extensively promote the manufacturing industries of our city. A city can not stand still. It must either grow or decay, but its growth, to be permanent, must be normal and healthy. The growth of a city brings with it the complex problems of large cities. I believe, however, that the

cause your Committee has been unable to interest local capital to subscribe for the required amount of necessary additional stock.

There are industries in this city to-day which have passed the experimental stage and have demonstrated, beyond a doubt, their ability to do a successful business which are greatly handicapped for the want of sufficient capital to meet their needs and to permit them to expand normally.

Why is it that many Grand Rapids citizens often seem more willing to invest their money in various outside enterprises from Alaska to Texas and from Maine to California than to put a cent into a new manufacturing industry in their home city? I venture to say that if we had the money which has been lost within the past ten years in outside schemes,

established business interests; of promoting trade and developing new enterprises. It must be admitted that any Board of Trade, trying to unify comparatively conflicting interests and to solve complex problems, will inevitably make mistakes. The thoughtless business man may magnify these mistakes, although in many cases, in one way or another, the successful manufacturer, who may not think he needs the Board of Trade, enjoys the benefits of its achievements.

It is my hope that men who have assumed a critical attitude will support an institution whose necessity is undisputed; whose methods and aims may be improved by their sympathy and constructive criticism. It should be our purpose to work unselfishly and enthusiastically this coming year for a better and a greater Grand Rapids.

Eye Develops Currents of Electricity.

Eye electricity is formed by the rays of light striking the eye and setting into motion what are termed retinal currents in token of the place where they are developed. If the end of a copper wire be placed over the anterior pole of the eye and the other extremity over the posterior pole just at the middle section of the optic nerve, and if a ray of light is made to fall on the eye there will run along the wire an electric current from the anterior to the posterior pole.

If the ray is intense the current is strong and prolonged, but the eye does not react for some time. If the ray is weak then every time a ray enters there is electric variation. The interesting fact is this, that the intensity of these currents produced in succession diminish in exactly the same way as the change which takes place in muscular fatigue.

The experiments of Prof. Angelo Mosse show that if a muscle is obliged to lift for a long time the same weight it will tire little by little and at last will cease altogether to work. From the maximum to the minimum strength a curve may be drawn. And this curve is identical with that which shows the electric variations of an eye which is subjected to slight continuous stimulation.

The eye of all the superior animals, including that of man, has been described as nothing more or less than a "dark room" of such perfection that the cleverest manufacturer of optical instruments and photographic cameras could not hope to copy it.

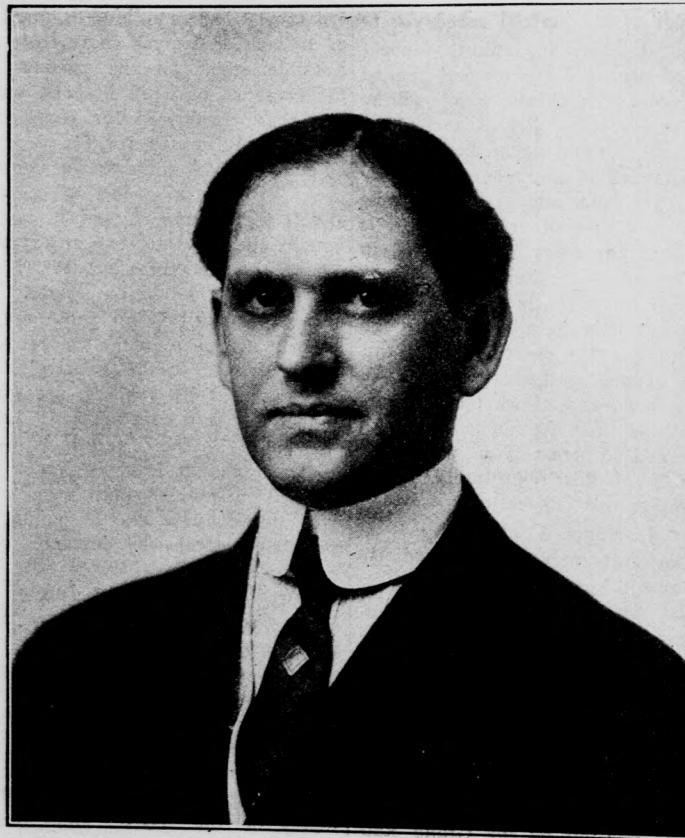
Juggling a Proverb.

He was from down somewhere or out somewhere and on his first visit to New York. He had often heard of the highball and went to the cafe of an expensive hotel in Fifth avenue to make the acquaintance of this luxury. To enjoy it properly he took a seat at a table.

When the waiter brought the tall glass the visitor said to himself: "Distilled waters run deep."

When he saw the amount on the check he perverted the proverb still further, thus:

"Distilled waters run steep."



Heber A. Knott, President of the Grand Rapids Board of Trade.

solution of these many-sided social problems keeps pace with its normal development.

Your Industrial Committee may be composed of the best material we have in our organization, and still without an ample and sufficient promotion fund little can be accomplished. I should have a fund of at least \$25,000 placed at the disposal of the Committee, not with the view of offering bonuses, but rather of being used wisely and judiciously in meeting the legitimate expenses of bringing in new industries.

What we most need now in commercial Grand Rapids is an awakening of our moneyed citizens, that they may see the importance of giving financial support to our already established worthy manufacturing industries and those that may desire to locate, which are often lost be-

and the same had been locally invested in some of our home industries, we would be in better financial shape to-day.

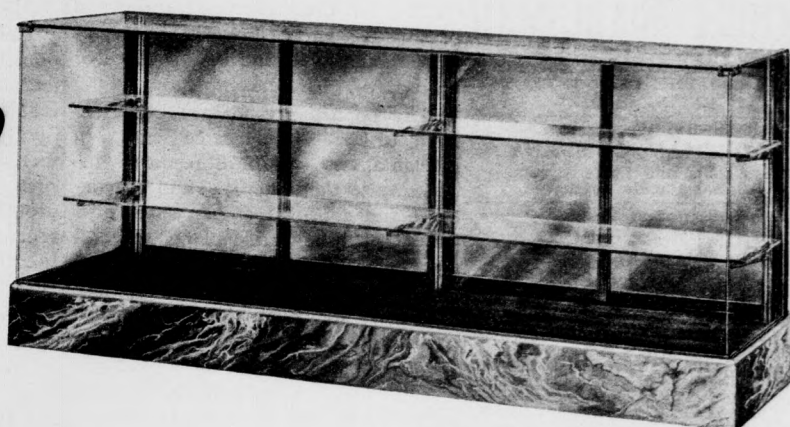
I hope these suggestions will be received in the spirit in which they are offered, as I have no desire to indulge in any personal criticism. If what has been said is true, it is self evident that it is a matter that vitally concerns those local business interests which the Board of Trade was organized to protect and further.

The question as to whether a city should have a Board of Trade or not is no longer a debatable one. Nearly every city, large or small, has some kind of a business men's organization. The ablest financiers, manufacturers and merchants in the United States now have some such an organization. It is regarded as an indispensable means of conserving

*Inaugural address of Heber A. Knott before Grand Rapids Board of Trade, Feb. 2, 1909.

Wilmarth
THE CASE WITH A CONSCIENCE

This Is Our
New Trade Mark



And Here Is Our New Name

Wilmarth Show Case Co.

Formerly

Grand Rapids Fixtures Co.

On February 1, 1909, we changed on name from Grand Rapids Fixtures Co. to **Wilmarth Show Case Co.**, and are now conducting business under that name.

This was done in order to incorporate the nature of our business in the corporate name, thus now easily associating the two, and, further, to avoid confusion resulting from the words "Grand Rapids," there being many firms here whose names begin with the name of the city.

There are no other changes.

The officers remain the same
The management remains the same.
The policy remains the same.
The product will continue to be the best.

About 15 years ago down in a little factory on South Front street, we commenced to make show cases on a small scale. When we started we said, "We'll make good cases—we'll make every part of them ourselves—we'll buy only the best lumber, the best glass, etc. We'll carefully, painstakingly season our lumber, we'll hire the best and most skillful men money can get, we'll put brains, enthusiasm and high purpose into our project and see what we can do."

We started in. Every man caught the spirit. Together we toiled, thought, planned, always with our original purpose in mind.

That was 15 years ago. To-day our product is known and sold the world over. The demand for our cases necessitates our carrying in stock over 1,500 cases of all kinds. Our salesmen cover the entire United States. A year ago we moved into our new factory, one of the most complete and thoroughly equipped factories in the country and undoubtedly the best show case factory in the world.

Our trade mark on a show case is your absolute guarantee from us that you have your money's worth and a dependable case. Report any dissatisfaction direct to us and your claims will have our prompt attention.

We furnish complete floor plans free. Send us sketch of your store and our expert will submit an interesting plan to you at once. Remember, the best case has WILMARTH stamped on it. Accept no substitute.

The building is of brick, one hundred sixty-four feet long across the front and three hundred feet deep on each side, the width of each of the wings being sixty-four feet. This gives over 90,000 feet of floor space for manufacturing purposes, exclusive of dry kilns, lumber sheds boiler house, etc. The building is practically fire proof, is protected by a 30,000 gallon sprinkler system, all electric wiring is carried in conduits, and the most improved style blower pipe system is in use. The insurance rate is the lowest in force on any woodworking plant in our State. The building has a complete equipment of modern labor saving machinery, no expense having been spared to make the equipment throughout the best that is to be had in every respect. This equipment includes a number of special machines and devices designed by us and built especially for our use.

Our shipping facilities are unusually good. We have a side track at our shipping room door. By shipping in this way much handling and all teaming are avoided, our cases being loaded directly from the shipping room into the cars.

Wilmarth Show Case Co., Grand Rapids, Mich.



DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

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

Subscription Price.

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

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

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

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

Entered at the Grand Rapids Postoffice
as Second Class Matter.

E. A. STOWE, Editor.

Wednesday, February 3, 1909

We believe, through careful enquiry, that all the advertisements in this paper are signed by trustworthy persons, and to prove our faith by works, we will make good to actual paid-in-advance subscribers any loss sustained by trusting advertisers who prove to be deliberate swindlers. Rogues shall not ply their trade at the expense of our subscribers, who are our friends, through the medium of these columns; but we shall not attempt to adjust trifling disputes between subscribers and honorable business men who advertise, nor pay the debts of honest bankrupts. This offer holds good one month after the transaction causing the complaint; that is, we must have notice within that time.

WHAT IS GOING ON?

Those citizens of Michigan who, in contemplation of the proposal to construct a ship canal across the Lower Peninsula of Michigan, can see only a dream, a rainbow-chaser, are invited to lift their eyes a trifle that they may have a wider vision.

The problem is not simply one of a canal across Michigan! neither is it only a proposal to build deep waterways in a hundred localities in the United States.

It is not a question of canals to the neglect of other things. It is not exclusively a National undertaking.

The situation is international in character, a North American idea with the Panama Canal as its keynote.

A week hence, at Washington, there will be held a conference at the State Department offices to consider the natural resources of the entire continent and it is not to be a conference between several thousand delegates from all over the great country. The Dominion of Canada will be represented by three delegates, the Republic of Mexico will be represented by three delegates, our State Department, our Agricultural Department, our Forestry Department, our Commerce and Labor Department will be represented by two delegates each and the U. S. National Conservation Committee will be present; a group of about twenty-five eminent

scientists and expert investigators selected for their especial fitness and exhaustive knowledge on the topics to be considered will hold a three or four days' conference.

The opportunity for the construction of an interoceanic canal at Panama was a natural resource belonging to the Americas; and by consent and approval of her sister governments our own Federal Government has undertaken the conservation of that resource. In this way far-seeing, wise statesmen came to a broad realization of the effect upon all interests in North America that would result from the building of the canal. Thus other natural resources came into view.

Our reckless waste of Government lands, of forests, of mining resources, of water resources; our heretofore indifference as to industrial and commercial opportunities and our haphazard practice as to public improvements, all of these, which have been tentatively threshed out by state, inter-state and national organizations, are to be considered next week by twenty-five or thirty citizens who have only the very best interests of the people they represent at heart and who have been chosen because of their most eminent qualification for such service.

Ultimately there will be evolved from this—and probably from later conferences—three national (American, Canadian and Mexican) plans conforming to a grand, an economical and a practical international plan for placing all of the North American continent in her rightful condition to assume her place as the pivotal area of the entire educational, industrial, financial and governmental efforts of the world.

That is what is going on now in North America and Michigan, as a tiny factor in the movement must get busy in the general effort if it desires to escape becoming infinitesimal.

HUMAN OSTRICHES.

The lid is off.

And now the law-abiding, decent citizens of certain sections of the Fifth Ward are cognizant of the fact.

When Prosecuting Attorney McDonald left the office he had so conscientiously and so admirably filled to go up—by vote of the people—to the higher position he now honors, he left our city in the best condition as far as houses of ill fame and other disreputable resorts are concerned that it has known for many years.

And now, with Prosecutor Brown as successor to the late real prosecutor, the parasites upon public decency and health are gradually coming back to their old haunts. They do not dare to act contrary to Federal restrictions and so they very gladly pay the necessary United States tax, knowing full well that they can now snap their fingers at State regulations and requirements.

Prosecutor Brown is not wholly at fault, but it is little less than astonishing that he will permit himself to be used as a cat's paw by alleged reputable citizens who own property in the Red Light District.

These citizens can not resist the temptation.

They have faith that some time or other the section now so tainted and undesirable will experience a considerable increase in value, and so insist upon waiting, at all hazards, for the increase. For the purposes to which such property is now devoted good profitable rentals are possible and if repairs are desired the tenants make them gladly. So it is 20 per cent. net.

What's the use? Why throw away a "good thing?" If the decent people do not like the neighborhood, why, they can move, and, besides, most of the people around there are poor and what's the difference? Then, too, not more than 1 per cent. of the total population of the city is aware as to the ownership of the properties devoted to prostitution, and more than all this together, how on earth is a landlord to know the character and occupation of all tenants?

Besides, the police department winks and the county authorities shut their eyes tightly to the conditions, so by what authority do those who protest put the entire onus of the thing upon the shoulders of the landlords?

Cheap and nasty excuses, every one of them, but not one in the category is so utterly contemptible as is the hypocritical, self satisfied arrogance of those landlords who, in spite of their criminal attitude towards the best interests of the community in which they live, go on flattering themselves that they are good citizens, high in the social scale, influential as supporters of the churches and important as leaders in all matters pertaining to the general welfare.

DOCUMENTS RECOVERED.

Forty-two years ago, when the late Hon. George Willard, of Battle Creek, was a member of the House, representing the Third Legislative District of Michigan, his fellow citizen, the late Henry Willis, very greatly aided by the late Col. J. M. Berrien—who in 1834 surveyed the route of what was then known as the Detroit & St. Joseph Railroad—of the U. S. Army, prepared tentative plans showing the feasibility of constructing a shallow draft canal from Lake Michigan to Lake Erie via the beds of the Kalamazoo and the extreme upper stretches of the Grand and the Raisin Rivers. An approximate estimate as to cost was made also.

For years these plans and estimates have been practically forgotten, but the present national interest, revived as to the improvement of our internal waterways in accordance with a plan involving the entire country, has given renewed value to Mr. Willis' work. And, after a considerable and a thorough search, they have been found, so the daily press declares.

According to the report, Mr. Willis estimated that it would be necessary to put in twenty-two locks at a cost of \$264,000; to expend \$216,000 for rights of way and the ultimate total cost of the project would be \$475,860.

Presumably, for the times and for

a waterway accommodating boats drawing a maximum of three feet, loaded, the estimate was approximately accurate. And, doubtless, the plan contains valuable information as to the summit level watershed, so that the fact that the documents have been discovered is reassuring and valuable.

Acting Mayor Nichols, of Battle Creek, has the matter in hand and will put it before a meeting of Southern Michigan mayors to be called at an early date. Of course, there is no expectation that a shallow draft canal will be advocated. The day of horse towed canal boats with but 500 tons capacity has passed.

THE DUTY ON HIDES.

It is the province of a trade paper to promote the interests of its readers. It is not its business to settle the political differences of the people, but it often occurs that industrial affairs are closely allied with political matters and, in such cases, trade papers have an interest. It is to be regretted that the subject of raising revenue with which to run the National Government is not in the hands of a non-partisan commission, but it is not, and the approaching Congress must revise the tariff schedules and at the same time supply the needed revenue.

The State of Michigan is vitally interested in having heavy foreign hides admitted free of duty so that her tanneries and shoe factories can be kept running on full time. Fully 65 per cent. of all the hides tanned in the 1,000 or more tanneries in the United States are supplied by the meat packers who have recently engaged extensively in tanning, and the existing tariff on hides, amounting to practically \$1 each, gives to the packers a decided and undue advantage over all other tanners.

There is a general demand for the abolition of the hide duty and Congress can in no way better serve the whole people than to place hides on the free list. American citizens generally stand for the square deal, and as the duty on hides helps only the few packers who have recently gone into the tanning business, and hurts every other tanner and every other citizen, they demand repeal.

The Tradesman will discuss this matter further in its next issue.

The suggestion that the only way to break the deadlock in the Illinois senatorial fight is by having Speaker Cannon elected to succeed Senator Hopkins meets with most hearty approval by Gifford Pinchot and every man interested in the forestry movement. And, too, it is quite in accord with the wishes of the members of the National Conservation Commission, of the National Rivers and Harbors Congress, the Lakes-to-the-Gulf Deep Waterway Association and, in fact, of every public improvement organization in the country. Uncle Joe, it is said, has declared that he prefers to retain his present position as Speaker, but coincidentally comes an assurance that, if elected, the staid, stern and stubborn old gentleman will accept the honor. Here's hopin'.

PASS-A-GRILLE.

Visit To One of Florida's Most Charming Resorts.

St. Petersburg, Florida, Jan. 29—Pass-a-Grille is a tiny resort town, situated at the southern end of one of the little islands or "keys" which skirt so much of the western coast of Florida.

Of the thousands of tourists who spend the whole or a part of the winter in St. Petersburg, perhaps only a small portion leave for the north without first going to Pass-a-Grille. It is one of the things to do.

Accordingly, on a fine morning in mid-December, the little party of which the writer is a member were ready for the street car which takes you the first part of the journey to Pass-a-Grille.

If the reader will locate Tampa Bay on the map of Florida, he can then easily find the Pinellas Peninsula, which is the narrow neck of land lying along the west shore of Tampa Bay and forming the western portion of Hillsborough county.

St. Petersburg is the largest town on the Peninsula and located in rather the southeast portion. Starting at the postoffice in St. Petersburg, we soon passed outside the city, the trolley making a very good rate of speed. Along on either side are groves of oranges and grape fruit, farm houses and trees draped with the beautiful gray Florida moss.

The finest place passed, in our estimation, is Brookside, the home of Mr. F. A. Wood, formerly of Big Rapids, Michigan, now a resident of St. Petersburg, and, I understand, an enthusiastic believer in the possibilities of this section of Florida. Mrs. Wood, previous to her marriage, was a teacher in Olivet College.

Plenty of Michigan people spend the winter in St. Petersburg, and there is evidence that many good Michigan dollars have gone into the development of this region.

We went on the trolley five miles in a southwesterly direction, across the Peninsula to a new town called Veteran City, on Boca Ceiga Bay. The car runs clear out to the pier, where a gasoline launch was drawn up.

"Is this the boat?"

"This is the boat," replied the man in charge of the launch, with triumphant finality. Very carefully he handed the dozen passengers into his little craft, the Indiana.

She looked scarcely more than twenty-five feet long, but her master averred she had run "awful faithful" for a number of months, without having to be laid up for repairs for a single day.

Carrying passengers for hire, he must have a license from the Government, and have on board a life-preserver for every passenger taken and for himself and every member of his crew.

The crew may be a little theoretical, for one man may combine in his own person the offices of captain, mate, purser, engineer and a deck hand or two.

On the Indiana, by an ingenious

economy, life-preservers were used as cushions for the seats.

By the way, there is need of a new word in the language to designate the master of a launch, just as chauffeur is used to indicate the person who runs an automobile. As the things stands now, the person who manages a launch is the captain or skipper; but if the boat is small he is not likely to claim his title. Still he deserves to be called something besides just "the man." Perhaps the Canadian French "voyageur" would be a fitting appellation.

Boca Ceiga Bay, the beautiful body of water that is crossed in going to Pass-a-Grille, takes its name from the Spanish words meaning a little mouse, probably from some real or fancied resemblance in shape.

The water was very smooth the

discipline of the sea is ever rigorous, but all on the Indiana had their tickets.

I remember once crossing Lake Michigan from Milwaukee to Ludington in October, and finding as we drew to shore that the vessel was covered with a light fall of snow. A child on board beheld it with alarm and fearfully asked if Christmas was over.

Now in the middle of December, crossing this warm smooth water with shores green down to the edge on every side, it was hard to realize that Christmas was only ten days away.

We made enquiries to learn something of the geography of the region. In such a direction they go to the famous Grouper Banks to fish. Bird Key, which, I understand, is a Government reservation for the birds and thousands of them nest there. Coon



Ella M. Rogers.

morning we went over. Each tiny billow was rounded on top and looked as if it had been rubbed down with oil. It is a run of only four miles across to the Pass, and the Bay is not more than thirty feet deep, while land, either the mainland or one or more of the green-banked islands of the vicinity, is all the way reassuringly close at hand.

The heart of the timid passenger could rest in peace, her nervous fears being confined to a very reasonable apprehension as to whether she mightn't get grease from the engine upon her skirts.

We had bought our boat tickets on the street car and were not asked to show them until we were well out in the Bay. What would have happened if some one with neither tickets nor money should have boarded the launch can only be conjectured. The

Key, Pine Key and Cabbage Island, so called from the cabbage palmettos growing there, were pointed out to us. Noting two tiny islets, smaller than any other keys in sight, in fact mere knobs above the water, we hastened to ask their names.

"Cow and Calf."

As we first saw them, one looked considerably larger than the other; the Cow was surely the cow, the Calf was unmistakably the calf. Later, looked at from another direction, they appeared to be of the same size, and it was difficult to distinguish offspring from progenitor!

As we neared the landing the attention of all was centered upon the pelicans, which are here of uncommon size, being really nothing short of huge. We saw some which would certainly measure six to eight feet from tip to tip of wing.

In these parts no one is allowed to shoot at a pelican. In consequence they are perfectly fearless, and may be seen at close range, floating, diving, or flying near the surface of the water, wearing always a comical expression of profound and complacent wisdom.

Arriving at the wharf at Pass-a-Grille, we got off the boat and went up the sand walk which passes along in front of a row of hotels and restaurants. The island is very narrow at this end, only a few rods in width, so in a few minutes we had crossed over to the western shore, and the Gulf of Mexico was at our feet.

The little party of which I was a member had all been born and raised inland and this was our first sight of the ocean. We had thought ourselves quite in love with the exquisite beauties of Boca Ceiga Bay, but now we knew that no bay, lake, river, sound, bayou, lagoon, strait, cove, inlet, nor any other partial and confined body of water whatsoever, can compare for a moment with the great sea itself. I shall not attempt to describe it.

An eminent man of letters, commenting upon the annual surfeit of spring poetry, still gave it as his opinion that the marvelous awakening of springtime has never been adequately portrayed—the real spring poem is yet to be written. When it is written, it will not be a butt for the overworked wit of the joke column, but will take its place among the classics of the language.

It is the same with the ocean. Neither artist's brush nor poet's pen has yet told the real story of the sea.

There is a fine beach on the Gulf side at Pass-a-Grille—sand which, when dry, is nearly as white as flour. It is an excellent place for surf bathing and a large bath house for the accommodation of tourists was being completed.

Walking along the beach we came upon a man digging for coquinas. These are very little clams, averaging perhaps three-fourths of an inch in length, which are found in certain places buried thick in the sand. They are dainty in coloring as bits of coral, pure white, pink, slate, bright red and lemon color. They are boiled in water, and then the shells are strained out, leaving the famous coquina soup, a broth to delight the palate of an epicure.

On that December day the sun shone hot on the beach—hot as a June sun in Michigan. The sky was a beautiful dark blue, the Gulf took on indescribable tints! The charm of the place steals over you; all cares and responsibilities seem to melt away; you want to come here and abide forever.

If of a practical turn, you begin to figure on the thing at once. A lot forty-two feet wide and a hundred feet deep, facing the Gulf, can be bought for \$250.

This would be paying at the rate of something over \$2,500 per acre for land in a village of perhaps one hundred and fifty inhabitants—land of such Sahara-like barrenness that nothing but palmetto trees and a very scanty herbage grow on it.

As to the quality of the soil, if you

have been on the mainland in the vicinity for a few weeks, you are not surprised at the sterility of this island lying off the shore. Much of the soil of the Peninsula is, to put the

Supplies of all kinds, including ice, have to be brought over from St. Petersburg; so living would naturally be a little expensive.

In fact if one were going to live

bringing their lunches with them!

One might turn to fishing as a means of support. Out in the Gulf is the mighty tarpon, the King of Florida waters, while various lesser yet more edible fish are to be found in the Pass and in Boca Ceiga Bay and at other places hereabouts.

One may "fish on his own hook" and sell the product or he may make a business of taking out parties of tourists who fish mainly for sport.

But if one be lacking in piscatorial ability or doubtful of the results to be obtained from "the gentle art of angling," the dream of a winter home at Pass-a-Grille will probably fail of realization until such time as one may be able to join the pecunious minority who have the money to live where they will. It can readily be believed that those owning cottages at Pass-a-Grille come hither eagerly for a few weeks' delightful rest and recreation. The island upon which the little town is located is called Long Key. It is about seven miles in length, while in width it varies from a few rods at its narrowest portions, to half or three-quarters of a mile where it is the widest.

part of this Key some fifteen or twenty years ago. Whether they found their isolation irksome, or whether this fair warmth and these gentle breezes may have been sufficient compensation for all privations, I do not know.

The sun shone hot upon the beach the day we were there, hot as a June sun in Michigan, yet occasionally you catch yourself forgetting that here it is always summer; for the feeling comes over you that after a while it will be winter and that then no tourists will come, and it will be cold and bleak and lonely, like Mackinac in January.

At the northern end of the island is Blind Pass. Along here at some points the distance from the mainland is only three-quarters of a mile and shallow water at that. Indeed, there has been a little talk of running a trolley line right across, but there is hardly business enough to justify the outlay. The gasoline launch is a cheaper means of transportation.

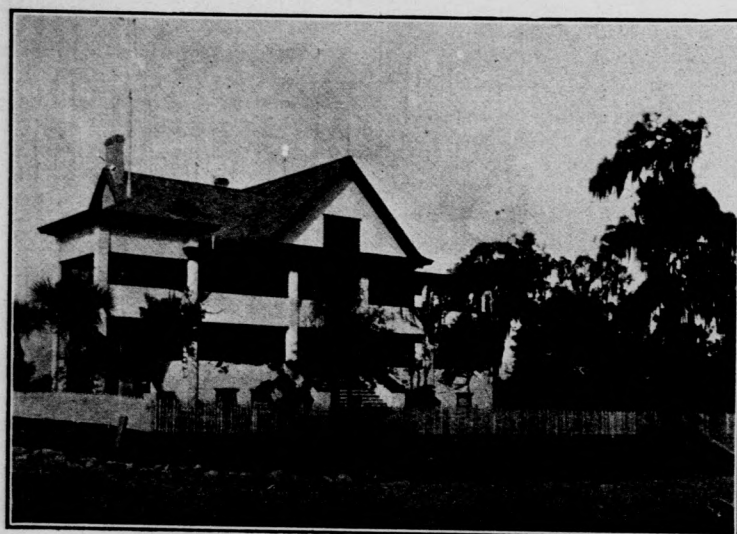
The beach at Pass-a-Grille is famous for its shells. Millions of them are washed up by the Gulf, mostly small in size, but many of them exquisite in form and coloring.

The amateur "sheller" wants all the shells he sees, or rather all she sees, for the "sheller" is apt to be a woman. Discrimination is learned with experience, and all but the most perfect specimens are rejected.

Gleaming in the sand like bits of pearl are the Baby Foot shells, called also Venus' Toe Nails. These are gathered in greater numbers perhaps than any other kind, for they can be used to make drapes and portieres; and the possession of a shell portiere is the pet ambition of half the women in St. Petersburg.

The Baby Foot shell takes its name from the mark left in each one by the animal that has lived and died there, a mark not unlike the print of a tiny foot, along one end of which, those gifted with a good imagination can always trace five cute little toes.

What is the meaning of the name



"Brookside," Home of Mr. F. A. Wood.

case mildly, not extremely fertile. Indeed, one of the real estate dealers of St. Petersburg does not mince matters at all, but with blithe hardihood proclaims himself on every hand as "Mitchell the Sand Man," offers to cut the sand to suit the buyer, and seems to be selling a great deal of it.

Really it is not land that you would buy at Pass-a-Grille. It is sunshine and Gulf breezes and ever-changing and ever-beautiful ocean pictures and sea bathing and fishing; in short, it is an opportunity to come close to Nature where her mood is always genial and be strengthened and soothed and lulled to rest by the good old Mother who "never yet betrayed the heart that loved her."

Perhaps, after all, \$2,500 per acre is not too much to pay. Surely no one ought to haggle over a paltry \$250 for a lot so situated.

To keep the whole of the lot after purchasing, it would be necessary to erect a seawall, for, in his boisterous moods, the old Gulf is not over-scrupulous in regard to property rights, and the extent of one's possessions, if unguarded by a wall, might be reduced unceremoniously in the next heavy storm.

But a seawall can be made from a few palmetto posts and an inconsiderable amount of plank. It really is not a serious matter.

Drinking water might be. The wells at Pass-a-Grille are apt to be a little salty or brackish. Rain water and melted ice seem to be used to some extent for drinking.

Lumber, I am happy to say, is not exceedingly high in price, and very little besides the lumber is absolutely necessary for the construction of a comfortable dwelling in this climate.

The prevalence of screened-in porches at Pass-a-Grille arouses the suspicion that mosquitoes or other insects may sometimes be troublesome. We did not ascertain the facts about this, but with such an air it is hard to believe that anything of the sort can be more than an occasional annoyance.



Showing the Wharf, the Store and the "Pass."

at Pass-a-Grille, it might be better to have money enough already made so that all questions regarding a livelihood could be pleasantly eliminated from one's calculations.

For those who belong to the impecunious majority who have not yet arrived at this happy state, it must be said that the outlook there for making a living is not especially promising.

There are two stores on the island, the one shown in the accompanying picture, which faces the wharf, and another. I have lately learned that while the one at the wharf will remain, the other probably will not, for there is hardly business enough for two; so the ground for mercantile enterprise seems to be fully covered.

As a method of prying money out of the somewhat unwilling pockets of the tourists, the hotel business, of course, presents itself to the mind. But the La Plaza, a good-sized resort hotel, and three or four smaller inns and restaurants are already there; besides, by far the greater part of the visitors come just to spend the day and have a most exasperating way of



View of the Beach along the Gulf of Mexico, Pass-a-Grille.

An old soldier, Z. Phillips by name, Pass-a-Grille? The question was asked on the boat with his wife, homesteaded a great

going over and a gentleman tried to explain it, not because he knew at all, but simply from a good natured desire to satisfy the curiosity of the questioner. He said that Pass is a French word, but at Grille he broke down completely—he didn't have any idea what it meant.

Later in the day we were given a thoroughly satisfactory explanation by the postmistress on the island. She told us that Pass means an inlet, and is a word used to denote the narrow strip of water separating two islands lying close together. Grille means a fry, and this pass was called Pass-a-Grille, because here the old Spaniards used to come and have a delicious fry of fish on the southern end of this island.

I accept this explanation and want no better one. It satisfies not only the mind but the heart.

I am ready to believe that Pamphilo de Narvaez and Ferdinand de Soto both touched this point while making those expeditions which started off with such a flourish and ended so ingloriously. I trust that Melendez

cause she was an old woman, not even passably good looking, whose only attraction was her money.

I shall defend the legend of Pass-a-Grille given by the genial postmistress against all ruthless investigators.

Shortly after 4 o'clock in the afternoon the little Indiana drew up to the wharf and took us on board.

Again we saw the big pelicans. We were also fortunate enough to sight some porpoises leaping out of the water and were delighted to spy a fine specimen of blue heron, tall as a man or taller, stealthily wading near a quiet shore.

The water was not quite so smooth as in the morning, but not rough enough to be at all unpleasant, and the return trip was made in about three-quarters of an hour.

The sun sank in the southwest at the close of the short winter day, while we were yet on the boat, and the trolley ride home was through the dark of early evening, for there is no twilight in this country.

There is a feeling among the tour-

The Girl Across the Street.

The neighbors commenced to talk about him, but he didn't seem to care, neither did he change his course a particle when his wife and children mentioned the matter to him. He was in love with a girl across the street and he took no pains to conceal it from anyone.

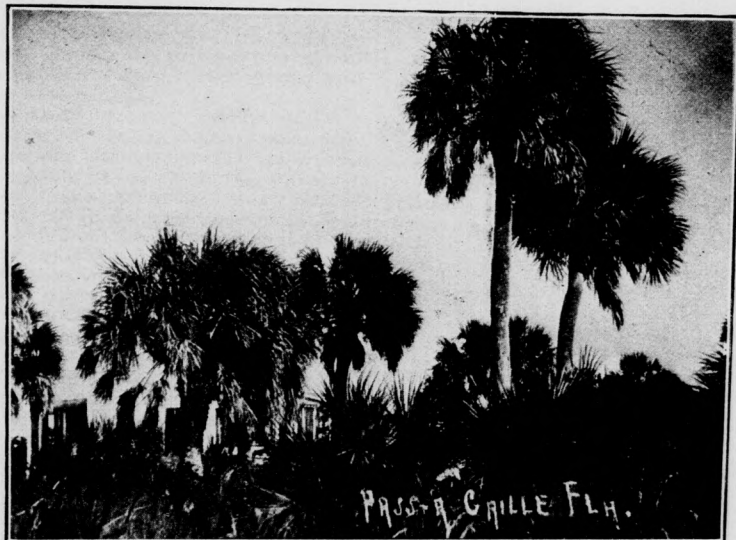
The girl seemed to be as oblivious of the opinion of the neighbors as did the man. He had been seen to carry her flowers, and when he gave them to her she would laugh, and throwing her arms around his neck she would give him a rousing smack on the lips, just as though no old maid doctor had ever shouted "Microbes."

When he left his home in the morning, she would stand on her

porch across the street and beckon him to come over, and no matter whether he was early or late, he would always go. She would talk to him earnestly for a few minutes; the neighbors couldn't hear what she said, and sometimes the man couldn't understand her, she talked so fast and mostly in a foreign tongue, but what the man did understand and what she always gave him before he left was a "bear hug" and a kiss.

The man's wife watched him through the blinds and cried softly to herself, because she knew the man was feeling the arms of another two-year-old baby girl, and—well, men mustn't weep. They just have to think, and that's why the man makes love to the girl across the street.

W. L. Brownell.



Palmettos at Pass-a-Grille.

and the gallant Ponce de Leon may at some time have graced the spot with their presence. I even dare to hope that some diligent annalist, after making careful search, may be able to record that Balboa stopped off here and had a most delectable grille while on his way to the Isthmus of Darien, where the dear old soul discovered the Pacific, and wading into its waters, "with his naked sword in one hand and the banner of Castile in the other," solemnly declared that the ocean and all the shores that it might touch belonged to the crown of Spain forever!

I have no patience with those heartless iconoclasts who take delight in smashing our faith in the lovely stories that have been handed down to us from the past. They would make us believe that Paul Revere never took that ride. They say that little Pocahontas didn't save John Smith. And of recent years the very worst one of the bunch has come forward and asserts that Antony was not lured from the path of duty by the matchless charms of Cleopatra, be-

lists who spend the winter in Florida that they are being fleeced just a little—that the residents, being unable to charge for the climate directly, have hit upon the plan of charging for it indirectly, by tacking all the traffic will stand upon the prices for board, rent and everything else that has to be purchased.

There is much to be said on the other side of the case, so perhaps this feeling can not be called altogether a just one. But even if it were, generally speaking, an exception to the accusation of extortionate prices must be allowed in the case of the fare to Pass-a-Grille. The going and returning trolley rides and the two lovely trips across Boca Ceiga Bay, all for fifty cents! Which, by the way, was exactly a nickel more than the retail price of a dozen fresh eggs in St. Petersburg in the middle of December. A day of unalloyed pleasure for the trifling sum of half a dollar!

Quillo.

The devil is worried by the people who work for the good, not by those who worry over him.

WORDEN GROCER COMPANY

The Prompt Shippers

Grand Rapids, Mich.

"He walked right out and turned around
And he walked right in again."
Who did?

The Ground Hog

And you've six weeks more of winter (and then some) in which to clean up your warm goods and rubbers.

Lose no sales for want of sizes.

We will take care of your sizing orders the day they are received.

"All Coons Look Alike to Me"

but there's a great difference in Coons, and while rubbers may look very much alike, there's as much difference in rubbers as there is in Coons.

Then protect yourself for next season's needs by sending us your blanket order for

"Glove" Rubbers



The Best there is Made

Hirth-Krause Co.

Shoe Manufacturers

Grand Rapids, Mich.

BOARD OF TRADE.

Full Text of Annual Report of Secretary Van Asmus.

During the past twelve months our country at large has been, in a business sense as well as otherwise, dominated by prudence which, by the prevention of anything like a local panic in industry, commerce or finance, has fully warranted the splendid spirit of discretion that has been shown.

Naturally, the operation of the Board of Trade has reflected the general conditions which called for economy and the utmost care in the details of management. For this reason, while much has been accomplished that is gratifying, we have been sorely disappointed in certain directions.

Meetings Held.

During the year ten meetings have been held by the Board of Directors; eight by the Executive Committee; twelve by our Wholesale Dealers' Committee; seven by the Committee on Transportation; seven by the Industrial Committee; twelve by the River Improvement Committee; eight by the Retail Dealers' Committee; three by the special committee on Nominations; three by the Social Committee; two by the Public Improvement Committee; five by our Committee on Membership; three by our Building Committee; one by our Convention Committee; seven by the special Committee on Classified Business Directory; and upward of twenty-five meetings of the general and the sub-committees of the Municipal Affairs Committee, not including the meetings during the week of the Civic Revival.

Thus we have a total of 112 meeting or an average of over nine meeting each month, to say nothing at all of the Merchants' Week, the Civic Revival, the Trade Extension Excursion and the splendid individual services of the Committees on Transportation, Industrials, Wholesale Dealers, Retail Dealers, River Improvement and of the Municipal Affairs Committee.

The Auditorium Campaign.

I desire to rehearse, briefly, the record of our Public Improvement Committee. Very shortly after our annual meeting, Chairman Edwin F. Sweet called a meeting of his committee for February 21. At that meeting the making of a campaign in behalf of a convention hall was suggested by Mr. Sweet and it was approved by the Committee. Mr. Sweet then recommended that the matter be made a citizens' movement rather than an effort by the Board of Trade and that suggestion was, on motion of Mr. John B. Martin, approved. And so, at the outset, the auditorium proposition was taken out of the hands of the Board of Trade. I believe that this was a wise move. The only other meeting of the Public Improvement Committee was on Oct. 29, when a joint meeting with the Municipal Affairs Committee was held and, by mutual consent, the Public Improvement Committee was made a sub-committee of the Committee on Municipal Affairs; which action was later approved by the Board of Directors.

The only reason I recite these facts is because of frequent and emphatic criticisms of our organization because, as is charged, the Board of Trade has been inactive in the auditorium matter.

Our Handicap.

That the Convention Committee held but one meeting during the year is accounted for by the fact that our organization was absolutely without funds with which to promote the efforts of that Committee. And the same thing may be said as to the Industrial Committee. It is now two years, nearly, since we resolved with enthusiasm to raise a fund of \$25,000 for promotion purposes. For obvious reasons this fund is not yet secured.

And so the desires and plans as to securing new industries, as to advertising the city and its opportunities and as to bringing conventions to the city, have been disappointing.

But it has not been the fault of our committees. Indeed, in all of my twenty-two years' connection with the Board of Trade, I have never seen a more generous, sincere and energetic Industrial Committee than is the one whose term of activity is at an end. Our records show that this Committee held seven meetings; but this is by no means a fair gauge of the work of the gentlemen constituting the Committee. They have been splendidly faithful and generous in their efforts to secure new industries and to help others already here and worthy. And reporting favorably upon these propositions out of a total of a dozen, they have succeeded in securing one, the Vincent Quick Tan Leather Co. with a capital of \$150,000.

Our Victories.

We have had distinct triumphs even in spite of the business conditions and the cramped condition of our treasury. Our Committee on Transportation has proved itself to be a very important factor indeed, in the National campaign for railway privileges and benefits. Delegates from that Committee were present at the Chicago Convention of Shippers, which put an effective quietus upon the arbitrary proposal by the railroads to raise freight rates; the Committee performed yeoman service in securing a Uniform Bill of Lading, which, approved by both shippers and carriers, is now in operation, and we have been of value in influencing modifications as to local freight service out of Grand Rapids and in providing our Michigan Railroad Commission with information desired by that body. The Committee has also made excellent headway in the State-wide effort to secure readjustment of the freight rate basis for Michigan to and from the Atlantic seaboard.

Another victory has been added to the Merchants' Week and the Trade Extension Excursion record of our Wholesale Dealers' Committee in the publication and circulation of an edition of 5,000 copies of a classified business directory of Grand Rapids. This little booklet, admirably compiled, is in the hands of every salesman who travels out of Grand Rapids and probably three-fourths of the retail dealers in Western Michigan are also in possession of a copy. And so I feel authorized in saying that, from the material standpoint, there is no more successful or beneficial work performed by the Board of Trade than that which stands to the credit of the Transportation Committee and the Wholesale Dealers' Committee.

Under the conditions which have prevailed the efforts of our Membership Committee have been little less than wonderful. This Committee has made two campaigns, one during the month of March, when it secured 56 new members and one during the month just closed, when 20 new members were obtained. Otherwise, during the year, 24 members were received, making a total of 100 members put on our roster during the year.

Another excellent service, it seems to me, was performed when our Executive Committee very promptly authorized a careful investigation to be made as to the extent of the forest fires in October in Alpena, Montmorency and Presque Isle counties, to find out the most pressing need for relief and the character of supplies most required. By this move the reception and forwarding of assistance from this city was at once systematized and the entire effort was of splendid value to the stricken district, very decidedly to the credit of this entire community.

Necrology.

During the past year our Association has lost twelve members, each of whom was prominent in business cir-

cles and who, after many years' residence in this city, left fine records in their respective departments of effort and were superior as public spirited citizens. The list is as follows, with the date of each death recorded:

Judge Alfred Wolcott, March 8.
J. Frederic Baars, March 15.
Wm. G. Beckwith, March 24.
Joseph Houseman, May 8.
William Harrison, May 30.
Samuel Sears, June 29.
E. M. Barnard, July 12.
Dr. George K. Johnson, Sept. 3.
C. G. A. Voigt, Sept. 8.
Richard Brink, Oct. 4.
Julius Berkey, Oct. 5.
Daniel McCoy, Nov. 7.

It is a considerable tax upon men who are not only the heads of families, but who are, also, the guiding spirits of business enterprises, to attend meetings of an organization such as the Board of Trade, and for this reason I am somewhat proud of the record of attendance at the meetings of our Board of Directors. Ten meetings were held and I find that only eleven Directors failed to attend a single meeting and the absence from the city of two of these gentlemen explains their failure to be present. Forty-one of our Directors attended three or more of the meetings, and nineteen five or more meetings.

Grand Rapids Deposits and Clearings. Responding to a call from the State Banking Commissioner, for a list of depositors in the several banks in the city, reports were submitted showing that there are 44,410 savings depositors who have in the local institutions \$8,093,087.93; 15,458 who carry, in savings certificates, \$7,852,527.81 and 8,675 who have commercial deposits subject to check aggregating \$6,354,830.75, thus producing the fact that there are 68,543 depositors represented by a grand total of \$22,300,446.49 in bank credits in Grand Rapids banks; or a per capita deposit of \$202.73.

Building Operations.

Because of the permit issued for the erection of the Federal Building at a cost of half a million dollars, the total investment (\$2,187,808) represented by the building permits granted during 1908, exceeds the total represented by the permits issued in 1907 by \$134,053.22.

Omitting the half million Federal Government investment, we find that the general investments in building operations in this city last year were \$634,053.22 less than were the investments of that character in 1907. However, as it is the universal practice to give each city's building record the benefit of all public improvements, we may comfort ourselves over the fact that Grand Rapids building operations in 1908 exceeded those for 1907 instead of being over half a million shy. A total of 1,043 permits were issued last year and the more important structures thus authorized were:

United States Federal Building	\$500,000
Ionia Street School Building	42,212
H. J. Vinkemulder's warehouse	40,000
Grand Rapids Supply Co. factory	35,000
Stickley Bros. Furn. factory (addition)	30,000
St. Johns Orphan Asylum (addition)	24,480
High School Gymnasium	23,155
J. W. York Band Instrument factory	23,000
G. J. Johnson Cigar Factory	22,200
No. Division Street school	18,644
Temple Theater	17,000
Scott & Wasson, bakery	17,000
Turner Street school	15,000
Gunn Block	15,000
John Bertsch, Kent Street block	23,000
Netherland Reformed Church	12,800
Christian Reformed Church	9,000
Adolph Brandt building	16,000
G. R. Paper Box factory	12,000
C. D. Crittenden block	7,800

G. R. Adjustable Table factory 14,000
Adding to the above:

Investment in frame buildings \$799,044
17 veneer houses 107,025
7 brick houses 78,849
19 concrete houses 57,480
Repairs and alterations 322,719

This is a very good showing indeed, especially in the matter of dwelling houses. It shows beyond question that Grand Rapids is maintaining her record as a city of homes.

Real Estate Records.

There are various reasons why it is an extremely difficult matter to obtain a perfect record as to real estate transfers, but the chief reason is the practice of giving nominal prices or "Consideration \$1" in a great many instances. And it is a quite general practice among real estate men to allow 33 1/3 per cent. of the total fully and fairly shown by the records, to cover the missing values. The record at Mr. Van Alderen's abstract office for 1908 is as follows:

January	\$ 203,850
February	126,408
March	416,000
April	642,564
May	668,450
June	370,000
July	476,000
August	451,000
September	446,000
October	544,000
November	491,623
December	787,900

Total \$5,623,795
Adding one-third to cover omissions in price \$1,874,598

Grand Total \$7,498,393

Most important transfers during the year were, beginning with the sale of the Porter block at—as alleged—\$285,000 and including the Lyon block, at present occupied by W. Millard Palmer, for \$125,000; the People's Savings Bank corner for \$88,000; the Grand Opera House for \$68,000; the Felt Boot Co. plant for \$52,500; and the Harvey block—a half interest—at Ottawa and Monroe streets for \$50,000.

The transfers of the Porter block, the People's Savings Bank corner, the Harvey block and the Lyon block provide a good index as to the value of Monroe street property and the sale of the Grand Rapids Opera House indicates that Canal street values are holding their own.

In this connection, just a word about the street lighting systems installed on Canal street first and followed by Monroe street. I think, from comments heard since the beginning of the semi-annual furniture exhibition and sale, that no single public enterprise has brought out more voluminous or more favorable comment from visitors than have the street-wide arches of light. That the advertisement has been a good one as furnishing an example of united business action is evidenced by the fact that steps are being taken in cities east, west and south to copy our example.

New Enterprises.

	Capital subscribed	Paid in.
A. J. Gilligham Amusement Co.	2,500	2,500
Altman & Brummeler Land Co.	8,000	8,000
American-Newfoundland Pulp & Lum. Co.	800,000	450,000
Anita Oil & Gas Co.	25,000	5,000
Anthony Hatcher Co.	20,000	12,000
Brockmeier Piano Co.	50,000	50,000
Burns Creamery Co.	35,000	20,000
Central Westmire Co.	50,000	26,000
Citizens Ice Co.	50,000	20,000
Converse & Chick	5,000	5,000
Dewitt Spiral Stair Co.	10,000	10,000
Dolphin Desk Co.	20,000	12,000
Doyle Storage and Transfer Co.	2,000	2,000
East Side Water Power Co.	5,000	2,500
Eclipse Box Mfg. Co.	100,000	80,000
Flexible Belt Lacing Co.	12,000	12,000
Furniture Exhibition Building Co.	300,000	300,000
General Distributing Co.	25,000	20,000
G. R. Air Dome Co.	3,600	3,600
G. R. Greenhouse Co.	500,000	300,000
G. R. Life Insurance Co.	300,000	
G. R. Metal Co.	5,000	1,200
G. R. Musical Co.	10,000	5,020

G. R. Stove Co.	80,000	64,000
Hensen Printing Co.	12,000	4,200
Hygeno Specialty Mfg. Co.	100,000	51,500
Ideal Paper Box Co.	5,000	2,500
Johnson Furn. Co.	30,000	18,000
Lampini, Smirles & Co.	10,000	9,500
Michigan Seating Co.	20,000	10,000
Miller Auto Motor Mfg. Co.	5,000	1,800
National Co-operative Employment Assn.	1,000	1,000
National Lumber Co.	40,000	40,000
Northern Lime Co.	10,000	6,000
Northern Refrigerator Co.	5,000	2,500
Peterson Brewing Co.	30,000	30,000
Phelps-Sayles Co.	25,000	12,500
Phelps-Waters Co.	25,000	25,000
Ponce de Leon Co.	10,000	5,000
Proudfit Loose Leaf Co.	10,000	8,300
Reeds Lake Sanatorium Co.	15,000	12,000
Richards Plumbing and Heating Co.	10,000	10,000
Rubberlife Mfg. Co.	30,000	15,000
Starter Mfg. Co.	40,000	40,000
Steel Furn. Co.	50,000	35,000
Sterling Desk Co.	25,000	12,500
Stover Remedy Co.	5,000	2,500
Terrell Equipment Co.	100,000	54,000
Tisch-Hine Co.	30,000	29,000
Valley City Lumber Co.	10,000	5,000
Valley City Realty Co.	50,000	25,000
West Michigan Power Co.	10,000	10,000
White River Timber Co.	40,000	30,000
Wolverine Tea Co.	50,000	31,800

The above statement includes ten manufacturing establishments, capitalized for \$395,000, of which amount \$170,800 is paid in, and employing 190 hands. Six other manufacturing concerns, with a capital of \$227,000, of which \$164,800 is paid in, who have their work done in other Grand Rapids factories, give employment to forty-eight hands additional.

The total capitalization is \$3,197,600.

The total amount paid in is \$1,957,900.

Not a bad showing for a panic year. Miscellaneous.

One of the most reliable evidences as to activity in business is afforded by the showing as to Post Office transactions. During the past year the total receipts at the Grand Rapids Post Office amounted to \$401,334.87, with disbursements aggregating \$270,142.59, thus yielding net proceeds of \$131,192.28. In considering this result, it is fair to know that \$91,148.38, or nearly one-third of the total disbursements, were applied to the payment of salaries of clerks in the Railway Post Office service, many of those who are paid in Grand Rapids being clerks who are on the Detroit and Chicago routes. Even at that, it will seem that, estimating the Government investment in this city at half a million dollars, a net profit considerably over 10 per cent. a year is derived from the Grand Rapids Post Office.

Nearly 25 per cent. of the population of Grand Rapids, or a total of 23,907 of our citizens, are holders of Public Library cards and use them regularly, too. This is a percentage record as to usefulness; in only two or three cities in the United States of a population of 50,000 or over is there as great a per capita circulation. Two hundred and forty-five thousand four hundred and three persons are recorded as having visited and used the reading room, while over half a million people used the library as card holders and readers of books. Over sixty-six thousand people visited the various exhibitions at the library and 12,664 (approximately) attended the several lectures given in the building. Truly Mr. Librarian Ranck is entitled to great credit for such a record, as also are his associates for their participation in its creation.

Protection Against Floods.

Since the letting of the flood walls contract to Geo. W. Bunker in 1907, a total of 4,860 feet of walls and embankment have been built, as follows: Geo. W. Bunker, 2,279 feet; Joseph Rusche, 994 feet; work done by the city, 1,587 feet. For the work done in 1908, the flood protection fund has been drawn upon for about \$102,500. Aside from the flood wall construction, there is the work that has been done on the West Side Trunk sewer and the work now being done along the east bank of the river above Leonard street by the Grand Trunk Railway Co. While all of this work

has been done and well done according to the plans and specifications, it is already very apparent that no thought was given, in preparing those plans, to the future development of a comprehensive civic plan for beautifying our city, thus accepting the river and its banks as an important factor. No better evidence as to the need of a comprehensive civic plan to work to can be required.

New Railway Connections.

Nearly two years ago the people of Hesperia addressed a letter to the Board of Trade asking for suggestions as to the course to pursue in order to secure the building of a railway through their town or near to it, from Ludington to Grand Rapids. The best suggestions at that time available were offered and during the past six months the work of building such a road has been under way. This new outlet from Grand Rapids to Oceana, Mason and Manistee counties will be completed and in operation, probably, within the next twelve months and can not but prove of great value to the territory traversed, as well as to the business interests of our city.

Another new outlet, which may be perfected this year, is the Grand Rapids, Kalamazoo and Battle Creek Interurban Railway, connecting the three cities by way of Gull Lake and Gunn Lake.

Another, and possibly the most important enterprise of the three named, is a joint effort on the part of the business men of Mt. Pleasant and of Grand Rapids to secure the building of a railway from Mt. Pleasant to Edmore, 21 miles, thus perfecting a direct route from Beaverton, Coleman and Mt. Pleasant to Grand Rapids. At present Mt. Pleasant business men are required, in traveling to Grand Rapids, to cover a distance of 42 miles in order to get 21 miles on their way to this city. And this is not the only obstacle: The connections at Alma, which must be made under present conditions, are very unsatisfactory. Then, too, if the line from Edmore to Mt. Pleasant is built, the present road from Mt. Pleasant northeast to Beaverton will be extended eight miles to Gladwin, the county town of Gladwin county. When the Board of Trade Extension Excursionists visited Mt. Pleasant last fall President Stowe and Chairman Knott, of the Wholesale Dealers' Committee, urged the Mt. Pleasant people to take up the matter and during the week of January 15 a committee of seven gentlemen representing Mt. Pleasant and the village of Winn visited Grand Rapids and were entertained by President Stowe at luncheon, with Messrs. Knott, Muselman, Lemon, A. G. Krause, Walter K. Plumb, Fred M. Briggs and H. D. C. Van Asmus, representing the Board of Trade. The proposed railway extension was discussed and, as a result, the Mt. Pleasant Board of Trade is now committed to securing a preliminary survey of the proposed route and the collection of statistics in relation thereto.

The West Michigan State Fair.

Enterprises such as the West Michigan State Fair are not created without encountering risks of various kinds, and are not promoted except on the basis of local loyalty and public spirit. That is to say, enterprises of such a character which are spontaneous and find their foundation on the hope of direct and immediate personal profit are, as a rule, short lived and unsatisfactory. The present prosperous condition of the West Michigan State Fair may be fairly credited to sincere public spirited effort on the part of the organization's officers and to the generous and patriotic recognition of such efforts by the people of Michigan generally. This exhibition is admirably located in relation to railway and street car facilities; it is excellently equipped with drains, water supply, well made streets and well arranged buildings

and, with the passing of each year, the beauties of the landscape effect designed by Architect Simonds are becoming more and more apparent and delightful. For this year's display exceptional exhibits are expected in all departments and the Midway, Pike or Trail, or whatever it may be called, will be, it is predicted, far and away ahead of anything in that line ever seen in Grand Rapids. The recent re-election of all the old officers of the association is a deserved tribute to their ability and devotion to the enterprise and assurance that the Fair of 1909 will be the banner event of the kind in Michigan.

The Hydraulic Co.

The Hydraulic Co. has during the past year spent considerable in improving its property. Two years ago the company installed a gas producer plant and new pumps. These have proven too small for the company's increased business, so that at present the installation of a larger plant of the same type is just being completed. Two gas producers, 400 h. p., two gas engines, 200 h. p., and two triple power plants, total capacity 4,000,000 gallons daily, are being installed. With this equipment the company will be able to pump daily, against 250 feet head, 4,000,000 gallons at a coal cost of \$3.90 per million gallons pumped.

The company also has an auxiliary steam plant, properly equipped with the necessary feed water heaters, condensers, etc., with a daily capacity of 3,500,000 gallons.

The new pumping station of the company was completed during the past year. The total cost of improvements made during the past two years was \$40,000.

In conclusion I desire to present a few facts as to the popular desire relative to functions of the Board of Trade.

When I use the term popular, I base such use upon comments which I meet with continually in going among the members of our organization.

It is my estimate that fully three-fourths of the members of the Board of Trade are interested, as such, chiefly in the accomplishment of material results.

They want to see new industries and new commercial enterprises coming to Grand Rapids; they want to see our Board bringing about such results and helping establishments already here to increase their respective business here.

Almost without exception three-fourths of our members applaud the half fare rebate plan, the Merchants' Week and the Trade Extension Excursion as good things. But the cry is, Where are the new factories? Where are the conventions? Where are the entertainments for members of the Board?

I am absolutely certain that the only reason why it has been possible to make such enquiries is the fact that under the conditions which have prevailed the past eighteen months it has been almost impossible to raise funds to do these things. I am positive that our Committee on Industries has worked faithfully and well; I know that the Convention Committee has secured conventions with no funds to draw on except by making personal solicitations, and I know that the members of our River Improvement Committee have expended considerable sums taken from their own pockets.

It is my sincere hope that early in the coming year the raising of the promotion fund will be resumed and carried through with a rush, so that we may at once begin to do something which will reassure and please a large majority of our members.

You do not secure a clean bill for yourself by indicting the rest of humanity.

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OLD FASHIONED.

Character Which Will Be Recognized In Every Establishment.

"When a fellow goes to work for a firm he enters into a contract with them," said Burnaby. "And his share of the contract is to deliver the best work that is in him. If he doesn't do this he fails to perform his part and is dishonorable, if not an actual thief."

By this you may know Burnaby a little. But not much. A man may say a lot of things and never come within speaking distance of their performance. Burnaby, however, lived up to his high minded idea about the relations of the employe toward his employer.

He was a big man, a classy man, long in body and head, and broad enough in both for most practical purposes. He had the thoughtful man's knack of applying himself with fully concentrated powers to whatever task the day's work set out for him to do, and the gray machinery within his skull approximated more horsepower than most of us happen to possess. Added to this, there were a good clear eye and a fairly square jaw—yes, Burnaby was well equipped to score high in the game of life, and no mistake.

Prudence, economy and industry were his by right of inheritance. Experience he had had in the way of manager of the grain elevator and mill in the small city whence he came. His ability here, the care and thoroughness which attended every move in his management, brought him to the notice of a buyer from Going's. He talked with Burnaby through a long hotel meal.

"You're too good to waste your time here," was his first hint of what he was thinking. "How much will you draw a month if you get to own the outfit?"

Burnaby told him what, in his opinion, would be his income provided he could, in due course of time, manage to secure ownership of the plant which he now served as manager.

The buyer carefully chose a toothpick and laughed.

"You could get that right now in our office, if you cared to go to the city."

"I could, possibly," replied Burnaby cautiously, "if I had the influence necessary to secure a favorable audience with the governing forces of the firm you mention and were given an opportunity to show, if possible, that I was capable of earning the amount you stipulate."

"O, sure," said the buyer. "But—would you go if you had the chance?"

"That I can not say without some deliberation and consideration. There are many things to be gone over before contemplating such a move. But I should say now, without having gone over the ground as carefully as I would desire before arriving at a decision, that I would go to the city if I should be so fortunate as to have guaranteed to me such a position as you describe."

"All right," said the buyer. "I may talk to the old man about it."

That afternoon he sent a telegram to old Going: "Got just the man you need for vacancy produce department warehousing. Knows the game."

A few days later came that fateful letter to Burnaby which moved him slowly from his little office in the mill building to a swivel chair in the produce department of the great, the illustrious firm of Going & Co. When they heard he was to leave them his fellow citizens visited Burnaby promiscuously. Some congratulated him on his advance; others inquired if he had thought the move over carefully and knew just what he was doing.

"It isn't a thing to be done lightly, a move like this, you know," they said. "There are lots of chances to be taken. Have you thought it over?"

Burnaby assured them he had. Had they known him a little better they would have had no need to ask, for Burnaby had considered the case pro and con more than his solicitous neighbors ever dreamed possible. As it stood at the end of his cogitations, he would be wasting good talent if he remained in his little, narrow environment. No man in this world had a right to waste talent. There was the positive, almost divine obligation laid upon him with the gift of ability that he use his ability to the best advantage, doing with it such work as would be best for him and the world at large. Life might be more pleasant in his old surroundings, but he, Burnaby, had no right to be self-indulgent, now that a call for his powers had come from the great outside world.

Don't think that Burnaby had the swell head. There is nothing in the world farther from that pernicious ailment than a sane, sober, and honest comprehension and appreciation of one's natural ability. Burnaby knew, for he had analyzed and compared often enough, that he could handle the detail and duties of the business that he knew considerably better than most men. He had made money with what had been under different management a losing property. There was no more conceit about his understanding what this meant than there was in his honest knowledge that he was six feet tall. It was a fact; a man would have been a fool not to have known it. Burnaby honestly felt that when he entered the big office one Monday morning he merely was following the call of natural duty.

They led him up to Old Going's office and the king sat on his throne and lectured his new subject. No need to write that lecture here. Going was fox as well as bulldog. He knew when and how to deal gently with a man as well as when to curse him. He had a tongue of gold, too, and he sang sweetly to Burnaby about the beauties of faithful service and the certainty of such service's reward.

"Most men don't amount to anything because they aren't in earnest," he said; and Burnaby in his heart struck hands with the old man and vowed that he was the wisest of the wise. You know we have a way of

doing that with any one who agrees with us.

"There's a man after my own mind," said Burnaby to himself. "His idea of what is right in an employer, and an employe, is identical with my view of the subject. How fortunate it was that circumstances conspired to place me in his employ. I can scarcely imagine two men more fitted as business associates."

It was then that he promulgated, for his own use, the creed with which his little story begins: "Employe and employer enter into a contract. One gives his word to do his best, the other to pay him what his best is worth. An honest man will not think lightly of such a contract."

And certainly Burnaby was honest. He didn't think lightly of the career which he now felt sure he had started upon. It was a mighty serious proposition to him. A medical man placed in charge of a fever district, a young congressman about to save him constituents from the demon trusts, knows something of Burnaby's thoughts at this period. Duty, duty to himself and to his employer. Honesty, honesty in delivering the best that was in him, if it took the last shred of his strength and mind. Earnestness, the earnestness that counts all things not directly connected with the work in hand as frivolous, inconsequential, and not to be thought of for a minute. These were the thoughts that Burnaby thought, the course that he marked and—followed.

His department was the department of warehousing in the produce department. It wasn't anything positively overwhelming as to importance, and it didn't require an exactly colossal man to fill it. Rumor had it that once upon a time the produce storage man went out and played golf three afternoons in succession and the big firm somehow managed to squeeze through and stay in the world without him. And there were a whole lot of flashy young salesmen in that department whose commission amounted to twice as much as the storage man could hope to draw.

But all this didn't affect Burnaby. As he might have put it himself: It had no bearing, direct or indirect, upon the manner in which he approached and performed the duties

of the position. If another man had seen fit to hold a false light view of his responsibilities, that was an affair entirely between himself and his future. If he had seen fit to frivolous away hours which, in honorable fulfillment of the contract aforementioned, should have been devoted to his work, that also was his concern. It had no effect on Burnaby that other men pleased to be frivolous, and—dishonorable. His way was otherwise, quite otherwise, indeed. Also, he called attention to the little fact that the other man no longer was with the firm. And then—then Burnaby went to work.

"I will learn, first," said he to himself. "I will know so much about this work that no one may ask a question which I can not answer."

He set about learning as a methodical man learns, carefully, slowly, and with much night labor and worry, trusting never to knowledge which was not got at the expense of the organ of analysis, leaving nothing to intuition or mere casual understanding. Each and every detail of the position, and it was in detail only that the position was rich, he set about to catch, label, and

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arrange in the proper pigeonhole in his brain. Every course of procedure—that was what Burnaby called so small an action as filling a warehouse receipt—he inquired into with all the good gray matter in his head. Why was this done? Why was it done this way? Burnaby asked and answered each and every question with the care of a prime minister examining a treaty of peace, possibly with more intelligence.

"That's the way we do this," said his clerks. But Burnaby was not satisfied. The cause for and effect of the action must be known, and the manner of its performance certified as good and correct.

One old clerk remonstrated insolently and Burnaby fired him out by the scruff of the neck. The rest took the hint, and soon the warehouse department began to have a reputation for thoroughness.

"They've got a man in there now," said the other departments, whose work thereby was rendered more easy. "Things will be right there or something'll bust."

Eventually other department managers began to sit up and take notice. There could be no doubt of it, Burnaby was running his department more mechanically correct than any one else in the office. True, it was only a little affair, his department, but it might serve for a model, and the other managers went to him to see how the trick was done.

After they had seen, they said: "H'm, old man, are you not working yourself just a little beyond reason?"

"I am merely doing my duty," said Burnaby, grimly.

The others went back to their desks and shook their heads, smiling tolerantly. They knew more about a big business office than did Burnaby.

Burnaby saw them smile, but he didn't comprehend. He went on working as before; he was merely fulfilling his end of the contract.

They put him up for membership in the Department Managers' Club, but Burnaby wrote a letter explaining just why he could not conscientiously, considering both club and office, become a member of any such institution. It would be unfair, he said, to his work and to the club. That was the first and last attempt the office made to drag Burnaby out of himself. After that it left him alone, alone with his duty and serious purpose.

Well, that's ten years ago. Burnaby still is in nominal charge of the warehousing of the produce department. But actually the work is in the hands of another and younger man, a fellow with a flippant sense of humor, who goes ahead and does things without caring for anything but the effect. Clerks have come and gone in the department, gone on ahead up the ladder. Burnaby has stood still, fulfilling his end of the contract. That's all he could find time or power to do, looking at it earnestly as he did.

"Old Faithful," they call him in the department. And after they have called him this the young fellows who once worked under him and now are

up above, shake their heads and say: "The — fool!"

Old Going smiles a little, when he thinks of Burnaby, as a man smiles who knows that he has made a good bargain. He has had the benefit of Burnaby's fine services for ten years, half of which time Burnaby was worth three times what it was necessary to pay him. You see, it was only Burnaby who fulfilled his end of the contract. Old Going—well, Old Going was a successful business man.

Allan Wilson.

Barrier to Artificial Diamonds.

Diamonds are sui generis, the only gems consisting of one and but one element. This apparent simplicity has not only attracted artificial production but has also been the insuperable barrier which has hindered success. Artificial diamonds certainly have been made, but on such a small scale that they practically have been useless.

By the term artificial is not meant glass or paste imitation, but the real substance, so made by chemical art that the product is the same in every respect as that made by nature. Different workers have employed different methods and with varying success.

In 1853 the method of Despretz consisted of depositing carbon by the disruptive action of the electric spark in a large vacuum tube. The carbon was deposited on platinum wires, and the deposit when viewed under the microscope had certain remarkable features.

At the ends of the wires some points were seen which experts pronounced to be octahedral crystals, the form in which nature gives us the diamond. In color they were black and white. Tested upon hard stones, the substance polished a ruby. As diamond is the only substance that polishes ruby the deposit was pronounced to be the powder of the diamond.

Next came a diamond made by dissolving carbon in liquid. Sugar or salt dissolved in liquid leaves the cystos of sugar or salt behind when the liquid has evaporated. Similarly if we could dissolve carbon, either as charcoal or lampblack, and by the evaporation of the liquid allow the dissolved carbon to separate out, it would probably crystallize into the lustrous form of a diamond.

Numerous experiments produced a crystalline mass, diamond, but in the form of sand. Sir Andrew Noble has secured a temperature of 5,200 degrees centigrade. The temperature melted carbon. On analyzing the carbon minute diamonds were found in it. These results may be the forerunners of greater achievements.

Wished Otherwise.

Young Man—Why do you advise Miss Smith to go abroad to study music? You know she has no talent.

Old Man—I live next door to Miss Smith.

Some religious engines are run with all the steam on the brakes and all the air in the cylinders.

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customers.

Ask Dept. 175 for a copy.

It isn't so much what or how much you sell to-day that decides your success or failure, as whether you can sell the same thing to-morrow on the same basis as you sell it to-day.

If to-morrow you have to make excuses and amends for what you sell to-day, your chances for success are less than even.

If to-morrow, on the other hand, Mrs. Jones brings in a neighbor for some of the same kind of goods, you can be reasonably certain of winning out.

Over three hundred travelers are showing **DEPENDON** Dry Goods for Spring. If you want to know and prove to yourself that **DEPENDON** Dry Goods are "the Best at the Price," ask for one of them to call.

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LUCK A FRAUD.

Pluck Only Thing That Wins Success.

Have you ever stopped to consider what pluck really means, do you know its right definition, what conception of its significance do you entertain?

If you take the term pluck in its generally accepted reference to that quality of character which will not acknowledge defeat, and doggedly, defiantly, marches on to the goal of desire despite every opposition that may be thrown in the way, you are on the track of the right idea, but it will require a loftier view for you to see it in its true entirety and gain an adequate comprehension of its full interpretation.

Cut the head off pluck and you have luck, a thing of different color altogether and one which is disclaimed, disowned, repudiated, ignored by pluck. The latter never looks to the former for assistance but depends solely on itself.

Luck shows favoritism, pluck never does; it only casts its mantle over those who have the spirit and courage to depend upon their own exertions to bring them to the front by honest endeavor.

But luck exhibits such a partiality that no one can tell on whom it may shower its favors without any regard to the merits or deserts of the recipient. Ofttimes the least worthy come in for its choicest gifts.

The English say: "It is better to be born lucky than wise." The French have a similar proverb: "A good bone never falls to a good dog." The Germans strike the nail the squarest on the head when they say: "Pitch the lucky man into the Nile and he will come up with a fish in his mouth."

We see the force of this illustrated and exemplified every day. Some seemingly without the slightest effort on their part are made the pets of fortune, while those who use every endeavor are left behind in the struggle.

This is, however, only the capriciousness of fate, the fate that causes one child to be nurtured in the lap of luxury and the other huddled to the breast of poverty.

Or to take another instance: Two set out for the same objective point by different routes; the one finds a purse on the way, the other finds nothing, although he may be more deserving.

While there is such a thing as luck or the accident of fortune, it should not be taken as an example of success. Success is an accomplishment, and no accomplishment can be gained without force of character, without the pluck and determination which ever impel onward and upward to the heights of position and independence.

The hopelessness of accomplishing anything without pluck is illustrated by an old East Indian fable:

A mouse that had its nest near the abode of a great magician was in a state of constant distress through fear of a cat. The magician, taking pity on the little creature, turned it into a cat itself, but no sooner was it a cat than it began to suffer through

fear of a dog, so the magician turned it into a dog. Then it began to suffer through fear of a tiger, whereon the necromancer caused it to become a tiger, but in this last state it was worse off than the first, for as a tiger it was in terrible dread of the huntsmen.

The magician, disgusted, said: "Be a mouse again," and it went back to its original being. Because the creature had only the heart of the mouse it was impossible to help it by giving it the body of a nobler animal.

It is the same with the mouse hearted man: no matter what position or power he may have, he will always act like a mouse, and public opinion, the great magician, is finally compelled to say to him: "Go back to your obscurity again; you have only the heart of a mouse and it is useless to try to make a lion of you."

Be afraid of nothing; come out into the open and assert your individuality; have the courage of manhood about you, and never let it drop to the zero point or you will be frozen out by the cold contempt.

Resolve to be something, to make your mark in the world. You have countless examples before you to inspire you on by the heroism, the self-denial, the indomitable spirit that brought them to the foremost places.

If you are low now that does not mean that you should never be high; it is for you to make every effort to better yourself day by day, to rise a little higher and gradually keep rising until you reach the plane of a noble and useful existence.

The man who resolves on doing a thing can do it by virtue of that resolution. A carpenter was sent one day to fix a judge's bench; he took great care with the job and on being asked the reason, he replied:

"I expect to sit on it some day myself." And sure enough he did, as a Supreme Court judge.

"The great difference between men, between the feeble and powerful, the great and the insignificant, is energy, invincible determination, a purpose once fixed and then death or victory. That quality will do anything that can be done in this world, and no talent, no circumstances, no opportunities will make a two legged creature a man without it." These are the words of Buxton, the man through whose influence slavery was driven out of the British colonies.

Napoleon is a terrible example of what will power can do. Vacillating rulers and hesitating nations went down to defeat before the strength of his might. When told that the Alps stood in his way he exclaimed: "There shall be no Alps for me." He conquered their frowning peaks and constructed a road across the Simplon for his armies to follow his lead. His great adversary, Wellington, was a striking example of the bull-dog tenacity that characterizes the English.

William Lloyd Garrison declared in his paper, the Liberator: "I will not retreat a single inch; I will be heard." He was heard and this plucky man became the red hot thunderbolt that

shivered the colossal iniquity of slavery.

There never was a time in the world's history when pluck was as necessary to success as now. The competition is so fierce that truly the race is only to the swift and the battle to the strong. There are contestants for every prize and only the competent and qualified can hope to bear them off. Business is filled with eager, anxious competitors, the professions are crowded to repletion, and in both centers of endeavor only those of pluck and patience can hope to withstand the strain and win out in the end.

Yet there is still room at the top, but you can not expect to reach there if you are content to pull and jostle and argue and wrangle at the bottom. You must get a move on, grit your teeth and say, "I will."

Remember that you can not be carried to success in a carriage with the hinges oiled, the backs padded and the seats cushioned; you must trudge on foot along the dusty highway.

If you are not willing to take off your coat and work like a man you must either be a loafer on your friends and relation or marry an heiress. The heiress who will take you, however, will be as wanting in good sense as you are in clear grit.

Madison C. Peters.

No man is master of himself who can not control the guests in his heart.

Think twice before you speak, and talk to yourself.



Old and Young
Alike Buy

Holland Rusk

(Prize Toast of the World)

It tastes good, looks good and is good.

A necessary of life that finds a ready sale in every locality.

Holland Rusk Co.
Holland, Mich.

LARGE PACKAGE
RETAILS
10¢

If You Don't Know How Can You Expect Your Customer to Know?

Mr. Merchant, can you tell at a glance, any day of the week or month and at any time of the day, how much any customer owes you?

Can you tell in ten minutes' time how much one hundred customers owe you?

Can you tell instantly, without referring to two or three books, what any customer purchased on each day last week?

Are your accounts posted and totaled to date ready for settlement at any minute?

Are you using the total forwarding system?

If not, you are losing valuable time, doing needless work. You are not in possession of a knowledge of your business that you should have.

If your customers knew how their accounts stood at all times they would pay you promptly.

The McCASKEY ACCOUNT REGISTER SYSTEM gives you complete detail of every transaction and it's all done with but one writing.

Ask us. A postal will bring the information.

THE McCASKEY REGISTER CO.
Alliance, Ohio

Mrs. of the Famous Multiplex Duplicate and Triplicate Pads, also the different styles of Single Carbon Pads.

Grand Rapids Office, 41 No. Ionia St.

Agencies in all Principal Cities

ECONOMY IN STOREKEEPING.

The Waste of Opportunities for Advertising.

Written for the Tradesman.

Laying out money without getting back a proper return is always a serious matter. But even more to be guarded against, because more insidious, less tangible, less likely to present itself to the mind as prodigality, is the squandering of the opportunities which every business furnishes for getting very much of the best possible advertising without direct cost in dollars and cents.

To utilize these opportunities to anything like their full value requires much effort and thought. The methods employed must be such as are found by actual experiment to be best adapted to the individual conditions and circumstances.

Perhaps there is no better single example of an advertising opportunity utilized by some dealers and utterly wasted by others than the matter of using price tickets.

A desire to know the price of any article or piece of goods that attracts the eye is universal. Just as universal is the reluctance to enquire the price, unless there is a definite and present intention of buying. Even then every one would rather know the cost without being compelled to ask.

There are reasons for this. Very many salespeople have a most disagreeable way of giving a person who asks the briefest question regarding anything that is for sale the impression that he is being "sized up" in all ways, and especially with reference to his financial ability to purchase that particular article.

Others, who do not have this "sizing up" propensity, are so keen in scenting the possible chance of making a sale, and so insistent and so persistent in their efforts to close the deal immediately, that a person who has not quite decided as to the wisdom of making the purchase dreads to arouse this immense activity of professional zeal for nothing.

If only the price be ticketed plainly, then all questions of merit or lack of merit, all comparison with what other dealers are offering in the same line, all debate as to whether or not the thing can be afforded, may be settled in the buyer's own mind without a word being spoken. Now a surprising number of people prefer to do just this way.

Racket stores and five and ten cent counters are very popular. Why? Because occasionally a great value is obtainable, and also—and this is not the lesser reason—because the goods are all spread right out in plain view, with the prices indicated unmistakably.

The price ticket can not, of course, take the place of the good salesman; but neither can the salesman take the place of the price ticket. No human service, however poorly paid, returns as much for the outlay as a thoroughly carried out system of price ticketing.

When tickets do not sell goods something is wrong with the goods or with the prices.

The grab box, the remnant basket and the bargain counter are simply different methods of utilizing the idea of getting the price right out where all can see it. The success with which these are employed in thousands of stores is their sufficient recommendation.

The amount of advertising that is afforded by good window displays will not be dwelt upon here, for the reason that one who does not realize the importance of making the most of his windows, and showing therein his best bargains and most attractive goods, is simply a hopeless case. There are many who are throwing this opportunity away, but it is useless to try to make any impression upon them.

Hardly less important than good window displays are the arrangement and exhibition of goods all through the store.

Of course, rich expensive goods make the handsomest displays, but the dealer in cheaper wares, if only he have a little taste and ingenuity, need not despair of interesting and artistic effects. All that pertains to the good appearance of a store, inside and out, must not be neglected.

Skillful newspaper advertising has a place which nothing else can fill. You can not use something "just as good," because for the accomplishing of certain results there is nothing just as good.

But this fact, true as it is, ought not to carry with it the assumption that other modes of advertising, less expensive than newspaper space, and, for some purposes, equally effective, can be ignored without serious loss.

Try the plan of having something in the shape of advertising to place in every parcel that goes out.

A good hectograph is a necessary article in the equipment of every small business. A little experience will enable any person of fair ingenuity to operate one successfully. Fifty to one hundred duplicates can be taken from one copy. Circulars and dodgers for handing out, or for placing in parcels, or for mailing to customers, can be gotten up without any printer's bill.

Allowing full credit to every other kind of advertising still, under ordinary circumstances, a retail store should be its own best advertisement. The management, the service, the manner in which customers are treated, the selection and keeping up of the stock, all should so commend a store to its patrons that it will be "advertised by its loving friends" constantly.

He is, indeed, a sorry failure as a merchant who does not secure his full share of this advertising which is without money and without price, but which is priceless and invaluable.

A clever advertiser, speaking of getting a single article before the public, said that the secret of success lay in two things: First, have an article of merit; and second, by skillful advertising create a halo around it. The word halo is used here, of course, not with any sacred significance, but simply in the meaning of an imaginary

radiance or glory investing an object.

The real merchant creates a halo about his place of business. Some have the commercial instinct naturally so well developed that they do this without conscious effort.

Perhaps the reader may know some groceryman so gracious, so desirous of pleasing, with a store so clean, so neat, so promptly and efficiently administered, that his patrons have come to regard him with an affection such as the children have for the fairy god-mother in a story. A common, ordinary thing like a can of tomatoes, or a cake of soap, seems to take on an additional excellence from passing through his hands.

Or, it may be that it is a dry goods dealer, who has such taste and knowledge of styles, such rare judgment and discrimination in the selection of goods, that a dress pattern purchased from him is not merely so many yards of mohair or voile or Panama cloth—it is a gown from Jones', and will carry with it a certain distinction as long as the threads hold together.

Happy is the merchant about whose store there is a halo! He is utilizing one of the great opportunities for advertising which some of his competitors unwittingly are throwing away. Quillo.

Accommodating.

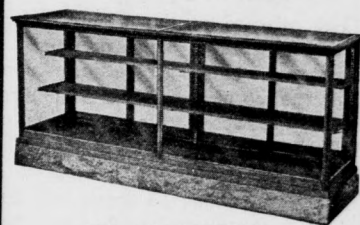
"Some years ago," says a Boston lawyer, "a man in Nantucket was tried for a petty offence and sentenced to four months in jail. A few days after the trial the judge who had imposed sentence, in company with the sheriff, was on his way to the Boston boat, when they passed a man busily engaged in sawing wood. 'The man stopped his work, touched his hat politely, and said: 'Good morning, your Honor.'

"The judge, after a careful survey of the man's face, asked:

"'Isn't that the man I sentenced to jail a few days ago?'

"'Yes,' replied the sheriff, with some hesitation, 'that's the man. The fact is, Judge, we—er—we don't happen to have anybody else in jail just now, so we thought it would be a sort of useless expense to hire some one to keep the jail four months just for this one man. So I gave him the jail key and told him it would be all right if he'd sleep there o' nights.'"

A Better Case For Less Money.



No. 115-1909 Style.

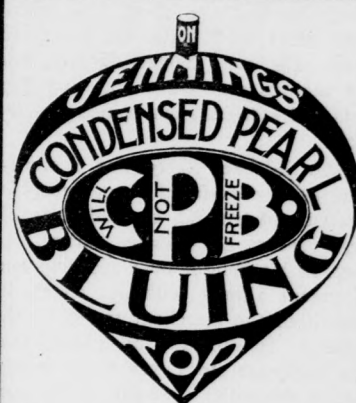
Our Latest Design

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

Also fitted for cigars.

SOLD UNDER A POSITIVE GUARANTEE

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



The Liquid Bluing That will not freeze

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

4 ounce size 10 cents

It takes the place of the quart Junk Bottle

Sold by all
Wholesale Grocers

SEE SPECIAL PRICE CURRENT

Jennings
Flavoring Extract Co.
Grand Rapids, Mich.

WILLS

Making your will is often delayed.

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

Executor
Agent

The Michigan Trust Co.

Grand Rapids, Mich.

Trustee
Guardian

OLD SKINFLINT.

How the New Boy Got Even With Him.

Written for the Tradesman.

"Boy wanted. Apply within."

This placard in the window of a hardware store which occupied a three-story building, second door from the corner of Main and First streets, attracted the attention of Michael Barry on the morning of the first day of the summer vacation.

As Mike studied aimlessly the lettering on the placard he became conscious of the fact that a portly red-faced and pretentious man was fairly looking him through and through with a pair of half closed icy blue eyes, and he knew full well that this man was the proprietor of the store.

Accordingly, the 14-year-old boy was in no wise surprised to hear: "Want a job, Mike?" And when the reply came that he had hoped to find employment through the vacation, the hardware merchant said: "All right, come on with me." And Mike followed the man up two flights of stairs to find the third floor fairly well filled with light hardware—tin pans, pails, cups, basins, dippers, candle moulds and what not, including pots and kettles, wash boilers and the like.

Now Michael Barry was a sturdy, blue eyed, rosy-faced chap, unsophisticated and trustful, and this was his first venture as a wage earner, so that, in his delight over securing employment almost without effort, he permitted the merchant to do all the talking. In this way he learned that the hardware stock was to be moved out of the store it was in to the corner store adjoining. And he also learned that his work would be to carry the light stuff on the top floor down two flights of stairs, into the next store and up two flights of stairs to the top floor of that building.

Thus, within fifteen minutes of his first view of the window placard, Mike began his work and he noted with more or less of secret pride when he came downstairs with his arms full of tin pans that the window card was no longer in evidence. Upstairs and downstairs, downstairs and upstairs again he trudged with the light stuff, with no thought at the time of the physical effort. What he could not quite comprehend was the fact that, aside from a middle aged man who picked out the things he was to carry downstairs and a younger man in the next building who told him where to deposit his loads, he was the only person who seemed to be taking any part in the moving.

At last, beginning to realize that it was excessive to run, two steps at a time, up the flights of stairs and realizing just a suspicion of noontime and dinner, Mike stood with two heavy nests of pans, one on each arm, looking curiously at the partition walls between the two stores and finally asked, "Why don't they knock a hole through there and save all this tramping up and down?"

"Sh-h! Don't say that out loud," said the young man as he took one nest of pans and motioned to the boy

to put the other nest on a table near by. "The old man won't stand for any such curiosity."

And so, discreet and desirous of doing full duty without trouble of any kind, Mike said no more, but put down and went up for another load. But he was Irish and simply could not help it, as the old man hung a wire hoop strung with tin cups about his neck and then, letting the cups hang down his back, gave him two tin pails loaded with basins, one for each hand, said, "Now go it, kid!"

At this Mike dropped the pails and said, "I may be a kid, but, and I mean no disrespect to you, if I had the bossing of this job I'd cut a hole through that wall and when I got things moved out close it up again."

The old man grinned broadly and replied: "So would I, but the old man won't stand for it."

"Ain't you the old man?"

"No, I'm just a clerk. Been with the old man ten years."

"Who's the old man?" asked Mike, and his companion explained that it was the proprietor of the store. He also explained that the "old man" had found out that to cut an opening through the wall and then close it up again would cost something like five dollars, and that in order to do it he would have to get a permit from the Building Inspector.

"How's she comin', Mike?" observed the proprietor of the store as the boy, well loaded and perspiring greatly, made his appearance, and Mike responded that all was well as he continued his way.

Going home to dinner and on the run, as he was limited to one hour, Mike went over mentally the stock not yet removed, and figuring that it would take another day for him to complete the job, wondered what "the old man" would put him at next. He was gladly greeted by his mother, who, being required to work hard to care for herself and two children besides Mike, was delighted to know that her boy had found work. "How much is he to pay you?" she asked as the boy was washing his face and hands.

With his eyes tightly closed to keep them from becoming filled with suds and with the bit of soap tightly clenched in one hand he replied, "By jinks, I didn't ask him."

"Well, never mind, Mikey, this time. But don't forget to ask next time you get a job." And then, as the boy seemed chagrined by his oversight, the mother continued, "Lave it to the boss, Mikey. He's a fine man and a rich one and he'll do what's right."

All the afternoon and all the next day Michael traveled the stairs, carrying a lot of odds and ends for the last load. Just after 5 o'clock in the afternoon, and when he reported to the "old man" for instructions as to what he should do next, the merchant smiled broadly, and with, "You have done well, Michael—quite a job, wasn't it?" started toward the rear of the store.

Pleased by the compliment Mike forgot his aching back and knees and began building air castles as to what

would be his work the next day. Presently the merchant returned and handing Mike a silver dollar said, "Next time I move I'll want you again, Mike."

Michael looked first at the great silver coin and then, with his face filled with fire, replied: "I hope you'll be in the front wagon next time you move and beyond my help."

"What do you mean? Isn't a dollar enough?" angrily enquired the merchant, yet seeing something in the boy's eyes and poise which prevented him from making any stronger demonstration.

"Enough, you old tight-wad, it is more than you can afford to give; but, let me tell you, I'll make that dollar haunt you as long as you live; bad luck to you," and with this the boy, fairly choking with disdain and contempt, walked loftily in spite of his poor legs out of the store.

There was a Ladies' Library Association in town—the city had not yet reached the dignity of a real public library—and the annual dues therefor were one dollar. Two days after Michael's experience with the light hardware—man and merchandise—Mrs. Barry and her son appeared at the rooms of the Association and entered the name of the hardware merchant as a member, paid the fee and received a duly signed and receipted membership card. And the next day the merchant received the card by mail with the "Compliments of Michael Barry."

The man's anger knew no bounds, chiefly because, as was well known about town, he could only read with difficulty, and was barely able to sign his own name. With no education at all, his was a continuous strife to overcome such deficiency by a most ridiculous pose of pomposity. Vulgar and habitually profane in speech, he tried to counteract such habits by an amusing misuse of words and phrases and so became the "Malaprop" of the town. His thick intellect was not too thick to ward away the jab given by Michael's irony, and he even consulted an attorney to find out if the boy had not, in some way, made himself liable to punishment.

But Michael was never punished. He grew to manhood and an honorable position in the business circles of his own town; he became a competitor of his boyhood enemy and lived to see himself at the head of a large and prosperous wholesale hardware house, with the "old man" pegging along weakly with a little store entirely out of keeping with the growth of the city. And set in an elegant polished mahogany mat framed in ebony was the identical silver dollar paid him by the "old man." And this decoration, placarded: "The first dollar I ever earned," had a permanent position upon Michael's office desk, and—

"Yes, sir, the 'old man' gave me that whole dollar for two of the hardest days' work I ever put in," he explained to the writer, "and I have kept it and will always keep it."

"How did you pay for the library membership ticket?" I asked.

"Oh, my mother earned that and

gave it to me; in fact, she was the one who suggested getting even with the old tight wad," was the reply.

C. H. Seymour.

The Abuse of Salt in Our Food.

Written for the Tradesman.

The use of salt as a condiment is so general and so universally believed in as necessary that we rarely hear a word against its abuse—its excessive use—although there are a multitude of persons who consume too much salt. These people eat it with almost everything, including meat, fish, melons, cheese and tomatoes, as well as with a host of other edibles too numerous to mention. To so great an extent is it used that no food is relished that has not a salty taste, and this in some degree hides the real flavor, which is often very delicate.

The amount of salt required in the human system is really very small, and if the diet has been rightly compounded only a modicum should be added to the food. Some authorities believe that it may be discarded entirely, because it is contained in such a large number of our vegetables, but this is probably an extreme view.

What are the evils of the excessive use of salt? One is to paralyze the nerves of taste, or to pervert them so that they are unable to enjoy any food that does not have a flavor of this condiment, and in addition there is a direct tax upon both the skin and the kidneys in removing it from the body. Whether the skin is injured by this tax does not appear to be known, for the technical books on skin diseases contain no reference to the subject. Although the skin may not be seriously injured, no recognized disease being produced, yet it is a well known fact that few men and women possess perfectly healthy skins, if the whole body is taken into consideration.

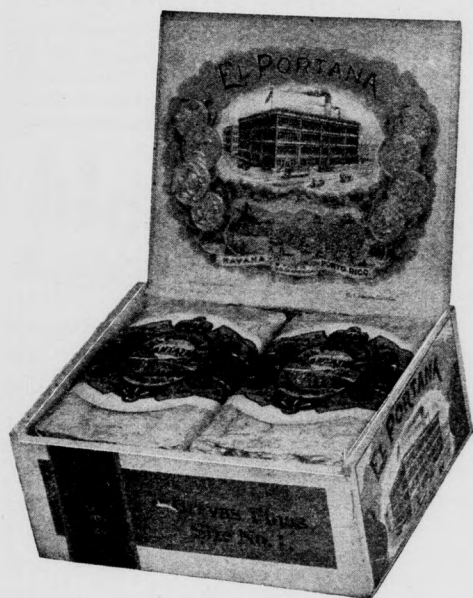
There is no longer any doubt that excessive use of salt overtaxes the kidneys in its removal, and that a great number of cases of disease and derangement of these organs are due to the free use of it. Common salt—chloride of sodium—is one of the most stable products of Nature, a minute quantity only being broken up in the processes of digestion, which accounts for the small amount of hydrochloric acid usually present in the human stomach. Whatever quantity of salt is consumed in excess of this modicum is largely excreted by the kidneys, which, as has already been explained, suffer by the process because it is not their normal function to discharge this mineral.

To learn to enjoy many foods without salt requires a little perseverance; and as diseases of the kidneys are on the increase it is a wise plan to diminish the use of this condiment if one is eating it in anything but very limited amount.

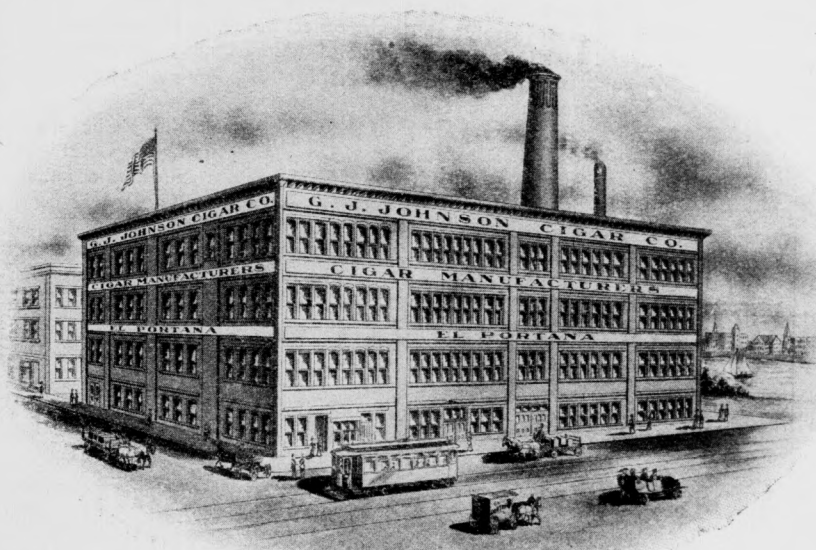
Lawrence Irwell.

There are too many churches praying for souls to be added to them and providing only cold storage houses for them.

EL PORTANA 5c CIGAR



"In a
Class by
Itself"



Manufactured
Under
Sanitary
Conditions

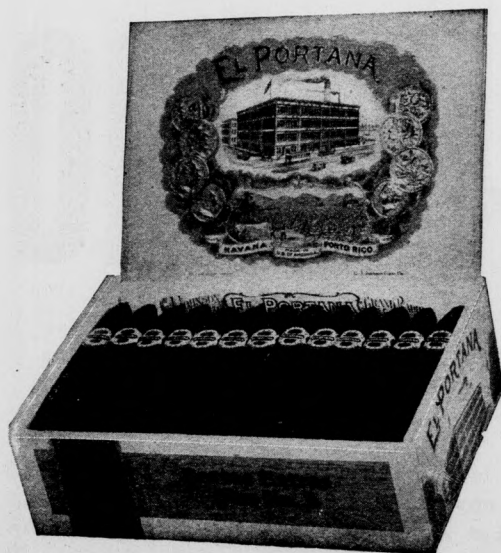
Made in

Five Sizes

G. J. Johnson Cigar Co.

Makers

Grand Rapids, Mich.



PUBLIC SPIRIT.

Some Ways in Which It Is Made Manifest.*

No more dignified and important opportunity, in my judgment, can come to the average layman than to be requested to serve upon such an occasion as the present, as proxy for a gentleman of the cloth.

And yet—and I say this with all due reverence to the profession—the humor of my own impudence in accepting the invitation you so courteously extended to me has filled me with curiosity, has urged me on, has appealed to my vanity and has been amusing to a degree. There are men who are positive in their conviction that under no circumstances, and however well informed they may be, could they make a speech or read an address before an audience. You will find such men of modesty once in a while. But, as a rule, the average man is filled with a desire to tell what he believes and the larger his audience, the better is he suited. I may as well be frank with you and add “of whom I am which.”

Every man is possessed, or should be possessed, of ideas upon matters religious, political, social, educational and economical; but there is, also, in hoarding these possessions, one prime duty—one duty that is sacred: He must, to the very best of his intellectual strength, avoid being a bigot.

No man knows it all.

There is religion elsewhere than in a church or chapel or closet; politics is a factor present everywhere; social duties and problems in education and economics involve religion and politics and all of these are essentials which go to the development of character.

And so, to get the best results as to character, we must, first of all, admit that the other fellow is quite apt to be our equal; that in all likelihood he has formed his own opinions, developed his own faith and created his own line of action in about the same general way adopted by ourselves.

Therefore his religion, his political convictions and his estimates along social, educational and economic lines may not be, in fairness to him and to ourselves, arbitrarily denounced.

We may, all of us, learn from our neighbor; and we must, all of us, become broad and fair in our study of conditions and men.

It is related that once upon a time a middle aged but grizzled and wrinkled man, who for years had combined in his daily routine the duties of ranchman, hunter and evangelist, asked our President, then a pale, slender, side whiskered youth: “How much do you think you know, Theodore, about everything under the sun?”

Young Roosevelt looked squarely into the ranchman's eye an instant, and then placing his tin cup and half devoured sandwich on the ground—they were taking their noonday meal together—replied: “Not enough to hurt anybody, dominie.”

“Lemme show you something, Theodore,” continued the ranchman, as he suddenly seized his revolver,

*Address delivered by E. A. Stowe before Lowell Board of Trade, Jan. 26, 1909.

raised it like a flash and discharged the weapon almost on a line with the youth's body. Deliberately rising to his feet he stepped behind Roosevelt and, kicking a writhing, headless rattlesnake into view, observed: “You didn't even recognize his rattle.”

The snake was just about to strike when the calm, confident hunter, who knew little of written ethics, of printed theories and of elaborated philosophy, showed his neighbor that he was ignorant.

And so it is with all of us. We find comfort in our conceit that we are quite competent to look after ourselves and our interests. And, as a rule, this egotism is warranted. We are not only able to form opinions, but we should have the courage of our convictions, provided—

Here's the pivotal thing: We must remember that the other chap—our neighbor over here and our neighbor over yonder—possess the same ability and the same right and must be treated fairly.

We must, all of us, come to the keenest sort of appreciation of the unalterable fact that no one man's opinion and faith, jealously secreted and carefully guarded in its perfect isolation, has any value worth while. We must get our views, our beliefs, our ambitions and hopes together; mix them together without passion, without envy, without selfishness, and let them rub up against each other. Doing this fairly and squarely and dispassionately, and just as surely as the waters of your two rivers send their mists up to greet the heat of the sun's rays, just so surely will you find that the very best of all your views, of all your hopes and of all your ambitions will become homogeneous, reliable and available.

And this is public spirit.

And the dregs, the valueless things,

the bigotry, the indifference, jealousies, suspicions and backbitings will disappear, because they can not exist under the vigorous brilliancy of a well developed public spirit.

No man need to change his surroundings in order to develop and show a public spirit.

Public spirit does not depend upon the size or design of the house in which lives the man who truly desires to possess and utilize such a spirit.

It is not necessary, even, that a man should materially alter his habits of dress, of eating or of going about his ordinary daily duties, so long as those duties are reputable.

I recall that, once upon a time, a plain spoken and thoroughly beloved Catholic clergyman who had faithfully performed the impressive service of his church for a convicted murderer, remarked to the hangman: “James, you ought, first, to give thanks to God that you are so decent a man as I know you to be; and then do penance for the rest of your life, that you may be absolved of your official record.”

Your truly public spirited man is the chap who does things, thinks things and gives of his own resources, whatever they may be, because he loves his fellow men and desires to contribute, according to his ability, toward the improvement and so the happiness of his fellow man.

In other words, public spirit is nobility of action, readily recognized by the merit of the methods and results portraying such action.

Can you imagine the public spirit of a hangman? Can you picture to yourself the performance of a public spirited act by a prize fighter? Seeing another man cruelly belaboring a horse nearly dead from starvation, would you select that man as the

promoter of a public spirited enterprise?

We read, quite frequently, in the conventional reviews of this man or that, as they appear in the great daily papers, that “he was public

Flour Profits

Where Do You Find Them, Mr. Grocer?

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



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

BAY STATE MILLING CO.
Winona, Minnesota

LEMON & WHEELER CO.
Wholesale Distributors
GRAND RAPIDS, MICH. KALAMAZOO, MICH.

YOU ARE ALWAYS SURE of a sale and a profit if you stock SAPOLIO. You can increase your trade and the comfort of your customers by stocking HAND SAPOLIO at once. It will sell and satisfy.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain. Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

spirited and genial." Such tautology is unpardonable; because an uncongenial man can not be public spirited, and the man who has the interests of the public truly at heart can not refrain from being genial.

And there is another commonplace to which I must refer: It is by no means an absolute necessity for a man to possess a large fortune in order to be generous, and it is by no means the rich man who is most liberal, as a rule. On the other hand, it is unqualifiedly essential that the public spirited man shall be generous. Thus, knowing beyond question that there are men of wealth and men who are not wealthy who are equally generous, we are positive in our knowledge that there are men of this kind who are alike public spirited.

When you see a man who is habitually in a frame of mind, it is always wise to make an analysis of the frame; because if he is not contemplating some move, some plan, some purpose intended solely for his own material benefit, he is certain to be engaged in thinking of some act, some step toward the betterment of the community in which he lives. You will be astonished beyond measure, if you follow up this line of investigation, at the surprisingly few men, rich or poor alike, you will find who are so completely absorbed in purely individual purpose that they do not find time to engage in serious thought as to the general welfare and who do not derive great pleasure in those thoughts.

Thus we reach the sheet anchor of public spirit—consolidation of individual purpose and desires, into a homogeneous, harmonious whole, with personal benefits completely in the back-

ground of indirect, intangible results.

What percentage of direct benefits to each individual in Lowell is derived from the expenditure during the past half century of the billions of dollars devoted to the development of our postal service. Directly, it is so small, so intangible and so slow that it can not be reduced to figures; but we all know, now, that without that service we would not have our daily and weekly papers and our monthly magazines; we all know, too, that without those regularly appearing aids, we would, all of us, be infinitely less well informed, less comfortable and less happy.

Public spirit has done this thing.

"What prompted you?" asked the late Henry Ward Beecher, as he stopped his horse one day while driving along a country road in Connecticut to let the animal drink at the wayside trough, "to put this trough in the street instead of in your barn yard?"

"Shucks!" responded the farmer whom he addressed, "I've got a trough in my barn and in my back yard and another one out yonder between those two pasture lots."

"That's fine!" observed the great orator and citizen, "but how did it happen that you put this one out here in the street?"

"Well, in the first place," said the farmer, as he raised one foot to the top of the trough and rested his elbow on a knee, "I've got lots of water and I hated to see it go to waste. And then, you see, it's the best and most stiddy flow of good water in the neighborhood and finally I had the tree that would make a good trough,

which had to come down and I hated to waste it."

"Were these your only reasons?" persisted Mr. Beecher.

"That's 'bout all, I guess," observed the farmer thoughtfully, "unless it was that I knew I'd get many a sociable chat now and then out of just such chaps as yourself. And I like company, you know."

"Say, my friend," said the preacher, as he got out of his buggy, "do you know I like you very, very much. My name is Henry Ward Beecher and I want to shake hands with you and call you my good friend and American citizen. It is men like you who help to make our Nation great."

"I knew you all the time from your picture," smilingly and unabashed said the farmer as he shook the hand of the new found friend "and I guess it's likely that good fellows like ourselves help things some."

And the following Sunday Mr. Beecher told his Plymouth church audience of the incident, making it the text of a talk on "True Public Spirit."

Any man, any community, is better for the presence and operation of a public spirit. True, results come slowly and for a time may not appear to develop, but they will come, surely, inevitably and beneficially, just as have developed the marvelous conveniences and privileges of our postal service; just as will develop the benefits of good roads, reforestation, irrigation and the conservation of natural resources. Just a word on the great opportunity at your doors at present. I mean the deep waterway across our State. It will be built, sometime. Not next year, not within five years, possibly not within fif-

teen years; but it is certain to come, because the Omnipotent prepared the way ages ago; because that same Power has created present conditions which show the necessity of such a waterway, and because the boys and girls all over the United States, the public school pupils from 14 to 18 years old throughout the country, who will have a very potent power eight or ten years hence, are studying and are being taught as to the utility and the greatness of our proposed National plan for the improvement of inland waterways.

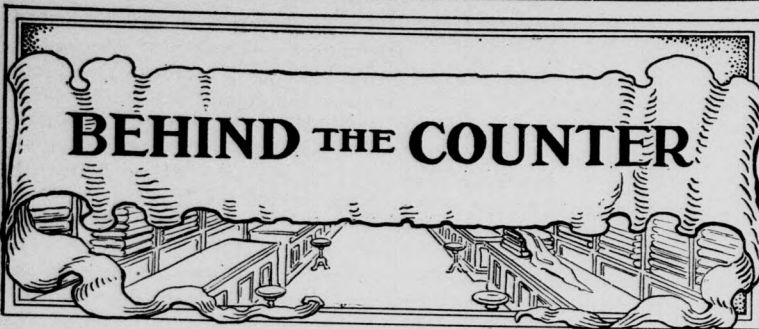
A genuine public spirit sees broadly. There is no community on our continent so completely enclosed that the public spirit can be limited to that enclosure in its vision. Public spirit, like the wireless telegraph, is limitless in its operation; crossing farms, townships, counties, states and nations; climbing around mountains, dodging through canyons, over plains and prairies; racing across the seas, a reliable resource in distress, a savior in disaster.

Had it not been for public spirit our American fleet would not have been able to make its globe circling cruise; without public spirit millions of people, the victims of floods, earthquakes and fire, would have been annihilated; and with public spirit absent, the wondrous illustration, last week, of its utility, reliability and glory, when over 1,600 human beings were saved, as by a miracle, from death at sea would have been impossible.

And wireless telegraphy is a miracle; a supernatural vehicle created by the goodness of a God who commands and creates a public spirit.

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Panacea For Ills Attendant Upon Retail Salesmanship.*

Any topic which has for its basis the workings of the human mind will be plenty large enough to satisfy the most ambitious speaker.

The retail salesman is a subject surrounded by so many conditions that I scarcely know where to begin. It is a subject which interests me deeply, for selling merchandise at retail has been my means of livelihood since early boyhood. As store manager for the company with which I am connected I engage the salesmen employed by us. From this you may judge that I am doubly interested in the subject. As I remarked before, the conditions which attach are so numerous that I feel at a loss for a proper starting point. I might in a measure liken my feelings to the man who started for home after an evening spent in celebration. Upon leaving his club, laden with an overload of stimulants, he bumped into a telephone post. He fell to the sidewalk, rose and tried again; once more he collided with the post. He made one last effort and, falling, crawled to the curb and with head in hands he moaned aloud, "Losht! losht! in an impenetrable foresht."

As my remarks are addressed to a class of young men who may elect to become retail salesmen I shall try to have my words bear directly upon such conditions as I think concern you most deeply.

I do not hope to contribute any new theory to this subject. I shall simply state what I think I know and what I know I think.

I would divide retail salesmen into three classes—good salesmen, mediocre salesmen and poor salesmen. The latter class is, I believe, composed for the most part of men who have chosen the wrong vocation. It has been my experience to have under my supervision salesmen who, although well educated, of good appearance and easy address, were, as salesmen, dismal failures. It has been my office to talk plainly to these men and to tell them my ideas concerning their unfitness. The result has been that I could find in this city several young men who at the time of our interview felt humiliated, but who, having sought and found employment more to their liking, have made splendid progress. This, therefore, was not a question of intelligence but of adaptability. Some men, men of ability, are, I believe, just naturally unsuited to the field of retail salesmanship.

*Address delivered by J. Frank Quinn before Y. M. C. A. class in Salesmanship, Thursday evening, January 28, 1909.

It is my belief that if a salesman is not thoroughly satisfied with the goods he sells or with the conditions which surround the selling the sooner he seeks other work the better for him and the better for his employers.

Speaking of employers, they, I believe, have much to do with the success or failure of the salesmen they employ. The fact that a man has become a proprietor or a manager does not signify that he fits perfectly the position he holds, any more than the salesmen under him fit their places. I would classify employers as I have classed salespeople—good, mediocre and poor.

It is obvious that no matter how inherently capable a salesman may be, the handicap of poor direction must have its deterrent effect. Vice versa, a man of very ordinary ability, if properly directed, may become a very successful salesman.

I would state emphatically that no wise manager of a retail business will lose the services of a good salesman unless the retaining condition be prohibitive. It is an easy matter for the average manager to determine the productive value of a salesman. My remark applies to stores wherein salesmen have scope, and not to stores wherein intelligence is made secondary to physical endurance. A salesman's salary value can be very closely estimated by the salesman himself if he possess the right sense of proportion. If a salesman can not convince his employer that his salary demands are just it is time for him to make a change; either his employer is unjust or the salesman overrates himself.

There are in the large retail stores in this city salesmen who, to their fellow employes, appear to have an overplus of luck in their continued advancement. It is not luck by any means. It is evidence, uncontradictory, that they possess something that the "other fellows" have not. Now, if the "other fellows" would find out what that seemingly mystical "something" is, and they could find out if they studied the conditions, they could, probably, by applying the knowledge, obtain the same degree of success enjoyed by the "lucky" ones.

In my experience in the retail business I have, in a broad estimate, been associated closely with several hundred retail salesmen. Each individual of these was a type differing in one or more ways from the others, and each could be made the subject of an extended discourse, from Smith, who approached a customer with a growling "Want something?" down the

line through the "dyspeptic" clerks, the "night before" clerks, the "girl on the brain" clerks, the "hard luck" clerks, and so on up to Brown, the gentlemanly clerk, for whose attention customers would wait in perfect content.

Your chairman has wisely prevented an attempt on my part to go into these discourses by limiting my talk to one-half hour's time. I will not occupy the full half hour, for I can say what I have to say in much less time, and I have no desire to bore you with platitudes and maxims that so easily flow from the tongue but which, unfortunately, so very few men act upon in daily life.

I recur to that seemingly mystical "something" which makes the sum of the difference between the successful

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salesman and the salesman not so successful. It is certainly not mystical at all, nor is it all luck, as the "plodding" salesman could determine if he would study himself and his successful competitor and then make the most of the knowledge gained by a comparison. I am not an unbeliever in "luck," for I have experienced its workings; but, as a rule, "luck" accompanies effort. We can not deny, however, that the person born physically and mentally perfect is more fortunate than one who comes into the world with a natural handicap.

It is my opinion that any young man well equipped, physically and mentally, can, if he chooses to adopt the work, and likes it, become a successful retail salesman, but he who waits for "luck" to push him on will waste his life in wishing. The successful salesman, if observed closely and his methods analyzed, will generally be found to possess a good working combination of common sense, good appearance, pleasant speech and courtesy—and the greatest of all is courtesy. I want to lay all the stress possible on the word, for I think that it is the one great fundamental virtue which underlies successful salesmanship. "Courtesy" is to my mind the open sesame to success. "Courtesy" is a word to dwell upon, and if I could be appointed a committee of one to select for the united salesmen of the world a slogan to inspire them on to victory, I would have that slogan, "Be courteous."

In an experience covering more than twenty-seven years I have tried to practice what I am emphasizing in my talk to-night, and I believe with a measure of success. Certain it is that hardly a day passes in our business that I do not wait upon some patron of our store who, as a small boy or girl, bought school supplies from me. I do not for a moment speak of myself as a model salesman, for what small measure of success I may have enjoyed would not in any way warrant such an assumption.

I want to cite just one example of the effect of courtesy which came under my observation one day this week. Two small boys, full of energy and with faces well coated with dust, burst into a down town store. Now, these boys appeared to me to be visiting different stores to gather empty boxes and calendars, for each was provided with an armful of these articles. The salesman who approached them smiled pleasantly and asked their needs. Each one wished to make a five cent purchase. They were given attention as courteously as could have been offered members of the aristocracy. After taking their money the salesman made some pleasant remark, which so pleased the children that one of the chaps said, "Say, mister, when we want to buy something else we will come to you!" Now, this may sound prosaic, but it was not invented for service in this talk. It was an actual happening in my presence on Tuesday of this week. If that salesman continues in his business, beyond a question of doubt, he will continue to sell goods

to those boys, who, being susceptible to courtesy, must necessarily grow to appreciate its use. This would argue for their success and for their greater buying possibilities.

It requires self-possession to be courteous under some circumstances. For instance, a great many people have needs which they are unable to express in an understandable manner. Let these, sometimes ludicrous, questions be backed by an irresistible Irish brogue or other dialect and it is a difficult matter for a naturally humorous person to restrain a laugh; but if laugh one must, courtesy must come to the rescue with its covering cloak.

It is a wonderful word, "courtesy." One can not lie and be courteous. One can not steal and be courteous. Courtesy argues against any infraction of law, moral or governmental. I would rather, far rather, have a courteous salesman than a brilliant salesman, for I know that from him our patrons will receive only most gracious treatment, and I know that the effect of courtesy is enduring. I am sure that the lady or gentleman certain of courteous treatment in one store will always give it preference.

Surround me with courteous salespeople and I will fear no competition. "Smith" may spend more money for advertising; "Jones" may have a larger store; "Brown" may have some other advantages; but let "Smith," "Jones" and "Brown" have an indiscriminate lot of helpers and I, with my dependably courteous assistants, will, in the long run, in the words made famous by our great President, "beat them to a frazzle."

I hope I am not preaching and I know that I have said nothing new. I have just repeated a truth that is older than commerce, but it is the reiteration of certain truths that make for their observance, and the observance of those truths forms the fabric of civilization.

If as a salesman you have an impediment of speech courtesy will offset it.

If as a salesman you are of unimpressive size courtesy will give you a commanding presence.

If as a salesman you make mistakes courtesy will retain for you the confidence and respect of your customer.

If as a salesman your employer has occasion to criticize you courtesy will reinstate you in his estimation.

If as a salesman you are unceasingly courteous I would wager ten to one that you will win success.

I will close by saying that I believe courtesy to be a panacea for nearly, if not all, the ills attendant upon retail salesmanship.

A Quiet Affair.

A prominent lawyer of Vicksburg, Miss., who, after two months of widowhood, took unto himself another spouse, was very indignant when he read in one of the local papers the following notice of his marriage:

"The wedding was very quiet, owing to a recent bereavement in the bridegroom's family."

World Heated by Radio Thermal Actions?

Are we living on a world heated throughout by radio thermal actions? This is one of the most interesting questions that has originated in the discovery that internal atomic changes may prove a source of heat. We are assured of radium as a widely distributed surface material, and to such depths as we can penetrate. By inference from the presence of radium in meteoric substances and its probable presence in the sun, from which the whole of terrestrial stuff probably originated, as well as by the inherent likelihood that every element at the surface is in some measure distributed throughout the entire mass, we arrive at the conclusion that radium is, indeed, a universal ingredient of the earth.

His Deficiency.

A certain Detroit merchant died, leaving to his only son the conduct of an extensive business, and great doubt was expressed in some quarters whether the young man possessed the ability to carry out the father's policies.

"Well," said one kindly disposed friend, "for my part, I think Henry is very bright and capable. I'm sure he will succeed."

"Perhaps you're right," said another friend. "Henry is undoubtedly a clever fellow; but take it from me, old man, he hasn't got the head to fill his father's shoes."

Nothing is more easily blotted out than a good turn.

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

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

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

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Baker's Cocoa & CHOCOLATE



Registered,
U. S. Pat. Off.

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HIGHEST
AWARDS
IN
EUROPE
AND
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A perfect food, preserves
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Exclusive Sales Agents

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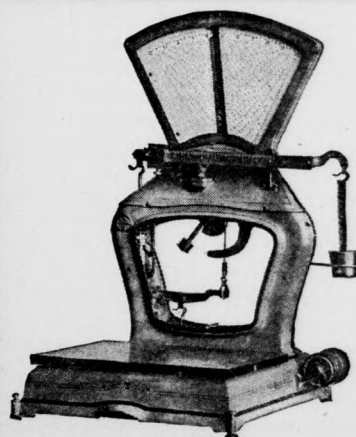
Fresh Goods

Always in Stock



PUTNAM FACTORY, National Candy Co.

GRAND RAPIDS, MICH.



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.

HELPING EACH OTHER.

A Monologue on Prosperity by the Old Book-Keeper.

Written for the Tradesman.

The old book-keeper laid the newspaper aside and pushed his spectacles up on his wrinkled forehead. It was after business hours, and the boss, the chief clerk, and the old book-keeper sat before a radiator at the rear of the store.

"What do you think of it?" asked the boss, pointing to the newspaper which the old man had put down. The newspaper contained a clipping from one of Chas. W. Post's addresses on "Prosperous Cities," which the boss had asked the book-keeper to read.

"It looks all right to me," was the reply. "If the ideas advanced in the article were given more prominence in business life there would be more prosperous towns."

"You may be right," said the merchant, "but it looks like rot to me. Look here: Post says merchants and business associations ought to see that wages are kept up. That is all right, of course, for the more money consumers receive the more will they have to spend, but how is the thing to be done? Don't you think it would take a lot of nerve for me to go over to the wringer factory and tell the boss he wasn't paying the men all they ought to have? He might tell me that I was making more profit on my goods than he was on his, and suggest that I was charging his men too much for what they bought at my store. Honest, now, don't you think a merchant, or an association, which tried that game would gain more enemies than friends?"

"I don't think so," was the reply. "Of course the thing would have to be done right. A raw interference like the one you suggest would, of course, do more harm than good. In the end it always pays merchants to take an unselfish interest in the wage-earners of the places where they do business. If retailers knew more about the wishes and the needs of the people of their town, there wouldn't be so many cheap agents around getting orders for outside concerns, taking the money out of the town into other cities."

"Go ahead," said the boss, with a smile, "if you've got it on your mind, let it come! We'll listen."

He knew there was a story coming, so he leaned back in his chair, elevated his heels to the top of the radiator, and waited for the old man to begin.

"What I'm going to say," said the old man, "may prove much or little. Anyway, it ought to convince any reasonable man that Mr. Post is right when he says that merchants ought to do their best to keep up wages. When the retailer helps the wage-earner he helps himself, as I'm going to show you: You can't exert yourself to help a lot of men without finding grateful ones in the bunch, men who will see that their gratitude takes a practical form. If merchants worked as hard to get close to the people as politicians do, times would improve. This, I take it, is what Mr.

Post means in the article I have just read.

"There was the mix-up at Montross. Ever hear of the town? Yes? Well, I'd like to see a man that hasn't heard of it. It's noted the world over as a winner. It is a manufacturing city, built and occupied by Americans. There are no Polish, Russian, Italian, Danish, or German sections. One year trade got slack. The merchants didn't know why until they began talking with the men. Then they found that the big wagon factory had cut wages to a living basis. Seeing how tamely the men took the cut, the other manufacturers were preparing to take a couple of dollars out of each pay envelope once a week. The merchants got together and talked the thing over. The proposed cut would not only reduce the purchasing power of the men, but it would drive the best ones out of the city, leaving their places to be filled by cheap hands.

"The first thing to do was to have a talk with the head man at the wagon shop. He almost stood on his head when the committee reached him. He stated that he was making money, all right, and that he expected to keep on making money, and he could operate his concern without the advice of the merchants of the town.

"I buy my labor in the cheapest market," he said. "Just as I buy my lumber and hardware. Business is a little slack in several lines now, and I can get men cheaper than I could a year ago, so I am rushing things a bit. Although most of my hands get smaller pay than they did a year ago, my payroll is larger than it was then, puts more money out into the city, so I can't see where you fellows have any kick coming."

"The merchants were angry, of course, and at first they didn't know what to say to him. Then one of them explained that men who received only enough to keep body and soul together were no good to a town, and that the more of such people there were in a city the worse off the city was, as cheap men too often fixed the standard of wages.

"Well," said the wagon man, "so far as I am concerned, the city is nothing to me. I bring money here and spend it for wages. I can move my shop into the next county, where there isn't a house within a mile of me, and make just as much money. I help the town. The town doesn't help me."

"That's just the sort of talk I should expect if I went into any of the crazy plans proposed by Mr. Post," said the merchant. "That manufacturer knew his business."

"Don't decide the case until the proof is all in," replied the old man. "The manufacturer wasn't exactly right. He didn't own the whole works. There were men in town who owned stock in the concern who had other interests there. Real estate men, builders and merchants owned shares in the big Wagon Company. They received large dividends regularly, and were satisfied until the merchants showed them that they were helping to kill all other local

industries. The real estate stockholders admitted that the cut was killing the sale of lots. The builders were discharging men because there were no houses going up. The men who were out of work because there were no houses going up were competing with the already low-priced men in the shops and standing grocers off for their provisions. In a word, everything was going to the Old Nick when the merchants awoke and began to fight for the consumers.

"What did the merchants do? Why, they got the stockholders together and voted an increase in wages. The manager who had talked so high-and-mighty to them was kept on because he was a good man, but he had no say about the wage scale. This stopped the proposed cuts in the other shops, of course, and business began to boom a little, but there was still something wrong. The grocers, especially, saw that there was too little trade for the size of the town. They employed a detective to look into the matter. In a week he came to a meeting of the association and reported.

"The trouble is," he said, "that the wage-earners are disgusted with the merchants of the town. They say the store-keepers hold stock in all the concerns, and that they take advantage of unfavorable conditions to cut wages. The result is that outside grocery houses are taking a thousand dollars a week right out from under your noses."

"This was, of course, unfair, for the merchants had raised wages in the wagon shop and prevented cuts in other shops. Still, the wage-earners didn't realize what had been done for them, for the merchants had been foolish enough to keep the whole matter out of the newspapers. But the matter did not stop there. There were big mail order catalogues in half the houses in town, and furniture, clothing, stoves, carpets—everything needed in families was being bought out of town. The fact is, the wage-earners were so angry with the merchants that they sent every cent they could spare out of town. Lots of them who had small savings kept them in out-of-town banks.

"Now, this was a beautiful condition, wasn't it? What did the merchants do? They got out circulars and sent them to every workman in the city, telling the truth about the lift in wages. They asked the men to attend a meeting at the Opera House and listen to their side of the case, and the meeting was a corker.

"We've got to work together," they told the men at that meeting. "We retailers have got to fight for the buyer. We've got to do all in our power to give him something to buy with. What we have already done in that line our circulars have told you. We are now organized, and we are going to keep right on doing our best for you. But you must help, too. What sort of a deal is it when we put up a fight in your interest for you to be patronizing outsiders who never spend a cent here? What you ought to do is to form an association and drive out of town every man who buys of these cheap mail-order

houses. You help us, and we'll help you. If we don't pull together you'll be working for less wages than now, and we'll be asking for places in the shops at day wages that would make some of you lose your jobs."

"That was putting it pretty strongly," said the boss.

"It was putting it straight-from-the-shoulder," was the reply. "The men formed just such an association, and there is mighty little use for a mail order catalogue in that town now. There are always a lot of grateful ones in a bunch of workmen. If you help them, they'll help you. In this case the merchants butted into the business of the manufacturers, thinking only to help the workers. They found that they were helping themselves, too. If they had never made a break to increase wages and stop proposed cuts, they would never have known what the mail-order houses were doing to them. Now, do you understand what is meant by standing together?"

"But this was an exceptional case," said the boss. "Merchants couldn't do that in every town. We couldn't do it here, for instance."

"In case such an effort should be necessary," was the reply, "the merchants could try, couldn't they? At least they would gain the good will of the men, and, incidentally, get better acquainted with social and economic conditions. This would send a lot of mail order catalogues to the furnace. Just the minute the merchant shows that he is with the workers and not tied to the bosses the workers will meet him more than half way. Take it from me that the only way to knock this mail order business is for the dealers to become better acquainted with their townsmen."

"Of course helping each other will win," said the boss.

"It wins elsewhere," was the reply, "why not in business?"

Alfred B. Tozer.

Matrimonial References.

Mistress. So you are going to marry the postman, Norah? You've been here a long time and we shall be sorry to lose you; but if your mind is made up, Mr. Morse will make inquiries about the young man, for we should feel sorry to have you marry any one whose morals were not good.

Norah. Yes, ma'am; thank you, ma'am.

Mistress (a week later). Well, Norah, Mr. Morse says you have made a very good choice, and that the postman is a very worthy young fellow.

Norah. Yes, ma'am; thank you and Mr. Morse so much. But I've decided to marry the grocer's clerk instead. He's just lovely! Would Mr. Morse mind finding out about him?

New One.

Kind Lady—What was your last occupation, my poor man?

Gritty George—I was valet in a sawmill, mum.

Kind Lady—Valet in a sawmill! Gracious, what were your duties?

Gritty George—I had to dress undressed lumber, mum.

Get On The Profit Side!



Latest Model Money Maker

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

Make your business successful and profitable by **getting** all the profit you **make**. Mistakes cost money. Do you realize that daily losses by forgetting **Charge Sales** and **Money Paid Out** come out of your **PROFITS**? Do you know that you are actually working for Profits and then not taking proper care of them? You can stop working against yourself and get your business on a profitable basis by using a

National Cash Register

It keeps an accurate daily record of **Cash Sales**, **Money Paid Out** or **Received on Account** and by preventing mistakes makes more money for you. 650,000 merchants all over the world have found that it pays them to use **NATIONAL CASH REGISTERS** which have saved them the losses you are now suffering from.

We will gladly show you how to make money where you are now losing it. Mail us the coupon. Why not do that and let us put you on the **PROFIT** side?

The National Cash Register Co.

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

79 Woodward Ave., Detroit, Mich.

WRITE TO NEAREST OFFICE

MAIL THIS COUPON TO-DAY

THE NATIONAL CASH REGISTER COMPANY

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

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

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

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

No. of Clerks.....

STOVES AND HARDWARE

Systematic Campaign For Sale of Cutlery.

During the holidays I had occasion to visit one of our large neighboring cities. I wandered through the office of a very large retail hardware store. I saw employes standing in groups, talking together. That is always a sign of poor organization and poor system. When there is necessity for so much talk, even if the talk is on business, something is not running right. When there is a good system of handling business so much talk, even about the business, is unnecessary. You can put it down as an axiom on store management—"where there is a maximum of talk, there is a minimum of results." I saw in the office some of the clerks "jolly" the stenographers. When I returned home I went through our house from top to bottom, and I was very much pleased to find that every man in every department was attending strictly to his knitting. Our store looked busy. Every man had the appearance of doing his part. Foolish waste of time was not in evidence.

The subject of this letter is the selling of our razors, safety and others, as well as cutlery, when you have an opportunity, and by saying "when you have an opportunity" I do not mean when they are called for by your customers, but do mean when your customers are in the market for and are buying of you any line of table or cutlery goods which we carry.

The selling of razors and cutlery is a most important matter for the Johnson Hardware Company, and for you, and ideas and methods beneficial and helpful in selling them should be thought out and studied over most carefully by you behind the counter as they are by us here in the sanctuary.

In order to make a success now-a-days in any legitimate business two things are necessary, close application and good judgment, and in selling razors and cutlery it does not require so much hard work; in fact,

only three parts work to seven parts tact and good judgment.

There is a proper time for everything, and if in selling an assorted bill of small goods you grasp the opportunity whenever possible to mention razors and cutlery, and watch for the chances that come up to give you the opportunity, you will often be agreeably surprised how easy it is to sandwich them in—a razor here, a pocket knife there, and some scissors and shears for the ladies—all along the line. Of course, the well-advertised brand which we handle is "easy" to sell as compared with others; the demand for safety razors is constantly increasing and the time is now ripe for extra selling effort in presenting them to your trade.

The safety razor has come to stay. There are a large number of people who, having used the old style razors and being accustomed to use and worry along with them, will continue to use them, and, of course, we do not want you to stop pushing the sale of our well-known brand of regular razors, but we do not want you to overlook the fact that the safety razor appeals to a larger number of people, and what is still more to the point, that they are buying and using them.

There are any number of people who have never been able to use the old-style razor for the reason that they can not keep a razor in proper condition. The safety razor appeals strongly to this class, and the writer is one of them. I have tried time and again to learn, but have always been compelled to give it up and go back to my friend Jim, the barber. With the advent of the safety razor the operation of shaving, which was once a nuisance and at times a species of torture, has now become a regular incident of my morning toilet, and takes up such little time that I scarcely notice it. No time is lost in preparing the razor, for my safety is always ready.

Still another class of people to whom the safety razor appeals strongly are those who can not use

the old-style razor without cutting themselves. Many of these people are now using safety razors and many more can be induced to do likewise; and it is up to us to see that the opportunity of buying and using one of the best ever made is offered to them.

That there may be no excuse for not getting our full share of the safety-razor business, I ask each one of you to take our — safety razor to pieces and put it together again often enough to learn how to do it well and quickly. There is all the difference in the world in the way you demonstrate a safety razor. If you can take it apart and put it together quickly, easily and naturally, you will create and convey a good impression to your customers. On the other hand, if you are awkward or clumsy about it and let part of it drop, and are slow in taking it apart or putting it together, you create just the opposite impression.

For the benefit of some new men who may find the information useful I give you herewith some of the

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10 and 12 Monroe St.

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Best Equipped Firm in the State

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Holland Furnace Co., Holland, Mich.

Grand Rapids Supply Company

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



"Sun-Beam" Brand

When you buy

Horse Collars

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

M'D ONLY BY

Brown & Sehler Co.

Grand Rapids, Mich.

WHOLESALE ONLY

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"

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

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

advantages and points of merit claimed for the different old-style razors in our regular stock:

No. Z. This is the lowest priced razor we handle. It is well ground for its price and is a splendid razor for the money. We sell it at \$1, without case, and some of our competitors are asking a higher price for razors which are not nearly so good.

No. G. G. This is one of our German-ground razors — three-quarters concave—and a "dandy" for the money, which is \$1.50.

No. P. R. This is one of our most popular razors, made so by the splendid reputation it has gained in over ten years of trial and experience. It is branded "Popular" and has an imitation tortoise-shell handle, with German silver shield. It has a three-quarters concave blade, which is full crocus finished and we consider it one of the finest razors ever offered at \$2.50.

No. F. H. This is a fancy handled razor, with a finely-ground German blade. The handle is light brown celluloid, with German silver lining and has a three-quarters concave blade—full crocus finished. A good \$2 razor for those who prefer a fancy handle.

No. V. B. A strictly high-grade razor in every way. It is beautifully ground—three-quarters concave—has a highly glazed blade with crocussed tang and name etched in gold. It is as fine a razor as was ever made to sell for \$3.

No. F. S. This is another good seller, with a fancy celluloid handle and a well-ground, three-quarters concave blade, full crocus finished and beautifully etched. It is a splendid razor, made to retail at \$2.

When selling razors please do not overlook such items as strops, hones, soap and shaving brushes, as these articles should always be mentioned when selling a man a razor.

In speaking of razor lines, let me call your attention also to the fact that a great many new men attach too much importance to pocket knives, taking it for granted that they were the best thing to sell in the way of cutlery. Each man should examine himself carefully and see that he does full justice to the full line; in fact, all the various items carried in the cutlery department. In this department the goods are almost entirely necessities; that is, a great many items can be sold freely throughout the year, and in that respect these goods are not things of fashion, called for only now and then.

Let me strongly urge you to get more familiar and better acquainted with a big stock of cutlery goods. By knowing the stock you will sell more and a larger variety of cutlery goods Anglo-Saxon, you will then sell other than you would otherwise. In plain cutlery besides pocket knives.

While I am on the subject of cutlery I want also to impress you with the importance of selling more high-priced goods. Some few men, to my notion, appear to be absolutely machinelike. If they sell a razor for \$2 or a pocket knife for \$1.50, that seems to be about as high as they can go;

in other words, they have simply made up their minds that they can not sell anything higher priced than that. Whenever any man gets in that frame of mind he is up against a dead wall, and that means the end of his ambition. It is comparatively easy to sell more high-priced cutlery than you do sell if you only go at it in the right spirit and manner. It is quite true there is a little knack in doing it, and the sooner you learn that knack the better.

If you impress your customer with the fact of your sincerity in presenting these goods, convey to him that he is buying quality first to save money and that in the long run the higher priced goods are the cheapest; that they will last longer, work better and easier, which they will do—the fact that they are a little higher in price cuts no figure at all, none whatever; that the price makes no material difference so long as the article is of high quality, gives satisfaction, is handsome and pleases the buyer. If you convey these ideas to your customers forcefully and enthusiastically you will be surprised to see how easy it will be to work off the higher priced goods, and continually add to your pleased, satisfied and profitable customers.

To be entirely successful in selling high priced cutlery you will have to lay your plans every day as to just what cutlery items you are going to push and largely "work out your own salvation" as to your methods, which you are fully capable of doing if you will only do it. Please do not put off a thorough and systematic campaign on cutlery, but start in now while the year is young, so that you will reap the greatest benefit from your efforts. —S. M. S. in Hardware.

Scientist Discovers Fountain of Youth.

The new fountain of youth is mycolysine, and the discoverer thereof is one Dr. Doyen, familiar in Paris scientific circles as holding advanced ideas on the prolongation of human life. He set out to prevent, or at least to retard, as far as possible the aging of the body and to have the system keep up its activity during the period of old age. He found that the agents which caused decay were the continual self-poisoning of the organism due to food as well as to maladies.

His elixir of life is derived from ferments and possesses the remarkable property of causing the production of white globules of the blood, whereby the destructive power of the blood is increased. By this means the organism is more strongly fortified and its vitality is greater.

The microbes which seek to penetrate into our respiratory organs, the digestive tubes, and other parts of the body are destroyed by the leucocytes before they have an opportunity to cause an infection. One of the most practical effects which appear from its use is that of curing certain maladies within a short time, and Dr. Doyen states that all of the diseases of the respiratory organs, like colds, pneumonia, etc., may be prevented to some extent.

By defending the organism against numerous affections, and by curing the diseases which occur, we avoid the action of self-poisoning of the system, or, at any rate, we will lessen the number of cases. In this way we are able to cause a lengthening of our active existence, and by so doing we practically lengthen the period of life. Dr. Doyen is a disciple of Metchnikoff, and bases his system on Prof. Metchnikoff's ideas.

America Owns Largest Dams in the World.

Three of the largest dams in the world are in Uncle Sam's country. The Shoshone dam, with a height of 326 feet, and with the extremely short length of 175 feet, will store 456,000 acre feet of water; the Pathfinder dam, 215 feet high and 226 feet long, will store 1,025,000 acre feet; and the Roosevelt dam, 284 feet high and 1,080 feet long, will store 1,284,000 acre feet. The most notable structure comparable with these huge water works is the Assuam dam, which will be larger than any of them after the work of increasing its height has been completed. It will then impound 1,860,000 acre feet of water.

Losing No Opportunity.

"Now that we're to be under civil service," said the crossroads postmaster, "and I may have to take an examination some day, I'd better be picking up all the information I can."

Thereupon he proceeded to read all the postal cards.

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GRAND RAPIDS, MICH.

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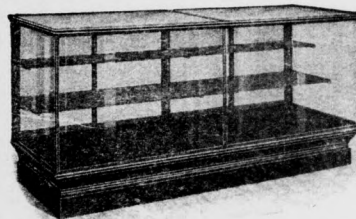
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PURE OIL

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.



Display Case
No. 600

Display — Display — Display

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

Send for our catalog A.

GRAND RAPIDS SHOW CASE CO.
GRAND RAPIDS, MICH.

Branch Factory Lukte Mfg. Co. Portland, Ore.
New York Office and Showroom, 750 Broadway
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Under our own management
The Largest Show Case Plant in the World

A HOME INVESTMENT

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

HAS REAL ADVANTAGES

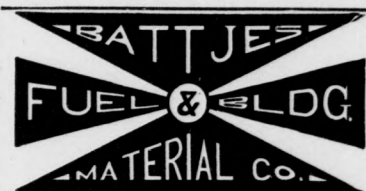
For this reason, among others, the stock of

THE CITIZENS TELEPHONE CO.

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

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

Dealers in surrounding towns will profit by dealing with

Wealthy Avenue Floral Co.

891 Wealthy Ave. Grand Rapids, Mich.

Grocers and General Store Merchants

Can increase their profits

10 to 25 Per Cent.

On Notions, Stationery and Staple Sundries

Large Variety Everyday Sellers

Send for our large catalogue—free

N. SHURE CO.

Wholesale

220-222 Madison St., Chicago

CORRECTIONS AND CHARITIES

Some Things the State Board Is Doing.*

I was asked to say something at this time about the service of the State Board of Corrections and Charities, and on the general topic of charity, which is the subject of universal consideration at this time.

I am not very fond of that word "charity." In fact, I don't like it at all in the connection in which it is often so familiarly used. It sounds to me in that connection too perfunctory and bloodless. Edward Markham said of the word "charity," used in that sense: "It belittles the man who receives it and increases the vanity of the man who gives it."

I am aware that there is a bigger, a broader meaning to that word than is usually given. I am reliably informed that somewhere in the Good Book—I think it is about the thirteenth chapter of Corinthians—this word "charity" is expounded in a different manner, and it does seem to mean there something more than a mere bestowing of goods upon the poor and helpless. In fact, somewhere along down in the chapter it is grouped with faith and hope and made the greatest of these, and in the new version, or the new theology, I am told, the meaning is described by another word, and that word is "love."

Then, again, it is said that in the same book, somewhere in Peter the First or Peter the Second, is stated a famous mathematical proposition, and that to faith should be added virtue, and to virtue knowledge, and to knowledge temperance, and to temperance patience, and to patience godliness, and to godliness brotherly kindness, and to brotherly kindness—the sum total of all—is to be added "charity." In other words, in the broader meaning of the word "charity" there seems to be something more thought of than the mere giving of alms; something that makes an impression on human lives and is deep graven in the minds and hearts of men; something that Charles Reade describes in his novel, "Never Too Late To Mend," that "makes men's hearts beat from their bosoms to their fingertips."

Perhaps when we shall come to consider seriously the real responsibility of society for the subjects of its care and bounty we shall come to appreciate its duties and its obligations, and when we do that with respect to the great institutions of our State, about which I shall speak, we will come to regard the word "charity" in the wider way and substitute for it a word that sounds a little nearer like "justice."

In describing the general scope and character of the service of the State Board of Corrections and Charities I can perhaps make myself more clearly understood by a brief reference to the institutions of the State with which this work is connected. The State is an organization by the peo-

ple themselves for the promotion of their own welfare. The primary purpose of that organization is to promote the individual welfare of every citizen of the State from birth to the end of life; and the greatest care and protection must necessarily be given to those who need it most and by those best able to confer it for the benefit of the State and of society.

Nevertheless, I presume there is nothing connected with our State organization so little understood and known by the people generally as the public institutions, State and local. And yet these institutions are the people's institutions, upon which they lavish, through coercive taxation, their bounty in royal munificence. These institutions are institutions of the people, by the people and for the people. Forth from the common life of every locality in the commonwealth comes that great procession—that weary, endless, pitiful procession—marching up to inhabit these public institutions of the State: the maimed, the halt and the blind; the wearied bodies, the disturbed and maddened brains; paupers, degenerates, criminals. Classify them as you will they may all be described under the one general class of God's unfortunates. Although they are citizens of the State, helpless and wretched, the objects and recipients of our care and bounty, at the same time they may to a very great extent be considered as victims—victims of poverty, of intemperance, of unfortunate lineage, of unfortunate environment.

While I shall find something to criticize, and while there is vast opportunity for improvement in our institutions and in methods employed therein, it is but just to say that, comparatively speaking, Michigan has reason to be proud of her State institutions. I doubt whether there is any state in the Union equal to our own State of Michigan in this respect.

These institutions may be divided into two classes: local and State.

The Local Institutions—A good many years ago, when some of us were boys and girls, we were moved by the vivid portrayal of one of Michigan's poets of a pathetic journey "Over the Hills to the Poor-House." In the advancement of society and the progress of civilization a generation of men and women have come and gone since that plain homely picture stirred the hearts and drained the tear ducts of the plain folk of Michigan. And yet to-day, in many a county of this commonwealth of ours, that same old poor-house stands over there beyond the hills, as isolated from society as a desert island, in an atmosphere of cheerless loneliness and of endless gloom and despair. Upon this house and the care of its wards the people bestow, as a rule, a sufficient amount of money and many men and women do the best they can to perform the tasks allotted to them. And yet it sometimes seems to us, as we go about to visit these institutions and make suggestions, that there is something more involved in the care of these distressed ones than simply bed and board; that they are entitled to something more than plain ill-

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The Syrup of Purity and Wholesomeness

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

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

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



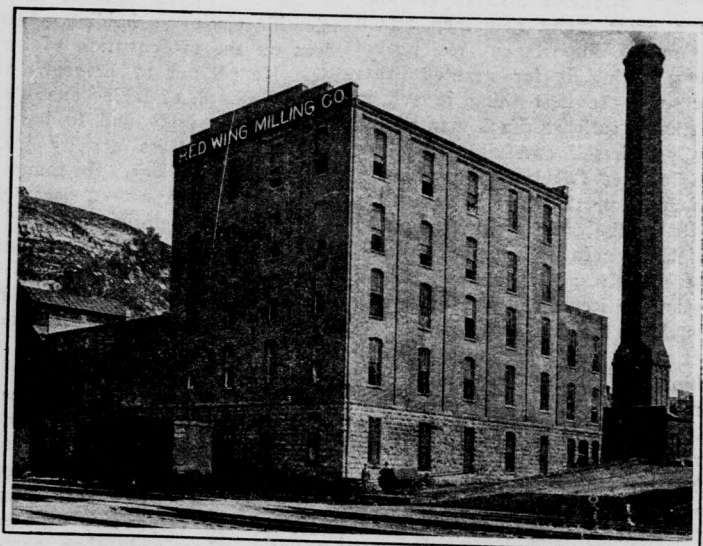
**CORN PRODUCTS
REFINING COMPANY**

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The Mill That Mills

BIXOTA FLOUR

In the Heart of the Spring Wheat Belt



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

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

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

Red Wing Milling Co.

Red Wing, Minn.

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

*Address of Geo. Clapperton at the opening of the Michigan State Conference of Corrections and Charities in Grand Rapids December 9, 1908.

cooked food for weakened stomachs and dirty straw ticks upon which to rest their weary bones. It sometimes seems to us that in this Christian land of ours something might be put into these remnants of feeble and weary lives that would bring a little of comfort and joy and companionship.

County Jails—These differ from the other local institutions in that they are not isolated, but are located in our towns, in our midst, splendid structures of brick and mortar and iron ingeniously guarding against escape. For these the people have also given lavishly. And yet right in our own towns, within sight of the smoke of our firesides and the spires of our churches, these institutions stand, many of them, schools of moral degradation and factories of crime. I might say, in passing, that the inhabitants and the cost of these local institutions in all the counties of the State perhaps equal or exceed those of our State institutions.

Our State Institutions—Our State institutions may be divided generally into three classes: The penal, namely, the State Prison at Jackson, the Upper Peninsula Prison, the Prison of Ionia and the Detroit House of Correction. Last year 1,689 people inhabited those institutions. Now, even in respect to that class of institutions, I am inclined to believe that Michigan is, comparatively speaking, in advance of other states in the character of its structures and the means and methods provided for the care of their inmates. But, after all has been said, they are still in some respects a reproach to our civilization, a travesty upon justice and a reflection upon our boasted christianity.

Another class are the asylums, with all that the name implies: The Michigan Asylum for the Insane at Kalamazoo, the Northern Michigan Asylum at Traverse City, the Eastern Michigan Asylum at Pontiac, the Upper Peninsula Hospital for the Insane at Newberry, the State Asylum at Ionia and the Psychopathic Hospital down at Ann Arbor, where we have been trying for the past two or three years to make a beginning in the employment of the best scientific means the world affords to cure and prevent. These institutions house 6,800 people. It requires 1,250 men and women to care for them; splendid institutions of their kind, with the most advanced methods of care and treatment known in the world to-day, and their inmates are given as good care as possible under existing circumstances, although there is still room for improvement.

Then we come to another class, the preventive institutions, in which Michigan, I am happy to say, leads the world. There is the State School at Coldwater, the banner institution of its kind, the first in the world, in which the State assumes parental functions over those children of our commonwealth who have been denied the privilege of proper parental care at home; an institution where the helpless dependent little wards of the State are given temporary care and placed among the homes of the people, subject to the uniform care and

watchfulness of the State until they attain manhood and womanhood.

The Industrial School for Boys at Lansing, and the Industrial Home for Girls at Adrian. I wish every man and woman here could visit those two institutions and appreciate what they are doing for these wards of the State.

The School for the Blind at Lansing and the School for the Deaf at Flint, the results of which have been marvelous. These preventive institutions had last year 1,689 inmates, exactly the number in our State prisons.

Each of these institutions of the State is controlled and managed by a Board of Trustees appointed by the Governor. The members of these Boards perform their services voluntarily and gratuitously. It should be said that they are reimbursed for their actual expenses when the condition of the State treasury will permit. Each Board has its attention and interest concentrated on its own institution. To illustrate the character of these Boards which perform splendid service for humanity and the State I may refer in our own city to such men as Amos Musselman, on the Board of the Michigan Reformatory at Ionia; Charles E. Belknap, on the Michigan Asylum Board; E. H. Foote, of the Soldiers' Home Board. You see the kind of men who constitute the Boards of these institutions that care for the helpless wards of the people. That is the reason why they are the best managed institutions of their kind in the United States to-day. That is the reason why, although the Boards may perhaps be inclined toward liberality for their several institutions, they rarely, if ever, approach extravagance, and in connection with them graft is absolutely unknown. There the people's money is judiciously expended in the care of inmates, in the maintenance of establishments and in the general work connected with them. I wish I had time to speak of the character of the men and women employed in the care of these thousands of the wards of our State; men and women who in large part enter that service in youth and remain devoted and consecrated to the service of humanity until their heads are gray. They are entitled to the commendation of the people of the State to a greater extent I fear than they receive.

Now, over all, connected with all, and in touch with all these institutions and the work they are doing is the State Board of Corrections and Charities. That is the people's Board. That Board represents the people of Michigan in the oversight of these State and local institutions and the consideration of the problems connected with them. Its members are appointed to do and try within their limitations to do what the people can not do in their State and local institutions. They have under the law no administrative power or direct authority over any of these State and local institutions, and it is perhaps well that they have not; but they are clothed with full power and authority of visitation and inspection, and it is their duty to visit and in-

spect them, and to make reports and recommendations concerning them, their work and the methods employed in the care of their inmates; to supervise in a general way the conduct of these institutions, the establishment and maintenance of buildings, the expenditure of money and the work that is being done. The people have \$8,800,000 invested in these State institutions, and it costs \$1,700,000 every year to run them, to say nothing of the enormous cost of the local institutions. But it is within the province and purpose and effort of this Board not only to inspect these institutions, make recommendations and see that the money appropriated for them is judiciously expended, but also to investigate and deal with the causes of their population. The task of establishing and maintaining these institutions is an enormous one, but is suggestive of another infinitely greater, namely, to diminish or eradicate the causes of dependency, delinquency and crime among the people. These things are the prolific causes of the existence of our State and local institutions, but they are also consequences. They are essentially results of causes that can be diminished or removed. The familiar causes of dependency are gradually being eliminated. Delinquency and crime are simply results of causes we are beginning to understand. They are the overt acts which first come within the cognizance of the law. With their commission the law steps in and takes action with respect to the offenders. But the law fails to recognize and take into account the causes of crime which lie in the life and social conditions in which criminality is developed. Delinquency and crime are the effects of disease, of physical disease, of the disease of moral depravity among the people. The great problems of humanity lie in the prevention and the cure of these diseases among the people, which are filling their asylums, reformatories and prisons. The people out of their bounty and abundance can care for the unfortunate classes through these public institutions. But these great social and moral problems must also be solved by and through the people. The Board of Corrections and Charities fully appreciates the work imposed upon it of exercising supervision over our State and local institutions, but feels that its purpose and work are not or should not be thus confined or circumscribed. Its members are still more deeply concerned over the prevention of the causes of the population of these institutions. They have come to realize most keenly the nature of the causes of dependency, delinquency and crime, and that these causes can be diminished and removed, and they are eager to expand the scope and efficiency of their purpose and work among the people. Moreover, they fully realize that the source of their strength and influence and power lies in the people of the various communities of the State whom they represent, and that the character and effectiveness of their work must depend very largely not upon their own individual efforts



Why Don't You?

Be Consistent.

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

FOOLISH! SILLY! OH, YES!

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

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

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

THE AMERICAN CASE AND REGISTER CO.

Alliance, Ohio

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

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

Cut off at this line.

Send more particulars about the American Account Register and System.

Name

Town

State

alone but upon the interest and activity of the people at large. We know that this Board has done much in the past in carrying out its purpose, and that its members are faithfully trying to perform the responsible duties committed to them. They realize, however, that increased efficiency and larger service not only in the present care of the unfortunate but in diminishing and removing the causes of dependency, delinquency and crime lie in increasing the sentiment of the people upon these subjects. The success of our work depends largely upon the interest, co-operation and support of the people we represent. The most important thing to-day in connection with the maintenance of these great burdens and the solution of these mighty problems is to increase the knowledge and activity of the people concerning them. The question that most concerns the members of this Board is how to arouse and interest public sentiment in these institutions and in this broader service, and obtain the moral support and co-operation of the public.

It is gratifying indeed to observe the increasing knowledge and interest on the part of the people in many communities of the State in these matters. The members of this Board earnestly desire to extend that knowledge and interest among the people, so that we may have their active and hearty co-operation in every community and in the State at large, not only in the work connected with the maintenance of State and local institutions as prescribed by statute, but in working out the larger problems connected with the prevention and removal of the causes of their population. The interest, activity and co-operation of the people are absolutely essential to the efficient prosecution of the work and the fulfillment of the purposes of the Board of Corrections and Charities. The people of the various communities of the State, aroused to active interest and a due sense of their obligations to society, may fortify and co-operate most effectively through individual effort, through the home, the church, the school and local organization with this representative Board along the lines we have suggested. The Board in connection with this work maintains a central office, where are collected and always accessible literature, statistics and varied knowledge which may be of great benefit and assistance in organized work of every kind in connection with Corrections and Charities.

In closing this rambling address I can hardly refrain from referring to my distinguished predecessor upon this Board, Bishop Gillespie, who, revered and honored and beloved by all, still lingers in our midst. He was appointed upon this Board in 1877 by Governor Croswell, and for thirty years he served upon it until he resigned in 1907. During these long years of service he bore upon his great heart the woes and sorrows of the helpless among our people. Bishop Gillespie at one time, in making a public address, referred to the

members of this Board, with whom he had been associated for many years, among whom were many men prominent in public life and the affairs of Michigan from Governor Croswell's time, as men whose companionship was among the sweetest memories of his life. "Their records," he said, "are on our books, their portraits look down upon us as we gather in our office. They honored all men. They saw the brother in the man whose crimes had banished him from his fellows, whom his sin or his sorrow had reduced to beggary, behind prison bars or in the poor-house wards. They would save the child, childhood all the dearer because its image was becoming defaced. They saw the duty of the State to care for and educate those who had not the even chance with the children in her schools, to find the home where its watch and ward had been lost. They would charge society with the care and, if it might be, the recovery where the mind had fallen from the pivot. And freely they gave their time and thought to the task. Of them, as of all the members of this Board, it may be said: Men of affairs—lawyers, physicians, business men, clergymen—have taken liberally from their callings to meet the responsibility the State imposed upon them."

Suggestions To Merchants Who Sell Dinnerware at a Profit.

Written for the Tradesman.

The object of selling dishes is the same as in the selling of all other kinds of merchandise. Some merchants are successful, while others fail, and I wish if possible to suggest some of the causes:

There must continue to be a demand for dishes as they are used every day by every man, woman and child in the civilized world.

In order to supply this demand the local merchant must carry a sufficient variety and the quality desired by his customers. This feature is often overlooked and the crockery department is sometimes neglected and not kept clean and well arranged, as it must be in order to sell goods to the best advantage. Every lady is interested at once in the attractive appearance of her dining table and china closet. If the local merchant fails to provide the quality and variety she feels are needed, she is sure to go to the larger cities, where she usually finds the style required to suit her taste.

First, I would say, Handle open stock patterns; that is, those patterns which may be sold as separate pieces, so that the customer may select such as meet her requirements. She is sure to come again for more, as dishes will break occasionally—and what is more annoying than to have her set spoiled in this way? while with open stock she can replace any item broken or make additional purchases at any time. These patterns can be obtained from the importer with an arrangement for the merchant to have the exclusive sale in a locality which ensures his reaping the benefits derived from his efforts in "placing" them prominently before his customers.

Quality should always be the watchword, as continued success must be based on the goods being as represented, and if the quality is satisfactory the customer will return to you, while, if unsatisfactory, no matter what price is paid, the customer looks elsewhere. Decorated patterns are usually preferred and some of the new English porcelains are the finest ever produced. Also they are recognized at once for quality. The merchant should be careful that his purchases are made from a thoroughly reliable jobber or importer who carries a sufficient stock to meet his wants, without keeping customers waiting for months for goods which should be furnished in a few days.

Have some one either in charge of the stock or in the department who can explain the quality of the wares to the prospective buyer and who knows when stock is running low. Keep properly priced lists with the patterns, so it will be easy to find the price of any of the pieces.

W. N. Burgess.

Up To Him.

"Do you think you can manage with my salary of \$12 a week, darling?" he asked, after she had said yes.

"I'll try, Jack," replied she. "But what will you do?"

A good day's work is the best prayer for rest.

Growing is in inverse proportion to glowing.

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.

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Runabouts - \$80 to \$350
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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.

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GRAND RAPIDS, MICH.

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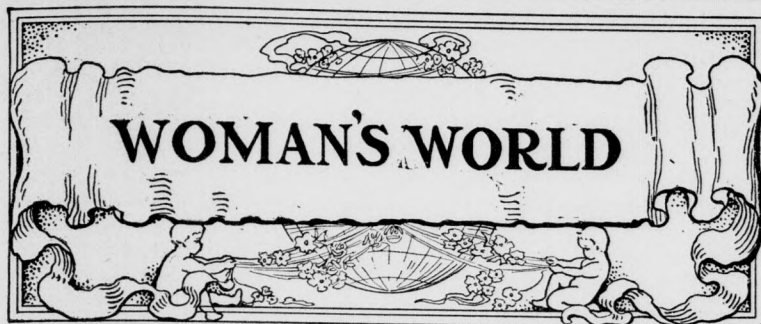
The Salt
That's All Salt



Judson Grocer Co.

Distributors

Grand Rapids, Mich.



Common Sense Makes Happy Marriages.

Shattered ideals, broken idols, are always painful to their disappointed and discouraged worshippers; most painful of all when the experience comes after marriage, when the glow and the glory of love which was not love fade away and a broken hearted man or woman, maybe both man and woman, stand face to face with the ghastly fact that they have thrown away the most precious thing on earth, the treasure of their hearts—that henceforth their lives are practically ruined.

"For love, sometimes, is a thorny plant.

It breaks and we bleed and smart;
Its blossom fades at its fairest
And the thorn runs into the heart."

Such things are, too often, alas! If all people could but marry for genuine, permanent love, love of the kind which counts it joy to endure hardship for the sake of the beloved, the "marriage question" would be practically at an end and divorce courts might go out of business. The history of all married couples would be that which is embodied in the stereotyped ending of old fashioned fairy tales: "They were married and lived happily together forever afterwards."

But genuine, permanent love which, like the star Aldebaran, the fixed star, changes not, is a rare commodity, and there is not enough of it to go around. There is no truer proverb, no sharper blade in all the armory of old saws, than that of "Marry in haste and repent at leisure." True, it does not invariably hold good; people have rushed into matrimony upon impulse and found themselves none the worse for it, even as other people have fallen from precipices and escaped with unbroken bones; but the exceptions are so rare that they

may be fairly said to prove the rule.

It is an oft mooted question whether the man or the woman who has wrecked life and happiness by an ill advised marriage is most to be commiserated—which suffers more; and the question must always be an open one, to be measured only by individual capacity for suffering. There are both men and women who, as the saying is, never mind anything; while others are painfully, acutely sensitive; temperament in this, as all else, has much to do with the matter.

If Nature has made the woman more dependent upon her husband than he upon her, still life is largely made up of compensations, and an offset to this is the fact that women are more easily won than men, that they give love for love more readily. The average woman learns in time to cling to and be fond of any husband who is kind to her, while community of interest forms on both sides a bond not easily to be broken.

Even if there be no passionate love to begin with, people who have even a modicum of common sense soon learn that in order to walk together they must be agreed and assimilate their taste and habits to those of each other.

Sensible people soon understand that quarreling in such a partnership is sheer folly, and, finding that the bed they have made for themselves is a hard one, toss upon it as little as is possible. Among the "Forty-Niners" of California many sins were forgiven a man, but there were some offenses not to be condoned, and chief among these was that of "squealing" at misfortunes of one's own making. Life is for all of us pretty much what we ourselves make it. If we are without power to choose the materials, or, having that power, choose amiss, we

can at least make the best of what we have and must hold.

There are few things so bad that they might not be worse, and, although it may be cold comfort to know that other people have frozen to death the knowledge ought at least to prevent one from tearing the roof from an already cheerless shanty to let in the driving wind and snow. It may be bitterly hard for the hungry heart, expecting a feast, to sit down patiently to a dry crust; yet even this may be preferable to actual starvation. The doing one's duty as well as one can will always bring its reward; not happiness, perhaps, but blessedness, which is even more.

Dorothy Dix.

Lightning Flash Analyzed by Dane.

Invisible lightning is a new and mysterious phase of electrical research. Alex Larsen is a young Dane who has been conducting the research at the Smithsonian institution, and has analyzed the peculiar flickering of most lightning flashes, which the ancients attributed to some supernatural origin, and several successful exposures upon photographic plates clearly show that nearly all flashes are composed of several discharges following one another at certain intervals in the path made by the first discharge.

It is definitely determined, therefore, that a flash of lightning is not one single vibration, as generally supposed, but is made up of numerous small flashes, or rushes. How rapidly these rushes must follow each other may be conceived from the fact that the flash may be composed of as many as forty rushes and the duration of the whole a fraction less than half a second. The perpendicular flash shows a broad sheet on the negative, and on the prints from that the distinctive rushes can be counted.

According to calculations by Mr. Larsen the rushes vary in duration from three-one hundredths of a second to two-one thousandths of a second. The most remarkable result of the experiments is the discovery of a black rush in the lightning flash; that is, a rush not discernible to the eye, proving that, paradoxical as it may seem, there is invisible lightning.

To substantiate this, Mr. Larsen points to his photographs, which show the dark rush running parallel

and on both sides of the first bright rush, the boundary line on the inner side being more definitely marked. From this black discharge issue several side branches on both sides, a large one spreading out over the other rushes quite prominently.

After many hypotheses were offered, but one way remained to account for the phenomenon—namely; that the flash must have given out light of a wave length much shorter than the wave lengths of visible light, and with a power sufficient to render the portion of the plate struck by it nonsensitive to ordinary light. Such a flash would appear black on a partially illuminated background or be invisible.

VOIGT'S CRESCENT

"Grand Rapids Knows How"

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

How about it?

Voigt Milling Co.
Grand Rapids, Mich.

VOIGT'S CRESCENT



Why is Baker's Package Cocconut Better for a Retailer Than Bulk?

Because, combined with quality, you get clean, sanitary cartons.
No overweight to steal profits.

Labor Saver No Waste Better Margins

PREMIUM—BRAZIL—TABLE TALK

Send for samples and circulars.

THE FRANKLIN BAKER CO.

Delaware and Fairmount Aves.
PHILADELPHIA, PA.

WHIP TALK

By One Who Knows What He Is Saying.

If I were to tell all that can be imparted about the line of goods I have either made or sold for the past thirty-four years—namely, whips—I would tire the reader out. As it is, I shall not give out all the information I have at hand, but describe a few of the whips I have seen and relate a reminiscence or two.

One special-order whip going through the factory where I was employed in my youth cost \$100 when finished and was an "Eye Opener" to me. I had mastered my part of the trade—that of stocking—and this share of the work on this expensive whip fell to me. This would seem quite a sum of money to put into one whip, and so it was, but a little later another fine whip, which had been disabled, was brought in for repairs, and the cost of putting it into proper shape footed up to the entire price of the other whip I mentioned.

But, talk about expense, one millionaire of New York City paid \$1,000 for one whip! Gold head and mounts on that whip, no doubt.

Hand carved ivory handles were occasionally used in those days that stood one in for \$30.

So called whalebone is now very expensive, and it is not real bone, either. It all comes from the whale's mouth, however. A piece seven feet long, eight inches across at the larger end and half an inch thick, tapering to five inches at the smaller end, is a typical size and shape. One edge is like a brush or broom. Such a piece might weigh four pounds and would be worth in the neighborhood of \$80. How many such pieces there are in the mouth of the average whale I could not say.

One time I bought such a piece from a sailor down in the Buckeye State, paying him in whips the price he set—\$5 per pound. It weighed three pounds. He imagined I would have it manufactured into whips. Not much—it was too fine for that. One flat side was polished as smooth as a mirror, with etchings done with a steel point by some artist. The mid-dy said they were executed by the ship's doctor, who would be the only person left on board the vessel, all the rest of those on the cruise going out in the small boat when a whale was sighted. When whales are not killed with a harpoon thrown by hand a gun fitted with a harpoon is employed. On the piece of bone I am telling about there were an old-fashioned well, with the "old oaken bucket," the well-sweep and all. The bucket stood on the curb and a man was quenching some kind of a thirst at its brimming edge. Then there were men in boats harpooning a whale, other whales spouting, etc. It is all of twenty-five years ago that I purchased this unique piece, and it has been kept as a curio ever since by the whip factory for which I worked at the time, that of L. H. Beals & Co., who thought so highly of it that they declared they would not take \$50 for it. It could not be made into whips, I

knew, on account of its shape, it not yet having been cut, and I told the sailor-harnessmaker as much when I left him. Once before he had traded it for whips, this transaction being with the wagonman who was my competitor, he carrying whips for a factory doing business at Wooster in Ohio. When my rival sent it in to his house he supposed they would manufacture it into whips, he being a salesman and not initiated into all the mysteries of practical work. So the whalebone came back into the possession of the harnessmaker. But when I got it of him I thought to myself, "You might's well kiss it goodbye, forever, Mr. Man, for you'll sure never gaze on it again!" He had had it forty years, so that it has now attained the age of over three score years. He hated badly to part with the relic, but was hard up. The man was a harnessmaker, as I say, and I took the bone in exchange for whips, giving him a good bargain. I felt perfectly safe in taking the man's treasure, for if the Beals people had not wanted it I would have paid them what the whips came to and kept it myself. Indeed, I afterwards tried to buy it of them, but couldn't get it "for love or money," as the phrase goes. But they were willing to lend it to me, and I had it on exhibition for some time in my store on "Pearl Street by the Bridge," where many whaling sailors—the cruise was always three years—would drop in and talk about it and their thrilling experiences. I had it up at the Fair Ground while it was in my possession, and both there and in my store it attracted a great deal of attention and was the subject of much curiosity and comment.

In preparing whalebone for use in whips it is cut into strips as big as it will cut square before the whip manufacturer gets it. It is never adequately thick to round out large enough for the handle of the whip. Sometimes the whalebone is left bare in the center of the whip, and this is called a bare bone. With a handle stocked it may be fifteen inches to where the bone is sufficiently large for the whip. Then a space of fifteen or eighteen inches is left without a cover. But the top must be covered or a piece of whalebone might snap off when the driver cracked his whip. The space of bone so left exposed is square and the sides are polished. Often an expert whipmaker toils a whole day, or even two days, on that fifteen or eighteen inches of bare bone. And when it is stated that he works by the day at \$5 per it is seen where lies some of the value of a first-class whip. By holding the whalebone in the hands over a gas jet the bone gets soft and can then be twisted. The maker does not burn it as his hands are against it all the time while it is so heated and he knows just how high a temperature it will stand. Between the spaces twisted later he carves knots in the corners of the square bone and drills holes and inserts ivory points for ornament.

We used to make stage stocks four feet long. One foot or more of bare

bone was left, and a loop at the top of the stock was put on the end for the lash. Jobbers paid \$72 per dozen in six dozen lots. These went to California, where stagedriving was in its glory. That was nearly forty years ago. The buckskin lash—sixteen feet long—cost enough more, so that the old stagedriver from Grand Rapids to Kazoo paid at least \$15 for his whip—that is, if he got a good one. The stagedrivers' day has about passed. There is not much call now for the whips they used to handle.

A few English sticks called crops are called for in the cities—mostly Malacca sticks with a buckhorn hook on the handle and leather loop on the end. English holly sticks come from London. No two are precisely alike, as they all grow differently. Knotted sticks with best buckskin lash, fine six-plait, retail at \$10 to \$15 apiece. Observe the whip in a magnificent private turnout in any city of size and your eye will usually be greeted with one of these. There are quite a number of such in Grand Rapids. New York City holds thousands of them.

The Red Devil has cut in on the sale of elegant whips and harness. Naturally if a man puts his cash and care on the auto he either sells or neglects his equipage. On the other hand the farmer buys a better whip since the advent of the gee whiz wagon, for if his span of colts, or even the frisky old horses, meet an auto car on the road it stands to his interest to have a good stout whip in hand. A sharp touch with lash and if the machine keeps coming—as I prefer to have it—it is soon passed and the danger is over. A cheap whip in an emergency like this might mean an accident.

The solid leather "black snake" whip is a cruel-looking thing, but has its use. One time in Cassopolis I had on exhibition in a store one of these instruments of torture. A "colored gentleman" asked me if he might examine it. I answered: "Sure. Do what you have a mind to, you could not hurt it." I conjectured that he was a teamster; if not, in cracking it, he would get it around his own neck, for that is the mean trick of the "black snake." Well, the grin that spread from ear to ear on that swart countenance was certainly worth the price of admission as he said, "Ah used ter drive meules daown 'n Ole Virginy." I did not doubt it when he had finished showing off with that "black snake." It would crack like a pistol up in the air over his head, or in front of him, or at his back—indeed, I am not sure but he played a tune with it!

A drover or cowboy whip is of solid leather twelve feet long and has a wood handle one foot long with swivel. I had a few in the wagon to sell—came with samples. Near Chardon, Geauga county, Ohio, a certain young man kept a general store. He was a bright fellow, I tell you—all business from head to foot. He would come out to the wagon and buy whips. The first thing he saw that drover whip and reached for it. I cautioned him about it, for he

looked so young—seemingly only about 20—and that kind of whip is twice as bad as a "black snake" to come at you. He quickly stepped back from the wagon and that heavy braided leather whip twelve feet long swung around his head and then the point came straight toward me like a bullet. Why, the crack of it alone was enough to make a steer have a fit! "Where," said I, "did you learn the knack of that?" "Oh," he replied, "I used to herd cattle way down in Texas." I could easily take his word for it. He bought the whip to play with, and I was a dollar ahead.

In the spring, in nice weather, one gets drowsy driving along familiar roads and his head begins to nod. One time I had fallen fast asleep. Surely I heard children's voices and their happy laughter. But where? I did not know until a little girl called out, "Wake up, Grandpa, you are most there!" Then I opened my eyes to behold a wagonload of gay young boys and girls. They had given me all the road! But that was ten years or more ago—and Grandpa has not reached the "end of his road" yet.

Thirty years ago I did not like to be called "Dad." Now it sounds all right.

Like Dickens' Dr. Marigold, I am

"On the road,
Off the road,
In all sorts of places,
North and south,
West and east,
Winds liked best
And winds liked least,
Here and there
And gone astray
Over the hills
And far away."

Graham Roys.

A Bull Market.

A little Cadillac girl had for a long time wanted a Boston bull-terrier. One day, during her convalescence from an attack of pneumonia, the youngster broached the subject to her mother, begging that she induce the father to procure such a dog.

Her mother's response was to the effect that as Daddy did not like dogs the chances were that he would be unwilling to buy one. Then, perceiving the expression of disappointment that came to the face of the little invalid, the mother's heart melted, and she said:

"Wait until you get well, dear; then we will see."

"Oh no," answered the child. "The sicker I am, the more likely he will be to buy it for me."

Natural Deduction.

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

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

"Why the milkman?" asked her little brother.

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

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



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The demand for Cushion Shoes of the Yerma type is rapidly growing.

Every community has **some** people who need, or think they need, shoes with cushion soles to meet their ideas of genuine foot comfort.

There is good business available in every city—**Your city**—Why not secure it?

The **Yerma** line places in your hands the opportunity of getting the cushion shoe trade in your town.

One of the strong features is that the cushion sole is sewed in with the upper, holding it securely in place.

The **Yerma** line is well made, like all shoes of **Mayer** quality and will satisfy the most exacting trade on every point of style, fit and wear.

Let us send you a sample shipment and be the man in your town to supply the growing demand for cushion shoes. Write today for a sample shipment. A salesman will call if you wish.

SEND FOR THE "YERMA" CUSHION BOOKLET SHOWING STYLES

F. MAYER BOOT & SHOE CO.

MILWAUKEE, U. S. A.

LARGEST MANUFACTURERS OF FULL VAMP SHOES IN THE WORLD

The Episode of the Lost Shoe Shipments.

S. P. Carton, the commercial traveler, hustled into the little hotel at the Junction and registered.

He had been stopping at the little hotel for a good many years, for he makes the same route twice a year, and sometimes four times, if you count going and coming, for the reason that his next town is always Morrow, on the out trip, and Reddon coming back, and both of these towns are just far enough from the Junction so that it brings a man into the town too late to do any business. Carton says he'd rather wait over at a snug little hotel like the one at the Junction and get a good night's sleep than to get in late. So it has become a fixture as a mail town with S. P. and he had no sooner greeted his old friend, the landlord, and been assigned the best room in the little hotel than a bunch of letters was handed to him.

As he ate his supper he read them one by one. There were several from the firm, but this one from the Secretary was the only one which caused him a great amount of thought:

"My dear Carton—Here's something new for you. I wish, while you are in that vicinity you would see if you can not do something to stop an awful nuisance. Shipment after shipment of ours over the R. Y. & E. W. R. R. has been tampered with and the railroad detectives can not seem to run it down. We have lost over 1,000 pairs of shoes in the last few months, and, while we are pretty likely to get our money back from the railroad company, it takes endless time and trouble and you can see how it is inconveniencing us and our customers and hurting trade. The railroad people say that the losses lately have been mainly shoes and it looks to me as though there was a gang with a good outlet for footwear which keeps itself posted through some railroad clerk as to big shipments, as those are the only ones tampered with. Possibly we have some informer here, as Blane Brothers have also been heavy losers. I was talking with Mr. Blane to-day and he has assigned Frank Cohen, who will be at Junction about the time you reach there to co-operate with you. We have both made big dummy shipments for Garrett & Barron at Reddon, forty cases, all told, and they went from here in P. R. R. box car 19,678. Of course, they do not fill the car, but it is likely the car will be allowed to go through to Reddon with the shipment. We have tried to time it so that it will reach Junction at about the time you both do. Handle the case just as you like. The R. R. detective who is on the job is named Ramer and he lives at Junction. We have told no one about the shipment and only Blane and I know that it is dummy as it goes from the factories billed regular. Good luck.

"B. B. Beebe, Secretary."

"Well, what do you think of it?" queried S. P. of himself, and he repeated the question several times over as he finished his supper. "A

Sherlock Holmes at last. Two of those—Frankie Cohen and me."

As he rose from his meal he looked across the dining room for the first time and there was Cohen himself, puzzling over a letter. The two sleuths were not long in getting together.

"Shall we look up this detective and work with him?" suggested Cohen.

"We'll look him up, but not to work with him," replied Carton. "If he can not do anything alone it is doubtful if he could help us much."

"Shall we tell him what we are trying to do?"

"Suppose we try him the other way first?"

"All right."

As the two men wandered out of the hotel in the early evening, it was summer time, anyway it was at Reddon Junction, they chanced to glance across toward the railroad, and drawing slowly along was a string of box cars being made up into a train by the little dummy engine.

"Isn't that our car?" queried Cohen, excitedly.

Both men looked sharply, and, sure enough, P. R. R., box 19,678, was rolling by slowly.

The sidewalk passed close by a switch tender and the two men stopped beside him and entered into conversation. "When do these cars go out?" asked Cohen, as he smoked, asking the question as though it were merely the idle query of a traveler killing time at a little town.

"On No. 80 at midnight to-night, everything but the empty coal cars. Everything else is either for Reddon or beyond," answered the lonely switchman promptly.

"I don't suppose the train carries passengers?"

"No, sir. Not regular. Except some as hangs to the bumpers," he added with a grin.

"Well, we are getting too old to travel that way," laughed Carton and they passed on. "Now for Detective Ramer," he said and making several queries they were guided to his house. "Let me run it," said Carton.

"All right. I'll take my cue from you."

Yes, Mr. Ramer was at home. Had just got in, the woman said who answered the door, and she looked the well dressed strangers over sharply. The detective was a shifty eyed little man, wiry and not over careful in his dress. "My name is Ramer," he said.

"Glad to meet you," said Carton. "My name is Goodman. This is my friend, Mr. Smitz. We wondered if you would have a little time to devote to extra work which you could do at odd times and which would pay you pretty well.

"Is it in my line?"

"Well, I don't know what your line is. I had several names of men here that were picked up out of some directory or other and you happen to be first on the list."

"Well, I'm a ———, but what's the work?"

"Well, it doesn't make much differ-



The Best Shoe For Boys

Is our Oregon Calf Star Shoe for the very good reason that it is built strongly enough to stand the use and abuse we know it is going to get on the feet of the average young American.



Star Shoes are made in Boys', Youths' and Little Gents' sizes, seamless and solid out of the best there is in good leather.

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U. S. A.
TRADE MARK

ence what you are doing. This'll pay you better. Are we alone?"

The detective got up and closed the door. "Nobody can hear now," he said.

"Now, anything we tell you must be considered entirely confidential, whether you take it up or not."

"Certain. I'll agree to that."

"Now, here's the plan: It is not dishonest, nor it isn't anything against the law, but it means good money for everybody that can keep still. Mr. Smitz, here, and I are in the agricultural implement business. We make saw tooth harrows and other things, but it is the harrow we have to consider. Now, a fellow has made an improvement on this harrow of ours that's a wonderful thing. He's worked for years on it, and when he gets it patented he will have us at his mercy, for if he gives it to any harrowmaker, the rest of us might as well go out of business. Now then. He hates Smitz and me and wouldn't give us a show to buy it, anyway, do you see?"

"Yes."

"But, by a little sharp practice we have got hold of a set of his plans with which he has just filed a caveat at Washington. The new harrow tooth is so simple that it is a wonder no one has thought of it before. Now, what we want to do is to make that new tooth common property; that is, so that his patent will be invalid and anybody can use it. Do you see?"

"Not precisely. Where do I come in? I don't understand."

"This way: We want you to pretend to have hit on the same scheme, and without making any attempt at patenting it, which would be too late, we want a man to have a few of these made up. We'll do this for you, and you go around among the farmers and show the new teeth and sell them cheap all over the section and long before this man gets his patent the thing will be common property and we can prove by dozens of men who have used them that the patent is worthless."

"But where do I come in?"

"Simply this: We will pay all of your expenses, whatever you sell the teeth for will be clear gain and when you furnish us the names of twenty farmers who have investigated the thing thoroughly, on your invention, supposedly, we will give you \$1,000. Of course, we mustn't figure in it any way. What do you think of it?"

"It looks good to me, but it would have to be kept dark."

"Of course. We will go into it farther with you and we won't look any more for a man to do the work for us. You'll do."

"All right. That thousand is as good as mine."

"Yes. It's easy money, and it will help us out a good deal. Now, we have an engagement for this evening. The pastor of your church, who is an old friend of mine, has asked us to come around and look over some of his books, but if you could come around to the hotel about midnight

or a little after, we could put you wise to all of the details."

"Well, I hardly think that I could come to-night. I have some work to do."

"Oh, all right. To-morrow will do as well. We will stay over." And the two men made their salutations and departed. "Well, where in the name of the glorious did you dig up that line of con talk and what good did it do?" remarked Cohen, as the pair wandered down the street.

"It satisfied me. I talked about the first thing that occurred to me that looked a little crooked and besides I wanted to meet the man at midnight and I found that he could not meet me, also that the freight train we have business with leaves at midnight. I am merely deducing. Now for the great plot."

About twenty minutes before midnight two figures stole from the rear door of the hotel. They looked tough, but they were S. P. and his side partner. Slouch traveling caps were pulled down over their eyes. Their coat collars were turned up and they slunk along, keeping in the shadows, toward the railroad. It was not hard to find the train made up and ready to go and, keeping on the side away from the station and all light, they slunk down the side of the train until the tiny flash light which Carton carried showed them box car No. 19,678. The seals on that side were intact. Cohen crawled under the car and examined the other side. Those seals, too, were unbroken. Rejoining his partner the two men, working with their knives, cut the lead seal cleverly from the side, released the door, and then replaced the seal with intricate lacing so that, in darkness, it might be supposed to be sealing the car, then showing the door back cautiously the two men crawled into the dark car. The door they shoved to, hoping that the hasp, which Carton propped up with a tack, might place itself in something of a natural position. As it happened, however, all of these precautions were unnecessary, as it was the other side which—but that is getting previous to the tale.

A glimmer from Carton's pocket flash showed the shoe cases piled up in neat tiers in both ends of the car. By this time the train had begun to back and fill and covered by the noise the two men quickly rearranged some of the larger cases into a sort of barricade in one end, behind which they placed cases to form comfortable seats and waited.

Just before the train started on its regular trip they heard the conductor making his rounds examining seals. By great luck he paused but a moment by their car, evidently seeing nothing wrong, and shortly the train rumbled away into the night. Mile after mile it went. Occasionally there was a slow up or a stop, evidently for signal, once the train waited for ten minutes, quiet on a siding until a fast train swirled by, and then it was the steady rumble again. One o'clock came. Then 1:30 and 2. It was hard to keep awake. The night was comfortable, the clean

pine shoe cases loaned themselves easily for use as couches and, in spite of themselves, both men had dropped asleep when the train stopped at a water tank at 2:30. They did not waken when the door was cautiously opened and four men sprang quickly into the car. It must have been the closing of the door which woke Carton, and, very gently he aroused Cohen into life. In a moment the train was under way again and almost instantly a glimmer of a guarded light appeared in the middle of the car. It showed four men with masks on, one of whom was saying: "As soon as she gets to running at speed we'll get all we can of that stuff by the door, and when she strikes the grade at the fill we'll slide it off down the side of the fill into the weeds. Last time we strung it along for half a mile and Casey says it's too d—much trouble to hunt it up in the night."

"Well, Casey only furnishes his team. He ought to take a little—"

"Shut up. Now get to work."

The men sprang up and gazed suddenly at two forms which leaned over the top of a barricade of cases, each with a wicked looking little magazine pistol, about the size of a prayer book, pointed ominously. It was Carton who spoke, and he enjoyed it so much that he drawled a little. "These guns," he said, "shoot nine times in seven seconds. That's eighteen shots between us. I might miss you, but I know my partner wouldn't. Now sit down on those cases, pull your masks off and then keep your arms above

your heads. That's right, isn't it, partner?"

"It is," said Cohen.

The men cursed softly, but did as they were told, all but one, who, while he put his arms up obediently, did not unmask.

"Might just as well take it off, Ramer," remarked Carton with a bored expression. And then the man understood and he cursed quite a good deal and with much versatility. And that is the way they rode into Reddon.

There is a good deal more to the story, but it is only detail and dry statement from the Police Court record, which is not very interesting.—Ike N. Fitem in Boot and Shoe Recorder.

His Definition.

Wife—John, dear, define a philanthropist.

Husband — A philanthropist, my love, is a man who gives away other people's money.

Wife—And what is a philosopher?

Husband—A philosopher is a man who bears with resignation the toothache from which his neighbor is suffering.

Idleness makes the hours wearily long and the days woefully short.

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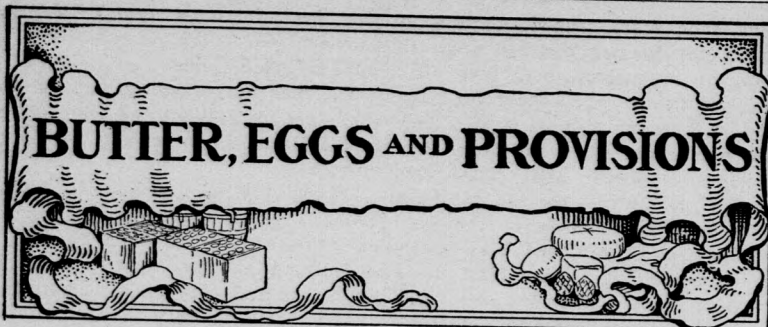
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Grand Rapids, Mich.





NEW YORK MARKET.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Jan. 29.—The month goes out with no ringing of bells over the rapid recovery of business depression. Indeed, if one may judge of the condition of affairs by the number of teams in front of some of our big stores he will likely reach the conclusion that teamsters are on a strike. There is said to be a good deal of room for improvement by those who are around the markets, and all hands are hoping that with the advent of spring there will be something done that will really be observable.

Spot coffee is about as quiet as it has been at any time. Buyers take simply sufficient quantities to keep stocks unbroken and really neither buyer nor seller seems to take much interest. At the close Rio No. 7 is quoted at 7½@7¾c. In store and afloat there are 3,877,108 bags, against 3,841,170 bags at the same time a year ago. Mild grades are very firmly sustained, Maracaibos being scarce and Colombians also being in comparatively light receipt. Good Cucuta, 10½c.

Little doing in sugar aside from the usually small movement at this season of the year. The price of granulated, with practically all refiners, is 4.55c, less 1 per cent. for cash.

Invoice business in teas has been "conspicuous by its absence," although there is a generally pretty active demand for all lines. Full prices are obtained for all sorts, Congous especially being well sustained. Sellers are looking forward hopefully and certainly the situation shows decided improvement over six months ago.

Some betterment is noted in the demand for rice, and during the week the amount of business done has been most satisfactory for the time of year. Prices at the south seem to be above the parity of quotations here and offers have been turned down with "neatness and despatch."

Spices are dull. The demand is light and supplies are ample to meet all requirements. Quotations are practically without change.

Molasses is rather quiet, although trade is by no means entirely suspended. The supply seems to be sufficiently large to meet all requirements and good to prime centrifugal continues on the basis of 22@30c. Syrups are dull and offerings are so light as to be invisible.

Canned goods show the same listless aspect which has characterized

them for some time. Buyers seem to have on hand all they can take care of and are content to let the other fellow hold the umbrella. Holders of full standard 3s, tomatoes, Maryland pack, are bound to have 67½c and hold strongly for this, with the result that not much is being done, while buyers say that at 65c the market would take on at once a degree of activity. A pretty firm market exists for peas at about 67½c and below that figure it is hard to obtain goods which are desirable. Other goods are practically without charge.

Butter is quiet on the basis that has prevailed for several days: Special creamery, 30@30½c; extras, 29@29½c; held stock, 28@29½c; Western imitation creamery, 23@24c; Western factory, firsts, 21½@22c; process specials, 24½c and from this down to 19@20c.

Stocks of cheese are running rather light and the supply is in few hands. Quotations are about unchanged, with full cream 14¾@15¾c.

Eggs are firmer than a few days ago, as the supply here and on the way seems to be running lighter. Fresh-gathered extras are held at 31c and firsts at 29½@30c; seconds, 28½@29c.

Soot Main Feature of Life Preserver.

While soot is destroying life in the cities it is saving it in the sea. A new life preserver which is attracting a good deal of attention has for one of its distinguishing features a great deal of soot.

It consists of two cushions filled with a preparation of which the chief ingredient is soot, and these are attached to each other by side straps. One cushion rests on the chest, another across the shoulders, and the connecting straps lie under the arms. It is said that the new invention obviates the inconvenient tendency of the older device to make the wearer turn turtle, and that a person using it can not possibly lose his perpendicular position in the water.

Simplicity, ease of adjustment, and great buoyancy are also said to be features of the new belt, which weighs between seven and eight pounds.

Nine British sailors, some of whom could not swim, were strapped around the waists with the new life preservers. At a given signal they jumped into the water together. Each was ordered to remain motionless with his hands above his head, in order to show that it was possible to keep afloat and in an upright position. In spite of a heavy swell the experiments were considered distinctly satisfactory.

Was He Delirious?

"Almost every man," says a Baltimore specialist, "learns sooner or later to think of the doctor as one of his best friends, but this fact does not hinder the world from laughing at the profession."

"How is our patient this morning?" asked a physician, a fellow graduate of mine, of a patient's brother.

"Oh, he's much worse," came from the other in a tone of dejection. "He's been delirious for several hours. At 3 o'clock he said: 'What an old woman that doctor of mine is!' and he hasn't made a rational remark since."

The Reason.

He—I can not express to you my gratitude for your kindness in giving me the first dance last evening.

She—Well, you see, it was a charity ball.

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The Charm of the Chafing Dish.

Written for the Tradesman.

The chafing dish has come to stay, although there are some who assert that it is valued only for the concoction of dainties for lunch, or, best of all, for the hour when the utensil does most excellent service—very late at night when the kitchen has been "cleaned up" and is, on that account, not available. Others say that we do not know the delights of the chafing dish because our food is not served in Russian bowls placed on Japanese trays. True, these little bowls are both ornamental and useful and their service tends to quiet as opposed to noise. Wooden spoons, too, are an advantage as they do not scratch dishes, and they are both cleanly and noiseless. These things, however, are not popular in our country.

To be practical, we will discard the chafing dish from the amusing point of view, as well as the ultra-ornamental, and will consider it in its relation to modern requirements and uses. This has been named the age of "ready-made" cookery on account of the number of little dishes that can be served very hot at the shortest possible notice. And there are times when chafing dish cookery is the only alternative to a cold meal—or no meal at all. Rightly used, and not abused, the chafing dish must be classed as a blessing.

At one period in our history a small alcohol lamp that enabled a solitary bachelor to cook a couple of lamb chops with the aid of a small frying pan was loudly praised as a great convenience, although nobody seemed able to get beyond bacon and eggs with this comparatively primitive apparatus, which finally evolved into the chafing dish of to-day, for the latter is only a form of alcohol stove with a hot water pan added to it.

Let us imagine a tempting morsel of food that has been mixed with a sauce containing milk or cream, and which would be liable to burn but for the protection of the underneath pan; or let us call to mind a tasty mince that must be re-heated—the hot water pan insures these dishes against burning and over-cooking. If placed over the open flame they might easily be spoiled. And last, although not least, the hot water keeps the food hot during the serving. For cutlets or omelets, mushrooms or tomatoes, naturally the under vessel is dispensed with. It is well, of course, in cooking without the latter to avoid too great a supply of fat, which should have little of strong aroma attached to it. The merry frizzle must go hand-in-hand with many common sense details if the "snack" is to be a true appetite tempter.

The following ideas are intended as suggestive and approximate as to seasonings rather than precise. For consider the difference between a merry little crew of boys and girls, with little thought of their digestions, all joining in advising, praising, suggesting and eating, and the invalid who hesitates about the addition of a shake of pepper or a small piece of butter.

Assuming that about three-quarters of a pound of boiled fish in flakes has been steeped in a mixture of oil and vinegar, a tablespoonful of each, with one slice of onion and some salt and pepper, turn into the chafing dish eight tablespoonfuls of sherry, some butter and two tablespoonfuls of tomato catsup. See that the butter, the size of an English walnut, is melted first. Put in the fish, and keep it well basted with the savory compound. Serve the moment the fish is thoroughly heated.

This dish can be cooked over the flame, but the water pan must be ready (with water previously heated), to place beneath the cooked fish the moment the flame is extinguished. This applies generally in similar circumstances; and this hint is necessary because many amateur cooks (chiefly ladies) assume that the water pan has no place unless used from the beginning.

Paprika is an item that may be added to the fish; and be it noted that slices of cooked beef may be treated with as much success as fish.

One might fill a volume with remarks and recipes for chafing dish use, for almost any lightly and quickly cooked food may be prepared in one of these useful utensils. Savory omelets, Welsh rarebit and creamed lobster are described in most of the cook books, but the following recipes are somewhat novel:

Scrambled Eggs With Oysters.

Mix an ounce of fresh butter with a teaspoonful of anchovy paste. Beat up five eggs, season with salt, pepper and paprika. Melt the anchovy butter in the chafing dish; when hot, pour in the eggs; stir lightly until the mixture begins to thicken, then add quickly a dozen oysters, previously cut into halves or dice.

Serve from the chafing dish with toast.

Oysters a la Marguerite.

Ingredients—One dozen large oysters, half a stick of celery (white part only), an ounce and a half of butter, one wineglass of sherry, one teaspoonful of cornflour, two dozen large picked shrimps, lemon juice, a little stock, seasoning, chopped parsley.

Cut the oysters into halves; blanch them in their own liquor, preserving the liquor. Wash and trim the celery, using only the white portions; chop up rather finely and drain well on a cloth. Melt an ounce of butter in the chafing dish, add the celery, and fry for about ten minutes. Add the sherry and the oysters, and the liquor; season with salt and pepper; mix the cornflour with a little (cold) stock, and incorporate this with the oysters, etc. Stir until the combination boils, adding a little more stock to moisten. Flavor with a few drops of lemon juice, and, lastly, add the shrimps. Put in the remainder of butter and cook very gently for five minutes. Sprinkle with chopped parsley and serve very hot from the chafing dish.

Woodcock Toast.

Ingredients—Half a pound of chicken livers, two anchovies, half a teaspoonful of powdered sugar, one ounce of butter, a quarter of a tea-

spoonful of spiced pepper, a pinch of salt, three yolks of eggs and one-eighth pint of cream.

Wash and clean the livers. Drain them in a cloth, and pound until quite fine in a mortar. Bone and skin the anchovies, and pound them to a paste. Mix all thoroughly and add the butter, sugar and seasoning. Rub through a fine sieve and incorporate the egg yolks, also half the above-mentioned quantity of cream. Stir this in the chafing dish until it is thoroughly cooked. Have ready some buttered toast. Just before serving add the remainder of the cream. Pour the combination over the toast.

This is a delicious preparation, provided proper care is taken to follow the directions in detail.

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OTTAWA AND LOUIS STREETS

FURNITURE WOODS.

Walnut and Mahogany Still Hold Their Own.

The materials used by the furniture makers change with the seasons or rather with the passing of the years. Fashion has something to do with these changes, but usually other considerations furnish the weighty reasons. Before going further it may be said that mahogany stands in a class by itself, the undisputed monarch of the cabinet shop, the wood that has no rival for fine furniture, always in style, and always beautiful in whatever form it may be made up. When high grade furniture is mentioned, although other woods may be used, mahogany may be thought of and no violence be done to the probabilities. It is of the other cabinet woods rather than of mahogany that this story deals:

Thirty years ago and prior to that time walnut was one of the most used of materials for fine furniture and the medium grades—the common American black walnut. It was a fine cabinet wood, firm of texture, taking a splendid finish and always reliable. More than that it was abundant and cheap. The pioneers were still using it for fence rails. In some of the Southern Michigan small towns will still be found bits of sidewalk made of walnut plank. Its defects were its dark color and the lack of figure, but furniture makers and furniture buyers in those days were not so particular as they are now, and besides the furniture designs were not of a character to make the figure so important a factor to the beauty of the goods.

The reckless use of walnut for all sorts of purposes rapidly depleted the supply and in the early '80s, and even before, when the price began to hover around \$70 and \$80 a thousand the furniture manufacturers suddenly awoke to the fact that they would have to go out of business unless they found some other raw material. Oak had been used, although in limited quantities, and it was abundant and comparatively cheap. As a cabinet wood it was known to be excellent. It possessed what walnut lacked, lighter color and figure. The manufacturers turned more and more to oak, and walnut was gradually pushed off the boards. The buying public took kindly to the change. What made it easier to bring about the shift was the change in furniture designs. In creating their new patterns the designers kept oak in mind, to make material and ideal conform. It has been so many years since an American black walnut bedroom or diningroom suit has been brought out that if offered to-day it would be regarded almost as a curiosity.

When oak was first brought out as walnut's successor it was offered in the natural color with no other finish than the ordinary oil and varnish. The effect was somewhat flat, lacking character and distinction. Some genius conceived the idea of applying a filler to give the wood "age," and to emphasize the grain and figure. Thus was the "antique" produced,

and it came into immediate and great popularity. The success of the original antique encouraged other experiments and it was found that oak was so susceptible to treatment that almost any desired color effect could be produced without destroying the figure and grain of the wood. The XVI. century finish followed the antique and had a great run. The theory of this was that in old furniture the places most used were lighter in color than the corners and unused spots. This finish was quite effective when properly applied, but the makers of cheap goods began putting it on with stencils and this killed it. Then followed a long list of other finishes, bringing out red, green and even blue tones, some emphasizing the beauty of the wood and adding to it, others so dense as to conceal it, some dark, others light, some of real merit and others freakish. During the years many finishes for oak have been brought out, but to-day there are only four finishes recognized as standard, golden, early English, weathered and fumed. These finishes vary in degree of darkness, but in their use the grain of the wood is preserved, not concealed. Each manufacturer may have two or three special finishes of his own for special purposes, but the four finishes named are the present standards.

The first oak used was plain sawed, but the quarter sawed soon came into use for high grade goods, and oak veneer was not far behind.

Next to mahogany oak is to-day the most popular wood for fine furniture, and next to mahogany is the most used. It has beauty, character, dignity and durability, and in addition to these merits a great adaptability.

At the height of oak's first popularity, when everything was in oak, and when the public began to crave for something else and the manufacturers to sigh for other worlds to conquer, somebody brought out a suit in bird's-eye maple. This gave a new tendency to the popular fancy. Bird's-eye maple became distinctly "the thing." It was especially appropriate for the dainty French patterns then in vogue. It had a strong run, entering into the highest grade goods. It was discovered in time, however, that bird's-eye maple was quite inclined to turn yellow with age, and the age tint was not looked upon as an improvement. Very little bird's-eye maple is now used. In the cheaper grades much of the so-called mahogany furniture is of maple stained to the mahogany hue.

Curly birch, with its wavy, cloudy effect and attractive color, had passing favor, but did not get into the high grade goods. The plain birch was found to make an excellent imitation of mahogany when properly stained, and in this form it is still extensively used in the cheap grades.

The latest bidder for favor is circassian walnut. In the lumber this is worth up to about \$350 per M., which is high priced even for the best grade furniture. What makes it still more costly is its many defects, for which no discounts are allowed. The most commonly used form of circas-

sian walnut is in veneer, which brings out some wonderfully attractive figure effects. In veneer it costs up to 30 cents a square foot, and the veneer has so many defects that the actual cost to the manufacturer is much higher. Where the same suit is brought out in walnut and mahogany the former is the higher priced. This circassian walnut was known to the trade forty years ago as French walnut and was considerably used in making American walnut goods. Its present large use in furniture dates back to its "discovery" by Charles R. Sligh eight or nine years ago. He saw a piano in circassian walnut and thought a bedroom suit in this would go. He brought out one suit the first year as a feeler, and it was a success as a novelty. He added two or three more suits in walnut to his line the following season and continued to add in successive seasons. Other manufacturers noting the success took it up and circassian walnut can now be counted among the popular furniture woods. The wood comes from Asia Minor, and is shipped in the log from Tuna, at the eastern end of the Black Sea, to the great timber market in London on to New York. The supply is not great. It is estimated that at the present rate of consumption the visible supply will be exhausted in four or five years. The manufacturers of the cheaper grades of circassian walnut, however, are not dismayed, neither by the present high prices nor the prospective dearth. They have discovered that American red gum properly stained makes an excellent circassian walnut, and they are using it accordingly.

Speaking of red gum, which is also known as satin walnut, and also as Kentucky onyx—there are those who believe it is early due to great prominence in the furniture market. Oak is getting scarce and high priced, circassian walnut is too limited in supply and too high priced to last long, and maple and birch are too common for popularity. Gum is a beau-

Becker, Mayer & Co.

Chicago

LITTLE FELLOWS'

AND

YOUNG MEN'S CLOTHES

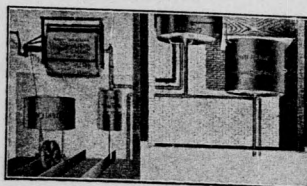
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is picked
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Grand Rapids Dry
Goods Co.

Wholesale Dry Goods

Grand Rapids, Mich.

tiful wood and abundant, and under proper treatment makes beautiful furniture, with a figure that resembles circassian walnut, and in the natural showing attractive tones, such as are seen in no other wood. It takes a fine finish and is susceptible to treatment. Its defects are several and serious, some of them avoidable by knowing how, others not to be overcome. The most serious objection is its bad habit of not staying put. It warps tremendously. It is said that if left out over night a load of red gum will curl itself off the wagon and into the next block before morning. By careful study and many experiments it is said the furniture manufacturers have found methods to season gum lumber so that it can safely be used. The wood is not as hard as it should be for good furniture, and it is said it checks badly. The manufacturers are still studying gum, however, and it is possible and even probable that they will find ways to use it to advantage, and that in a year or two much more of it will be seen in furniture of the medium grades than heretofore.

When walnut was in high favor a considerable quantity of cherry was put into furniture. This is a beautiful cabinet wood, although lacking in strong figure, and in color resembles mahogany. The supply is too limited for furniture purposes now and it is never seen except perhaps in special orders. Such cherry as is marketed is used mostly for house or office interiors.

Always in quest of something new the furniture men have experimented with red wood, butternut and various foreign woods, including ebony and rose wood, but either lack of quality or too much of it as expressed by the cost of the raw material has brought them back to the old standards, mahogany and oak.

In the cheaper grades of furniture ash used to be popular and is still used. The more commonly used woods now are maple and birch, but they are not marketed as such. They are stained and doctored to look like any wood desired. Simply stained, birch makes a very good imitation mahogany. To produce oak and circassian walnut effects it must be painted or printed. The process is simple yet interesting. The apparatus used somewhat resembles a printing press. It has a roller 18 inches in diameter made of a composition like that of which printing press rollers are made. Upon this roller is skillfully pyrographed the grain and figure of the wood to be imitated, usually mahogany, oak or circassian walnut. This roller is kept "inked" with the desired color. As the panel of birch, maple or perhaps bass wood goes through the "press" it receives a most beautiful imprint of the more costly wood, and a little touching up and a coat of varnish does the rest. It looks like the real stuff and can be bought for a quarter of the price, but no guarantee of lasting quality goes with the goods. It may be added that the furniture is not intended to deceive the purchasers; it is freely and frankly offered as imitation.

Returning to mahogany, in the high grade the solid wood is often used, but more often it is veneer. The veneer equals the solid wood in richness of color and, except the finest crotches, far surpasses it in figure effects. The solid wood sometimes swells, shrinks, checks and performs other tricks when conditions are unfavorable, but the veneer on a three to five ply body stays put. Those who have solid aspirations and veneer pocketbooks may find comfort, however, in the thought that a very large proportion of the real colonial furniture which serve as the models for present day patterns are veneered goods instead of solid. For their further comfort it may be added that the great artists in the periods so much affected to-day, both French and English, produced many of their master pieces in veneer. The art of veneering was discovered or invented early in the seventeenth century. The original method was by hand or saw cutting. The purpose then, as it is to-day, was to make a little of the rare and costly wood go as far as possible.

Other materials than wood are used in present day furniture and in this connection are worthy of passing notice. The brass and iron enameled bed is familiar, but there are signs of its waning popularity. The metal bed has sanitary advantages and it is easy to keep it free of vermin. But it is hard to match up with the period furniture now so popular. The metal bed makers have striven hard to produce designs that will harmonize with what the furniture makers bring forth, but the success at best is but partial. Another difficulty is that neither brass nor enameled iron "goes" well with the woods. Brass and mahogany make a fair combination, but metal of any kind jars on the sensibilities in combination with oak and walnut. Brass was at its zenith three or four years ago, but it is stated to be now on the decline.

Willow, rattan, grass, splints, birch in the rough and hickory are much used for furniture, but mostly for porches, the sun parlor or the den. Willow and rattan make attractive and comfortable chairs for the bed room and living room, but is not exactly in place for the parlor. A local concern manufactures a line of porch and lawn goods of manila paper, roped and processed to resemble grass, but much more durable in quality. A season or so ago one of the local houses brought out a line of bed room furniture with the head and footboard panels of the bed in cane like a chair bottom, and it found such favor with the Southern trade and for children's rooms that it is continued this season. The woven paneled beds have an air of coolness and grace that is pleasing and at the same time it is something of a novelty, but it is not likely to come into general use.

She Might.

Him—Can nothing make you change your mind?
Her—One thing might.
Him—What?
Her—Some other man.

The Missing Link.

A lawyer having offices in a Philadelphia building wherein there are some hundreds of tenants recently lost a cuff-link, one of a pair that he greatly prized.

Being absolutely certain that he had dropped the link somewhere in the building, he caused a notice to be posted in the following terms:

"Lost. A gold cuff-link. The owner, William Ward, will deeply appreciate its immediate return."

That afternoon, on passing the door whereon this notice was posted, what were the feelings of the lawyer to observe that appended thereto were these lines:

"The finder of the missing cuff-link would deem it a great favor if the owner would kindly lose the other link."

New Telegraph System Speedy.

Forty-five thousand words an hour is the speed of the telegraph system invented in part by Antal Pollak. It is said by the inventors that 100,000 words an hour can be transmitted by their device and the 45,000 words have been sent within the hour between Berlin and Konigsberg, over a distance of nearly 500 miles. The great feature of the Pollak-Virag system is that the message when received writes itself in characters resembling those of handwriting.

The message is sent on an ordinary transmitter by first punching out a strip of paper with the perforations which represent the letters. This strip is then run through the transmitter and its symbols are repro-

duced electrically at the other end of the line. Those who have seen an ordinary message know that at the receiving end of the line it is written in long and short dashes, which have to be interpreted. In the new system the inventors place a telephone diaphragm at the receiving end and this diaphragm is deflected both horizontally and vertically by the electric impulses received. Attached to the diaphragm is a small mirror, which moves as the diaphragm moves, and, with the help of a ray of light reflected on to it, records the movements on a roll of photographic paper. It might thus record long strokes and short strokes, but by horizontal and vertical movements ingeniously imparted to the mirror these strokes are so combined as to form themselves into the semblance of stiff rectangular handwriting.

The man who thinks he carries the key to heaven in his pants pocket soon finds it fits the wrong door.

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.



The Popular Dress Fabric

Serpentine Crepe is a crinkly woven cotton fabric made in twenty delicate shades, also in many beautiful designs showing Japanese and dainty floral effects, and adjudged by fashion critics one of the most popular fabrics for coming wear.

Serpentine Crepe

makes the sweetest wedding gowns, neatest and daintiest party, graduation and summer dresses, etc., of any fabric at its popular price.

For kimonos, dainty window decorations, and other similar uses the figured patterns are most effective.

It gives a rich and costly appearance, yet sells at a price within the means of all.

Made only by Pacific Mills, Boston, Mass.

Sold by

P. Steketee & Sons

Grand Rapids, Mich.



Kalamazoo Traveler Captivated by Golden West.

Los Angeles, Cal., Jan. 25—Before leaving on this trip you requested that I write some letters for the Tradesman that might be of some interest to old friends on the road.

Thus far I have traveled 3,500 miles, leaving Kalamazoo on December 20, stopping in Chicago for several days to transact business, and on the evening of the 24th purchased my ticket via Illinois Central for San Francisco and return. I made my first stop at St. Louis, where I spent one day in looking through the city. On the evening of the 26th I reached Memphis and found that the city had grown beyond my expectations and it has certainly improved wonderfully. In fact, I noticed a great advancement in the smaller places of Southern Illinois, Kentucky and Tennessee. During the early '70s I traveled through this territory and on this trip I found great improvement in railway accommodations, hotels and the prosperity of the country in general. I left Memphis on the morning of the 27th for New Orleans and was fortunate in making the acquaintance of a resident of this city who had just returned from New York. Passing through Mississippi I found not only great betterment in the railroads, but in the business in general. Michigan has contributed a great deal in money and brains to the development of this State, much to the regret of many of the people who live there. Upon my arrival in New Orleans it was my pleasure to meet our old friend, George Dennis, who resides in Kalamazoo and is traveling in the Southern territory selling sawmill machinery. I spent several days in looking over this wonderful old city. It can not now be considered as the New Orleans of ante-bellum days, although there are a great many historical places still to be found about the city; one that impressed me most forcibly being the old St. Louis Hotel, where the planters were accustomed to spend their winter months. It is said that at one time this was the place where they bought and sold slaves. The old Spanish quarters are still there and I presume will be for some time to come. New Orleans is now an up-to-date and progressive city and Northern enterprise and capital have contributed largely to bring this about. It has a population of about 350,000. I visited the old cathedral in Jackson Square and other points of interest too numerous to mention in this brief sketch.

At noon December 29, I boarded the train for San Antonio, Texas. In passing through the sugar and rice

lands of Louisiana the first place of importance is Morgan City, a very progressive little place 82 miles from New Orleans; the next is Lafayette, 146 miles from New Orleans, and the next Lake Charles, a watering place of considerable note, 220 miles from New Orleans. Beaumont, the next point of interest, is 278 miles from New Orleans. This city relies upon the transcontinental lines of the Sunset Route, but also has connection southward by the Texas and New Orleans to Sabine Pass and northward to Dallas and the Naches River to the Gulf. The great lumber region tributary to Beaumont lies at the foundation of its prosperity.

Galveston, with a population of about 45,000 is a very progressive, up-to-date city. We all remember the tidal wave that swept this city with great loss of lives and property, but the city is recovering rapidly and has constructed a great sea wall for its protection. The largest sea-going vessels find no difficulty in entering this harbor with its 31 foot channel.

Houston, with a population of 92,000, is really a great city in its commercial and railway interests with its sixteen railroads. We then passed through miles of broken country with considerable sage brush and mesquite. The mesquite resembles a dead peach orchard, such as were to be seen on the shores of Lake Michigan after the severe frosts of a few winters ago. We arrived at the beautiful city of San Antonio twelve hours late, owing to a bridge being washed out. This is an up-to-date city with a population of 105,000. There are many points of interest here, among them the largest military post in the United States, the famed Hot Sulphur Well and Hotel, some twenty parks and many large hotels, but historical and patriotic interest largely centers in its immortal Alamo. In this semi-military church during the war with Mexico in March, 1836, 182 citizen soldiers were besieged by Santa Anna, in command of 5,000 Mexican regulars. At an early day a retreat might have been made, but the heroic band believed their death would serve their country better than ignoble flight, and the 150 soldiers, who were later joined by thirty-two others who fought their way in to share the closing massacre, after eleven days completed their sacrifice—all died. Travis, the commander, fell at his post; Colonel Bowie was murdered in his sick bed and David Crockett died behind a rampart of assailants he had slain. One woman with a young child and a negro servant, were left to tell the tale. On a monument Texas has inscribed: "Thermopylae had its mes-

senger of defeat; the Alamo had none."

On the evening of December 31 I left for El Paso, Texas. For some distance west of this place considerable of the land is under cultivation, but a great portion is range on which it hardly seems possible for anything to exist, especially west of the Rio Grande. El Paso is a thriving city with a population of 45,000, the western terminal of the Texas Pacific, also the Rock Island, Atchison, Topeka and Santa Fe from the North and Mexican Central from the South, the Rio Grande, Sierra Madre & Pacific from the Goldfields, also the Southern Pacific from the East and West.

Across the river from El Paso is an interesting Mexican city, Juarez, which I visited on New Year's day. I called upon the officials, both provincial and local, and was given the freedom of the city. A great bull fight was to take place in the afternoon and my curiosity led me to investigate the ring where it was to take place. After seeing the paraphernalia I bade goodby to Mexico and failed to see the fight. I left El Paso that evening for Phoenix, Arizona, leaving the Southern Pacific at Maricopa, 35 miles south of Phoenix. The city is situated in the Salt River valley, 75 miles below the great Roosevelt Dam that is being built for irrigation purposes, is the county seat of Maricopa county and the capital of the territory. I was very pleasantly surprised by meeting a former Michigan man, P. L. Lowell, who is manager of the Adams Hotel, the leading one of the city.

I left Phoenix for Los Angeles on January 2. A great deal could be said of the interesting towns along this route, but in this letter I will omit most of them until I reach Redlands with a population of 10,000. This little city is right in the foothills of the Sierras and claims the greatest orange and lemon orchards known on the Pacific Coast. While making enquiries about the country I was surprised to have a gentleman step up to me and call my name. It was George N. Haven, formerly with the Kalamazoo Gazette, and now representing the San Bernardino Daily Sun, a small city near Redlands which is best widely known for its fine fruit lands. Riverside has a population of about 12,000, is a beautiful, prosperous city and also boasts of the best oranges grown.

Before saying anything about Los Angeles I wish to note the fact that Michigan has contributed a great deal to the enterprise and upbuilding of this entire territory that I have traveled through. I am inclosing to you a comparative statement of the Los Angeles banks and you will notice the Security Savings Bank. This institution, as you will see, does a wonderful business and its management is due largely to the ability of W. D. Longyear, formerly a Kalamazoo boy, who received his first instructions from E. J. Phelps, President of the Kalamazoo National Bank of Kalamazoo. Among other Michigan men whom I have met here are Willard Arnott, of Arnott & Co., wholesalers and retailers of farm implements, son

of George Arnott, formerly of Grand Rapids, who came to this county fifteen years ago and established the business which has been carried on by the son since his death three years ago; W. G. Clark, formerly with Wm. Harison Wagon Works for twenty-two years, is connected with this company, which does a quarter of a million dollar business each year. Mr. H. D. Sill, formerly with the Ekonomus Plow Co., South Bend, a resident of Sister Lakes, Van Buren county, is western manager for the Syracuse Plow Co.; Dr. R. D. Robinson, a native of Michigan and a graduate of the Michigan University, has established a large practice in orthodontia in this city; the late L. C. Lull, formerly President of Lull Carriage Co., in Kalamazoo, established a large automobile business in this city; W. A. Johnson, formerly a Kalamazoo boy, son of Wm. Johnson who for fifty years was Foreman of Construction of the Michigan Asylum for the Insane, conducts a very extensive and profitable merchant tailoring business in this city; Reuben Shetler, an old time traveling man of Michigan, originally with the Upton Manufacturing Co., of Battle Creek, then with the Upton Co., at Port Huron, and for several years general manager for the Huber Manufacturing Co., of Marion, Ohio, and later Vice-President of the Rio Automobile Works of Lansing, is now residing in Los Angeles. There are a number of other people living in this city whom I might mention, but space will not permit.

I am not attempting to boom this country at the expense of dear Michigan, for I think that is the only spot on earth to live in, but there are some things about Los Angeles that make it a pleasant city to visit. First of all among its attractions is the delightful climate, which they claim is rivaled only by that of the Mediterranean countries. They also lay claim to "the best lighted city in the world," and were the first to adopt an electric municipal lighting system; that it has the best hotel accommodations in the country and can care for 60,000 guests in its first-class and family hotels; that it has the best equipped, most up-to-date retail stores in the United States, one-department store having just completed its own building at an expense of \$2,000,000; a new Federal postoffice building in course of construction at a cost of over \$1,000,000; that it sup-

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.

ports more automobiles than any city of its size in the United States; that more homes are owned by those who live in them than any other American city of equal size; the first and largest reinforced concrete auditorium ever built; the largest oil deposits in the world and many other advantages too numerous to mention.

Among other Michigan people, and some whom you know very well, are W. L. Hine, of Grand Rapids, formerly clerk in Morton House and Livingston Hotel. He is President of the Inter-State Directory Co. that has nearly 4,000 names of residents of Los Angeles county who formerly came from Michigan. E. R. Osterlander, formerly of Grand Rapids, is Vice-President of this company; C. J. Hall, formerly of Charlotte, is Treasurer. This is sold by all news agents on trains and news stands throughout California. It is said there are over 12,000 people in all in and about Los Angeles from Michigan. Among some of the names I have met are: A. J. Gale, Ontario, Cal., formerly superintendent of the Gale Manufacturing Co., Albion; J. H. Sanborn, Los Angeles, formerly of the McCormick Harvesting Machine Co., Kalamazoo; E. E. Bronson, Pasadena, formerly Bronson-Rankin Dry Goods Co., Kalamazoo; Geo. Douglas, Pasadena, formerly with Reed & Co., Kalamazoo; N. N. Norton, Fresno, Cal., for a great many years with the Oliver Chilled Plow Co., South Bend, Ind., in Michigan; H. F. Badger, Los Angeles, former proprietor of the Burdick House, Kalamazoo; Oscar Millard, Monrovia, formerly proprietor of the Kalamazoo House; Oliver Granger, of Plainwell and Albion, hardware dealer, now visiting on the coast. John Case, who you will remember was at one time Quarter Master General of the State of Michigan, his brother, F. R. Case, and H. W. Hinsey are all interested in the St. Louis Sugar factory.

I fear that I have already trespassed upon your time with this lengthy letter and will not burden you with more. John A. Hoffman.

Movements of Working Gideons.

Detroit, Feb. 2—Geo. A. Fricke, of Flint, withstood the surgeon's knife and operation quite successfully and is coming along in a very satisfactory manner, although he took a severe cold and has this to fight in his weakened condition.

A Mr. Hunt, who has business in Texas, is working up enthusiasm among the Christian travelers living at Waco, Texas, and has succeeded in organizing a camp of Gideons there, numbering seven. If we mistake not, this is the same brother who organized the Flint Camp with the same number of members.

Two hundred and sixty Bibles have been shipped to Oklahoma City as one of many other shipments of smaller numbers, all of which are to be placed in the guest rooms of hotels. The work is moving steadily and surely forward.

Samuel P. Todd, State Chaplain, reports sixty as having decided to start in the new life as a result of

the special meetings he has been holding at Brighton.

The Ladies of the Auxiliary conducted the Griswold House meeting last Sunday evening, led by Mrs. Gordon Z. Gage. She read and commented on the 15th chapter of John. The subject was from the 7th verse: "If ye abide in me, and my words abide in you, ye shall ask what ye will, and it shall be done unto you." Great are the blessings enjoyed by those who embrace the promise, and live up to the precepts of the Gospel. The genuine believer ceases from himself, denies himself, lives no longer for himself, and lives by faith, seeing what to the eye sense is invisible. The branch can not live if it be separated from the vine; and we are equally dependent on Jesus, the true Vine, for our spiritual life. It is of the utmost importance that we remain in him by faith. "If ye abide in me," says the living Vine, from whom you derive your sap, life, strength, vigor and on whom you must hang in order to be fruitful, "and my words abide in you," ye shall neither become withered nor unfruitful. Christ is set before us and offered to us in his word, it is in the word that we receive him, and by faith embrace him, only when we live in the exercise of faith in his word that his words abide in us, for where his words live there he lives. If his words live in us to rule, he will live in us to bless. There were fifteen present at this meeting and among these W. F. Parmelee, of Kalamazoo, and all were interested in the meeting.

Aaron B. Gates.

Railroads Should Be Taught a Lesson.

Flint, Feb. 2—I had a long talk with two district passenger agents of two of the greatest railroad systems in the United States, one of which has as much mileage, I think, as any road in Michigan. They told me that notwithstanding all of the public calamity talk that was going on among the railroads, the passenger business was in better condition to-day than ever before, and that this obtained all through the year 1908; that they were so informed by their superior officers, but that they were directed to keep up the "poverty cry."

I agree with you that the old flat 500 mile book at \$10, good on all trains and good until used in the hands of whoever holds the book, is what the people of this State need.

One of the oldest passenger conductors in the State told me this morning—bringing the subject up himself—that the old 500 mile book was the most satisfactory of anything that had ever been issued by the railroad companies of this State. He said, however, that the principal objection that the railroads made to it was that people used the book to check baggage on the steam roads and then traveled on the electric roads. I can see that this is somewhat of an objection, and one of the valid ones thus far presented.

The proposition to charge three cents a mile to those who pay fare on the train is crooked and dishonest. I will go to Lansing personally

and stay there as long as I can be of any service.

In New Jersey I have had personal experience in rushing to a train without having had time to get a ticket, and I think you pay ten cents extra; and when you get off the train, or whenever you are at any station on that line, the slip which the conductor has given you is good for the return of that excess that you paid over the regular rate. This is all that railroads have asked at any time heretofore, as I understand it, and they do this to encourage people to buy tickets, and in fact, to furnish cash registers for them, for some are so mighty dishonest themselves that they think all their conductors are, although I have never found this to be the case.

If what they are trying to do is to encourage passengers to buy tickets, and discourage them from paying on the train, then you would think they would adopt the New Jersey plan; but they do not offer any such equitable proposition as that and wish to charge an additional amount which they are to retain.

This would put many commercial travelers out of business, almost, for trains are many times late at junctions, and travelers do not know which way they will go, for they can not lose time, but must adapt themselves to the running time of the trains.

The same conductor whom I referred to earlier in this letter told me this morning that the statement made by the railroads that the conductors were overworked because of cash fares was too ridiculous to be taken seriously by any intelligent man, woman or school boy.

I feel very strongly that the railroads which have maintained lobbies and controlled legislation very many times in this State for years past should be taught that any such attempts as they are now making will be sat down upon mighty quick by the people, and it seems as though it is left for the commercial travelers and business men to teach them this lesson.

Edwin O. Wood.

Gripsack Brigade.

W. F. Martin, formerly with Phelps, Brace & Co. and the Worden Grocer Co., succeeds John Watkins as traveling representative for the Musselman Grocer Co.

J. J. Berg, who has traveled in Michigan for several years for H. Leonard & Sons, severed his connections with that house on Jan. 1 and is now representing the George H. Bowman Co., crockery and china jobber, of Cleveland, covering all of Michigan with the exception of about thirty towns, which are made by Mr. D. Bostwick. Mr. Berg still retains his residence at his own home at 494 Caulfield avenue.

A Traverse City correspondent writes: Philip Thiel, for the past eleven years with the Hannah & Lay Mercantile Co., has resigned his position to take a position as traveling salesman with the Valley City Coffee and Spice Co., of Saginaw, with a territory from Grand Rapids to the

Soo. He leaves the store with a great deal of regret, both on his part and that of his fellow clerks. His headquarters will be here.

A Petoskey correspondent writes as follows: T. J. Carroll has accepted a position as traveling salesman for Hirth, Krause & Co., of Grand Rapids, a well known shoe firm, and will commence his work with them in the near future. Mr. Carroll has been in the Eagle shoe store in this city for the past nine years, and has a very large circle of friends who will regret to see Mr. and Mrs. Carroll leave the city. The change is made on account of Mr. Carroll's hearing, which has been getting worse steadily, with only occasional benefits received from treatments, and his work will not be as exacting on his sense of hearing as it would be in a retail store.

John T. Watkins, who has represented the Musselman Grocer Co. on the road in Central Michigan for the past ten years, has formed a co-partnership with Carl Hoffman, under the style of Hoffman & Watkins, to engage in the manufacture and sale of coffee roasters and the wholesaling of green coffees to the trade. The firm will manufacture two sizes of roasters, which it will sell for \$60 and \$100, respectively. Only one merchant in a town will be given the opportunity to make a purchase of this character. Mr. Hoffman will attend the exploitation of the machine and the shipment of coffees. Mr. Watkins will devote his entire time to the needs and requirements of the trade.

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

Buffalo, Feb. 3—Creamery, fresh, 25c; dairy, fresh, 18@22c; poor to common, 14@18c.

Eggs—Strictly fresh, candled, 34@36c; cold storage, 32@33c.

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

Dressed Poultry—Fowls, 13@15c; springs, 14@17c; old cox, 11c ducks, 16@18c; 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, handpicked, \$2.40@2.60.

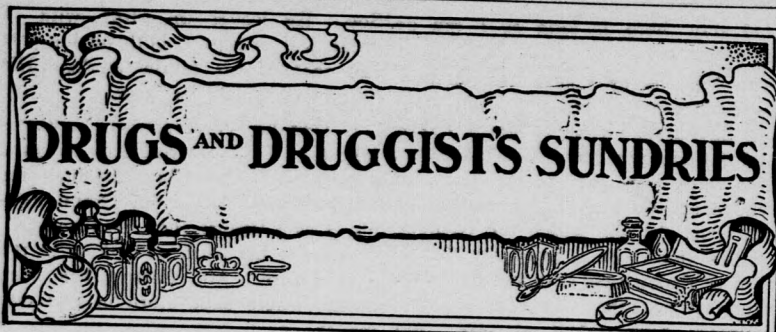
Potatoes—70@75c per bu.
Rea & Witzig.

Occasionally people want
a change and get tired of

Hotel Livingston

Grand Rapids, Mich.

We generally give them
two weeks to get back.



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.

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.

Pennsylvania Board Prosecutes Grocers.

Nine suits were commenced against grocers in Williamsport, Pa., as a result of the analysis of medicines purchased by the agent of the Board of Pharmacy, all of which proved to be grossly adulterated. One suit was brought against a patent medicine dealer on the charge of dispensing and selling adulterated commonly used medicines; and one against a retail druggist who sold essence of peppermint, containing less than 2 per cent. of the oil, and supplied several grocers with the same in packages ready for sale. All the defendants pleaded guilty; paid fines and costs, and agreed to remove the rest of the worthless goods from their shelves.

Particular attention has been given to investigating the quality of drugs sold by dealers other than registered druggists. Many complaints were received by the Board regarding the quality of the medicines sold by the grocery trade, and, as might be expected, these were found, as a rule, very much deficient in strength. Many of the analyses made showed only traces of the active ingredients present.

Do Not Get Overstocked With Rubber Goods.

Jobbers are calling the attention of the retail trade to the necessity of exercising the greatest caution in taking back rubber goods. Back of this tip stands the rubber goods manufacturer who has notified the wholesalers that no more will he take back and credit goods that have been out of the factory in excess of the time limit or that have been damaged by carelessness of the retailer or his customers.

In the future the wholesale dealer will be governed by the same rules and whenever rubber goods are returned to them, the date of purchase must be furnished and if within the time limit, the article will then be returned to the factory from whence it came for investigation as to the character of the defect. Should the result prove favorable to the custom-

er, the wholesaler will then replace the defective article, but not give credit for it.

Druggist Punished for Liquor Selling.

A druggist of Bridgeton, N. J., was recently prosecuted for selling whisky containing chloral hydrate, which was afterwards employed criminally in "doping" several people. The jury acquitted him of this charge, but convicted him of the illegal sale of liquor. Bridgeton is "dry" under the State local-option law, and the druggist, of course, had no right to sell whisky without a prescription. He had been convicted some years before of selling Duffy's Malt Whisky illegally. The court, in imposing sentence, evidently thought an example ought to be made of the druggist, and he was consequently sentenced to six months' imprisonment, and in addition was fined \$1,000.

Violation of Liquor Law.

In Massachusetts and one or two other states the registration certificate of a druggist is suspended or cancelled upon his second or third conviction for violating the liquor law. In some states this penalty is provided for violation of the anti-cocaine or anti-narcotic laws. Pennsylvania has not adopted this law so far, but a resolution was recently passed at a meeting of the Philadelphia College of Pharmacy in favor of giving the courts power to put violators of the liquor and anti-narcotic laws out of business, and it is thought the question will be taken up at the coming session of the Legislature.

June Toilet Cream.

Powd. borax 115 grs.
 White castile soap powder .. ½ oz.
 Cocoa butter ¾ oz.
 Lanoline 1½ ozs.
 Distilled water 20 ozs.
 Oil bitter almonds 15 dps.

Triturate the first four ingredients together until mixed, then gradually add the distilled water previously warmed to 110 deg. Fahrenheit, triturating constantly during this addition, and add the oil almond. Shake well.

Mercurial Ointment.

Gradually rub up 100 grammes of mercury with 10 grammes of lanum, then add 10 drops castor oil, triturate for a few minutes longer, add 20 ate to extinguish the mercury (about five minutes); finally incorporate 70 grammes of benzoated lard; the whole operation requires about fifteen minutes.

Life Has Neither Beginning Nor End.

In the starry heavens are worlds in every stage of growth, development and decay. There are the nebulae, worlds just coming into being; the "white" suns, of which Vega is a good example, in intensely hot youth; next worlds like our own sun in a later stage but still exceedingly hot and luminous; next worlds growing old and darker, as many of the red stars appear to be doing; lastly, "dead" worlds like our own moon.

Solar systems are evolved from nebulae; nebulae, in their turn, are produced by the collision of suns. The late Lord Kelvin supposed that life may have been brought into our planet by germs contained in meteorites falling upon its surface. Schwarzschild has shown that by the agency of sunlight minute organisms not much smaller than the spores of known bacteria can be sent forth into space and might thus fall upon planets and give rise to life under favorable conditions of temperature, soil, etc.

Since micro-organisms have been kept for months in liquid air and also in liquid hydrogen at temperatures below 250 degrees centigrade below zero without losing their power of germinating, even the cold of space might not kill them. According to this hypothesis all organic beings should be composed of protoplasm or at least hydro-carbons. In this manner life may have existed from all eternity, and its germs been carried from system to system, developing into plants and, later on, into the higher animals, when conditions were favorable.

Danger in Counter Prescribing.

In Baltimore a druggist has been fined for prescribing a proprietary salve for a boil on the neck, and in Boston a man has been sent to prison for practicing medicine without being registered. Both prosecutions probably were incited by regular physicians. This is a new danger for pharmacists who may be inclined to make patients of their patrons. Under the Massachusetts law the same punishment could be inflicted upon a pharmacist as well as upon an osteopath, or any other legally unqualified person.

Waterproofing Boots.

Heat fish oil, castor oil or tallow to about 250 degrees Fahrenheit over a naked fire, and then add about one-fifth of the weight of the oil taken of either vulcanized or raw India rubber, stirring well until the latter is dissolved. To color a little printer's ink may be used. One or two applications of this are sufficient to thoroughly waterproof a pair of boots for a season. Boots thus treated will take a common shoe blacking afterwards with ease.

Be Sure Your Key West Cigars Are Genuine.

The Key West Manufacturers' Association has decided to stop the practice of manufacturers in other places

marking their cigars as originating in Key West. They have begun by securing an injunction against a Philadelphia concern and other suits will follow. Not only will manufacturers be punished, but also those who sell a cigar over the counter stating that it is a genuine Key West product when they know that such is not the case.

Adulterated Oils Shipped To Wisconsin.

Several large dealers in linseed oil and turpentine, located outside of Wisconsin, are adulterating their products and shipping them into the State, is the latest report made by E. Q. Emery, State Dairy and Food Commissioner, who has just finished an investigation. Since the concerns selling the oils are outside of the State, the Wisconsin Commission has no jurisdiction over them and the local dealer alone can be held responsible, according to Mr. Emery.

Deadly Drugs in Canada.

A despatch from Ottawa, Canada, states that it has been decided that the act passed at the last session of Parliament respecting the sale of patent medicines shall come into force on the first of April, 1909. After that date any preparation which contains drugs will have to be approved by experts of the Department of Inland Revenue or bear a printed statement on the outside of each package that there is a deadly drug in the preparation and the name of the drug.

The Drug Market.

Opium—Is firm and has advanced.
 Morphine—Is unchanged.
 Quinine—Has declined 1c per ounce.

Bay Rum—Is very firm and tending higher on account of the revenue tax of \$1.10 which will, no doubt, be placed.

Glycerine—Is very firm and an advance is looked for.

Angostura Tonka Beans—Have declined.

Oil Lemon—Has declined.

English Curry Powder.

Powd. coriander seed 1 lb.
 Powd. allspice ½ oz.
 Powd. mace ½ oz.
 Powd. caraway ½ oz.
 Powd. fennel ½ oz.
 Powd. celery seed ½ oz.
 Powd. tumeric ½ lb.
 Ground capsicum ½ lb.
 Ground mustard 2 ozs.
 Ground ginger ½ oz.
 Table salt 1 lb.
 Mix well and sift.

A Modern MacDuff.

A little Swede boy presented himself before the teacher, who asked his name.

"Yonny Olsen," he replied.

"How old are you?" asked the teacher.

"Ay not know how old ay bane."

"Well, when were you born?" continued the teacher, who nearly fainted at the reply:

"Ay not born at all; ay got step-mutter."

WHOLESALE DRUG PRICE CURRENT

Acidum	6@ 8	Cubebae	2 15@2 25	Scillae	50	Macis	65@ 70	Saladin	4 50@4 75	Oils	bbl. gal.
Aceticum	70@ 75	Erigeron	2 35@2 50	Scillae Co.	50	Magnesia, Sulph.	3@ 5	Sanguis Drac's	40@ 50	Lard, extra	85@ 90
Benzolcum, Ger.	12	Evechthitos	1 00@1 10	Tolutan	50	Mannia S. F.	60@ 70	Sapo, G	10@ 12	Lard, No. 1	60@ 65
Boracie	16@ 23	Gaultheria	2 50@4 00	Prunus virg	50	Menthol	2 65@2 85	Sapo, M	13@ 16	Linseed, pure raw	42@ 45
Carbolicum	50@ 55	Geranium	75	Zingiber	50	Morphia, SP&W	2 90@3 15	Sapo, W	20@ 22	Linseed, boiled	43@ 46
Citricum	3@ 5	Gossypii Sem gal	70@ 75	Tinctures		Morphia, SNYQ	2 90@3 15	Seidlitz Mixture	20@ 22	Neat's-foot, w str	65@ 70
Hydrochlor	8@ 10	Hedeoma	3 00@3 50	Aloes	60	Morphia, Mal.	2 90@3 15	Sinapis	30@ 35	Spts. Turpentine	Market
Nitrocum	14@ 15	Junipera	40@1 20	Aloes & Myrrh.	60	Moschus Canton.	40	Snuff, Maccaboy,	51	Whale, winter	70@ 70
Oxalicum	44@ 47	Lavandula	90@3 60	Anconitum Nap'sR	50	Myristica, No. 1.	25@ 30	DeVos	51	Paints	bbl. L.
Phosphorium, dil.	14@ 15	Limons	2 00@2 25	Anconitum Nap'sR	50	Nux Vomica po 15	10	Snuff, S'h DeVos	51	Green, Paris	29 1/2@33 1/2
Salicylicum	44@ 47	Mentha Piper	1 75@1 90	Arnica	50	Os Sepia	35@ 40	Soda, Boras	6@ 10	Green, Peninsular	13@ 16
Sulphuricum	14@ 15	Menta Verid	3 00@3 50	Asafoetida	50	Pepsin Saac, H &	1 00	Soda, Boras, po.	6@ 10	Lead, red	74@ 8
Tannicum	75@ 85	Morrhuae, gal.	1 60@1 85	Atrope Belladonna	50	P D Co	1 00	Soda et Pot's Tart	25@ 28	Lead, white	74@ 8
Tartaricum	38@ 40	Myrcia	3 00@3 50	Aurant Cortex	50	Picis Liq N N 1/2	2 00	Soda, Carb	14@ 2	Ochre, yel Ber.	14@ 2
Ammonia		Olive	1 00@3 00	Benzoin	50	Picis Liq qts	1 00	Soda, Bl-Carb	3@ 5	Ochre, yel Mars	14@ 2
Aqua, 18 deg.	4@ 6	Picis Liqida	10@ 12	Benzoin Co.	50	Picis Liq pints	1 00	Soda, Ash	34@ 4	Putty, comm'r	24@ 24 1/2
Aqua, 20 deg.	6@ 8	Picis Liqida gal.	10@ 12	Cantharides	50	Pil Hydrarg po 80	30	Soda, Sulphas	2@ 2	Putty, strictly pr	24@ 24 1/2
Carbonas	13@ 15	Ricina	94@1 00	Cardamon	50	Piper Alba po 35	30	Spts, Cologne	2@ 2	Red Venetian	14@ 2
Chloridum	12@ 14	Rosae oz.	6@ 7 00	Cardamon Co.	50	Piper Nigra po 22	18	Spts, Ether Co.	50@ 55	Shaker Prep'd	1 25@1 35
Aniline		Rosmarini	1@ 1 00	Cassia Acutifol	50	Pix Burgum	8	Spts, Myrcia	2@ 2	Vermillion, Eng.	75@ 80
Black	2 00@2 25	Sabina	90@1 00	Cassia Acutifol Co	50	Plumbi Acet	12@ 15	Spts, Vinl Rect bbl	1@ 1	American	13@ 15
Brown	80@1 00	Santal	4@ 5 00	Castor	1 00	Pulvis Ip'cet Opil 1 30@1 50	15	Spts, Vi'l Rect 1/2 b	1@ 1	Whiting Gliders	9@ 95
Red	45@ 50	Sassafras	85@ 90	Catechu	50	Pyrethrum, bxs. H	75	Spts, Vi'l R't 10 gl	1@ 1	Whit'g Paris Am'r	21@ 25
Yellow	2 50@3 00	Sinapis, ess. oz.	4@ 65	Cinchona	50	Pyrethrum, pv.	20@ 25	Strychnia, Crystl 1 10@1 30	4	Whit'g Paris Eng.	21@ 25
Bacca		Succini	40@ 45	Cinchona Co.	50	Quassiae	8@ 10	Sulphur Subl	24@ 4	Whit'g Paris Eng.	21@ 25
Cubebae	28@ 30	Thyme	40@ 50	Cinchona Co.	50	Quina, N. Y.	17@ 27	Sulphur, Roll	24@ 34	Whit'g Paris Eng.	21@ 25
Juniperus	10@ 12	Thyme, opt.	1@ 1 60	Columbia	50	Quina, S Ger	17@ 27	Tamarinds	8@ 10	Whit'g Paris Eng.	21@ 25
Xanthoxylum	30@ 35	Theobromas	15@ 20	Cubebae	50	Quina, S P & W.	17@ 27	Terebenth Venice	28@ 30	Whit'g Paris Eng.	21@ 25
Balsamum		Tigil	1 10@1 20	Digitalis	50	Miscellaneous		Thebromae	50@ 55	Whit'g Paris Eng.	21@ 25
Copaiba	65@ 75	Potasslum		Ergot	50	Aether, Spts Nit 3f 30@	35	Extra Turp	1 60@1 70	No. 1 Turp Coachl	10@1 20
Peru	75@2 85	Bl-Carb	15@ 18	Ferri Chloridum	35	Aether, Spts Nit 4f 34@	38	Grand Rapids Stationery Co.		Fine Half-tone Plates of Furniture, Catalogs Complete	
Terabin, Canada	75@ 80	Bichromate	13@ 15	Gentian	50	Alumen, grd po 7 3@	4	Valentines, Hammocks and Sporting Goods		Tradesman Company Engravers and Printers Grand Rapids, Mich.	
Tolutan	40@ 45	Bromide	25@ 30	Gentian Co.	50	Annatto	40@ 50	134-136 E. Fulton St. Leonard Bldg.		134-136 E. Fulton St. Leonard Bldg.	
Cortex		Carb	12@ 14	Gulaca	50	Antimon	4@ 5	Grand Rapids, Mich.		Grand Rapids, Mich.	
Abies, Canadian.	18	Chlorate	12@ 14	Gulaca ammon.	50	Antimoni et po T	40@ 50	Drugs Chemicals Patent Medicines Druggists' Sundries Stationery Hammocks and Sporting Goods		Drugs Chemicals Patent Medicines Druggists' Sundries Stationery Hammocks and Sporting Goods	
Cassiae	20	Cyanide	30@ 40	Hyoscyamus	50	Antipyrin	20	Jobbers of		Jobbers of	
Cinchona Flava.	18	Iodide	2 50@2 60	Iodine	75	Argent Nitras oz	53	Orders solicited with prompt service and accuracy assured.		Orders solicited with prompt service and accuracy assured.	
Buonymus atro.	60	Potassa, Bittart pr	30@ 32	Iodine, colorless	75	Arsenicum	10@ 12	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.		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.	
Myrica Cerifera.	20	Potassa Nitras opt	7@ 10	Kino	50	Balm Gilead buds	60@ 65	134-136 E. Fulton St. Leonard Bldg.		134-136 E. Fulton St. Leonard Bldg.	
Prunus Virgin.	15	Potassa Nitras	6@ 8	Lobelia	50	Bismuth S N	1 65@1 85	Grand Rapids, Mich.		Grand Rapids, Mich.	
Quillaia, gr'd.	15	Prusslate	23@ 26	Myrrh	50	Calcium Chlor, 1s	9	Drugs Chemicals Patent Medicines Druggists' Sundries Stationery Hammocks and Sporting Goods		Drugs Chemicals Patent Medicines Druggists' Sundries Stationery Hammocks and Sporting Goods	
Sassafras...	25	Sulphate po	15@ 18	Nux Vomica	50	Calcium Chlor, 1/2s	10	Jobbers of		Jobbers of	
Ulmus	20	Radix		Opil	50	Calcium Chlor, 1/4s	12	Orders solicited with prompt service and accuracy assured.		Orders solicited with prompt service and accuracy assured.	
Glycyrrhiza, Gla.	24@ 30	Aconitum	20@ 25	Opil, camphorated	50	Cantharides, Rus.	20	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.		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.	
Glycyrrhiza, po.	28@ 30	Althae	30@ 35	Opil, deodorized	50	Capsici Fruc's af	22	134-136 E. Fulton St. Leonard Bldg.		134-136 E. Fulton St. Leonard Bldg.	
Haematox	11@ 12	Anchusa	10@ 12	Quassia	50	Capsici Fruc's po	15	Grand Rapids, Mich.		Grand Rapids, Mich.	
Haematox, 1s	13@ 14	Arum po	20@ 25	Rhatany	50	Cap'i Fruc's B po	4@ 5	Drugs Chemicals Patent Medicines Druggists' Sundries Stationery Hammocks and Sporting Goods		Drugs Chemicals Patent Medicines Druggists' Sundries Stationery Hammocks and Sporting Goods	
Haematox, 1/2s	14@ 15	Calamus	20@ 40	Rhei	50	Carmine, No. 40	4@ 25	Jobbers of		Jobbers of	
Haematox, 1/4s	16@ 17	Gentiana po 15	12@ 15	Sanguinaria	50	Carphylus	20@ 22	Orders solicited with prompt service and accuracy assured.		Orders solicited with prompt service and accuracy assured.	
Ferru		Glycyrrhiza pv 15	16@ 18	Serpentaria	50	Cassia ructus	35	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.		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.	
Carbonate Precip.	15	Hellebore, Alba	12@ 15	Stromonium	50	Catechu	30	134-136 E. Fulton St. Leonard Bldg.		134-136 E. Fulton St. Leonard Bldg.	
Citrate and Quina	2 00	Hydrastis, Canada	2@ 50	Tolutan	50	Catechu, 1s	30	Grand Rapids, Mich.		Grand Rapids, Mich.	
Citrate Soluble.	55	Hydrastis, Can. po	2@ 60	Valerian	50	Catechu, 1/2s	30	Drugs Chemicals Patent Medicines Druggists' Sundries Stationery Hammocks and Sporting Goods		Drugs Chemicals Patent Medicines Druggists' Sundries Stationery Hammocks and Sporting Goods	
Ferrocyanidum S	40	Inula, po	18@ 22	Veratrum Veride	50	Catechu, 1/4s	30	Jobbers of		Jobbers of	
Solut. Chloride	15	Inecac, po	2 00@2 10	Zingiber	50	Comphorae	60@ 65	Orders solicited with prompt service and accuracy assured.		Orders solicited with prompt service and accuracy assured.	
Sulphate, com'l, by	70	Iris plox	35@ 40	Miscellaneous		Euphorbium	40	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.		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.	
Sulphate, pure	7	Jalap, pr.	25@ 30	Aether, Spts Nit 3f 30@	35	Galbanum	1 0	134-136 E. Fulton St. Leonard Bldg.		134-136 E. Fulton St. Leonard Bldg.	
Flora		Maranta, 1/4s	30@ 35	Aether, Spts Nit 4f 34@	38	Gamboge	25@1 35	Grand Rapids, Mich.		Grand Rapids, Mich.	
Arnica	20@ 25	Podophyllum po	15@ 18	Alumen, grd po 7 3@	4	Gauciacum po 35	35	Drugs Chemicals Patent Medicines Druggists' Sundries Stationery Hammocks and Sporting Goods		Drugs Chemicals Patent Medicines Druggists' Sundries Stationery Hammocks and Sporting Goods	
Anthemlis	50@ 60	Rhei	10@1 25	Annatto	40@ 50	Kino	45@	Jobbers of		Jobbers of	
Matricaria	30@ 35	Rhei, cut	1 00@1 25	Antimon	4@ 5	Mastic	75	Orders solicited with prompt service and accuracy assured.		Orders solicited with prompt service and accuracy assured.	
Folia		Rhei, pv	75@1 00	Antimoni et po T	40@ 50	Myrrh	50	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.		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.	
Barosma	45@ 50	Sanguinaria	15@ 18	Argent Nitras oz	53	Opium	60@4 70	134-136 E. Fulton St. Leonard Bldg.		134-136 E. Fulton St. Leonard Bldg.	
Cassia Acutifol.	15@ 20	Senega	85@ 90	Arsenicum	10@ 12	Shellac	45@ 55	Grand Rapids, Mich.		Grand Rapids, Mich.	
Tinnevely	15@ 20	Smilax, M	25@ 30	Balm Gilead buds	60@ 65	Shellac, bleached	60@ 65	Drugs Chemicals Patent Medicines Druggists' Sundries Stationery Hammocks and Sporting Goods		Drugs Chemicals Patent Medicines Druggists' Sundries Stationery Hammocks and Sporting Goods	
Cassia, Acutifol.	25@ 30	Smilax, off's H.	4@ 8	Bismuth S N	1 65@1 85	Tragacanth	70@1 00	Jobbers of		Jobbers of	
Salvia officinalis.	18@ 20	Spigella	1 45@1 50	Calcium Chlor, 1s	9	Herba		Orders solicited with prompt service and accuracy assured.		Orders solicited with prompt service and accuracy assured.	
1/4s and 1/2s	18@ 20	Symplocarpus	25@ 30	Calcium Chlor, 1/2s	10	Absinthium	45@ 60	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.		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.	
Uva Ursi	8@ 10	Valeriana Eng.	25@ 30	Calcium Chlor, 1/4s	12	Eupatorium oz pk	20	134-136 E. Fulton St. Leonard Bldg.		134-136 E. Fulton St. Leonard Bldg.	
Gummi		Valeriana, Ger.	12@ 16	Cantharides, Rus.	20	Lobelia	25	Grand Rapids, Mich.		Grand Rapids, Mich.	
Acacia, 1st pkd.	65	Zingiber a	25@ 28	Capsici Fruc's af	22	Majorium oz. pk	25	Drugs Chemicals Patent Medicines Druggists' Sundries Stationery Hammocks and Sporting Goods		Drugs Chemicals Patent Medicines Druggists' Sundries Stationery Hammocks and Sporting Goods	
Acacia, 2nd pkd.	45	Zingiber j	25@ 28	Capsici Fruc's po	15	Mentra Pip. oz pk	23	Jobbers of		Jobbers of	
Acacia, 3rd pkd.	35	Semen		Carmine, No. 40	4@ 25	Mentra Ver. oz pk	25	Orders solicited with prompt service and accuracy assured.		Orders solicited with prompt service and accuracy assured.	
Acacia, sifted sts.	18	Anisum po 20	15@ 16	Carphylus	20@ 22	Rue	35	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.		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.	
Acacia, po	45@ 65	Anilum (gravel's)	13@ 15	Cassia ructus	35	Tanacetum. V.	22	134-136 E. Fulton St. Leonard Bldg.		134-136 E. Fulton St. Leonard Bldg.	
Aloe, Barb	22@ 25	Bird, 1s	4@ 6	Catechu	30	Thymus V. oz pk	25	Drugs Chemicals Patent Medicines Druggists' Sundries Stationery Hammocks and Sporting Goods		Drugs Chemicals Patent Medicines Druggists' Sundries Stationery Hammocks and Sporting Goods	
Aloe, Cape	25	Cannabis Sativa	7@ 8	Catechu, 1s	30	Sponges		Jobbers of		Jobbers of	
Aloe, Socotri	45	Cardamon	70@ 90	Catechu, 1/2s	30	Extra yellow sheeps'	1 25	Orders solicited with prompt service and accuracy assured.		Orders solicited with prompt service and accuracy assured.	
Ammoniac	55@ 60	Carul po 15	15@ 18	Catechu, 1/4s	30	wol carriage	1 25	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.		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.	
Asafoetida	35@ 40	Chenopodium	25@ 30	Comphorae	60@ 65	Florida sheeps' wool	3 00@3 50	134-136 E. Fulton St. Leonard Bldg.		134-136 E. Fulton St. Leonard Bldg.	
Benzolnum	50@ 55	Corlandrum	12@ 14	Euphorbium	40	carriage	3 00@3 50	Grand Rapids, Mich.		Grand Rapids, Mich.	
Catechu, 1s	30	Codonium	75@1 00	Galbanum	1 0	Grass sheeps' wool,	1 25	Drugs Chemicals Patent Medicines Druggists' Sundries Stationery Hammocks and Sporting Goods		Drugs Chemicals Patent Medicines Druggists' Sundries Stationery Hammocks and Sporting Goods	
Catechu, 1/2s	30	Dinterix Odorate 2	00@2 25	Gamboge	25@1 35	carriage	1 25	Jobbers of		Jobbers of	
Catechu, 1/4s	30	Foeniculum	18@	Gauciacum po 35	35	Hard, slate use.	1 00	Orders solicited with prompt service and accuracy assured.		Orders solicited with prompt service and accuracy assured.	
Comphorae	60@ 65	Foenugreek. po.	7@ 9	Kino	45@	Nassau sheeps' wool	3 50@3 75	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.		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.	
Euphorbium	40	Lini	4@ 6	Mastic	75	carriage	3 50@3 75	134-136 E. Fulton St. Leonard Bldg.		134-136 E. Fulton St. Leonard Bldg.	
Galbanum	1 00	Lini, grd. bbl. 2 1/2	3@ 6	Myrrh	50	Velvet extra sheeps'	2 00				

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

		1	2	3	4	5
		ARCTIC AMMONIA	Oysters	CHEWING GUM	Family Cookie	DRIED FRUITS
		12 oz. ovals 2 doz. box. 75	Cove, 1lb. 85@ 95	American Flag Spruce 55	Fancy Ginger Wafer 12	Sundried Apples
		AXLE GREASE	Cove, 2lb. 1 60@1 85	Beeman's Pepsin 55	Fig Cake Assorted 12	Evaporated Apricots 10@12
		Frazer's	Cove, 1lb. Oval 20	Best Pepsin 45	Fruit Nut Mixed 16	California Citron @17
		1lb. wood boxes, 4 doz. 3 00	Plums 1 00@2 50	Black Jack 55	Frosted Cream 8	Corsican Currants @8
		3 1/2 lb. tin boxes, 2 doz. 4 25	Peas 90@1 25	Best Pepsin, 5 boxes. 2 00	Frosted Honey Cake 12	Imported bulk 8 7/8
		10lb. pails, per doz. 6 00	Marrowfat 90@1 25	Largest Gum Made 55	Fluted Coconut Bar 10	Peel
		15lb. pails, per doz. 7 20	Early June 95@1 25	Sen Sen 55	Ginger Gems, Iced 9	Lemon American 13
		25lb. pails, per doz. 12 00	Early June Sifted 1 15@1 80	Sen Sen Breath Perf 1 00	Graham Crackers 8	Orange American 13
		BAKED BEANS	Pie 90@1 25	Yucatan 55	Ginger Nuts 10	Raisins
		1lb. can, per doz. 90	No. 10 size can pie 3 00	Hop to it 55	Ginger Snaps N. B. C. 7	Cluster, 5 crown 1 75
		2lb. can, per doz. 1 40	Pineapple 85@2 50	Spearment 55	Hippodrome Bar 10	Loose Muscatels 2 cr. 5 1/2
		3lb. can, per doz. 1 80	Sliced 95@2 40		Lemon Biscuit Square 8	Loose Muscatels, 4 cr. 6 1/2
		BATH BRICK	Pumpkin 85		Lemon Wafer 16	L. M. Seeded 1 lb. 5 1/2@6 1/2
		American 75	Fair 85	CHICORY	Lemona 8	California Prunes
		English 85	Good 90	Bulk 5	Log Cabin Cake 10	100-125 1/2 lb. boxes 4
		BLUING	Fancy 1 00	Red 7	Lusitania Mixed 11	90-100 25lb. boxes 4 1/2
		Arctic 40	Gallon 2 50	Eagle 5	Mary Ann 11	80-90 25lb. boxes 5 1/2
		6 oz. ovals 3 doz. box 40	Standard 2 50	Frank's 7	Marshall Walnuts 16	70-80 25lb. boxes 6 1/2
		16 oz. round 2 doz. box 75	Raspberries 2 50	Schener's 6	Mariner 11	60-70 25lb. boxes 7 1/2
		Sawyer's Pepper Box	Salmon 2 00		Molasses Cakes 8	50-60 25lb. boxes 7 3/4
		No. 3, 3 doz. wood bxs 4 00	Col'a River, talls 1 95@2 00	CHOCOLATE	Molasses Cakes, Iced 9	30-40 25lb. boxes 8 1/2
		No. 5, 3 doz. wood bxs 7 00	Col'a River, flats 2 25@2 75	Walter Baker & Co.'s	Molican 11	1/4c less in 50lb. cases
		BROOMS	Red Alaska 1 35@1 50	Premium Sweet 24	Nabob Jumble 14	FARINACEOUS GOODS
		No. 1 Carpet, 4 sew 2 75	Pink Alaska 90@1 00	Premium 35	Newton 12	Dried Lima Beans 5 1/2
		No. 2 Carpet, 4 sew 2 40	Sardines	Caracas 31	Oatmeal Crackers 8	Med. Hand Pk'd 2 50
		No. 3 Carpet, 3 sew 2 25	Domestic, 1/4s 3 1/2@4	Walter M. Lowney Co.	Orange Gems 8	Brown Holland 1 50
		No. 4 Carpet, 3 sew 2 10	Domestic, Must'd 6 1/2@9	Premium, 1/4s 32	Penny Cakes, Assorted 8	Farina
		Parlor Gem 2 40	California, 1/4s 11@14	Premium, 1/2s 32	Picnic Mixed 11 1/2	24 1 lb. packages 1 50
		Common Whisk 90	California, 1/2s 17@24	COCOA	Pretzels, Hand Md. 8	Bulk, per 100 lbs. 3 50
		Fancy Whisk 1 25	French, 1/4s 17@14	Baker's 39	Pretzeltes, Hand Md. 8	Flake, 50 lb. sack 1 00
		Warehouse 3 00	French, 1/2s 18@28	Cleveland 41	Pretzeltes, Mac. Md. 7 1/2	Pearl, 100 lb. sack 2 45
		BRUSHES	Shrimps 20@1 40	Colonial, 1/4s 33	Raisin Cookies 8	Pearl, 200 lb. sack 4 80
		Solid Back 8 in. 75	Succotash 85	Colonial, 1/2s 33	Ravena Jumbles 12	Maccaroni and Vermicelli
		Little Back, 11 in. 95	Fair 85	Epps 42	Revere, Assorted 12	Domestic, 10 lb. box 60
		Pointed Ends 85	Good 90	Huyler 45	Rube 8	Imported, 25 lb. box 2 50
		Stove 90	Fancy 1 00	Lowney, 1/4s 36	Scalloped Gems 10	Common 3 00
		No. 2 1 25	Fancy 1 25@1 40	Lowney, 1/2s 36	Snow Creams 16	Chester 3 00
		No. 1 1 75	Strawberries 1 25@1 40	Lowney, 1/2s 36	Spiced Honey Nuts 12	Empire 3 65
		No. 3 1 00	Standard 1 25@1 40	Lowney, 1s 40	Sugar Fingers 12	Peas
		No. 7 1 00	Tomatoes 1 10	Van Houten, 1/4s 12	Sugar Gems 12	Green, Wisconsin, bu. 5 1/2
		No. 8 1 30	Fair 95@1 00	Van Houten, 1/2s 20	Sultana Fruit Biscuit 16	Split, Scotch, bu. 2 45
		No. 4 1 70	Fancy 1 40	Van Houten, 1s 20	Sunside Jumbles 10	Split, lb. 04
		No. 3 1 90	Gallons 2 75	Webb 35	Spiced Gingers 9	Sago
		BUTTER COLOR	CARBON OILS	Wilbur, 1/4s 39	Sugar Cakes 8	East India 5
		W., R. & Co.'s 25c size 2 00	Perfection 10 1/2	Wilbur, 1/2s 40	Sugar Cakes, Iced 9	German, sacks 5
		W., R. & Co.'s 50c size 4 00	Water White 10		Sugar Squares, large or small 8	German, broken pkg. 5
		CANDLES	D. S. Gasoline 13 1/2	COCONUT	Superba 8	Flake, 110 lb. sacks 6
		Paraffine, 6s 10	Gas Machine 24	Dunham's 1/4s & 1/2s 26 1/2	Sponge Lady Fingers 25	Pearl, 130 lb. sacks 5
		Paraffine, 12s 10	Deodor'd Nap'a 12 1/2	Dunham's 1/2s 27	Sylvan Cookie 12	Pearl, 24 lb. pkgs. 7 1/2
		Wicking 20	Cylinder 34 1/2	Dunham's 1/4s 28	Vanilla Wafers 12	FLAVORING EXTRACTS
		CANNED GOODS	Engine 22	Bulk 12	Victors 16	Foot & Jenks
		Apples 1 00	Black, winter 8 1/2@10	COFFEE	Zanzibar 10	Coleman Brand
		Blackberries 1 25@1 75	CEREALS	Common 10@13 1/2	In-er Seal Goods	Lemon
		Standards gallons 5 50	Breakfast Foods	Fair 13 1/2	Albert Biscuit 1 00	No. 2 Terpeness 75
		Beans 85@1 30	Bordeau Flakes, 36 1lb. 2 50	Choice 16 1/2	Animals 1 00	No. 3 Terpeness 1 75
		Baked 85@1 30	Cream of Wheat 36 2lb. 4 50	Fancy 19	Baronet Butter Th Bisc 1 00	No. 8 Terpeness 3 00
		Red Kidney 85@1 30	Egg-O-See, 36 pkgs. 2 85	Peaberry 19	Butter Thin Biscuit 1 00	Vanilla
		String 70@1 15	Excello Flakes, 36 lb. 4 50	Choice 16	Butter Wafers 1 00	No. 2 High Class 1 20
		Wax 75@1 25	Force, 36 2lb. 4 50	Guatemala 19	Cheese Sandwich 1 00	No. 4 High Class 2 00
		Blueberries 1 35	Grape Nuts, 2 doz. 2 70	Java 15	Chocolate Wafers 1 00	No. 8 High Class 4 00
		Standard 1 35	Malta Ceres, 24 1lb. 2 40	African 12	Cocoa Nut Dainties 1 00	Jaxson Brand
		Gallon 6 25	Malta Vita, 36 1lb. 2 40	Fancy African 17	Fig Newton 1 00	Vanilla
		Brook Trout 1 90	Mapl-Flake, 36 1lb. 4 05	P. G. 25	Five O'clock Tea 1 00	No. 2 Panel 1 25
		Clams 1 00	Pillsbury's Vitos, 3 dz. 4 25	Arabian Mocha 21	Protana 1 00	No. 4 Panel 1 50
		Little Neck, 1lb. 1 00@1 25	Ralston Health Food 4 50	Package	Ginger Snaps, N. B. C. 1 00	No. 6 Panel 2 00
		Little Neck, 2lb. 1 50	Sunlight Flakes, 36 1lb. 2 85	New York Basis	Graham Crackers 1 00	Taper Panel 1 50
		Burnham's 1/2 pt. 1 90	Sunlight Flakes, 20 1lb. 4 00	Arbuckle 16 00	Lemon Snap 50	1 oz. Full Measure 1 90
		Burnham's pts. 3 60	Vigor, 36 pkgs. 2 75	Dilworth 14 75	London Cream Biscuit 1 00	2 oz. Full Measure 1 80
		Burnham's qts. 7 20	Voigt Cream Flakes 4 50	Jersey 15 00	Oatmeal Crackers 1 00	4 oz. Full Measure 3 50
		Cherries 1 40	Zest, 20 2lb. 4 10	Lion 14 50	Old Time Sugar Cook. 1 00	No. 2 Assorted Flavors 1 00
		Red Standards 1 40	Zest, 36 small pkgs. 2 75	McLaughlin's XXXX	Pretzeltes, Hd. Md. 1 00	GRAIN BAGS
		White 1 40	Rolled Oats 6 35	McLaughlin's XXXX sold	Saltine 1 00	Amoskeag, 100 in bale 19 1/2
		Corn 75@85	Steel Cut, 100 lb. sks. 3 25	to retailers only. Mail all	Saratoga Flakes 1 50	Amoskeag, less than bl 19 1/2
		Good 1 00@1 10	Monarch, bbl. 6 10	orders direct to W. F.	Soda, Select 1 00	GRAIN AND FLOUR
		Fancy 1 45	Monarch, 90 lb. sacks 2 90	McLaughlin & Co., Chicag.	Sultana Fruit Biscuit 1 50	Wheat
		French Peas 22	Quaker, 18 Regular 1 50	go.	Uneeda Biscuit 50	New No. 1 White 1 00
		Sur Extra Fine 22	Quaker, 20 Family 4 60	Extract	Uneeda Jinjer Wayfer 1 00	New No. 2 Red 1 00
		Extra Fine 19	Cracked Wheat 3 30	Holland, 1/2 gro boxes 95	Uneeda Lunch Biscuit 50	Winter Wheat Flour
		Fine 15	CATSUP	Felix, 1/2 gross 1 15	Vanilla Wafers 1 00	Local Brands
		Moyen 11	Columbia, 25 pts. 4 15	Hummel's foil, 1/2 gro. 85	Water Thin 1 00	Patents 5 50
		Gooseberries 1 75	Snider's pints 2 25	Hummel's tin, 1/2 gro. 1 43	Zu Zu Ginger Snaps 50	Second Patents 5 25
		Standard 85	Snider's 1/2 pints 1 35	National Biscuit Company	Zwieback 1 00	Straight 5 00
		Lobster 2 25	CHEESE	Brand		Second Straight 4 75
		Mustard, 1lb. 1 80	Acme 15	Butter		Clear 4 00
		Mustard, 2lb. 2 80	Elsie 12	Seymour, Round 6		Flour in barrels, 25c per barrel additional
		Soused, 1 1/2 lb. 1 80	Gem 15 1/2	N. B. C. Square 6		Worden Grocer Co.'s Brand
		Soused, 2lb. 2 75	Jersey 15 1/2	Select Soda 8		Quaker, paper 4 80
		Tomato, 1lb. 1 50	Warner's 15	Saratoga Flakes 13		Quaker, cloth 5 00
		Tomato, 2lb. 2 80	Riverside 15	Zephyrette 13		Wykes & Co.
		Mushrooms 24	Springdale 15 1/2			Eclipse 5 00
		Hotels 24	Leiden 15			Kansas Hard Wheat Flour
		Buttons 28	Limburger 16			Fanchon, 1/2 cloth 5 90
			Pineapple 40			Judson Grocer Co.
			Sap Sago 22			Grand Rapids Grain & Milling Co. Brands
			Swiss, domestic 16			Wizard, assorted 4 75
						Graham 5 00
						Buckwheat 6 00
						Rye 4 75

6	7	8	9	10	11
Spring Wheat Flour Roy Baker's Brand Golden Horn, family 5 85 Golden Horn, bakers 5 75 Duluth Imperial 5 95 Wisconsin Rye 4 40 Judson Grocer Co.'s Brand Ceresota, 1/2s 6 30 Ceresota, 1/4s 6 20 Ceresota, 1/8s 6 10 Lemon & Wheeler's Brand Wingold, 1/2s 6 10 Wingold, 1/4s 6 00 Wingold, 1/8s 5 90 Worden Grocer Co.'s Brand Laurel, 1/2s cloth 6 20 Laurel, 1/4s cloth 6 10 Laurel, 1/8s & 1/4s cloth 6 00 Laurel, 1/2s cloth 6 00 Voigt Milling Co.'s Brand Voigt's Crescent 5 50 Voigt's Flour 6 00 (whole wheat flour) 5 35 Voigt's Hygienic Voigt's Royal 5 85 Graham 4 80 Wykes & Co. Sleepy Eye, 1/2s cloth 6 10 Sleepy Eye, 1/4s cloth 6 10 Sleepy Eye, 1/2s cloth 6 00 Sleepy Eye, 1/4s paper 6 00 Sleepy Eye, 1/2s paper 6 00 Sleepy Eye, 1/4s paper 6 00 Meal Bolted 4 00 Golden Granulated 4 10 St. Car Feed screened 27 50 No. 1 Corn and Oats 27 50 Corn, cracked 26 00 Corn Meal, coarse 26 50 Winter Wheat Bran 24 50 Middlings 26 50 Buffalo Gluten Feed 31 00 Dairy Feeds Wykes & Co. O P Linseed Meal 33 00 Cottonseed Meal 30 00 Gluten Feed 30 00 Malt Sprouts 25 00 Brewers' Grains 28 00 Hammond Dairy Feed 25 00 Oats Michigan carlots 52 Less than carlots 54 Corn New 67 Hay No. 1 timothy carlots 10 00 No. 1 timothy ton lots 11 00 HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25 HORSE RADISH Per doz. 90 JELLY 5 lb. pails, per doz. 25 15 lb. pails, per pail 55 30 lb. pails, per pail 98 LICORICE Pure 30 Calabria 25 Sicily 14 Root 11 MATCHES C. D. Crittenden Co. Noiseless Tip 4 50 @ 75 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Good 22 Fair 20 Half barrels 2c extra MINCE MEAT Per case 2 90 MUSTARD 1/4 lb., 6 lb. box 18 OLIVES Bulk, 1 gal. kegs 1 20 @ 1 40 Bulk, 2 gal. kegs 1 10 @ 1 30 Bulk, 5 gal. kegs 1 00 @ 1 20 Manzanilla, 3 oz. 75 Queen, pints 2 50 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 90 Stuffed, 3 oz. 1 45 Stuffed, 10 oz. 2 40 PIPES Clay, No. 216 per box 1 25 Clay, T. D., full count 60 Cob 90 PICKLES Medium Barrels, 1,200 count 6 00 Half bbls., 600 count 3 50 Small Half bbls., 1,200 count 4 50 PLAYING CARDS No. 9 Steamboat 85 No. 15, Rival assorted 1 25 No. 20 Rover, enam'd 1 50 No. 572, Special 1 75 No. 98 Golf, satin fin. 2 00 No. 808 Bicycle 2 00 No. 632 Tourn't whist 2 25 POTASH 48 cans in case 4 00 Babbitt's 4 00 PROVISIONS Barreled Pork Mess 16 50 Clear Back 21 00 Short Cut 17 50 Short Cut Clear 16 00 Bean 16 00 Brisket, Clear 19 00 Pig 24 00 Clear Family 16 00 Dry Salt Meats S. P. Bellies 11 Bellies 11 Extra Shorts Clear 11 1/2	Lard Pure in tierces 11 1/2 Compound Lard 8 1/2 80 lb. tubs 8 1/2 40 lb. tubs 8 1/2 20 lb. tubs 8 1/2 10 lb. pails 8 1/2 5 lb. pails 8 1/2 8 lb. pails 8 1/2 Smoked Meats Hams, 12 lb. average 11 1/2 Hams, 14 lb. average 11 1/2 Hams, 16 lb. average 11 1/2 Hams, 18 lb. average 11 1/2 Skinned Hams 12 1/2 Ham, dried beef sets 21 California Hams 8 Picnic Boiled Hams 14 Boiled Hams 19 Berlin Ham, pressed 9 Minced Ham 9 Bacon 12 1/2 @ 15 Sausages Bologna 4 Liver 7 Frankfort 9 Pork 9 Veal 7 Tongue 7 Headcheese 7 Beef Boneless 15 00 Rump, new 15 50 Pig's Feet 1/2 bbls. 1 00 1/4 bbls., 40 lbs. 1 80 1/2 bbls. 3 80 1 bbl. 8 00 Tripe Kits, 15 lbs. 80 1/2 bbls., 40 lbs. 1 60 1/2 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 30 Beef, rounds, set 25 Beef, middles, set 70 Sheep, per bundle 90 Uncolored Butterine Solid dairy 10 @ 12 Country Rolls 10 1/2 @ 16 1/2 Canned Meats Corned beef, 2 lb. 2 50 Corned beef, 1 lb. 1 50 Roast beef, 2 lb. 2 50 Roast beef, 1 lb. 1 50 Potted ham 1/2s 85 Potted ham, 1/4s 85 Deviled ham, 1/2s 85 Deviled ham, 1/4s 85 Potted tongue, 1/2s 85 Potted tongue, 1/4s 85 RICE Fancy 7 @ 7 1/2 Japan 5 1/2 @ 6 1/2 Broken 6 1/2 SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's large, 1 doz. 2 35 Snider's small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box 3 10 Arm and Hammer 3 10 Deland's 3 00 Dwight's Cow 3 15 L. P. 3 00 Wyandotte, 100 1/2s 3 00 SALT SODA Granulated, bbls. 85 Granulated, 100 lbs. cs. 1 00 Lump, bbls. 80 Lump, 145 lb. kegs 95 SALT Common Grades 100 3 lb. sacks 2 25 60 5 lb. sacks 2 15 28 10 lb. sacks 2 05 56 lb. sacks 32 28 lb. sacks 17 Warsaw 56 lb. dairy in drin bags 40 28 lb. dairy in drin bags 20 Solar Rock 56 lb. sacks 24 Common Granulated, fine 80 Medium, fine 85 SALT FISH Cod Large whole @ 7 Small whole @ 6 1/2 Strips or bricks 7 1/2 @ 10 1/2 Pollock @ 5 Halibut Strips 13 Chunks 13 Holland Herring Pollock @ 4 White Hp. bbls. 8 50 @ 9 50 White Hp. 1/2 bbls. 4 50 @ 5 25 White Hoop mchs. 60 @ 75 Norwegian Round, 400 lbs. 3 75 Round, 40 lbs. 1 90 Scaled 13 Trout No. 1, 100 lbs. 7 50 No. 1, 40 lbs. 3 25 No. 1, 10 lbs. 90 No. 1, 8 lbs. 75 Mackerel Mess, 100 lbs. 15 00 Mess, 40 lbs. 6 20 Mess, 10 lbs. 1 65 Mess, 8 lbs. 1 35 No. 1, 100 lbs. 14 00 No. 1, 40 lbs. 5 80 No. 1, 10 lbs. 1 65 No. 1, 8 lbs. 1 35 Whitefish No. 1, No. 2 Fam 100 lbs. 9 75 3 50 50 lbs. 5 25 1 90	SEEDS Anise 10 Canary, Smyrna 4 1/2 Caraway 10 Cardamom, Malabar 1 00 Celery 15 Hemp, Russian 4 1/2 Mixed Bird 4 Mustard, white 10 Poppy 9 Rape 6 SHOE BLACKING Handy Box, large 3 dz 2 50 Handy Box, small 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85 SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rappie in jars 43 SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond 50 80z 2 80 Dusky D'nd, 100 6 oz. 3 80 Jap Rose, 50 bars 3 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 Lautz Bros. & Co. Acme, 70 bars 4 00 Acme, 30 bars 4 00 Acme, 25 bars 4 00 Acme, 100 cakes 3 25 Big Master, 70 bars 2 80 Marselles, 100 cakes 5 80 Marselles, 100 cakes 5 40 Marselles, 100 ck toilet 4 00 Marselles, 1/2bx toilet 2 10 A. B. Wisley Good Cheer 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large 4 50 Gold Dust, 100-5c 4 00 Kirkoline, 24 1/2 3 80 Pearline 3 75 Soapine 4 10 Rabbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gro. lots 4 50 Sapolio, single boxes 2 25 Sapolio, hand 2 25 Scourine Manufacturing Co. Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 SODA Boxes, English 5 1/2 Kegs, English 4 1/2 SPICES Whole Spices Allspice 10 Cassia, China in mats. 12 Cassia, Canton 18 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 45 Cloves, Amboyna 22 Cloves, Zanzibar 16 Mace 55 Nutmegs, 75-80 35 Nutmegs, 105-110 25 Nutmegs, 115-120 20 Pepper, Singapore, blk. 15 Pepper, Singp. white. 25 Pepper, shot 17 Pure Ground in Bulk Allspice 14 Cassia, Batavia 28 Cassia, Saigon 55 Cloves, Zanzibar 24 Ginger, African 15 Ginger, Cochon 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singp. white. 28 Pepper, Cayenne 20 Sage 20 STARCH Corn Kingsford, 40 lbs. 7 1/2 Muzzy, 20 lbs. 5 1/2 Muzzy, 40 lbs. 5 1/2 Gloss Kingsford 7 1/2 Silver Gloss, 40 lbs. 7 1/2 Silver Gloss, 16 lbs. 6 1/2 Silver Gloss, 12 lbs. 8 1/2 Muzzy 4 48 lb. packages 5 16 lb. packages 4 12 lb. packages 4 50 lb. boxes 4 SYRUPS Corn Barrels 31 Half barrels 33 20 lb. cans 1/2 dz. in cs. 2 10 10 lb. cans 1/2 dz. in cs. 1 95 5 lb. cans 1/2 dz. in cs. 2 15 2 1/2 lb. cans 1/2 dz. in cs. 2 15	Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sundried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 43 Nibs 22 @ 24 Siftings 9 @ 11 Fannings 12 @ 14 Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails. 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 41 Tiger 41 Plug Red Cross 31 Palo 35 Hiawatha 41 Kyo 35 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 33 Pipe, Hedsick 69 Boot Jack 86 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 Smoking Sweet Core 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 Plow Boy, 1 1/2 oz. 39 Plow 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 22 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 20 Cotton, 4 ply 20 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium N 13 Wool, 1 lb. balls 8 VINEGAR Malt White, Wine, 40 gr 9 Malt White, Wine 80gr 11 1/2 Pure Cider, B & B. 15 Pure Cider, Robinson 13 1/2 Pure Cider, Silver 15 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels 1 10 Bushels, wide band 1 25 Market 40 Splint, large 3 50 Splint, medium 3 00 Splint, small 2 75 Willow, Clothes, large 8 25 Willow, Clothes, me'm 7 25 Willow, Clothes, small 6 25	Bradley Butter Boxes 2lb. size, 24 in case 72 5lb. size, 16 in case 68 5lb. size, 12 in case 63 10lb. size, 6 in case 60 Butter Plates No. 1 Oval, 250 in crate 35 No. 2 Oval, 250 in crate 40 No. 3 Oval, 250 in crate 40 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 Clothes Pins Round head, 5 gross bx 55 Round head, cartons 70 Egg Crates and Fillers Humpty Dumpty, 12 dz. 20 No. 1 complete 20 No. 2 complete 28 Case No. 2 fillers 15 sets 1 35 Case, mediums, 12 sets 1 15 Faucets Cork lined, 8 in. 70 Cork lined, 9 in. 80 Cork lined, 10 in. 90 Mop Sticks Trojan spring 90 Eclipse patent spring 85 No. 1 common 90 No. 2 pat. brush holder 85 12lb. cotton mop heads 1 40 Ideal No. 7 85 Pails 2-hoop Standard 2 15 3-hoop Standard 2 35 2-wire, Cable 2 25 3-wire, Cable 2 45 Cedar, all red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 45 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 65 Rat, wood 80 Rat, spring 75 Tubs 20-in. Standard, No. 1 8 75 18-in. Standard, No. 2 7 75 16-in. Standard, No. 3 6 75 20-in. Cable, No. 1 9 25 18-in. Cable, No. 2 8 25 16-in. Cable, No. 3 7 25 No. 1 Fibre 10 25 No. 2 Fibre 9 25 No. 3 Fibre 8 25 Washboards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 4 25 Single Peerless 3 60 Northern Queen 3 50 Double Duplex 3 90 Good Luck 2 75 Universal 3 65 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 13 in. Butter 1 25 15 in. Butter 2 25 17 in. Butter 3 75 19 in. Butter 5 00 Assorted, 13-15-17 2 30 Assorted, 15-17-19 3 25 WRAPPING PAPER Common straw 1 1/2 Fibre Manila, white 2 1/2 Fibre Manila, colored 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short cut 13 Wax Butter, full count 20 Wax Butter, rolls 19 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Whitefish, Jumbo 13 Whitefish, No. 1 14 Trout 11 Halibut 11 1/2 Herring 7 Bluefish 16 Live Lobster 30 Boiled Lobster 30 Cod 10 1/2 Haddock 8 Pickerel 12 1/2 Pike 8 Perch 6 1/2 Smoked, White 13 Chinook Salmon 16 Mackerel 25 Finnan Haddie 12 1/2 Roe Shad 12 Shad Roe, each 9 Speckled Bass 9 HIDES AND PELTS Hides Green No. 1 9 Green No. 2 8 Cured No. 1 10 1/2 Cured No. 2 9 1/2 Calfskin, green, No. 1 12 Calfskin, green, No. 2 10 1/2 Calfskin cured, No. 1 13 Calfskin, cured, No. 2 11 1/2 Pelts Old Wool 20 Lambs 40 @ 85 Shearlings 35 @ 80 Tallow No. 1 5 No. 2 4 Wool Unwashed, med. 17 Unwashed, fine 13 CONFECTIONS Stick Candy Standard 8 Standard H H 8 Standard Twist 8 Cases Jumbo, 32 lb. 8 Extra H H 10 Boston Cream 12 Big stick, 30 lb. case 8 1/2 Mixed Candy Grocers 7 Competition 7 1/2 Special 8 1/2 Conserve 8 Royal 12 Ribbon 10 Broken 8 1/2 Cut Loaf 9 1/2 Leader 9 Kindergarten 10 1/2 Bon Ton Cream 9 French Cream 10 Star 11 Hand Made Cream 11 Premio Cream mixed 14 Paris Cream Bon Bons 10 Fancy-In Pails Gypsy Hearts 14 Coco Bon Bons 14 Fudge Squares 13 Peanut Squares 11 Sugared Peanuts 12 Salted Peanuts 12 Starlight Kisses 11 San Blas Goodies 13 Lozenges, plain 10 Lozenges, printed 12 Champion Chocolate 12 1/2 Eclipse Chocolates 14 Eureka Chocolates 16 Quintette Chocolates 16 Champion Gum Drops 3 Moss Drops 10 Lemon Sours 10 Imperials 11 Ital. Cream Opera 12 Ital. Cream Bon Bons 12 Golden Waffles 13 Red Rose Gum Drops 10 Auto Bubbles 13 Fancy-In 5lb. Boxes Old Fashioned Moais- es Kisses, 10lb. bx 1 30 Orange Jellies 50 Lemon Sours 60 Old Fashioned Hore- pound drops 60 Peppermint Drops 60 Champion Choc. Drps 60 H. M. Choc. Drops 1 10 H. M. Choc. Lt. and Dark No. 12 1 10 Bitter Sweets, as'd. 1 25 Brilliant Gums, Crys. 60 A. A. Licorice Drops 60 Lozenges, plain 60 Lozenges, printed 65 Imperials 60 Mottos 60 Cream Bar 60 G. M. Peanut Bar 60 Hand Made Crms 80 @ 90 Cream Wafers 65 String Rock 60 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Good 3 50 Up-to-date Assmt 3 75 Ten Strike No. 1 6 50 Ten Strike No. 2 6 00 Ten Strike, Summer as- sortment 6 75 Scientific Ass't. 18 00 Pop Corn Cracker Jack 3 25 Checkers, 5c pkg. cs 3 50 Pop Corn Balls 200s 1 35 Azulciti 100s 3 25 Oh My 100s 3 50 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS-Whole Almonds, Tarragona 16 Almonds, Drake 15 Almonds, California sft. shell 12 @ 13 Brazils 12 @ 13 Filberts 12 @ 13 Cal. No. 1 12 Walnuts, soft shell 15 @ 16 Walnuts, Marbot 13 @ 13 Table nuts, fancy 13 @ 13 Pecans, Med. 13 Pecans, ex. large 14 Pecans, Jumbos 16 Hickory Nuts per bu. Ohio new Cocoanuts Chestnuts, New York State, per bu. Shelled Spanish Peanuts 7 @ 7 1/2 Pecan Halves 30 @ 35 Walnut Halves 30 @ 35 Filbert Meats 27 Alicante, Almonds 42 Jordan Almonds 47 Peanuts Fancy H. P. Suns 5 1/2 @ 6 1/2 Roasted 6 1/2 @ 7 1/2 Choice, H. P. Jum- bo 7 1/2	

Special Price Current

AXLE GREASE



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

BAKING POWDER

Royal



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

BLUING



C. P. Bluing

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

CIGARS

Johnson Cigar Co.'s Brand



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

Worden Grocer Co. brand
Ben Hur

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

COCOANUT

Baker's Brazil Shredded



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

FRESH MEATS

Beef

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

Pork

Loins .@ 12
Dressed .@ 8
Boston Butts .@ 10
Shoulders .@ 8 1/2
Leaf Lard .@ 11 1/2
Shoulders .@ 9

Mutton

Carcass .@ 10
Lambs .@ 14
Spring Lambs .@ 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 29

Jute

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

Cotton Victor

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

Cotton Windsor

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

Cotton Braided

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

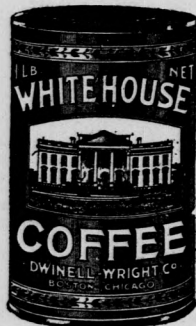
Galvanized Wire

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

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



White House, 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 12
No. 7, 15 feet 15
No. 8, 15 feet 18
No. 9, 15 feet 20

Linen Lines

Small 20
Medium 25
Large 34

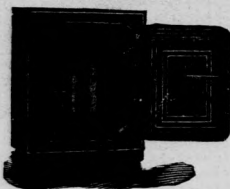
Poles

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

GELATINE

Cox's, 1 doz. Large .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

Lowest

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

And because our com-
paratively inexpensive
method of selling,
through a catalogue, re-
duces costs.

We sell to merchants
only.

Ask for current cata-
logue.

Butler Brothers

New York

Chicago St. Louis

Minneapolis

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

COUPON BOOKS
SUPERCEDE
BOOK-KEEPING
DISPUTED ACCOUNTS
BAD DEBTS
ACCURACY
PROFIT
CONTENTMENT
We make four grades of book:
in the different denominations.

CIRCULARS ON INQUIRY
SAMPLES

TRADESMAN COMPANY.
GRAND RAPIDS, MICH.

Furniture Factory

TO RENT

At Mt. Jewett, Pa.

Cost former owners \$30,000. Com-
plete with machinery, warehouses and
drykiln. Labor plentiful and town
healthful and attractive, good ship-
ping 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.

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

What Is the Good

Of good printing? You can probably
answer that in a minute when you com-
pare good printing with poor. You know
the satisfaction of sending out printed
matter that is neat, ship-shape and up-
to-date in appearance. You know how it
impresses you when you receive it from
some one else. It has the same effect on
your customers. Let us show you what
we can do by a judicious admixture of
brains and type. Let us help you with
your printing.

Tradesman Company
Grand Rapids

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—A good 8 syrap onyx and marble soda fountain. Also 18 feet of oak soda counter with marble top, 6 ft. work board, 10 wire soda stools and ice chest. Will sell altogether or separate at a bargain. C. E. Van Avery, 734 Portage St., Kalamazoo, Mich. 335

For Rent—The Vermeulen Block, comprising three stores, in the city of Alma. Splendid opening for department store. For particulars address or call Howard Willard, Alma, Mich. 334

For Sale—Bakery, confectionery and ice cream business. The best little business in the best little city in the State. Address Joseph Hoare, Fremont, Mich. 331

For Sale—16,000 acres in Webb Co., Texas. \$4 acre, easy terms. McClure & Hawkins, Delaware, Ark. 330

New up-to-date store and residence property in growing town, rents for \$43 month, to exchange for good drug business. Address No. 329, care Tradesman. 329

To Contract—We are in a position to contract for the manufacture of collars, cuffs, canvas gloves, or any other lines of goods, where the use of sewing machines is needed. Address Union Collar Co., Cadillac, Mich. 327

For Sale—Stock of general merchandise in a town of 1,000 inhabitants. Doing a good business but out of town interests compel us to sell. Will rent store building or sell, as desired. Address M. Alvin, Marion, Mich. 325

180 acre stock farm for sale. Might take residence property in part payment. Also have other farms. C. O. Kenyon, Citz. Phone 67 1L, 1S, Middleville, Mich. 324

For Rent—Large dry goods and grocery, or clothing or department store; old established trade. Best corner in town of 5,000; on lake-to-gulf waterway. Address A. D. Smith, Morris, Ill. 323

For Sale—Bakery, grocery and confectionery store doing a fine business, fine fixtures. All counter trade. For further information address Willie E. Page, Grand Tower, Jackson Co., Ill. 322

Only bakery in good Indiana town; right new brick oven. Price \$1,000. For particulars address Box 301, Goodland, Ind. 321

For Sale—A clean stock of hardware in a live town of 3,000 inhabitants in Central Michigan. Fine farming community. Good factories. Town growing. Will invoice about \$4,500. Good competition. Address "Millington," care Michigan Tradesman. 320

Printing—Letter heads, tags, etc., \$1.25 per thousand up. Samples free. Fink & Sotter, Dept. A2, Pottstown, Pa. 317

Store for rent, dandy. Who knows of someone looking for location? See last Tradesman. Casaday, Lorimor, Ia. 318

Hardware Business For Sale—Inventories about \$3,000. Will sell all or half interest to right man. A thoroughly healthy business closed out for best of reasons. Must be handled by Feb. 21, 1909. Can interest any live man who investigate. Address Bruce G. Hubbard, Trustee, Ewart, Mich. 319

\$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

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—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

Good opening for competent jewelry man. Correspond with G. E. Hain Co., Fremont, Mich. 308

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

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

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

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

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

For Sale or Rent—A 400 acre stock and tillage farm in Central Illinois. 220 tillable now. Blue grass pastures, Al for hogs. A. H. Kepley, Lock Box 15, Effingham, Ill. 299

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. 435, Norman, Okla. 297

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

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—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

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

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

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

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 26, Greenville, Mich. 553

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.

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

Hardware clerk, nine years experience, wants position. Age 26. Married. References furnished. Address No. 233, care Tradesman. 233

HELP WANTED.

Wanted—Cashier for a county bank. Must have good reference and money to take stock. Address Wm. Harley, 2311 Allis Ave., Kansas City, Kansas. 333

Wanted—Honest, trustworthy, ambitious registered drug clerk. Must have good young man. Others need not apply. F. R. Skinner, Druggist, St. Charles, Mich. 332

Wanted—At once, traveling salesman to carry a line of collars and cuffs, also canvas gloves, on commission basis. Address Union Collar Co., Cadillac, Mich. 327

Blacksmith Wanted—Must be good woodworker, horseshoer and blacksmith and sober man. Address C. B. Mansfield, Colling, Mich. 326

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,

JUSTICE TO OLEO.

The Revenue Tax Likely To Be Reduced.

Washington, D. C., Feb. 2.—For the first time since the convening of the second session of the present Congress the oleomargarine question is up before the House of Representatives for attention, Representative Burleson, of Texas, having introduced a bill substituting a yearly license for the manufacturers, wholesalers and retailers of that product. There is every prospect of a sharp contest of this measure, but I am afraid that it is too late now to do anything on it this session. The bill, which was introduced last week, has been referred to the Committee on Ways and Means, the clerk of which told me to-day that there had been no hearing set as yet.

Mr. Burleson's bill, after calling for the repeal of the present ten cent tax, demands that "Manufacturers of oleomargarine shall pay \$600 per annum. Every person who manufactures oleomargarine for sale shall be deemed a manufacturer thereof.

"Wholesale dealers in oleomargarine shall pay \$480 per annum. Every person who sells or offers for sale oleomargarine in quantities greater than ten pounds at a time shall be deemed a wholesale dealer therein; but a manufacturer of oleomargarine who has given the required bond and paid the required special tax, and who sells oleomargarine of his own production only at the place of its manufacture in the original packages, to which the tax-paid stamps are affixed, shall not be required to pay the special tax of a wholesale dealer on account of such sales. (The \$600 mentioned above is the special tax referred to)."

He also provides that retailers shall pay \$48 per annum, defining a "retail dealer" as one who does not sell more than ten pounds at a time.

An important provision of the bill is that all oleomargarine shall be put up by the manufacturer in packages no larger than one and two pounds, each of which must bear the word "Oleomargarine" in sunken letters, the size of which shall be prescribed by the Internal Revenue Commissioner. These packages, print, brick, lump or roll, must first be wrapped with a paper wrapper stamped with the word "Oleomargarine," which lettering must also be on the outside of every tub or other wooden or paper package. He fixes a penalty for what is called "moonshining" (though he does not use that word) at not less than \$100 nor more than \$500 for the first offense and imprisonment not less than 30 days or more than six months, but for every offense after that he doubles the fine and makes the imprisonment from 60 days to two years.

This ought to be good news to the oleo manufacturers, jobbers and retailers. The tax on oleomargarine has always been looked upon by many members of Congress as purely class legislation, framed ostensibly to protect the farmers. The high price of butter in recent years, with the dismal prospect that it might go

still higher, has forced a considerable demand for removal of the tax. Further, the public has found out that pure oleo is a very good substitute for butter. Dr. Wiley once told me that oleomargarine, made by reputable firms, under the present regulations for its manufacture, is often cleaner and purer than ordinary butter and just as nutritive. The makers of cotton seed oil have joined with the big packing interests to fight the so-called "Butter Trust," which is at present working hard to defeat any repeal of the tax.

As I said before, I hardly think much can be done on this subject this session of Congress, but Burleson's bill is the entering edge of a sharp axe. It will bring the attention of the associations of grocers and retailers in oleo to a focus and the next Congress ought to see much good work done. Now is the time for the friends of oleomargarine to begin their campaign for the repeal of the tax.

The Ohio Bankers' Association has entered the ring to take a whack at the postal savings bank measure. In a pamphlet they have mailed to each member here, the President, Mr. A. E. Rice, has set forth a multitude of reasons why there should be no postal banks.

Nothing new in parcels post matters. The situation is as it was last week. There will be some rush work done this month, but I doubt whether this bill will even be thought of.

Let us watch the next session of Congress closely and remember that the best time to begin to get what you want next year is NOW.

Frank W. Lawson.

HEROISM AT SEA.

Among the customs of the sea is that inexorable rule which makes it the duty of the Captain of a ship to be the last man to leave her in the event of disaster. No matter what the personal risk, he must remain until the last human being on board has been placed in safety, or has left the vessel. To the credit of seamen be it said that seldom is this custom of the sea violated. There have been instances where Captains have shown the white feather, but they are rare, and such an exhibition, of course, permanently ends the career of a commander and covers him with obloquy.

In the recent marine disaster the Captains and officers of both ships acted in an admirable manner. Whatever the responsibility for the accident the Italian Captain kept his crew under excellent discipline, and promptly went to the assistance of the vessel with which he had been in collision. The Captain of the Republic not only preserved order on his sorely crippled and shattered ship, but he stood by her to the last, and actually went down with her, being picked up out of the sea by a boat from an accompanying revenue vessel, after the sinking of his ship. Similar heroic conduct is ascribed to the First Officer of the Republic, who stuck by his Captain to the end, and was also picked up out of the water.

The cool and courageous conduct of the wireless telegraph operator is being generally complimented, although he probably did no more than others of his comrades. His sticking to his post, however, kept the world informed of the details of the disaster, and enabled rescuing vessels to locate the wreck.

Two of the best pieces of work resulting from the wreck were the two successive and successful transfers in lifeboats of the passengers. First, all the people on the Republic were transferred to the Florida, and later during the night the combined passengers of the Florida and the Republic were transferred in boats to the Baltic. This handling of more than a thousand people in small boats in a fairly rough sea under shadow of night was a fine bit of work, and attests not only the discipline of the crews, but the efficiency of the lifeboat equipment.

While most people imagine that every big passenger ship carries enough lifeboats to accommodate all her passengers and crew, such is not the case, however, and could not be the case with the big liners, as there would not be space enough along the ship's sides to house such a number of boats. Of course, boats are supplemented by life rafts and other floating appliances.

THE VALENTINE WINDOW.

This will attract, even if not carefully arranged; but it will prove ten times more profitable if a little taste is exercised in showing the goods.

So far as practicable, avoid mixing different lines. The gay tinsels and the dainty pieces of high artistic merit do not, as a rule, harmonize; a mingling of the two weakens the effect for both. Bright colors, too, should be arranged with a view to harmony; discordant tones have a tendency to render them unattractive to some who may not be able to analyze the cause of the difficulty.

Strive to elevate public taste along this line. The beauty now shown, even in cheap goods, leaves no excuse for any offering that is strictly a violation of the artistic or ethical. Let the specimens which savor of vulgarity be returned, having first stipulated in your order that nothing of this kind is desired. For, of course, goes with the day; but let it be really humorous in nature, and not of the kind which provokes the laugh of the thoughtless because it appeals to their lower sensibilities. If among the "comics" you find one which especially ridicules a person in your own community, don't sell it. Slip it out and lose the penny, rather than take the chances of letting it go out to hurt the feelings of any one. Of course, there are instances where a hit in satire may bring one to an appreciation of his shortcomings, and as a reformatory influence is allowable; but as to the ridicule of personal defects and misfortunes, do not lend your approbation by furnishing the goods. Strive to keep the day bright and pure and filled with beautiful pictures and kind thoughts.

Another Victim of the E. Z. Wick Attachment.

Woodland, Feb. 2.—For the good of merchants in general and E. Z. Wick in particular, I wish to make an exposure of a party through the Tradesman, if you wish to publish it. While I don't care to have my name mentioned I am ready and willing to substantiate every statement I make. On January 5 a 200 pound man, signing his name A. J. Adkins, representing the Field-Spencer Manufacturing Co., of 158-162 West Madison street, Chicago, which Spencer was connected with the firm of Hibbard, Spencer, Bartlett & Co., he said, came into my store and demonstrated the working of the X ray wick attachment, claiming for it that by turning the coal oil into gas it would make any lamp, oil stove or lantern burn a clear, white light without trimming, cleaning, smelling and smoking, and would last from eight to fourteen months without changing; that it would not char nor get black. He fixed up a lamp and an oil heater I had and they seemed to work all right that evening, so I bought some and paid him for them by check, but when I came to burn a lamp all night it formed a lamp black on both corners of the attachment and smoked worse than without it. Further trial convinced me of the worthlessness of the device. I returned the goods to the firm at their address and in a few days my letter came back stamped, "No such firm at the address given and not found in the directory." I then wrote to the Co-operating Merchants' Co., of Chicago, stating the case, and have their letter stating that that firm could not be found and that all mail addressed to them was returned to the writer, and that they thought I would be doing the right thing to start an exposure of this man and his methods. Now, if you think it worth while to publish this it may save some one else, for I noticed from his order book and the letter heads he had that I am not the only E. Z. man. Perhaps you have heard of this party before and may even have exposed him. If so, I missed it, because I am not taking the Tradesman, which I now propose to do. Enclosed herewith find check for \$2. E. Z. Mark.

The Central Michigan Paper Co., 14 and 16 Lyon street, has increased its capital stock from \$15,000 to \$25,000.

The Citizens Ice Co. has increased its capital stock from \$25,000 to \$35,000.

Out of deep sorrows come high powers to comfort and strengthen.

BUSINESS CHANCES.

For Sale—One of the best located drug stores in Lansing. Will inventory about \$3,000 but must be sold at once and is offered at a bargain. Come and investigate personally. H. A. Silsbee, Trustee, 305-6 Hollister Bldg., Lansing, Mich. 338

For Sale—In Grand Rapids, Mich., stock of hardware, paints, stoves, mattresses, springs and beds, household necessities and tinshop. Stock and fixtures about \$6,000. Doing a cash business. 1908 sales \$14,000. Good location. Parties interested must speak Holland. Address No. 337, care Michigan Tradesman. 337

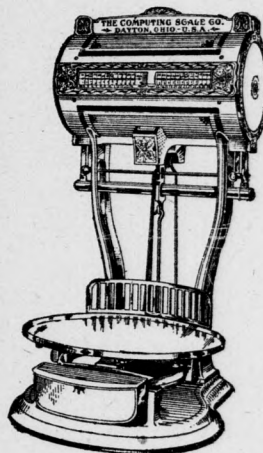
For Sale—General store doing a paying business in lumbering town. Stock will inventory about \$3,500. Will sell store building and residence. Address J. & H. Spencer, Mich. 338



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.

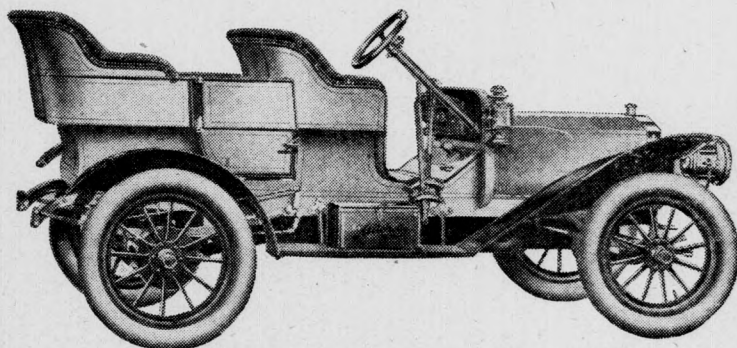


Moneyweight Scale Co.

58 State Street, Chicago

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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 upholstery or Mitchell blue with black upholstery.

Body—Metal. Tonneau roomy, seats 3 comfortably and is detachable; options in place of tonneau are surry body, runabout deck or single rumble seat.

Ignition—Battery and \$150 splitdorf magneto.

In addition to the Model K Touring Car there are a \$1,000 Mitchell Runabout and a 40 H. P. seven passenger Touring Car at \$2,000.

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

The Mitchell Agency, Grand Rapids

At the Adams & Hart Garage

47-49 No. Division St.

Success

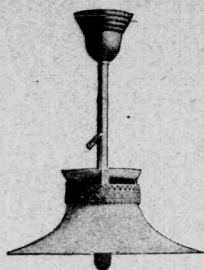
BECAUSE we want the best trade and the most of it, we do printing that deserves it. There is a shorter way to temporary profits, but there is no such thing as temporary success. A result that includes disappointment for somebody is not success, although it may be profitable for a time.

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

Tradesman Company
Grand Rapids, Michigan

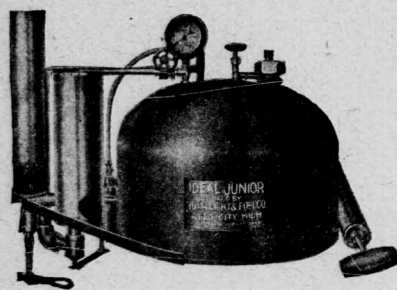
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