



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



Don't Make The Mistake

of thinking that all 5c cigars are pretty nearly alike, or that there is no such thing as stocking the best one.

The Ben-Hur stands out distinct from every competing brand, because of its real superlative merit and level quality. It is not our say so, but what thousands of dealers say, and they back up their statements by seeing that this brand is never lacking from their case.

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. Retail at 15 cents per jar.

Manufactured only by

U. S. Horse-Radish Company

Saginaw, Mich., U. S. A.



Every Cake

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

The Fleischmann Co.,

of Michigan

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

Makes Clothes Whiter-Work Easier-Kitchen Cleaner.

SNOW BOY WASHING POWDER.

'GOOD GOODS — GOOD PROFITS.

MICHIGAN TRADESMAN

Twenty-Sixth Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 10, 1909

Number 1325



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

CHANGE IN SECRETARY.

At the first meeting of the new Board of Directors of the Grand Rapids Board of Trade Tuesday evening the most important feature of the proceedings was the reading of a letter from Secretary H. D. C. Van Asmus, declining to stand for re-election to the position of Secretary.

This communication was referred to a special committee for consideration and to make recommendations and, while the regular routine of business was going on, the committee retired. Presently the special committee requested the presence of Secretary Van Asmus, who responded to the request, Mr. A. B. Merritt being selected to act as Secretary meanwhile.

The result was a report recommending that the wishes of Secretary Van Asmus be respected; that a banquet be given in honor of Mr. Van Asmus, to be attended by all the members of the Board of Trade; that each member so attending pay for his plate and, finally, advising the election of Clarence Cotton, of Chicago, as successor to Mr. Van Asmus, whose term of office will expire February 28. The report was acted upon by sections and finally was adopted as a whole.

Thus will be rounded out a career devoted to a single institution during eighteen years out of the twenty-four years' life of the Board of Trade. It was Mr. Van Asmus who conceived the idea of such an association; it was he who took the initiative and whipped the enterprise into shape; it was he who, during the first ten or twelve years, contended successfully against limited membership and funds and against the doubts, the fears and the indifference of the community as a whole, and at last placed it upon a prosperous and influential basis. It was Mr. Van Asmus who, primarily, secured for the Board of Trade a recognized standing among the great public welfare organizations in the United States. It is a splendid record and one in which he may, most justly, find permanent satisfaction and of which he may be most jealous and proud.

Mr. Clarence Cotton, of Chicago, has had newspaper experience in Grand Rapids and Detroit. He was, for a time, Secretary to Mayor Wm. C. Mayberry, of Detroit, and for two or three years was Secretary of the Commercial Club of Chicago. Splendidly recommended as a competent organizer and as an executive, he is also credited with being indefatigable as a worker. He will need all of these qualities in taking up the work to which he has been assigned and will have no more sincere well wishes than he will find in the Michigan Tradesman.

JINGOITES ARE HOPELESS.

Truly President Roosevelt is confronted by an abundance of "situation" at the close of his administration, as one may readily realize by reading the daily press dispatches from Washington, Nevada and California.

Whether or not our treaty obligations with Japan may be permanently shelved through the hair brained recklessness of a group of self seeking politicians remains to be seen, but it is safe to assume that the great majority of citizens in California and Nevada will, in the end, take care of the emergency.

Just what may be the action of the Senate as to the President's observations regarding Senator Perkins is not of vital importance, because the quiet, mild-mannered, gentle-voiced Senator from California is safe in his position for six years—and in 1915 the ex-salt water sailor and present day political boss will have forgotten everything.

He will forget it because by that time the present Pacific Fleet of battleships will be at least double its present equipment and efficiency and there will be fewer permanent Japanese residents on the Pacific coast than at present.

The formalities of receiving the Round-the-Globe American Fleet will constitute a wiping out of any differences between the President and Mr. Secretary Newberry, of the Navy Department, and the coming into office of President Taft will still further contribute toward smoothing out the various matters which to-day are so useful as daily sensations for the press.

At least there will be no war to delight the jingoes who have been striving to push things in that direction the past two years. Neither China, Japan nor the United States want war and none of the European governments are anxious for such a condition.

The soundest reasoning won't convince the man who is angry with you. Keep your prospect in a good humor, and in order to do that you must keep in a good humor yourself.

Just as mediocrity will sometimes be mistaken for exceptional merit, owing to a skillful representation, so merit will sometimes go unrecognized because it is poorly represented.

It is said that the time to advertise is when business is dull. When your customer raises the same objection convince him that that is the time to buy. He needs to stimulate the interest of his trade with a fresh and attractive display.

Sometimes a divorce makes a woman feel nearly as good as if she had just taken off a pair of tight shoes.

A VENERABLE ENIGMA.

All church organizations are not alike as to wealth, practices, creeds and results, so that, like all human creations, all such organizations are not honest. Again, the humanism of the matter is shown by the fact that very few church organizations escape unfair criticism. The Trinity Church Corporation of New York, however, is almost unique in its relation to gossip, chiefly disagreeable. This body has been in the public eye for over half a century, chiefly because of its alleged great wealth; and now comes Assemblyman Cuivillier, of New York, with a resolution introduced in the New York Assembly last Monday, calling upon the Trinity church officials to make an exact showing as to the holdings of the corporation.

It appears, according to the text of the resolution, that this corporation has not filed an account of its real estate holdings and personal property since 1854—fifty-five years ago nearly. This is not only important, if true, but it reflects seriously upon the character of the corporation. The resolution admits that a short time ago the rector, wardens and vestrymen of the church filed a statement showing that the real estate holdings of the corporation were "valued at about \$13,000,000." But, on the other hand, the resolution shows "on good, reliable and competent authority who are members of the Trinity Corporation," that its real estate holdings in the City of New York are worth more than one hundred millions of dollars and produce an income of over six millions of dollars annually.

This charge, given specifically, is the authority for making the demand that the Commissioners of the Land Office of the State of New York shall furnish to the Assembly, and so to the citizens of New York, forthwith, "all documents, deeds, leases, mortgages and grants affecting the real estate and property of the Trinity Church Corporation from May 6, 1697, to January 9, 1909."

Such an action, involving the entire history of an organization over three centuries old; a body widely known all over the world as an exceedingly close corporation, reflects discredit not only upon the corporation but upon the executive officers of the Empire State during the past century. It is high time that the old, old contention should be decided fully, fairly and forever. Moreover, it would seem, for the welfare of churches in general, and especially for the benefit of the Protestant Episcopal church in this country, that there should be made a solution of the venerable enigma.

Friends do not freeze to a frozen heart.

DULL SEASON.

Some Ways To Counteract Its Effect.

Written for the Tradesman.

A dull season naturally follows the midwinter rush, yet we can not afford to lean back on our oars and drift with the current. This is too expensive, eating up in a short time the profits of the rush. While to avoid it requires more skill and energy on our part, it is work that pays.

Introduce new features into the window dressing. The substitution of asbestos in its fibrous form for the cotton which gives such a realistic touch of winter is a step on which members of your local fire department will heartily congratulate you. This is easily obtained at the hardware store and is durable and fire-proof. With this new background a complete and effective change may be made.

If winter has so far been mild some snug weather is almost certain to follow. Those who have delayed getting heavy footwear, thinking that the weather prophet who observed the heavy fur on the animals, the thick husks on the corn and the low building of the hornets' nests was only a quack, will now find that the warmer and heavier material is a necessity. But do not expect them to go the entire distance to meet you. Meet them halfway.

Local advertising rarely introduces anything out of the ordinary, and especially in the shoe trade does it sometimes seem as if the advertisements in the local paper strove rather to see how little they could tell and yet keep their place in the newspaper columns. Here is one quite in advance of the ordinary and suggestive of changes which will render it adapted to any desired time or place:

THE ALLIGATORS HAVE COME TO TOWN

Live Ones and Dead Ones Exhibited at Blank's

"The Leather Goods Place."

Come and see the Animals; also inspect Blankville's Finest Display of Alligator Bags, Belts and Pocketbooks.

Excellent Tokens of Birthday Greetings are to be found in this varied Assortment of Alligator Novelties.

A. BLANK,

128 Main Street, Blankville.

This advertisement is well displayed if enclosed in a neat but heavy border, and although lacking price quotations it is otherwise quite in advance of those in the average country newspaper. Of course, its results hinge on the nature of the natural history exhibit and the goods so directly associated with it, the prices and methods adopted by the salesmen cutting no small figure.

We are warned against taking space for a lot of curios and baiting idle curiosity-seekers. There is some lost energy in all commercial transactions, but if we can attract people to the store we should be able to get them interested in our goods if they happen to need anything in that line. The "gators" will prove a drawing card. Make it a point when

people come in to see the pets to make them interested. If the reptiles lie there, sluggish and apparently dead, many will leave in disgust, thinking this a bare misrepresentation and that the alligators are really without life. This would certainly prove an expensive conclusion. Not only stir them up, but relate some curious facts in regard to their habits which you may have observed. Post yourself as to their native life. It will take but a short time to glean sufficient information from a standard cyclopedia and the enjoyment you get out of it yourself will repay the time spent. Make a special effort to gain information regarding the preparation of their skins and other things akin to their value to the trade. When any one is interested gradually shift to this topic and show your goods, but do not try to press a sale. Then if the hearer is sufficiently interested you may exercise your greatest tact in salesmanship and press the bargain to a close. With the living source of material it is comparatively easy to gain attention to the goods; and this interest once aroused it is much easier to make a sale than when alligator skins are known only in the abstract. Alone they may be admired, but in connection with the queer animals they become souvenirs of a pleasant half-hour; and, while you may have begrudged the time spent in seemingly unremunerative entertainment, it will come back with interest if enthusiastically managed. Aim especially to attract the children. This will appeal more forcibly to them than to adults. Enthuse them with the subject until it reflects in the schools. The teachers will be glad to study a new branch of natural history. And, finally, the parents will be attracted to the strange pets. Do not fail to keep the alligator goods prominent, the prices being plainly marked.

If business lags announce a prize competition of a pair of your "Best Sellers during the Holidays" to the man or woman who will pick them out and make the nearest estimate to the exact number sold. Contestants should be restricted to those purchasing a certain amount of goods—from one to five dollars' worth, as seems advisable. If the trade appeals to those educationally equipped an additional test may include the three most logical reasons for the choice made. This will serve to get people to looking your stock over; it is then up to you to do the rest.

Special days should not be forgotten. There are a number during late winter and early spring. Valentine's Day has its special offering. Washington's Birthday should suggest some little patriotic souvenir.

Now is the time to get rid of odd sizes in winter goods, that the shelves may be cleared for the spring trade. Boots and shoes of ordinary sizes may be worked off with very little cutting of prices; but there are always extremes in length and breadth necessary to make the stock complete, yet which may be left if one does not watch their business. When such problems confront you just ran-

sack your memory for a customer that the shoe will fit. The first time he comes into the store bounce him for a bargain, and make it one worth looking at. If he half needs the goods in many instances you can make the sale; besides, he will be pleased that you are able to recall his size.

And just here is a point worth emphasizing: Some have the ability to remember the sizes used by their various customers to a degree that is surprising. It is a gift that can be cultivated, however, and it may be made worth cultivating, for the savoring of personal attention is quite a grip in holding patronage. No one feels complimented by the thought that his dealer only remembers him while a bargain is being consummated, but if he can be made to realize that his needs and peculiarities are in the mind of his dealer between calls it appeals to his vanity and increases his confidence.

Then if there are damaged goods, some of which will bob up occasionally despite the utmost precaution, work them off as quickly as possible; but never try to sell them to an unsuspecting customer without showing him the flaw and explaining just what damage is liable to follow. Sometimes the defect does not materially lessen the value for certain purposes, and yet you can give a bargain much better than take the chances of retaining the goods until another season. To attempt a disposal at regular price and without an understanding would not only bring disrepute upon your house but perhaps upon that special brand of goods.

Make a specialty of price tags. They may be decorative or plain, but the figures should stand out in unquestionable language. Ornamentation which makes ambiguity between "3" and "5" is never profitable.

Keep the fire of your own enthusiasm well fed. It is human nature to seem more interested when every one else is keyed to the highest notch, especially if one is of a nervous temperament; but this only emphasizes the need of greater personal effort when things begin to lag.

Put into the work a bit of your own personality. During the Holiday rush when customers stood in line awaiting their turn orders were filled mechanically. There was no time to consult varied tastes or individual requirements. If the individual knew what he wanted in the exact details he got it; but if his ideal was indefinitely formed you lost your chance to apply the personal attention needed for complete satisfaction. Now that you have a little more time, make it count in this direction. Let your patrons know that you are trying to serve their interests as well as your own.

Bessie L. Putnam.

Criminal Negligence.

"Did you ever make a serious mistake in a prescription?"

"Never but once," answered the drug clerk, as a gloomy look passed over his face. "I charged a man thirty cents for a prescription instead of thirty-five."

The Merchant Who Gives Because He Must.

Evansville, Ind., Feb. 5—You will have to do one or both of the following things if you do not wish to hear from me so often: You will have to stop publishing so many wise little sayings or stop publishing my remarks about them. I hope you will not do either, for I love to read them and I am happy in the work in writing down the thoughts about them as they come to my mind.

In your Feb. 3 issue I found the following: "The man who thinks he carries the key to heaven in his pants pocket soon finds it fits the wrong door." The key to heaven is a wonderful thing. All of us are wishing for a seat in the heavenly home. We are spending much time and money on this subject. Thousands of dollars each year go towards this work, thousands are making their living by preaching and teaching us how to get to heaven. I know of no other class of men who do more towards this work than the merchants. The merchant is about the first man who is called upon to help build this or that church and to pay the preacher.

Now, I wish to talk to the merchant who gives to the church because he seems to think he must on account of his being a tradesman, and to others who give their money thinking that, just because they do give a great deal that they ought to be favored.

Mr. Merchant, be honest, don't give to a church if your heart is not there. Mr. Church Member, don't you give a cent if your heart and mind is not all wrapped up in the work. We never get any benefit out of anything if our whole mind and soul is not wrapped up in that work. We must learn that joy, peace and happiness can not be bought with money. If you give to a church just for business sake, you know how much joy there is in it. You turn right around and kick yourself every time. If this is the case with you, it does no good for the church. The church can not live in peace, joy and happiness on money gotten in this way. Everything must be given freely and received so.

The Great Infinite Power, Justice, knows nothing about the dollars you give to the church. This Great Powerful Intelligence will not listen to you when you knock at the door, if you think you can buy your way in.

The Infinite Spirit of Life and Power that is back of all, that is the life of all, that is working in and through all, is a matter in regard to which all men ought to know more about. If you are willing to say "yes" to this, then stop to consider what value your money has in regard to being known to this influence.

There is only one way to get into heaven, if heaven is peace, joy and happiness, and that is to simply open our minds and hearts to the Divine inflow which is waiting only for the opening of the gate. Every time you give a dollar, thinking you have done your duty, you put on another lock to the gate.

Edward Miller, Jr.

Movements of Working Gideons.

Detroit, Feb. 9—Daniel Harding was in Bay City last week selling Japanese silks for the A. S. Rosenthal Co., of New York.

J. Parker, of Richmond, was in and about Mt. Pleasant last week and sold seventy of his plows. He makes and then sells, beginning with sand, iron, wood and paint, then the finished product is plows, then the farmer does the rest.

C. C. Close, of Three Rivers, was at Alma last week selling Three River Galloway overcoats. Our brother takes the orders now to be shipped next fall.

One hundred and fifty-one Gideon Bibles were put in the Griswold House last week (one in each guest's room) and as the cards inviting guests were handed out several traveling men made the remark that they had not opened a Bible in years before. The Bibles are attractive, and, as they are in each room with the name "Gideon" on each, they call attention to the meeting which is held in the parlors every Sunday evening at 7:30. The meeting last Sunday evening was composed largely of young traveling men, filling the parlor and at times the hall. W. D. VanSchaack led the services. The subject was, "The Lame Man Standing."

Aaron B. Gates.

Detroit, Feb. 9—A rally of Michigan Gideons was held at Jackson on Saturday and Sunday, Feb. 6 and 7, which afforded an opportunity of a renewal of old acquaintances and formation of new ones. About fifty

people, largely made up of Gideons and their wives, sat down to a sumptuous repast, served by the ladies of the Free Will Baptist church. This was thoroughly enjoyed by all, as one could easily see by the spirit of conviviality that prevailed throughout the hour of consumption. Then followed that most pleasant part of all such occasions, the toasts, superintended and enlivened by that excellent toastmaster, Mr. Watson R. Smith, ex-State President, who was fitly introduced by State President W. R. Sheldon, Jr., of Kalamazoo. Toasts were responded to by the following named persons:

Chas. M. Smith, Detroit, The Paramount Issue of the Gideons.

Gordon Z. Gage, Detroit, Labels.

Wm. Colgrove, of Kalamazoo, gave the address of the evening, which for earnestness of manner, ease of delivery and effectiveness could hardly be excelled. He divided his subject under seven heads and showed clearly whence the boys could get these various equipments and how they could be helped in the use of them. This brother is at the head of the Mission in his city and is doing very effective work there. He visited Battle Creek on Sunday in the Mission interest for that city and we can say candidly that this town of breakfast foods and sanitariums could not do better than to engage him to found and equip a work that is doing so much for the elevating of the downtown districts of our cities.

The occasion was made much sweeter by the singing of Brother Har-

ry Mayer, of Grand Rapids. He, together with his good wife, rendered us all under obligations to them for their presence.

Opportunity was given many of the members and their wives to speak, and the invitation was generally accepted and very much enjoyed by all present.

Everybody was made to feel at home and the occasion was one to be long remembered by all in attendance. Grand Rapids, Kalamazoo, Detroit, Bay City, Lansing and Jackson Camps were represented, and we think it will be within the bounds of propriety to add that never has there been so large a percentage of the Auxiliary present. One brother brought not only his good wife but their two sons along to catch the enthusiasm of this most inspiring banquet occasion.

Sunday followed with a 9:30 devotional service in the M. E. church, led by Gordon Z. Gage, and this proved a blessed hour spent together. Other services throughout the day were held in various churches and missions and all were very helpful to those in attendance.

State Chaplain Samuel F. Todd preached a very inspiring sermon from the pulpit of the Baptist church and unto a goodly number of people.

Most of the Gideons attended this meeting and thus closed up a very profitable rally for Michigan Gideons. To those who failed to be present we will say that they missed a great treat and an inspiring series of serv-

ices. For those present it was good to have been there.

The State Convention at Bay City has been set for May 1 and 2. Begin to plan now, as we want to make this the very best one yet held.

Charles M. Smith.

A Boy's Brushwood Stratagem.

His parents are convinced that Clarence will be a great man, the only doubt is whether it will be as a statesman or scientist. He is only 4 years old, and their confidence is based largely on one incident. The boy never told of it, and it would have been lost to history if a neighbor had not been a chance witness.

Clarence lives in the suburbs, and has a cat and kittens. One day he went into the yard next door with one of the little ones to play. There was a big pile of brushwood here, and he shoved his pet into a hole in this. She crawled so far back that all his efforts to get her out were in vain.

Had he been a man he would have pulled the pile of brush apart, but lacking strength for this he resorted to cunning. Running home, he soon returned with the mother cat. He shoved her into the hole after her offspring, and she soon came out with the little one between her teeth. Clarence bore them both home in triumph.

Dust.

A sign hung in a conspicuous place in a store in Lawrence:

"Man is made of dust. Dust settles. Are you a man?"

"2 Whole Cents"!

Do you ever have a salesman rush in on you and tell you how he has an article that will bring you two whole cents more, "if you'll just do a little talking to your customers?"

And did you try to do the talking?
Did "two whole cents" pay you for the
Time and the trouble and the lung power?
And did you stop to think what your
Customers thought about you?
That's all.

We won't hammer that nail too far.

But this is just a little reminder of one of your good, quiet, automatic profit makers—Wells & Richardson Co.'s

Dandelion Brand



Butter Color

PURELY VEGETABLE

Dandelion Brand Butter Color won't need talk to sell it. And you'll be doing good business when you put it in stock.

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

WELLS & RICHARDSON CO., Manufacturers, BURLINGTON, VERMONT



Movements of Merchants.

Tustin—Mrs. Mae Rainey has sold her millinery stock to Winette Wallace.

Marshall—The Murdison Dry Goods Co. has discontinued business here.

Lapeer—L. H. Perry & Co. have sold their grocery stock to L. H. Willson.

Portland—Ira Clark has purchased the grocery stock of his brother, L. J. Clark.

Three Oaks—Nicholas Dickerman has sold his grocery stock to Jacob A. Donner.

Holland—The Royal Cigar Co. has opened a stand in the tailor shop of John Meeboer.

Grass Lake—C. D. Joy & Son are succeeded in the bakery business by Harry Worden.

Marshall—Stephen S. Nevison, of Ionia, succeeds George Lower in the bakery business.

Bloomington—Baughman & Fenman succeed Clark & Baughman in the grocery business.

Copemish—The new building to be occupied by W. H. Ream with a meat market is now finished.

Zeeland—G. Moeke & Co. will build a store to be occupied with a general merchandise stock.

Detroit—The capital stock of Edson, Moore & Co. has been increased from \$900,000 to \$1,000,000.

Ithaca—Mrs. Nellie Rowland has sold her stock of bazaar goods to George N. Lanphere, of Owosso.

Gobleville—Fire has destroyed the bakery of Willard Ray and the meat market owned by B. Woodhouse.

Ionia—A bakery will be opened by Moore & Pettermann. Both of these gentlemen come from Grand Rapids.

East Saugatuck—The residence and store of John Lubbers, grocer and undertaker, have been destroyed by fire.

Lowell—An interest in the Lowell Lumber Co. has been purchased by John Carson, who will manage the company.

Dowagiac—Frank W. Richey has been appointed trustee of J. V. Lindsey & Co., bankrupt automobile manufacturers.

Marquette—Mrs. Alice Adams has purchased a building at 219 Blaker street, which she will fit up for a millinery store.

Flint—Henry N. Smith, who has been engaged in the harness business for five years, has been succeeded by W. D. Terbush.

Charlotte—Judge Briggs, referee in bankruptcy, has declared a 10 per cent. dividend in the case of the Dolson Auto Co., which failed last November.

Mt. Pleasant—Wilkinson Doughty, dry goods merchant, is dead. Mr. Doughty had been engaged in trade here since 1869.

Lansing—Beeman Bros. will conduct the meat business formerly carried on at the Trager meat market at 509 Michigan avenue, east.

Cass City—Earl W. Jones, of Millington, has purchased the grocery and chinaware stock of D. Ostrander and will continue the business.

Mendon—Guy Hamilton has purchased the store building and stock of implements of O. B. Graham and expects to take possession March 1.

Jackson—Two local meat dealers, F. C. Weber and W. F. Bossong, have joined hands and will conduct business together at the Weber stand.

Coldwater—Cotsonis Bros., who formerly conducted a confectionery store, are succeeded in business by Frank E. Worden and Judson F. Lucas.

Clarksville—R. H. Goodfellow & Co. have sold their stock of drugs and wall paper to Chapman & Robinson, who will continue the business at the same location.

Albion—The Southern Michigan Hay and Grain Co. has been incorporated with an authorized capital stock of \$3,000, all of which has been subscribed and paid in in cash.

Calumet—Joseph J. Werschay contemplates opening a clothing store here. Mr. Werschay was formerly connected with the clothing and boot and shoe store of Ed. Haas & Co.

Paw Paw—Mrs. I. J. Cumings has sold her dry goods stock to C. L. Jones, of Detroit. Mr. Jones was formerly identified with the law and collection department of R. G. Dunn & Co.

Hart—J. P. Jacobson has sold the grocery stock he recently purchased of N. J. Hook to J. Lyon. A. T. MacDonald, a brother-in-law of Mr. Jacobson, has been conducting the business.

Oscoda—A copartnership limited has been formed under the style of Fred C. Weston & Co., Ltd., with an authorized capital stock of \$2,000, all of which has been subscribed and paid in in cash.

Linden—Mrs. Tillie Marble, who has been a clerk in the general store of Hetchler Bros., has purchased a half interest in the business, which will be continued under the style of Hetchler Bros. & Co.

Mt. Pleasant—C. E. Hagan has a partner in the dry goods and house furnishings business in the person of Carl Bishop, who recently purchased an interest. The business will be con-

tinued under the style of the C. E. Hagan Co.

Flint—M. E. Carlton has merged his stationery and 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.

Ishpeming—H. F. Heyn, harness and leather dealer, will be succeeded in business by the Northern Leather Co., of which William Trebilcock is President; C. L. Sloat, Vice-President and Manager, and Edward Arvidson, Secretary and Treasurer. Mr. Sloat was formerly with F. Braastad & Co. and Mr. Arvidson is an experienced harnessmaker as well. Mr. Trebilcock is engaged in the florist business. Albert Trebilcock is also interested in the new company.

Manufacturing Matters.

Saginaw—The Norris Auto Co. has changed its name to the Saginaw Auto Co.

Flint—The Flint Lumber Co. has increased its capital stock from \$20,000 to \$40,000.

Millington—The Millington Milling Co. has increased its capital stock from \$10,000 to \$20,000.

Sandusky—The Anketell Lumber & Coal Co. has increased its capital stock from \$10,000 to \$50,000.

Detroit—The Fuel Economy Manufacturing Co. has changed its name to the Economy Manufacturing Co.

Chassell—The Worcester Lumber Co. is running full force and will put in nearly the average amount of logs.

Hesperia—John D. Gowell lost his flour mill fourteen miles east of here by fire. The mill had just been completed.

Manton—The Arlene Creamery Co. has moved to Manton. The machinery is now the property of the Rudell Creamery, of Grand Rapids.

Tecumseh—The Anthony Wire Fence Company has declared a semi-annual dividend of 3 per cent. on both the common and preferred stock of the corporation.

Marshall—The Peerless Fixtures Co. has been incorporated with an authorized capital stock of \$25,000, of which \$18,000 has been subscribed and paid in in property.

Arbela—The Stone Road Cheese Manufacturing Co. has been incorporated with an authorized capital stock of \$1,000, all of which has been subscribed and \$250 paid in in cash.

Onaway—The Lobdell & Churchill Co. recently installed new boilers in its manufacturing plant. The company is operating a number of camps and is putting in a stock of logs.

Ishpeming—The Northern Leather Company has been incorporated with an authorized capital stock of \$8,000, of which amount \$5,000 has been subscribed and \$1,000 paid in in cash.

Ewen—Marvin F. Leach will remove his sawmill from this place to the site of the old mill of the Ontonagon River Lumber Co. and will enlarge it and add shingle and planing mills.

Detroit—A corporation has been formed under the style of the Larrowe-Vallez Co. to manufacture and deal in beet sugar and drying ma-

chinery and apparatus. The company has an authorized capital stock of \$30,000, all of which has been subscribed and \$10,500 paid in in cash.

Detroit—Creditors of the Humphrey Bookcase Co., now going through bankruptcy, have decided to sell all of the company's property to the highest bidder. The sale will occur March 16.

Levering—The Levering Stave Manufacturing Co. has been incorporated with an authorized capital stock of \$15,000, of which \$10,000 has been subscribed and \$1,500 paid in in cash.

Holly—The Michigan Manufacturing & Lumber Co. has purchased 1,500,000 feet of lumber of R. P. Hollahan, of Millersburg. The lumber is manufactured at Millersburg and will come to Holly by rail.

Detroit—The Crown Art & Supply Co. has been incorporated to engage in manufacturing pictures and frames, with an authorized capital stock of \$2,000, all of which has been subscribed and paid in in property.

Detroit—The Steel Mill Packing Co. has merged its manufacturing business into a stock company under the same style with an authorized capital stock of \$20,000, all of which has been subscribed and paid in in property.

Bay City—The Bay City Swing & Ladder Co. has been incorporated to engage in the manufacture of swings, ladders and tools, with an authorized capital stock of \$20,000, of which \$10,000 has been subscribed and \$2,500 paid in in cash.

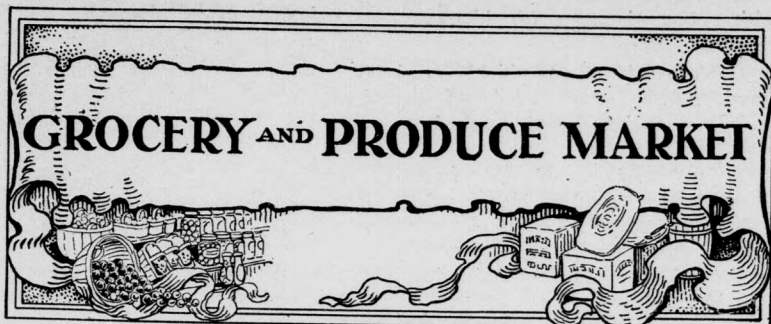
Detroit—The Sloane-Gilkeson-Dodshon Co. has been incorporated to manufacture men's and women's wearing apparel, with an authorized capital stock of \$50,000, of which \$30,000 has been subscribed and \$13,333.33 paid in in cash.

Traverse City—The Edward Payson Manufacturing Co., which makes door locks, is contemplating the erection of a new building. The lock factory will be one room 200x52 feet and the foundry will be 40x90. The entire building will be one story high.

Muskegon—A corporation has been formed under the style of the Muskegon Motor Specialties Co. to manufacture gasoline and other engines and motors. The company has an authorized capital stock of \$20,000, of which \$10,000 has been subscribed and paid in in cash.

Ypsilanti—O. E. Thompson & Sons, who conduct a woodenware and implement manufacturing business, have merged the same into a stock company under the style of the Thompson-Bassett Co., with an authorized capital stock of \$10,000, of which \$8,100 has been subscribed and \$1,000 paid in in cash.

Munising—The Cleveland Cliffs sawmill will obtain its logs the coming season by buying in small lots, of jobbers, along the line of the Munising Railway and in this vicinity. However, some of the logs will come from the lumbering department of the company and this department will furnish lath bolts and stock for the shingle mill. It is probable that the sawmill will run night and day.



The Produce Market.

Apples—New York Spys, \$5.50@6; Baldwins, \$5; Greenings, \$4@4.50. Some varieties of apples show advances, and values are gradually reaching a prohibitive figure. As prices advance the demand shows a falling off, but owing to the comparatively light supplies there is no doubt that prices will be well maintained.

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

Beets—\$1.50 per bbl.

Butter—The market is very firm at an advance of 1c per pound over a week ago, both on solid packed and prints of all grades. There is an active demand for everything in the butter line, both fresh and held, the consumptive demand being about normal for the season. Stocks in storage are gradually decreasing and the market throughout is in good condition. If there is any change it is more likely to be an advance than a decline. Fancy creamery is held at 30c for tubs and 31c for prints; dairy grades command 24@25c for No. 1 and 17@18c for packing stock.

Cabbage—\$1 per bu. or 3c per lb.

Carrots—\$1.50 per bbl.

Celery—\$1.75 per box of 4 doz.

Citron—60c per doz.

Cocoanuts—\$5 per bag of 90.

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

Eggs—The market, following the weather, has been very erratic during the week. The recent cold wave, enveloping the country, has caused a general advance and the blizzard now raging (Wednesday) will have a tendency to force prices still higher. There are a good consumptive demand and about a normal supply of fresh. Refrigerator eggs are in small supply. There will probably be an irregular market during the next few weeks, due to weather conditions. Local dealers pay 26@27c f. o. b. Grand Rapids, holding candled fresh at 28@29c.

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, 15c 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—Are holding to a steady

range. They are cheap and the fruit now offered is very attractive in appearance. 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.

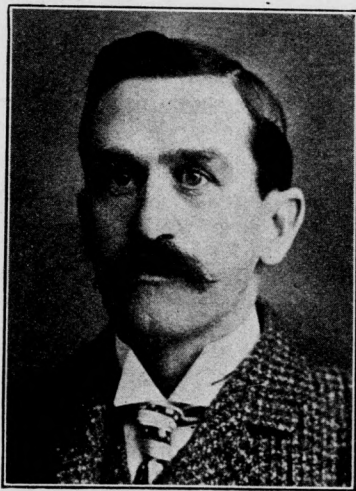
Squash—1c per lb. for Hubbard.

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

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

Death of Fred J. Ferguson.

Fred J. Ferguson, who was engaged in the grocery business on South Division street for several years, died Sunday night at the family residence at 65 Cass avenue. Deceased came to



this country from his birthplace, Belfast, Ireland, at the age of 3 years, located first in Albany, N. Y., and came to Grand Rapids twenty years ago. He was a member of the Westminster Presbyterian church and the Maccabees. Interment was in Oakhills.

J. H. Russell, of Temple, has purchased a line of men's furnishings of the Grand Rapids Dry Goods Co. which he will add to his general stock.

The capital stock of the Roi-All Embalming Fluid Co. has been increased from \$10,000 to \$20,000.

The Eclipse Box Manufacturing Co. has increased its capital stock from \$100,000 to \$120,000.

The Grocery Market.

Sugar—Raws have made no change whatever during the week, except that Europe weakened slightly toward the close. Refined grades show no change and are in fair demand.

Tea—The demand is active, having been stimulated to some extent by the duty talk. From all information obtainable on the subject there is reason to believe that a duty on tea will be imposed, as the Government needs money very badly. Prices show no change, low grades having stiffened slightly, and being reported not in large supply. The consumptive demand for tea is not as good as the speculative demand.

Coffee—The indications of a duty on coffee are becoming more manifest and Rio and Santos grades are strong in consequence. The demand for Brazil coffee is fair. Mild grades and Java and Mocha are steady, unchanged and in fair demand.

Canned Goods—Stocks of tomatoes in jobbers' and retailers' hands are said to be exceedingly low, and an increased buying movement is bound to boost prices. Corn tends to weakness. While no decline has been made, packers show an inclination to shade prices. The better grades of peas are said to be getting scarce, but as this article seldom changes in price it will simply be a question of getting the goods. Cheap peas are plentiful and moving freely. Peaches and apricots show no new features. While there is a fair demand for the time of year stocks are heavy enough to cause a rather depressed tone to the market. An advance of 25c a dozen is shown on gallon apples, and from present indications they may go higher in view of the comparatively light supplies in packers' hands. Canned blueberries are selling freely at steady prices. A decidedly firm tone is shown in the market for all the higher grades of salmon, and considering the comparatively light supplies now in the hands of packers and jobbers advances are almost a certainty. Pinks are holding steady, owing to large supplies. Sardines continue steady to firm, and the trade is waiting for the announcement of prices at which packers will be willing to confirm sales out of their carry-over stocks, which is expected early next week.

Dried Fruits—Currants are in moderate demand at unchanged prices. Raisins are still in the dumps, ruling dull at the last reported decline. Dates still rule very low, but are dull. Citron is dull and unchanged. Figs are in moderate demand at unchanged prices. Prunes are still dull and inclined to be weak. Peaches are dull and unchanged. Apricots are scarce, firm and in fair demand.

Cheese—Stocks of storage cheese are gradually dwindling, and the consumptive demand is good, considering the high prices. No important change is looked for during the week.

Rice—The higher grades have advanced ¼c over last week. The lower grades are going the other way, a weak tone prevailing owing to heavy supplies and a light demand.

Fish—Cod, hake and haddock are steady at unchanged prices. There

has been no improvement in the demand for mackerel during the past week, although there is every statistical reason why there should be. Neither has there been any actual change in prices, although there have been some sales of Norway 4s at a shade off. Irish mackerel, however, are held steadily. The domestic sardine packers sprung their promised decline during the week, cutting quarter oils to \$2.55 Eastport, which means a decline of 55c per case. Other sizes and grades drop in proportion. The decline is only allowed on orders taken prior to January 25.

Syrups and Molasses—There has been no change in corn products since Monday of last week, when there was a general advance all along the line. The demand for compound syrup continues good, and will be throughout the remainder of the winter unless the price is pushed too high. Sugar syrup is still scarce, firm and in good demand. The demand for molasses is good and prices are unchanged.

Provisions—Pure lard is unchanged, being firm and in good demand. Compound lard is firm at a ¼c advance over last week; consumptive and speculative demand good. Barrel pork shows more activity than for some time and prices, while they show no change yet, may advance very shortly. Canned meats and dried beef are unchanged and in fair demand.

Frank N. Barrett, the versatile editor of the American Grocer of New York, spent Sunday, Monday and Tuesday in this city as the guest of friends connected with the wholesale grocery trade and canning industry. One of the pleasant incidents of his visit was a delightful lecture at the Ryerson Public Library Monday evening on the subject of Preserved Foods. Mr. Barrett is the Nestor of trade journalism in America, having been connected with the American Grocer for thirty-one consecutive years. He is not only the best posted man in his line of business in the United States, but he is willing to share his fund of information with others and he has a happy way of expressing himself so that he is not only clearly understood, but gives genuine pleasure to his auditors. Mr. Barrett is now 64 years of age, but has every appearance of a man of 50 and the Tradesman believes that every one who enjoys the pleasure and privilege of his acquaintance will join in expressing the hope that he may be spared to round out a century.

W. Arthur Stowe, who was identified with the Michigan Tradesman for about ten years, from 1883 to 1893, died at the family residence at 310 Jefferson avenue Monday and will be buried in Oakhills Thursday afternoon. Deceased was 41 years of age and a member of three Masonic orders. He was also a member of the Fountain street Baptist church. He was well liked by all with whom he came in contact and his untimely death is the occasion of genuine sorrow among a large circle of friends. Deceased leaves a wife, daughter, mother and brother, all of whom reside in this city.

THE NEW RESOLUTIONS.

How the Crop of 1909 Prospered With Old Dan.

Written for the Tradesman.

"Where are all the New Year resolutions?" asked the old book-keeper as Charley and Henry, the clerks, and Dotty, the delivery boy, gathered about the stove at the back end of the store.

"Search me," replied Henry.

"Lost mine in the shuffle," said Charley.

The delivery boy grinned. They called him "Dotty" because he was always on the grin, and because he was unconventional in manners and speech.

"I laid my new resolves away in lavender," said the old book-keeper. "In a few years I'll take 'em out and figure how much money I might have been worth if I had lived up to 'em. I've got quite a collection of old new resolutions on hand now."

"They must reach back to Eliza and the c-h-e-i-l-d crossing the river on cakes of ice," suggested Charley.

"There or thereabouts," replied the book-keeper. "This year I ironed out an entirely new one. The old ones seemed out of date. Yes, I got a new one to start with. Entirely new."

"What's the answer?" asked Henry.

"Any charge for showing it?" asked Charley.

"This year," continued the book-keeper, "I decided to grow a lot of self-respect for myself. I determined to be more dignified. To show less what my feelings were, and to be more reserved. I meant to be as friendly as ever, but it was my purpose to let the others make the advances. See? I've been the first to extend the hand of friendship for so many years that people expect it of me, and give me rather condescending greetings. Oh, you know what I mean."

"Sure," said Charley. "You tipped your hand to the bunch. You made yourself common by permitting everyone to see your every thought and emotion."

"Something like that," observed the old book-keeper. "Something along that line. Well, I decided to be more reserved and cautious. So I got up early New Years' day and practiced keeping my mouth shut and controlling my impulses in my room for half an hour before I went down to the breakfast room."

"I guess you got bumps," said the delivery boy.

"Something of that nature," said the old book-keeper, meditatively. "Something along that line, my son. I sat down at the end of the table with what story writers would term a cheerful yet dignified greeting for those assembled, and then got at my hot cakes and coffee: I could see that the others were expecting me to begin my innocent palaver, to disperse the air of gloom which hung over the table, but I stuck to me cakes and dignity. If they wanted me to talk, let 'em open up the conversation."

"Huh!" said Dotty, "I'll bet they thought you was gettin' balmy! You

can't even change the swill you give to hawks without their squealin' and tryin' to get over the fence to bite you up."

"I guess that's right, son," replied the book-keeper. "I surely didn't seem to make a hit ringing in a change on these hawks. Everything was so still in that room you could hear a dew drop."

"Chestnut!" roared Charley.

"They seemed to think it was my stunt to grease the machinery with talk, and I didn't do it. After the dreary meal was over I hid myself in an alcove and picked up the morning newspaper. Pretty soon a couple of girls came into the room beyond and sat down for a talkfest. They couldn't see me from where I sat, and I couldn't get out of the corner I was in without attracting their attention, so I just sat still and took what was coming to me."

"What's come over Old Dan?" one of the sweet things asked of the other. "I thought I'd die, sitting there in that awful silence. I had just a lovely muffler I was going to give him, because it seemed to me that he was neglected on Christmas, but I held out on him and shall give it to Herbert when he comes. I'm not going to pinch myself to make presents to any old grouch."

"Geel!" said Dotty. "You got 'em goin' an' comin'!"

"Who's Herbert?" asked Henry.

"Herbert," replied the book-keeper, "is Him. I guess you ought to know Him by this time! Then the other sweet young thing came out with:

"I wonder if he isn't in some trouble? He doesn't act like himself. You know he handles some money down at the store, and he may have been speculating."

"Oh, I don't think he'd steal," said the other sweetness.

"You never can tell," said the second sweet thing. "Anyway, I'm sorry for him. You know the sleigh ride we have planned? Well, I was going to ask Old Dan to go with me, as my beau, you know. Thought he'd enjoy the ride, and I don't believe he has many outings with young folks. But I'm not going to invite any old grouch to go along with me. Now, that was nice, wasn't it?"

"See what you missed!" cried Henry. "Yum-yum-yum!"

"There was a muffler and a sleigh-ride with a pretty girl gone at one fell swoop," continued the book-keeper, "and I felt like taking my dignity resolution out in the back yard and discharging it as not up to sample, but I had to sit there and have more trouble because of it. Presently Herbert came running in, without knocking, as is his way, and began bouncing one of the sweet things around the room. I could hear him kissing her. Right before the other one, too! Then I heard Herbert say:

"Where's Old Dan? Merry old soul must be hiding somewhere. Bring him out Gertrude. I've got a bottle of ten-year-old goods in my overcoat pocket that will warm his happy old heart for thirty days. Bring him out! Harley's out there

with a box of cigars for him, too. Good Old Dan!"

"Don't get it on too thick!" cried Charley, and Dotty rolled off the chair and squirmed and laughed on the floor.

"An' th' muffler, an' th' sweet-sweet sleighride, an' th' cigars, an'—"

Dotty kicked up his heels and roared. "I guess you've got somethin' comin' off that dignity resolution," he said.

"Now you just wait," said the pretty girl Herbert had been feasting on, "Old Dan got up this morning with a perfect grouch on, and we're not going to give him a thing. You just give your old cigars and brandy to someone else. Louise was going to take him on our sleighride, but she won't now."

"I could hear Herbert whistling out his astonishment, but that didn't get me no cigars, or anything like that. I'll bet he bought fine ones! Wish I could have made good on 'em! Presently I got out of the alcove and made for my room. Out in the hall, I heard some one speaking from parlor. 'How much could he get?' the voice said. 'I don't believe he handles much money. Anyway, there's something the matter with him. He's like a hawg with a cutoff tail.' I went on up to my room with that ringing in my ears. By that time, I reckon, they had me locked up and sentenced for stealing the boss' money. And all because I wanted to be more reserved and dignified!"

"The boarders used to come into my room, Sundays and holidays, and loaf and smoke, and tell stories, but no one came that day. That is, no one but the landlady. She came in looking ashamed of herself and pulling at the hem of her apron like a nurse maid caught flirting with a policeman. I knew something was up the minute she stood there in the doorway."

"Mr. Bristol," she said, "I'm sorry to trouble you this morning, but I've got all my month's bills to pay, and I'd like the \$25 you owe me." I charged this up to my new dignity and paid her the money without a word. She looked sort of surprised when she saw the money actually in her hand. "And," she said, then, "I've got a tenant for this room who will pay two dollars more a week, and others will come if he does, and I'll have to have it to-day."

"Oh, that's why you changed your boarding house, is it?" grinned Dotty. "Say, but you got up agin it plenty, eh?"

"That's why I laid all my resolutions away in lavender," said the book-keeper. "If I ever make any more they won't be along the line of making myself over. I may resolve to smoke less, or save more money, or go to church more, or use fewer expletives, but I'll never try to change the nature of the man known as Old Dan."

"Geel!" cried Dotty. "You found out a bunch of bum ones, anyway!"

"Oh, yes," replied the old book-keeper. "I couldn't have made a bigger sensation if I had appeared at table with black face and pink hair. Well, it is all right, only it is me for

the old stunt again. Just Old Dan."

"Glad you got caught," said Charley. "There are always such a lot of people making fools of themselves with their assumed dignity. Cheap skates they are, too."

"And we'll buy the cigars," put in Dotty, and they went out and locked the store.

Alfred B. Tozer.

Tropical Forests Like Great Prisons.

Prof. and Mrs. Hans Gadon are home from directing vacations in Southern Mexico. They say of a tropical forest that it does not begin gradually. On its outskirts it is fringed by an impenetrable wall of luxuriant herbage, shrubs and creepers. It can be entered only by hacking and slashing a path through the tangled growth, which closes up again within a few weeks, except where traffic may have produced a narrow, meandering track from which it is impossible to deviate either to right or left.

Once inside, the invaders are in a gloomy, stuffy forest consisting of tall, straight trees, which branch out at a great height above us, there interlacing and forming a dense canopy of green through which passes little or no sunlight. The absence of direct light effectively prevents the growth of underwood, and there are no green luxuriant plains, no flowers or grass. The ground is brown and black, covered with many inches of rotting leaves and twigs, all turning into a steaming mold.

From this point of view below the canopy the leaves, branches and even bright colored birds look black, and this is still more the case where, by contrast, such objects are seen through a rift in the canopy against the glaring sky.

London Fog Weighs Millions of Tons.

London fog dispersion perplexities have stimulated scientific and inventive zeal to such a degree that scarcely a year passes without the advertisement of some new scheme for removing fog by wind vanes, electricity or even explosives. All thus far have proved futile. The fog is too heavy for man to lift. It occurs any day when the average movement of the air is less than five miles an hour. Dr. W. S. S. Lockyer has shown by photographs taken from a balloon that London fog extends as much as 2,500 feet above the level of the ground. Fog extending over an area thirty miles square and having a depth of a mile would require a good deal of mechanical effort to set in motion. The weight of the atmosphere is some fifteen pounds to the square inch. Four hundred cubic miles of it presses down with the weight of millions of tons, and all the power sunk by human endeavor in Great Britain's locomotives, automobiles and electric power and lighting works would not be sufficient to give it enough movement to clear it off for half an hour or even half a minute.

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

CURRY-MAKING.

Some Recipes Obtained From Natives of India.

Written for the Tradesman.

To make perfectly satisfactory curry it is desirable to use fresh meat, but excellent results can be obtained by the use of cooked meat, provided a liberal supply of good stock or gravy is at hand.

The curries so beloved by Anglo-Indians can not be made in the United States because it is impossible to procure—even in New York City—the innumerable ingredients used by native Indian cooks, which they buy at various stalls in the markets of Bombay, or some other city. The ingredients referred to are vegetables, herbs or seeds that are unknown to us.

Take mutton, beef or rabbit and cut it into dice. Cut one or two onions in thin slices, and fry them in two tablespoonfuls of butter to a light golden brown. (Although butter is the most desirable thing to use, well-clarified fat may take its place.) Dust lightly with flour, add the meat and fry to a deep golden brown.

Take a spoonful of curry powder—or paste—and one must be guided by individual taste and the quantity of meat, remembering always that a fiery hot curry is a serious mistake. Mix the powder (or paste) smoothly in a cup with gravy or stock. Place the fried meat in a saucepan with a very little garlic, a pinch of salt, a tablespoonful of grated cocoanut, two tablespoonfuls of cocoanut milk, one tablespoonful of mango, or other chutney, a squeeze of lemon juice and a generous piece of butter. The last-named is an indispensable ingredient. Four slices of apple may be added to the mixture.

Cover all the above with gravy, place the lid firmly on, draw the saucepan to the side of the stove and allow the combination to simmer very gently for at least two and a half hours. Stir frequently with a wooden spoon. When ready for serving the contents of the saucepan should be a rich dark brown, and its savory odor should indicate its flavor. There should be no floating gravy, but merely a rich moisture.

If white meats, such as chicken or rabbit, are used, cream and milk must take the place of dark stock. Cold meat must be treated exactly as fresh, but the simmering process should be reduced to one hour.

Bombay alone has sixteen varieties of curry, Culcutta has the same number and the Island of Ceylon is celebrated for its vegetable, fish and prawn curries. They can not all be mentioned here, but anybody—whether professional cook or housewife—who follows the rules given above will find that invitations to partake of curry are appreciated.

Madras or dry curry is a delicious dish. It is quickly made, does not need gravy, and cold meat can be used. Lobster, shrimps or prawns make excellent dry curry.

To Make Madras Curry.

Ingredients—Four ounces of chopped onion, three ounce of butter, one

tablespoonful and a half of curry powder, one dessertspoonful of curry paste, one tablespoonful of rice flour (ground rice), one tablespoonful and a half of desiccated cocoanut, one tablespoonful of ground sweet almonds, one dessertspoonful of chutney, one teaspoonful of grated green ginger, one teaspoonful of red current jelly, the juice of half a lemon. Meat, chicken, fish or vegetable stock.

Prepare the meat, fish or vegetables in the following manner: Uncooked meat must be cut into three-quarter inch squares; a chicken as for fricassee, making three pieces of the breast (cross cut), two of each thigh, two of each leg.

Melt two ounces of butter in a casserole over the fire, put in the minced onion; cover and allow the onion to be thoroughly softened and browned without burning. Put the curry powder and paste, a teaspoonful of salt, and ground rice into a small bowl and moisten slightly with stock, or milk. In another bowl put the cocoanut and almonds, and pour over them a breakfastful of boiled water, cover and set aside to infuse.

Now add the curry mixture to the cooked onions and carefully fry it for at least ten minutes, so as to remove the unpleasant roughness of the turmeric in the curry powder. Gradually add enough stock to moisten (probably one pint will be sufficient). When all is stirred in slightly increase the heat and add the flavoring of green ginger, red currant jelly, lemon juice and chutney; bring the whole to boiling point; add the meat (previously tossed in a saucepan with an ounce of butter), and at once reduce the heat to very gentle simmering for two hours at least. Before serving add the infusion of cocoanut and almond, pouring it through a strainer into the curry, and press the sediment to extract the flavor. Dish the curry, or send it to table in the casserole with a serviette pinned around it.

Should the meat have been previously cooked, it does not require to be sauteed in butter, but should be put in the curry sauce and allowed to marinate in it as long as possible, then brought to steaming point and served without delay.

Ceylon or Malay Curry.

Ingredients—Four ounces of chopped onion, two ounces of fresh butter, one dessertspoonful of powdered turmeric, one saltspoonful each of salt, powdered cinnamon and powdered cardamom, one pint of fish broth, one tablespoonful of grated green ginger, one tablespoonful and a half of desiccated cocoanut, one tablespoonful of ground sweet almonds, one tablespoonful of cream, lemon juice, one pound of any firm fish and half a pound of cucumber.

The fish or meat must be cut in small square pieces. Cooked pieces of cucumber or sprigs of cauliflower are usually associated with both of them and also with chicken.

Prepare the onions and fry them in the butter until soft only; avoid browning them. Make the nutty infusion as in the previous recipe. In a small bowl mix the turmeric, salt,

cinnamon and cardamoms, moisten this "curry stuff" with fish broth or milk, add it to the onions when soft and fry for at least seven minutes. Then add gradually a pint of fish broth, the green ginger (or powdered dried ginger), cocoanut and almond, after straining off the milky infusion, which must be set aside for the present. Bring all to boiling point, simmer for twenty minutes and pass the whole through a fine sieve. Simmer the fish until tender but unbroken, re-heat the sauce and put the fish into it, add the pieces of cucumber (cooked), the infusion, a squeeze of lemon juice and the cream, and serve at once.

By studying the above recipes readers will observe certain points necessary for the making of first-class curry. An earthenware casserole is admirable for curry-making, being easily cleaned, suitable for slow cookery, and curry may be left in it without danger of spoiling, and as curries improve by a day's keeping, this is an advantage. It may be re-warmed in the casserole, and served in it without being placed on a dish if a napkin is pinned neatly around it.

Curry powder must be well fried to avoid roughness of flavor; frying also improves the color. Flour or ground rice may be added to the turmeric cardamoms, etc., in the small bowl to absorb the butter. It also prevents the curry becoming greasy as soon as the extreme heat passes off.

Curry paste is an improvement in Madras curry, as it contains various ingredients not found in the powder, such as tamarind, green ginger, garlic, almonds, mustard oil.

The nutty infusion made from desiccated cocoanut and sweet almonds is a fair substitute for the fresh cocoanut used by native cooks in India. Red currant jelly and lemon juice form a suitable subacid flavoring. Apple may be substituted if preferred. As a rule, powdered dried ginger is the nearest satisfactory substitute for green ginger to be obtained in the United States.

In Madras curry the sauce is served unstrained, but it is essential for Ceylon or Malay curry that it should be of great smoothness, and it should therefore be rubbed through a fine sieve.

Vegetables, such as cucumber or

cauliflower, must be boiled before being added to curry.

A whole chicken or about one pound of meat or vegetables is sufficient for a dish of curry.

Boiled rice is always served with curry, and however delicious the latter may be, badly cooked rice will spoil it. Each grain should be separate and well swollen.

Soak the rice for half an hour in cold water, drain well and shake. Have ready a large saucepan of boiling water, throw in the rice and boil fast until the water is three parts gone. Move to the side of the stove, cover with a folded cloth instead of the cover, and let the rice steam itself dry. Shake in a sieve and serve on a dish by itself.

The following recipe for rice to accompany curry is African, not Indian:

To one cupful of rice allow exactly three cupfuls of cold water. Add a pinch of salt, a squeeze of lemon juice, and boil in an enameled saucepan. Do not stir the rice. When the water is almost absorbed tilt the pan and let the rice steam quite dry. Shake in a sieve and serve.

The information from which this article has been compiled has been obtained from natives of India who are familiar with curry-making, and its accuracy may be relied upon.

Lawrence Irwell.

Antiquity of the Sausage.

The sausage dates back to the year 807. It has been asserted that the Greeks in the days of Homer manufactured sausages, but this prehistoric mixture had nothing in common with our modern product. The ancient so-called sausage was composed of the same materials which enter into the make-up of the boudin of the French market and the blood pudding of the French-Canadian. The ancient sausage was enveloped in the stomachs of goats. Not until the tenth century did the sausage made of hashed pork become known. It was in or near the year 1500 that, thanks to the introduction into Germany of cinnamon and saffron, the sausages of Frankfurt and Strassburg acquired a universal reputation. — London Globe.

It is generally easy to prove the truth of a statement if it is true.

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E. A. STOWE, Editor.

Wednesday, February 10, 1909

HERO WORSHIP.

The great praise that is being showered on the wireless telegraph operator of the steamer Republic recently sunk in collision with the Italian liner Florida is one of those peculiar manifestations of public discrimination in the matter of hero worship that may well make ordinary people marvel. Without doubt the young wireless operator did his full duty in sticking to his post without flinching, and it is, of course, certain that his work brought early succor and spread the news of the disaster with the essential fact that the passengers were safe, a most important bit of information to relatives and friends ashore. He is therefore fully entitled to the praise he has received, but at the same time it is rather strange that other men who displayed quite as fine a degree of heroism are passed over practically without notice.

Take for instance the engineer on duty when the collision occurred. Had he neglected his duty for a moment all the wireless messages in the world would not have availed to save the passengers and the crew. The rent in the Republic's side was about opposite the engine-room space, hence that portion of the ship was promptly flooded. There was imminent danger that the pent-up steam in the boilers would cause an explosion. This the engineer knew, and although the water was gaining on him rapidly he performed his duty thoroughly, opening the proper valves so as to permit the steam to blow off. Practically no mention is made of this fine exhibition of devotion to duty and coolness in danger, yet it was the one thing essential to prevent instant disaster, as had the boilers blown up it would have been impossible to rescue everybody, as was done.

The fact of the matter is that, where all of the officers and men of the Republic behaved so well from the Captain down, it seems invidious to make such marked distinctions as have been made, but human nature is so constituted that most men seize at once upon the things that appeal to the imagination, and the mysteries of wireless telegraphy did so appeal, and consequently made a hero of the

gallant operator, who probably had no idea that he was doing anything particularly heroic or sensational.

What the recent marine disaster proves beyond dispute is that discipline and appliances intended to safeguard life at sea have all made great progress, and that as a result the risk of ocean travel has been materially diminished. All the safety appliances in the world without discipline and training are of little value, hence discipline is to be ranked first as an essential on an ocean-going ship, particularly a passenger ship. Next in importance is the great structural strength of modern ships with their heavy outer plating, strong beams, and multitude of water-tight compartments. These things, together with the minor safety devices such as efficient boats, wireless telegraph and finer navigational instruments, have all helped to make navigation comparatively safe.

While no one will begrudge any of the people connected with the recent wreck the praise that has been accorded them, impartial history should chronicle that all those holding posts of responsibility, as well as the crew generally, behaved with proper gallantry and true devotion to duty.

REMOVAL OF HIDE DUTY.

The leather industry of this country is immense. More than a billion dollars are invested in it, and more than one thousand concerns are engaged in tanning. The duty on foreign hides, which was levied twelve years ago, has in the past affected all tanners alike, but now that the packing interests have engaged extensively in tanning, and as all other tanners must get a large percentage of their hides from the packers, it is apparent that the hide duty gives the packers an undue and unfair advantage over all other concerns engaged in tanning.

To discriminate in favor of a half dozen tanners, who are also meat packers, to the hurt and final destruction of a thousand other tanning concerns, which are not in the packing business, is not in accord with the great and beneficent doctrine of protection. Indeed, it is not sound doctrine of any kind, nor is it good politics nor yet good business. It is unfair, unjust and, therefore, unwarranted. The thousand tanning factories, the shoe factories, the carriage, furniture and automobile interests, and all other manufacturing concerns using leather, backed by more than 99 per cent. of the people, all of whom use leather, desire the removal of the hide duty. The people have seldom been so nearly a unit on any tariff item. Their convictions are deep-seated; their judgment is sound and they will not take "no" for an answer.

GILMARTIN'S LATEST.

To a man up a tree the situation at Lansing and Jackson over the revelations as to Warden Armstrong and the State Prison looks murky. It harks back, in a way, to the military scandal during Governor Pingree's last administration, and it is to be sincerely hoped that the investigation now on will not, as in Governor

Pingree's case, show the Executive as the victim of his own advisers and friends.

As in the uncovering of the military scandal, so in the present State Prison revelation, Mr. Hugo Gilmartin, a Detroit newspaper writer, was in at the first opening of the story. And, by the way, the story of how Mr. Gilmartin gained the first clue to the Pingree administration throw-down is interesting:

"Gil." had been attending a political convention in Grand Rapids and boarded a train in the evening for a visit to Kalamazoo in search of political pointers which had been hinted at during the convention. On the way to the Celery City he was introduced by a friend to a young lady whose home was in Kalamazoo and she, knowing he was a newspaper reporter, began communicating to him strange facts she had observed. The result was that within twenty-four hours he had "located" the "shop" and interviewed two women employed therein, where the uniforms of the Michigan State troops were being made "new" by the use of buttons, braid and, when necessary, dry cleaning. With such a beginning Gil. stuck to the story until he had it complete.

THE LOCAL CALENDAR.

The up-to-date merchant makes it a point to remember the notable days of the year with appropriate window dressing, but there are many little schemes for winning trade at certain times on account of local conditions which he fails to note. The habit of being alert to every opportunity and ready for every occasion grows with practice, and it is a growth so lusty as to be well worth encouraging.

The advent of any gathering of considerable size will lead to a demand for more bread, cookies, cakes, etc. If the gathering is of teachers, millinery and clothing stores will do well to get some of their choice goods in the window, although cigars and gum may not be entirely ignored. If the convention is of farmers the hardware man will get busy with his agricultural implements, while if a mothers' meeting is of general importance house furnishing goods and general supplies may be pushed to the front.

Almost any assembly take pride in their organization. They feel flattered by the recognition of the tradesman, be it ever so slight; and it is for this reason easier to win their patronage. If by your window you let them know that you have not only remembered their mission, but have endeavored to in some way cater to their tastes, they will come to look upon some interchange as not only a profitable but an agreeable seal of mutual regard. If the article is happily chosen it will virtually sell itself, and the buyer will learn to look to you in future as one who has the proper thing at the proper time. Make it a point to know in advance what each week will bring to your town and to provide for it.

PASS IT AROUND.

When you have a limited supply of a good thing strive to make it go as far as possible, instead of selling it all to the first customer who happens to be in need of it. This is especially true of eggs and butter in times of scarcity. If butter is especially hard to get when a nice roll comes in the judicious dealer counts the regular customers in need of it and divides to a certain extent in accordance with this. He may know that So-and-So will bring a supply on a certain day and depend upon that to supply a portion of his trade. And if the quality is above par he will enquire when the producer of the roll will have more. It is essential that he plan for his regular trade with as much care as his wife plans for her table.

His patrons will soon learn to appreciate this interest and will reciprocate in various ways. They will also learn that he is working for the good of them all. When one says, "The next roll of butter Mrs. Brown brings I want you to save for me," and he replies, "I have several customers who want a slice from that roll," she will at once see not only the justice but the personal supervision in the matter, and her respect for the dealer will be increased.

On the other hand, if an inferior quality appears, it is not fair to put the whole of it upon some unsuspecting victim. Just explain candidly that this is not first quality, and perhaps they do not want a great deal. Of course, this way may prove hard on that roll of butter, but not half so hard on your reputation as though you had sold as much as possible and without a word of warning.

TWADDLE OF TOADIES.

Isn't it in all decency about time that good, level headed and courteous American citizens put a stop to the vulgar sycophancy of designating Mrs. Nicholas Longworth as Princess Alice?

Beyond any question the stupid practice must nauseate the Ohio Congressman's wife and so, also, does it irritate the patience of every man and woman who have only the best wishes for the happiness of President Roosevelt's elder daughter.

Mrs. Longworth has proved herself to be thoroughly American and free from seeking notoriety either by aping the manners or accepting the ideals of European nobility, so-called. She has, and utterly without ostentation, taken her rightful place as the wife of a leading American citizen, identifying herself with his interests and the welfare of the men and women who are their immediate neighbors.

The fact that Mrs. Longworth is to be present at the laying of the cornerstone of the new Federal building in Grand Rapids is not sufficient warrant for the popinjay nonsense of "Princess Alice." She is here simply as an American wife, intensely proud of participating in a public event in company with her husband. And the people of Grand Rapids are more than delighted to welcome Mr. and Mrs. Longworth as friends and neighbors.

SALE IN BULK LAWS.

Completely Sustained by the Supreme Court.

The United States Supreme Court has handed down a decision in the case of Lemieux vs. Young, appealed from the Supreme Court of Connecticut, completely sustaining the theory of sale-in-bulk laws. The full text of the decision is as follows:

Whether the following provisions of the general laws of Connecticut are repugnant to the 14th Amendment because wanting in due process of law and denying the equal protection of the laws is the question for decision:

"Sec. 4868, as amended by chapter 92 of the public acts of Connecticut of 1903. No person who makes it his business to buy commodities and sell the same in small quantities, for the purpose of making a profit, shall, at a single transaction, and not in the regular course of business, sell, assign, or deliver the whole, or a large part of his stock in trade, unless he shall, not less than seven days previous to such sale, assignment, or delivery, cause to be recorded in the town clerk's office in the town in which such vendor conducts his said business, a notice of his intention to make such sale, assignment or delivery, which notice shall be in writing, describing in general terms the property to be so sold, assigned, or delivered, and all conditions of such sale, assignment, or delivery, and the parties thereto.

"Sec. 4869. All such sales, assignments, or deliveries of commodities which shall be made without the formalities required by the provisions of Paragraph 4868 shall be void as against all persons who were creditors of the vender at the time of such transaction."

The controversy thus arose. Philip E. Hendrick, conducted a retail drug store at Taftville, Connecticut. While engaged in such business, in August, 1904, he sold his stock in bulk to Joseph A. Lemieux, his clerk, for a small cash payment and his personal negotiable notes. The sale was made without compliance with the requirements of the statute above quoted. Subsequently Hendricks was adjudicated a bankrupt, and the trustee of his estate commenced this action against Lemieux and replevied the stock of goods. Among other grounds the trustee based his right to recover upon the noncompliance with the statutory requirements in question. In the trial one of the grounds upon which Lemieux relied was the assertion that the statute was void for repugnancy to the 14th Amendment to the Constitution of the United States, because wanting in due process of law and denying the equal protection of the laws. The trial court adjudged in favor of the trustee, and his action in so doing was affirmed by the supreme court of errors of Connecticut, to which the case was taken on appeal. 79 Conn. 434, 65 Atl. 436, 600, 8 A. & E. Ann. Cas. 452. The cause was then brought to this court.

The supreme court of errors, in upholding the validity of the statute, decided that the subject with which it dealt was within the police power of

the state, as the statute alone sought to regulate the manner of disposing of a stock in trade outside of the regular course of business, by methods which, if uncontrolled, were often resorted to for the consummation of fraud, to the injury of innocent creditors. In considering whether the requirements of the statute were so onerous and restrictive as to be repugnant to the 14th Amendment, the court said:

"It does not seem to us, either from a consideration of the requirements themselves of the act, or of the facts of the case before us, that the restrictions placed by the legislature upon sales of the kind in question are such as will cause such serious inconvenience to those affected by them as will amount to any unconstitutional deprivation of property. A retail dealer who owes no debts may lawfully sell his entire stock without giving the required notice. One who is indebted may make a valid sale without such notice, by paying his debts, even after the sale is made. Insolvent and fraudulent vendors are those who will be chiefly affected by the act, and it is for the protection of creditors against sales by them of their entire stock at a single transaction, and not in the regular course of business, that its provisions are aimed. It is, of course, possible that an honest and solvent retail dealer might, in consequence of the required notice before the sale, lose an opportunity of selling his business, or suffer some loss from the delay of a sale, occasioned by the giving of such notice. But a 'possible application to extreme cases' is not the test of the reasonableness of public rules and regulations. *Com. v. Plaisted*, 148 Mass. 375, 382, 2 L. R. A. 142, 12 Am. St. Rep. 566, 19 N. E. 224. "The essential quality of the police power as a governmental agency is that it imposes upon persons and property burdens designed to promote the safety and welfare of the general public." *Chicago, B. & Q. R. Co. v. State*, 47 Neb. 549, 564, 41 L. R. A. 481, 53 Am. St. Rep. 557, 66 N. W. 624."

That the court below was right in holding that the subject with which the statute dealt was within the lawful scope of the police authority of the state, we think is too clear to require discussion. As pointed out by Vann, J., in a dissenting opinion delivered by him in *Wright v. Hart*, 182 N. Y. 350, 2 L. R. A. (N. S.) 338, 75 N. E. 404, 3 A. & E. Ann. Cas. 263, the subject has been, with great unanimity, considered not only to be within the police power, but as requiring an exertion of such power. He said:

"Twenty states, as well as the Federal government in the District of Columbia, have similar statutes, some with provisions more stringent than our own, and all aimed at the suppression of an evil that is thus shown to be almost universal.

To the cases thus cited may be added *Williams v. Fourth National Bank*, 15 Okla. 477, 2 L. R. A. (N. S.) 334, 82 Pac. 496, 6 A. & E. Ann. Cas. 970, where a statute was sustained, which made sales in bulk presumptively

fraudulent when the requirements of the statute were not observed.

The argument here, however, does not deny all power to pass a statute, regulating the subject in question, but principally insists that the conditions exacted by this particular statute are so arbitrary and onerous as to cause the law to be repugnant to 14th Amendment. To support this view in many forms of statement it is reiterated that the conditions imposed by the statute so fetter the power to contract for the purchase and sale of property of the character described in the statute as to deprive of property without due process of law; and, moreover, because the conditions apply only to retail dealers, it is urged that the necessary effect of the statute is, as to such dealers, to give rise to a denial of the equal protection of the laws. We think it is unnecessary to follow in detail the elaborate argument by which it is sought to sustain these propositions. Their want of merit is demonstrated by the reasoning by which the court below sustained the statute, as partially shown by the excerpt which we have previously quoted from the opinion announced below. Indeed, the court below, in its opinion, pointed out that the statute did not cause sales which were made without compliance with its requirements to be absolutely void, but made them simply voidable at the instance of those who were creditors at the time the sales were made. Moreover the unsoundness of contentions is additionally shown by the number of cases in state courts of last resort, sustaining statutes of a similar nature, which we need not here cite, as they are referred to in the excerpt heretofore made from the opinion of Vann, J., in *Wright vs. Hart*, supra.

Much support in argument was sought to be deduced from the opinion in *Wright vs. Hart*; *Miller vs. Crawford and Block vs. Schwartz*, supra. It is true that in those cases statutes dealing with the subject with which the one before us is concerned were decided to be unconstitutional. But we think it is necessary to analyze the cases or to intimate any opinion as to the persuasiveness of the reasoning by which the conclusion expressed in then was sustained. This is said because it is apparent from the most casual inspection of the opinions in the cases in question that the statutes there considered contained conditions of a much more onerous and restrictive character than those which are found in the statute before us.

As the subject to which the statute relates was clearly within the police powers of the state, the statute can not be held to be repugnant to the due process clause of the 14th Amendment, because of the nature or character of the regulations which the statute embodies, unless it clearly appears that those regulations are so beyond all reasonable relation to the subject to which they are applied as to amount to mere arbitrary usurpation of power. *Booth vs. Illinois*, 184 U. S. 425, 46 L. ed. 623, 22 Sup. Ct. Rep. 425. This, we think, is clearly not the case. So, also, as the statute

makes a classification based upon a reasonable distinction, and one which, as we have seen, has been generally applied in the exertion of the police power over the subject, there is no foundation for the proposition that the result of the enforcement of the statute will be to deny the equal protection of the laws.

Brevities and Oddities.

From a serious-minded jester the editor received this note together with a consignment of humor that was heavy enough to go by freight: "Dear Sir—I read all these jokes to my wife, and she laughed heartily. Now I have it on good authority that when a man's wife will laugh at his jokes they are bound to be very good—or she is.—Yours, etc." The editor slipped them into the return envelope with the letter, after writing on the margin, "She is."—Lippincott's.

Each Sunday the parson rode three miles to church. On this particular Sunday it was raining very hard. He rode the distance on horseback, and when he reached the church, was soaking wet. Several of the good old sisters who were there early placed a chair before the fire for him and hung his wet coat up to dry. "I am afraid that I won't be dry enough to preach," he said. "Oh," said one of the sisters; "when you get in the pulpit and start preaching, you will be dry enough."—The Circle.

"Well, yes," said Old Uncle Lazzenberry, who was intimately acquainted with most of the happenstances of the village. "Almira Stang has broken off her engagement with Charles Henry Tootwiler. They'd be goin' together for about eight years, durin' which time she had been inculcating into him, as you might call it, the beauties of enocomy; but when she discovered, just lately, that he had learnt his lesson so well that he had saved up 217 pairs of socks for her to darn immediately after the wedding, she 'peared to conclude that he had taken her advice a little too literally, and broke off the match."—Puck.

Officially Ignored.

On the relief train that had been rushed to the scene of the railway wreck was a newspaper reporter.

The first victim he saw was a man whose eyes were in mourning and whose left arm was in a sling. With his hair full of dirt, one end of his shirt collar flying loose, and his coat ripped up the back, the victim was sitting on the grass and serenely contemplating the landscape.

"How many people are hurt?" asked the reporter, hurrying up to him.

"I haven't heard of anybody being hurt, young man," said the other.

"How did this wreck happen?"

"I haven't heard of any wreck."

"You haven't? Who are you, anyhow?"

"I don't know that it's any of your business, but I'm the claim agent of the road."

Be cautious—but don't let the other fellow get there first.

He who fears to make foes fails to make friends.



RICH WINDOW DISPLAYS.

Tend to Engender Discontent Among the Poor.

Written for the Tradesman.

"What a magnificent display!"

Two men stood in front of a store window gazing with varied emotions at the rich garments displayed there. Silks, satins and furbelows in every conceivable style—the very latest from Parisian centers of fashion.

The richness of the goods, the fine furs and delicate tracery of beautiful, cobweb lace all made a picture to please the artistic taste and bring forth an ejaculation of admiration from a mere man.

"You like it, John?" said the other.

"I guess yes; don't you?"

"No, I do not."

The last speaker lifted his head, a massive, leonine head, with wide intellectual forehead and expressive gray eyes.

The two men walked on, pausing again at a jeweler's window. Here was another brilliant display of wares—gold, diamonds, rubies and emeralds! A richness of display that was dazzling. For a long ten minutes the two men stood taking in the brilliancy of riches with no desire to converse.

At length Hugh Douglas sighed and turned away, his noble face disfigured with a frown.

"I see," said his companion, a man of 30, while Douglas would never see the half century mark again, "that you look upon these beautiful things as mere vulgar display."

"Not exactly that, Rushford. It is, however, ill-advised advertising to my way of thinking. These displays, if they met only the eye of opulence would be all right; as it is, with everybody looking at such nice things from the curb, there can be only one result, discontent and sullen hatred from those who, aspiring to the niceties of this world's goods, are unable to grasp them."

"Now what sort of philosophy are you giving us, Hugh Douglas? I always thought you were one of the most artistic people in the world, fully able to appreciate the nice things of the world, fine paintings, delicate laces, soft silks and—well, all that goes to distinguish people of taste from the plebeian crowd."

"I see that you do not grasp my meaning, John."

"Perhaps I am a trifle dense."

"It's this way, Rushford," interrupted the graybeard: "There are some things in the world denominated the necessities of life. Nothing like this," waving a hand toward a

glittering array of gold watches, "comes under that head."

"Certainly not."

"That's it, Rushford. You think you understand all about it, but you are a long way off in your surmises. You struck it rich in the copper country; these jewels and fine dresses have long been as easy to Mrs. Rushford and the kids as brass or plain print would be for me and mine. I once aspired to possess some of these fine goods; and there's a little woman—gray-haired now—up country, who would give her eyes for one of those gold watches. She's been counting on the day when she may be able to make the purchase. Ever since she was a girl nice things have appealed to her, and she began her woman's life with a promise in her heart to some day enjoy a few at least of the fine dresses and jewels of the upper-tendom. She has gone far down the western slope of life with scarcely one of her cherished hopes realized."

"She must be poverty poor, then," commented the other, a low laugh stirring his smoothly-shaved lip. "I have always understood that the poorer class of people never cared for these things. New prints and cheap frills and brass watches filled the bill with them, in which case of course these fine window displays mean nothing."

"That's the general opinion, John," Douglas stroked his beard in a thoughtful manner. "I grant you there are some people who have no eye for beauty, no ear for music, and who are satisfied to live next to the brutes; there are such people I say, but where you find one of these you will find a dozen who aspire above the lowliness of the sphere in which they move. Do you follow me, John?"

"Not exactly. This little, gray-haired woman you speak of surely must have seen the time in her long life when she could have gratified her desire for the possession of a gold watch. Why, one can buy a watch, filled cases, for almost a song."

"A song to you, perhaps," said Douglas, "but a whole volume to the lady in question. No, she has never seen the day when she felt quite able to buy a gold watch—no filled cases, mind you, but solid gold. She despises imitations. Nothing is too good for her. If she can't have the genuine article she goes without."

"Too sensitive by half."

"You may think so but I do not. She has gratified some of her desires in the line of good gowns. She never buys cheap prints; they do not wear well, and never look like anything but cheap stuff from the start. So many

people you see are satisfied with a new print dress every few weeks. Now this little woman declares that one good gown will outwear a dozen cheap cotton affairs, and always looks well, while the latter are from the first a standing advertisement of the wearer's poverty of purse and ideas."

"Well put, by Jove!" exclaimed Rushford. "I should like right well to meet this proud little lady of yours."

"Oh, she's nothing great to look at," said the elder man. "She carries her head on a level, though, neither looking up to codfish aristocrats nor down on her print-gowned neighbors."

"The right sort all the same," said Rushford. "I don't believe she scowls in envious rage at these window displays, Hugh."

"No, she doesn't, yet she believes as do I that they are a menace to our free institutions."

"Bosh, all bosh, Hugh."

The old man shook his head thoughtfully.

"I am not going to argue the point, John," he said slowly. "I have often imagined myself one of those poor fellows—I am poor enough, the Lord knows—who struggle along with the problem of feeding and clothing a big family on a small weekly wage earned in a dingy shop or mill. He sees his children in rags, out at toes and elbows, his wife worn, sallow and weary drudging over washtub or bending over work at a neighbor's for a mere pittance with which to aid in keeping body and soul together. Seeing all this, he goes down town of an evening. The heavens are one sparkle of glory from electric lights; shop windows glow with beauty and warmth; displays of women's goods, glittering jewelry—diamond-studded bracelets, shimmering rings and brooches—all mock his glances as he passes along. None of these are, however, for him. Along the road from the cradle to the grave he has nothing in common with those rich dames and florid, pussy millionaires, who snort by in their autos, noticing him less than the smooth pavement under the wheels of the machines they drive."

"He scowls as he turns from the flashing by of a gay party and regards within a brilliantly lighted window the trailing gowns of silk and richly falling, misty webs of lace that

tired fingers in a foreign land have woven into dreams of cobwebby perfection for the swell top-notchers of Europe and America. Talk about the freedom of America! It's well enough at Fourth of July blowouts to tout this for all it is worth, but upon the whole I am inclined to believe if it was not for these grand displays of wealth there would be less of anarchistic plots and assassinations to contend with. Come on, John," and the old man opened the door next to the watch display.

"What, Hugh, old chap, you don't mean—"

"I mean," and Douglas turned a pleased, half smiling face toward his companion, "that to-morrow is the little woman's 61st birthday, and she shall have the best gold watch to celebrate it or my name is Dennis."

J. M. Merrill.

The Boston Idea of Definition.

The class in very elementary chemistry was having one of its early sessions. The matter of sea water came up. "Peters," said the teacher, "can you tell me what it is that makes the water of the sea so salty?"

"Salt," said Peters.

"Next!" said the teacher. "What is it makes the water of the sea so salty?"

"The salty quality of the sea water," answered "Next," "is due to the admixture of a sufficient quantity of chloride of sodium to impart to the aqueous fluid with which it commingles a saline flavor, which is readily recognized by the organs of taste!"

"Right. Next," said the teacher. "Go up one!"—Youth's Companion.

He can never know any deep joy who can laugh at the sorrows of another.

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.

Grain and Bean Bags

16 oz. Stark
16 oz. American
16 oz. Atlantic
13 oz. Chapman
12 oz. Dover

For spot delivery or contract up to July 1st, write us for prices and state delivery wanted.

P. STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.

Jumper Window With Flag-Pole in Center.

In a Southern Michigan city of not very considerable size—not more than 10,000 population, at the most—there is a certain window dresser who aims to do his work just as good as his rivals at the business—"and then some," in the popular slang.

I saw one of his windows the other day. The store where he is employed deals in general merchandise and this display was to advertise its blue and white checked jumpers.

The space for the exhibit was 15 feet across the front, 7 feet to the rear and some 15 feet in height. The floor was covered with cream-colored felt. On this were spread numerous jumpers, with some space between. The back and ends of the space contained mirrors and on these at regular intervals were attached jumpers. They were kept on with a touch of glue here and there, just sufficient to make them stay in place. Enough space was left between them for people to see in the mirror at the back, and a similar space was to be observed between the jumpers attached to the end mirrors.

In the center of the floor was a strong flag-pole, at the top of which, flung to the breeze, with the aid of invisible wires, was a flag, not the Stars and Stripes, of course, but a flag fashioned of blue duck of the same shade that was in the jumpers. Letters of white cloth were stitched to this, and they read:

Jumpers, Jumpers, Jumpers

! ! !

Good Stout Quality

At

a

Reasonable Price

You

Won't

Be Sorry

If You Purchase

Here and Now

Clinging to the flag-pole, adjusting the ropes, was a dummy wearing a pair of dark worsted trousers and a jumper like those on exhibition. His side view was to the street. He looked very realistic.

This window drew a large crowd all the time. People even crossed the road and stood for a long quarter of an hour, waiting to get a peep through the shoulders that impeded their view.

* * *

A shoe store carrying a particular make of shoes priding themselves upon their fast-color eyelets had a large eyelet constructed of pasteboard and painted to imitate the one much advertised. Then it was placed in one of its show windows, and piled all around it, to the depth of a foot were shoes with these fast-color eyelets. A handsome young woman was hired to pose inside the big pasteboard eyelet just as the one in the advertisement is posed. This made a striking and unusual window and gained a great deal of attention.

* * *

Here is a list of placards that might

come handy to use when some store-keeper is pushed for time:

Stop Thinking

About

Buying

Buy

Almost

an

Eternity's Wear

in

the

Shoes

We Sell

For

Society's Star

Here You Are

Hunting

for

Puttees

?

Hunt No More

Pays Us to Sell

These Suits

Pays

You

To Buy Them

A

Clean

Inviting Store

Makes You

Buy

More and More

Honest Dealing

Honest Advertising

Yet More

Honest Goods

Here's a Chance

For

A

Dance

In

Proper Pumps.

Pleasing Harmony

In the Colors

Of

These

Ties.

Many Failures Due To Over-Buying.

Evansville, Ind., Feb. 5—"Think twice before you speak and talk to yourself." These few valuable words which appeared in your Feb. 3 issue ought to be in the mind of every merchant, that is, when he sees a traveling man coming in the store. I have all the respect in the world for some of the travelers on the road. They are a set of men who earn their money. They must live on all kinds of food, sleep in all kinds of beds, drink all kinds of stuff and meet and talk to most all kinds of people.

They are "on the road" to sell goods, and they must use all kinds of "ways and means" to sell their wares. They must throw out all kinds of suggestions. They do suggest many things. Their suggestions rule in nine cases out of ten. The merchant gets the benefit (?). Now this is what I wish to draw your attention to: Most all merchants over-buy. They buy on account of the suggestions thrown out by travelers more times than in any other way.

We have more failures on account of overbuying than for any other reason. Now, if all of this is true, we have a good lesson here to think about, for who knows but what our time to fail will be next.

"Think twice before you speak and talk to yourself." Do you do this? Do you know how to talk to yourself? Do you know what you are doing when you are talking to yourself? Do you know what you are doing when you think twice before you speak? Well if you think twice before you speak, you give your better and brighter thoughts a chance to advise you right, and if you talk to yourself, you talk to the Power that controls you and not the power that is trying to get you to listen to it, the other fellow who wants to sell.

We can so develop ourselves so we know what to do just as soon as we see the traveler coming in. We must learn that the highest there is stands behind us and over us all the time. Have faith.

We let other people tell us what we should do in our business too often. They can come in and show us lots of things we ought to do. The travelers see these things so much and that's why they throw out their suggestions. But why should any man know more about our business than we know ourselves? There is a reason for everything. The reason we don't know as much as we do is because we have failed to think twice and to talk to ourselves. We don't even know who and what we are and what we are here for—that is, many of us—and the travelers can show us where we are mistaken in many things. I have learned many things from the men on the road. In fact, I have learned more from them than in any other way. I still have some goods on my shelves which I bought some time ago, but I am now listening to myself.

I found out a few years ago that there was something else to learn besides buying and selling. In fact I learned that we could not buy and sell successfully if we did not know ourselves.

We can not learn without instructions. Our own experience is the best and we must live and work accordingly. Edward Miller, Jr.

Emperor's Food Regulated by Law.

Although the majority of royal personages are noted for their lavish dinner tables, there is at least one reigning monarch whose meals are of the simplest. This monarch is the Emperor of China. His whole life is lived in obedience to the most stringent etiquette and his food is all regulated for him by statute. So strict are the laws governing the imperial household that when he desires a new dish he has to pass a special decree before he can have it, and the court physicians keep a strict watch over his appetite. Should he show a special liking for any particular viand the chances are that they will persuade him not to take it, under the pretense that it may prove injurious to his health.—Dundee Advertiser.

all the pleasures and dodges the pains.

Our
New Lines
of
Prints
Ginghams
White Goods
Etc.

are arriving
daily
and salesmen
are showing the
samples

Make
your selections
before the
stock
is picked
over

Grand Rapids Dry
Goods Co.

Wholesale Dry Goods

Grand Rapids, Mich.

ABRAHAM LINCOLN, 1809-1909

The centenary of the birth of Abraham Lincoln finds the American people in a mood to pay his memory a fitting tribute of heart and brain. Not since the day when the nation bent in love and grief above all that was mortal of its hero has it been able to feel so deeply as it does now the noble lessons of his life, or been so deeply stirred by the spirit in which he wrought, the ideas he exemplified, the high hopes he cherished unfalteringly through the darkest days of the republic.

Upon this mood the lesson of Lincoln falls as upon a soil prepared by Providence. The idea of indissoluble union, to which, like the unnumbered dead of the northern armies, he gave "the last full measure of devotion," lives more vitally than ever in our history. The ashes of sectionalism hold hardly an ember. The solidarity of the nation is no longer a political theory, it is a fact deeply rooted in our national life, molding our policies and our public activities, strengthening our purposes, enlarging our horizon.

But it was not for its own sake that Lincoln cherished the idea of union, even when the peril of secession gave to it its greatest poignancy. The nation meant to Lincoln always the idea of democracy, "a new nation conceived in liberty and dedicated to the proposition that all men are created equal." It was to this idea he solemnly declared the American people were dedicated—"that government of the people, by the people, for the people shall not perish from the earth." His Americanism was that of the Declaration of Independence rather than that of the constitutional convention. He had no half cynical fear of the people, the dominant note of the convention. He placed his trust not merely in their moral rectitude but in their mental judgment upon great public affairs. "The people," he said, "are the rightful masters of both congresses and courts, not to overthrow the Constitution but to overthrow the men who pervert the constitution;" and his belief in the doctrine of equality of rights he constantly reiterated, as when he declared: "Certainly the negro is not our equal in color; perhaps not in many other respects; still in the right to put into his mouth the bread that his own hands have earned he is the equal of every other man, white or black."

The Gettysburg oration is a sort of minor testament of radical idealistic Americanism, breathing the spirit of the declaration without faltering, a trumpet blast to rally us around our loftiest national ideal. Yet it was part of the wisdom of Lincoln that in action he was a realist, an enlightened conservative, an opportunist, though with an unyielding standard. Lincoln's idealism was in his soul. But his sane knowledge of the facts of

life, of the human stuff the leader molds, kept him always in touch with reality—a doer, not a mere dreamer, a triumphant champion, not a mere agitator. A radical democrat in theory and conviction, he stood out against the unbalanced and hysterical radicalism of the abolition extremist. He tempered what should be done always with his shrewd understanding of what may be done.

It was this high quality of restraint, of patience, and this understanding of the actual factors in the problem and the actual processes by which reforms are safely and permanently worked out that brought down upon him a storm of abuse for "vacillation," "indecision," "inertia." Because he understood that the people of the north were by no means ready for emancipation, he withheld this act, though he was a friend of the negro, as sincere and much wiser, than Wendell Phillips, who shrieked at Lincoln the ridiculous epithet of "the slave hound of Illinois."

But of Lincoln's democratic idealism there can be no doubt in our day. It is, indeed, his supreme appeal to posterity, and it finds the nation in a receptive mood in this centennial year. Through the national life the tide of democracy runs powerfully. Our political institutions are being retested from the standpoint of their effectiveness and responsiveness as instruments of the popular will. The demand for popularization of the senate, for the democratization of party organization through direct primaries, for the initiative and referendum, and even the recall indicates the aroused selfconsciousness of the people in the political field. The doctrine of publicity and regulation in what was long accepted as the purely private domain of business, now virtually established, is still more striking testimony to the spirit of the times. Wealth, with its powerful tendency toward centralization and the stratification of society, is roundly challenged and its causes and nature examined. The individual in all classes, from the millionaire and captain of industry to the private in the social ranks, is realizing his citizenship, his relation to the community, his public as well as his private duty.

In this ripe hour the American people turn to their noblest memory and to consider the life lessons of her most native son. If there is not hope in these pages there is no hope for the idea to which, as Lincoln declared, this nation is dedicated. For Lincoln's life and Lincoln's character illustrate more perfectly than that of any other of America's great men the essential rightness and the practicability of democracy. If they taught merely that greatness may be born in a hovel they would but prove again what history has proved many times before. Napoleon boasted that he

made his marshals out of mud and the log cabin has given more than one great son to America. If democracy had need only of this defense its critics would long ago have been silenced. But no hero saves a nation single handed. The profound and challenging lesson of Lincoln's career is not that he rose from the people but that he did not rise away from the people, that his triumph was by them and through them.

Faith in the people is the chief platitude of American politics. With Lincoln it was the central truth of his life. He came of the plain people. He remained of them. No other great American is so perfect a democratic type. There is no flaw in the perfectness of it. Lincoln bathed in the common existence and drew not only his shrewd worldly wisdom from it but his spiritual sustenance. No sense of superior powers, or of an exalted destiny ever vitiated it. He was the common man serving with the common wisdom and the common powers the common good in its noblest aspects. The modesty and humility of the man, a more personal quality, were unusual if not unique among men of such abilities, and they might well have ruined him had they not been balanced by a rare sanity of judgment, a firm will, and a selfless devotion to great purposes. But his democracy was by no means shame-faced or apologetic, although he could smile at his own want of urbanity. His sense of the beauty and virtue of common life was the deep poetic strain in him, and it was given to him to know the significance of the utterance of the greatest of democrats, that carpenter's son of Nazareth who prophesied: "The meek shall inherit the earth."

We should miss a large part of the significance of Lincoln's career if we failed to recognize that not only was he a man of the plain people but that his preparation for the great task he was to perform was solely in the school of the common life. Up to a very few years before his election to the presidency his experience was that of the average man of his place and period. Study Lincoln's development through experience and we find nothing very singular. If we see the seeds of heroism here and there it is the heroism of common lives. We find Lincoln no spotless prodigy. We find him in his early eloquence as full of bombast and false sentiment as the backwoods orators of his day. His first term as legislator shows him log rolling with no greater wisdom or finer scruple than his headlong fellow statesmen of the frontier. On the circuit, by the tavern stove, on the village streets, we know his way of life to have been characteristic but not singular. Yet in this daily living was forged the character and developed the homely power which

made him the emancipator of a race and the savior of the union.

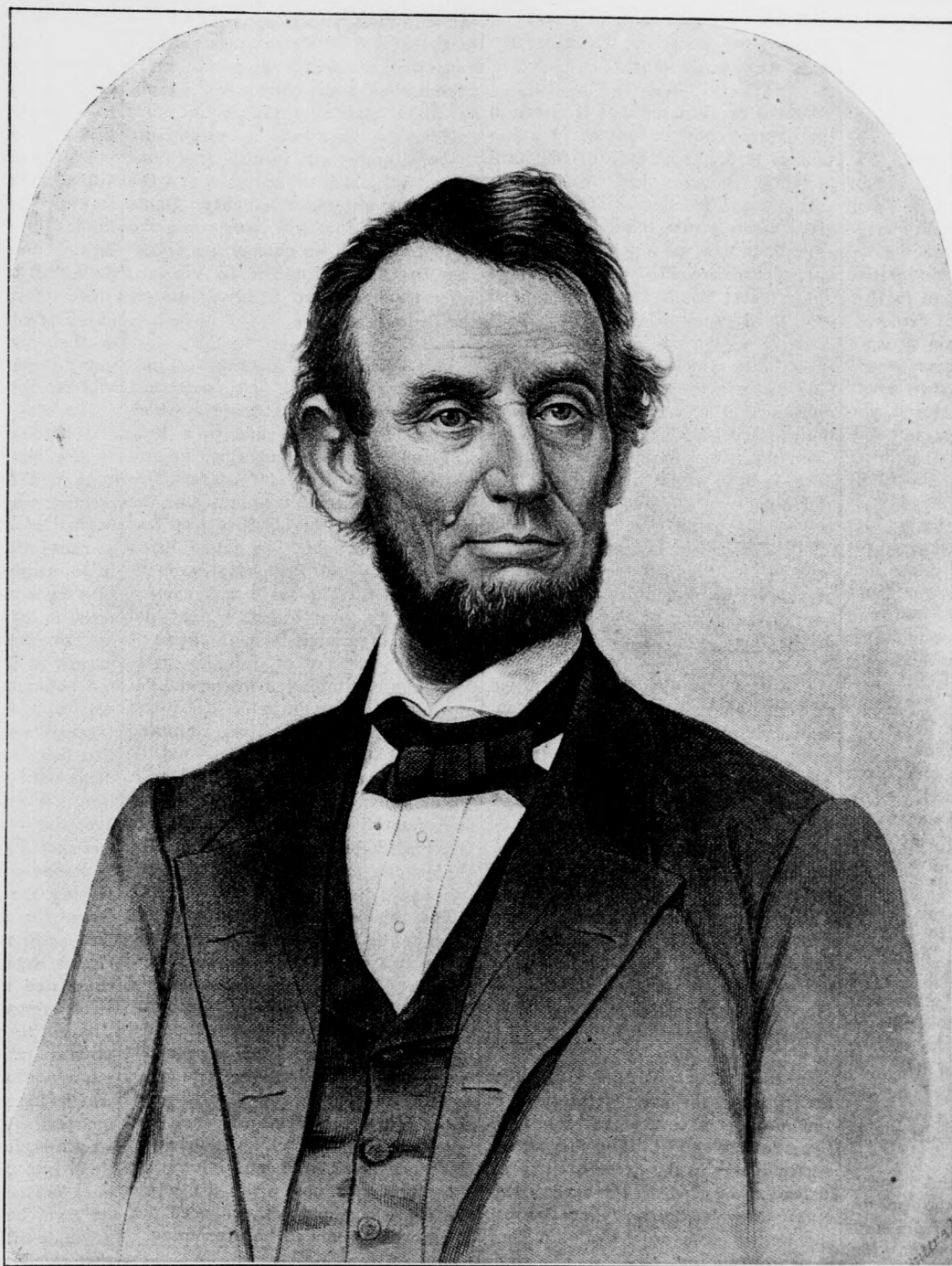
The naive lines of Longfellow which schoolboys drone take on an unexpected verity in the light of Lincoln's training. Very few "lives of great men" remind us that we can "make our lives sublime." But Lincoln's must give those who consider its homely lessons somewhat of this confidence through a vivid sense of the sacredness of common ways, the supreme nobility of common things, the almost mystic depth of the common life. Poets have sung these things and inspired preachers have tried to teach them to a world easily taken with the external and exceptional, with special distinctions, "the pomp and glory" with which the egosm of mankind likes to celebrate itself. This wise, great man, whom fate plucked out of obscurity to set free a race and save a nation, made of his deep seeing faith in them not only the strength of his daily living but a practicable and sufficient political philosophy.

The mystery of genius no man can fathom. The difference between the brain of an Alexander, a Napoleon, a Shakspeare, a Michael Angelo, a Beethoven, a Goethe, a Newton and that of the average man seems a difference in kind. An element not possessed by the rest of us seems to belong to them—"that very fiery particle" which Byron called the mind seems in such men to burn with a mysteriously different flame.

But this we know, that from what we might have called the poorest stock—the descendant of rude peasants, the son of a shiftless, inert, and incapable father and of a mother too weak to cope with the conditions of the life her child lived to master—sprang Abraham Lincoln. The common lot was his only school; its standard, its aims, its hopes, and joys, and sorrows were and remained his. Yet from these humble things he won the profoundest wisdom, an ever sufficing power, a patience never surpassed, breadth of vision, and an exalted selflessness which carried him through stress and temptation such as few men have ever overcome.

This perhaps is the greater mystery, that in Lincoln's genius there was no alchemy. From the simple chemistry of the common thought rose its clear, and steady, and life giving flame.

For this the legacy of his memory is more precious to the American people than the high service of his presidency. He not only saved the union, he will save the nation at every crisis if the nation will remember him—not to make a myth of him, or to canonize or make a demigod of him, but to remember the noble commonness of him and how it served a nation's greatest need.



The great experiment of democracy, for whose working out the world looks chiefly to America, depends upon the potentialities of the average. If the aristocratic theory is true, and the beautiful Christian dream of democracy or brotherhood translates itself into reality as mediocrity, then civilization has little to hope from it. But if, as such a career and such a character as Lincoln's seem to teach us, and as Lincoln himself certainly believed, the common life is the source of the strongest, the deepest, the most beautiful elements in the race, then democracy takes on a very different appearance, is clothed once more in the inspiring hopes of the poets and prophets, yet walks firm footed on the familiar pavement of our daily realities.

* * *

Lincoln's philosophy was radical and idealistic. But his clear vision and intimate touch with reality made him a conservative in practice. In nothing was he more representative of the American people than in this. The fears of the excesses of democracy have proved in the main groundless. The people have not run amuck with government. In America, where long repression has not stored violence, they are conservative, not radical. Of that our political philosophers and our lawmakers should be secure. If America has erred it is rather against the inner light that guided Lincoln through darkness. Yet the people have never really lost that light. Rather we may have confidence with Lincoln that it will be fed with the unfailing oil of the common life and that it will shine clear upon the path of the nation's noblest aspiration.—Chicago Tribune.

Interesting Information.

"We can learn from all men, even from the humblest," said H. K. Adair, a detective. "Turn a deaf ear to no man. The lowliest tramp may have information of incredible interest for you."

"I well remember a walk I once took down Market street. As I strode along, proud and happy, a rose in my buttonhole and a gold-headed cane in my hand, a drunken man had the impudence to stop me. 'Ain't you Mr. Adair?' he said."

"Yes," said I. "What of it?"

"Mr. Adair, the detective?" he hiccupped.

"Yes, yes. Who are you?" I asked impatiently.

"Mr. Adair," said the untidy wretch, as he laid his hand on my shoulder to keep himself from falling. "I'll tell you who I am, Mr. Adair, I'm—hic—the husband of your washerwoman."

"Well, what of that?" said I, scornfully.

"My scorn brought a sneer to the man's lips, and he said:

"You see, you don't know everything, Mr. Adair."

"What don't I know?" I demanded.

"Well, Mr. Adair," said he, 'you don't know that—hic—I'm wearin' one of your new white shirts.'"

The far off vision comes half way to those who follow it faithfully.

FURNITURE FEATURES.

Some Peculiarities Noted in the Local Market.

Chairs in the New England colonial style, if true to type, are short in the seat. This is because the ancients cut their chairs to fit the covering. A much used covering material was the hand woven stuff of which carpet slippers were made. This came in two widths. The narrow was just wide enough for a chair seat if the seat were a little shortened, while the wide was too wide without sacrificing some of the material. Therefore the seats were made short.

Where maple is used it is either in the natural color or stained in imitation of mahogany. One of the local furniture concerns has brought out a maple antique finish. The process gives the furniture the color tones of an old broom stick. This finish is not appropriate for bedroom suits nor for case goods, but when applied to certain types of chairs it is very effective as giving age and the respectability which goes with years. One piece in the company's line is a reproduction of a child's arm chair, the original of which is in the Wayside Inn made famous by Longfellow. It is in maple with a high back and rush seat, and the antique finish is just the touch that makes it perfect. This chair is not particularly artistic according to the usual rules of art, but its quaintness and oddity have made it one of the best sellers in the line.

The first furniture in the so-called mission style was made at the Nelson-Matter factory in this city on special order for a San Francisco customer. The goods "took" in the West, and this style gradually worked eastward, its straight lines, square corners and rough but solid construction appealing to tastes that had too much of English curves and French frailty. The mission is one of the styles that does not follow the original models. It has been refined, softened and given grace which the original lacked, and there is no reason to believe that the idea will be short lived.

In these times of period furniture the effort of the manufacturers more and more is to make the reproductions true to model. For this reason mirror plates in the dressers are plain instead of beveled. In the seventeenth century beveled mirrors were known, but known only to royalty. They were entirely too rich for the common herd. The colonial cabinetmakers also used plain mirrors. With them it was not merely a matter of cost—the beveled plates were not procurable. The manufacturers are not only imitating the designs of the ancients but they are in many instances reproducing their workmanship and methods of construction even when such seem crude as compared with modern methods. The moderns are using better glue, better seasoned woods and better finishes, and in an even race the chances are that the modern goods would outlast

the ancient. The desire for accuracy in detail is further shown by the makers of covering materials for upholstered goods. The ancient tapestries and velvets are being reproduced alike in pattern and color.

One of the local manufacturers advances the theory that such organizations as the Daughters of the American Revolution and the Colonial Dames have given great encouragement to the trade in colonial furniture. Membership in such organizations implies ancestors and a few pieces of old furniture are almost as conclusive proof of having had a great grandfather as the entries in the family Bible, and they are much more easily seen. Some of the enterprising manufacturers will furnish traditions to suit the old furniture sold, and the proud Daughters or haughty Dame can have an ancestral chair while she waits, and she can change her ancestors from New England to Virginia, from New York to Pennsylvania, as the fashions dictate.

The Widdicomb Furniture Company has a colonial suit patterned after an old chest of drawers which George Widdicomb found in a New England junk shop, and which he still owns. Another old bit of furniture in Mr. Widdicomb's possession and which he values highly is a drop leaf kitchen table, which he found in a small town in the Pennsylvania mountain district. The table was painted a dull, dirty gray, but its weight and a pen knife scratch through the paint showed it was not of ordinary material. Upon bringing it home and removing the paint the table was found to be of the finest San Domingo crotch mahogany, of the most beautiful color and figure imaginable. A table similar to this but not of such fine material was sold some time ago at a Philadelphia auction at \$300. Mr. Widdicomb paid \$15 for his.

The Stickley Bros.' chair company brought the first Russian metal workers to this city. These workers were employed first to make the hammered brass and copper ornaments and hinges which the fashion at that time demanded. These workmen were afterward employed in making hammered metal vases, trays and similar utensils. When this class of work was given up the men set up in business for themselves, and now there are three or four shops in the city where the Russian wares are produced and the workers seem to be prospering.

The Stickleys have started still another industry, and it has grown to considerable proportions. One floor of the big new factory building is used as a tannery for the preparation of the skins so much used in upholstery and for couch and table covers. Goat skins are used chiefly, and they come from all over the world. When these skins reach the factory they have been fleshed and the hair removed. At the Stickley factory they are tanned, dyed to any desired color and finished. They come out as soft and pliable as chamois, as durable as iron

and absolutely fast color, wood instead of aniline dyes being used. The Stickleys use most of their own product and easily dispose of the surplus to the trade. In a manner the Stickleys were compelled to establish their own tannery to secure the desired quality of the leather used in their goods. Some day this tannery may be separated from the furniture factory and be made an independent industry.

Another instance of an industry within an industry is found at the Grand Rapids Refrigerator factory. Not only is all the wood and galvanized work that enters into the refrigerators made here, but the company makes its own locks, hinges and trimmings, has its own foundry, and in addition to this has a complete porcelain-making plant, where the porcelain linings are produced. The Grand Rapids Show Case Company also makes all its own castings and in addition has a mirror plate beveling and silvering plant. Both these concerns do their own silver and nickel plating, but this part is comparatively simple and the apparatus is not expensive.

According to J. S. Linton, Secretary of the National Case Makers Association, the trade at the January opening was about 75 per cent. of the normal, as compared with 60 per cent. at the July opening and 50 per cent. in January a year ago. What is used as a basis is the levels reached by the trade in '05, '06 and '07, which it may be remarked are the highest ever known in furniture circles. Mr. Linton estimates that the trade for the season will not exceed the January average, and expresses the opinion that there will be no marked improvement until the tariff and other unsettling questions are disposed of. However this may be one thing is certain and that is that the spirit of optimism is strong among the furniture men. During the past year the Stickley Bros. Co. built a five story 100x100 feet addition to their factory. The Grand Rapids Refrigerator Company completed its big new factory on Clyde Park avenue. Two big additions and two entire new plants of large proportions are known to be under serious consideration, the latter by concerns which have outgrown their present quarters. Another concern has moved three times in three years, each time into larger quarters, and the next move will be into a factory of its own, but that will not come for a couple of years yet. We may think that times are hard, but there is certainly something doing when the city's industries show such strong tendencies toward expansion.

The significance of sins against ourselves is that they are sins against society.

**All Kinds of Cut
Flowers in Season**
Wholesale and Retail
ELI CROSS
25 Monroe Street Grand Rapids

Baby Week Window Valuable as a Trade-Getter.

Once in a while it is well for a dry goods or a general store to have a Baby Week. When it does everything should conspire to help matters along in the baby department.

The show window should do its part toward making the week a perfect success. All the goods that naturally go in this department should be given great prominence before the public.

In the window a number of large dolls should be dressed up to exhibit the baby clothes.

One baby window I saw had a picket fence in the background. Perched atop of this were a row of handsome big dolls in pretty dresses. They apparently had hold of hands. Below on the fence were tacked all sorts of children's garments: shoes, slippers, baby bonnets, mittens, underwear, etc. Other dolls were standing around or sitting on the floor. Each held in its hand a pair of baby shoes buttoned together at the top. On their heads were cute and modish little hats. In each corner of the window was a pile of small toys. In the center was a large clothes basket, fitted out with dainty belongings. A little tot standing near the basket had on a beautiful black velvet coat and shell-pink bonnet with long strings. Dangling from its fingers was a card neatly printed with the words:

This Week
Is
Baby Week
Take
Advantage
Of
Our
Big Assortment
Which
Is
Both Varied and Elegant

This placard was a trifle ambiguous, in that, while one would know that the "Big Assortment" meant articles of merchandise, it actually sounded as if it harked back to babies. Half a dozen facetious persons—married fellows belonging to a club—together hatched up a scheme to extract some fun from the invitation. So they each straggled in during the day, sought out the department devoted to infants' wear and asked to look at the "big assortment of babies that were advertised to be sold that week." On the astonished and indignant denial of any "sale on babies" the sextette would solemnly produce the printed advertisement taken from the daily paper, whereupon the clerks in the baby department would be obliged to admit the ambiguity.

All during Baby Week some sort of appropriate souvenir should be given each youngster patronizing the store. Toys make suitable and acceptable presents, and if they are such as are capable of making a noise so much the better, as the gifts will then "speak louder than words" for the donors.

Never fail to remember that "something for nothing" is deepseated in the human breast, and govern your-

self accordingly in Baby Week sales, as in all others.

* * *

Spring Showings.

Already goods for spring are putting themselves in evidence in the windows. 'Tis declared, by those who claim to know, that color will run riot in the approaching season's choosings; that, in fact, the entire coming year will be the greatest color year ever experienced.

As last spring and the spring before, in hosiery brown is to be a leading color.

In regard to gloves wholesalers favor tans and other shades of brown; also grays will cut a big figure in future glove transactions. Chamois gloves will be well liked for spring and the windows will show many handsome samples. Manufacturers on our own side of the Big Pond are now turning out a most satisfactory glove of the chamois description in that they have been able, after much experimentation, to produce an oil tan that renders washing these gloves more of a successful undertaking than in former seasons. Chamois gloves have always been a favorite for **outing purposes** and this wash feature will tend to make them even more popular.

In looking over exhibits of advance types of tailored neckwear, linen stocks with novelty tab ends are noticeable. Both Gibson and straight-effects will be worn. The extreme styles, where the points make a desperate effort to climb on top of the rats, are to be tabooed to a considerable extent. The points will be rounded instead of acute, which will give a straighter back and so more closely resemble the military.

Manufacturers and retailers are pinning great faith on Dutch collars for spring and summer use. These are not strictly new, the last year having witnessed quite a few sales thereof, but it is anticipated that the spring will see a big demand. They will come in soft linen and swiss and be stiff-laundered as well. Several of Chicago's big stores are exhibiting Dutch collars almost six inches deep. These are fashioned of linen, are embroidered by hand and have scalloped edges. These wide collars are of many soft materials, lace often entering largely into their construction. In one of the local windows was lately seen one of these collars made of fine pink linen trimmed from edge to neckband with rows of white coronation braid laid on in a "Greek key" pattern in white. A stock of good quality percale had eyelet embroidery running all around the lower edge, taking up a third of the up and down space and passing to the top in front. Six tiny white pearl buttons completed the front. Lace is still dyed for collars and any sort of color in a dress may be matched up in lace for the neck. A beautiful fancy peacock blue Plauen lace embroidered in self colored silk had a large medallion in front, two small ones low at the back and two higher at the sides. The ways that stocks are gotten together are as the sands of the sea, and any one must, indeed, be hard to please who can not suit her taste.

Giving a Smile and Word of Cheer.

Evansville, Ind., Feb. 4—"If you can not give anything else, give a smile and a word of cheer." These grand words appeared in your Jan. 27 issue and they carry with themselves the whole principle of life.

When we learn that we get by giving or that we have to give before we can receive, we have learned a lesson that is worth a great deal to us; in fact, it is worth all to us.

Nature gives us all we get, but don't we have to give her something first? We have to plant before we can reap. We have to work with nature or nature will not work with us.

Smiles cost us nothing and there is everything in one little pleasant smile. Words come as free as the air and we create every thing by and through the spoken word.

I wish we knew more about this grand and great principle. We know how to till the ground, we know how to make most everything out of the things taken out of the earth, but how much do we know about what is within man? Of course, everything we see that is made by human hands has come through the mind of man, but still what is man? Man has not been a smiling creature, and we have but few to-day who are filled full of smiles and kind words for all.

We ought to drop our business long enough each day to try to get into the oneness with the Infinite Power of Life.

The Infinite Power of Life is filled full of smiles and kind words for every human being.

We are all continually giving out influences which are creating something and we ought to be very careful as to what this is and how it acts and works upon our own selves as well as upon others.

"If you can not give anything else, give a smile and a word of cheer." The higher we try to live, the higher and brighter our inspiring thoughts will be. If we have high and bright thoughts, our smiles and words create wonders. We can never tell where the stopping place will be if we send out the best there is in us. Some will try to stop you on your way and try to make you think that you are spending your time for nothing, but don't listen to them.

Keep on smiling, keep on speaking the word of cheer and your life will be a bed of roses. Don't do these things for a reward. Don't do these as one would sell his labor, but do them freely, for "freely ye shall receive and freely ye shall give."

All of the best things on this earth are free. Everything of real value to mankind is free. Take all you want, but don't begin to try to sell it. If you smile to make a sale, look out.

Life is not like business. Business is a one sided thing. You may make a profit by a smile, but it will not stay with you. If you smile to get real life and you get it, it will stay with you.

The Infinite Source of our supply is determined by the smile or words which we carry around with us each day.
Edward Miller, Jr.

What Is the Good

Of good printing? You can probably answer that in a minute when you compare good printing with poor. You know the satisfaction of sending out printed matter that is neat, ship-shape and 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

LINCOLN'S ASSASSINATION.

How It Was Received in the North Woods.

Written for the Tradesman.

The news of Lee's surrender and the fall of Richmond was received with every evidence of joy by the people of the pineries. News traveled slowly in those days. No railroads or telegrams penetrated the lumber woods at that time, the people depending for their news on the travelers who came and went from outside towns.

There were daily newspapers, but they depended upon the slow stage manner of delivery, and were generally two or three days late when delivered to the North woods subscribers. One of the most dependable dailies of that day was the Eagle, published at Grand Rapids by the late Aaron B. Turner. The Eagle was preeminently the newspaper for the settlers along the Muskegon and farther to the north.

Lincoln's assassination took place on Friday, the 14th of April, 1865. The news did not reach the settlers along the Muskegon until the following Sunday, and with it came the startling declaration that Seward and Stanton had both been seriously wounded by unknown assassins.

The most profound excitement and indignation prevailed. Men who had been in a measure lukewarm toward a vigorous prosecution of the war were pronounced in their condemnation of this last mad attempt of throttled treason to manifest itself in hateful antagonism to the Union.

Shot down in the hour of victory, the great and good man of the century; the Northern man who had from the start of the Rebellion only the kindest feelings for the South, it seemed too dastardly for calm consideration. Had the bullet been fired by one of the sufferers from the war, from one made homeless and perhaps crazed by the loss of friends, one might not have wondered so much. But to know that the wretch who fired the assassin's bullet was in no way a sufferer from the war, was in fact a well fed although reckless young actor, astounded and enraged the people.

Men who had been bitter toward Southern leaders were now wrought up to the highest pitch of wrath.

"It is the last straw," remarked one of these. "I feared all along that this war might end in a general forgiveness of the South; but now there will be no hesitation, no balking at the call of duty."

"And what in your opinion will they do?" queried a bystander.

"Do!" and the old man's eyes flashed. "Why, this has outlawed every scoundrelly secessionist among them. The leaders will be tried by drum-head court-martial and shot!"

"That's what ought to be done."

"We forgave Andersonville, but, by heaven! this killing of our kind good President will never be overlooked."

And to these sturdy men of the woods the speaker seemed a prophet. The leading rebels would surely meet with condign punishment. Marchwood, a stalwart Union man, one who held that the Government should

wind up the war by indicting and hanging every rebel above a colonel, was the most outspoken of them all.

"I can see," said he, "the hand of an over-ruling power in this. We were becoming too lukewarm toward our duty. A general pardon to all the bloody traitors would have followed if Lincoln had lived. It needed this awful tragedy to awaken the Nation to its duty."

And such was the general feeling.

A mistaken idea, however, as after events proved. Had the men of the North woods been told that within a decade leading rebels of the South would be serving in a United States Congress they would have met such a prophet with derision. The great tragedy of civil war still held the people in its grip, and they felt deeply on this last dread deed of violence.

Had John Wilkes Booth been turned over to the tender mercies of the lumberjacks of that day his after fate would never have been in question. Scores of the boys of the camps and mills lay buried in Southern soil, victims of the most cruel and unjust rebellion in history. After such sacrifices it is scarcely to be wondered at that a bitter feeling prevailed toward the whole South.

Now and then a man ventured to express a diverse opinion. There were rebel sympathizers in the woods as well as elsewhere, and heretofore they had been permitted to air their extreme pro-rebel views without let or hindrance. One of these, we will call him Durbin, although that was not his name, ventured to express gratification over the murder of the President.

He felt safe in this since there was nobody by but a small boy and one Sam Fordham, a heretofore pronounced opposer of the war for the Union.

"What's that?" asked Fordham, turning quickly, upon the speaker.

"I say it served the blank Abolition President right. He ought to have been killed long ago."

There was a quick move on the part of Fordham, a thuck and a thud as the insulter fell full length upon the sod. The black eyes of Fordham snapped as he stood over the fallen man. "D'ye want any more?" he asked.

"Don't hit me agin," begged the fallen man as he scrambled to his feet and backed away from his assailant. "What's the matter with you, Sam, I thought you were a friend of the South?"

"I be, by thunder, I be," growled Fordham, "and when that dirty little actor shot Abe Lincoln he killed the best friend the South has got."

There were other incidents that might be related. One man declared that hanging was too good for the assassin. He would like to have him taken into a cedar swamp, stripped and tied to a tree and left to the mercy of the mosquitoes.

"With malice toward none, with charity for all" Abraham Lincoln had passed to the beyond, a lover not only of his country but of all the world. Truly Wilkes Booth was no friend of the harried and stricken

Southland when he fired the shot that slew the kindest man of all America's teeming millions.

Proof of Lincoln's generous and abounding kindness of heart will be thoroughly established when America as a nation, South and North, come together on the 12th of this month to do honor to his illustrious and kindly memory.

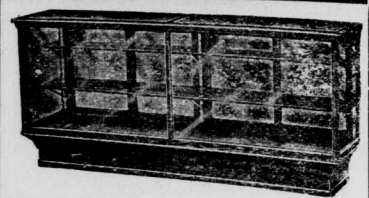
J. M. Merrill.

The Truth.

"See here. That horse you sold me runs away, kicks, bites, strikes and tries to tear down the stable at night. You told me that if I got him once I wouldn't part with him for \$1,000."

"Well, you won't."

The best way to be loyal to the past is to leave it.



The Case With a Conscience

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

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A friend to the grocer because its popularity means increased sales.

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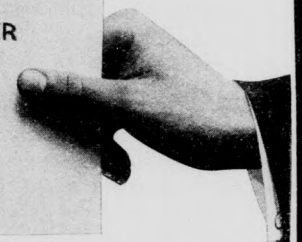


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HOW A
RETAIL MERCHANT CAN
INCREASE HIS BUSINESS
WITH A
TYPEWRITER



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

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

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

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



Fox Typewriter Co.

260 North Front Street

Grand Rapids, Mich.

On the Fox all the writing is always in sight.

YOU ALL KNOW HIM.

The Facetious Cutup Who Backcaps All New Ideas.

Written for the Tradesman.

Every merchant who does business in a small town thinks of some one person when anything new or out-of-the-way is proposed to him. What will this one person say?

It is not that this person represents public opinion. It is more that he sets the pace for public opinion. If he is apt in speech and illustration, it may be that he will tag a new thing with a name that will kill it before it has been fairly tested as a money-maker.

There is always in a small town a quick-witted joker who can start an adverse laugh going before the sober-minded people have had time to make up their minds. These men usually hang about the stores, showing off to the multitude. Their comments often injure the business of the merchant, but there is no sense in quarreling with the village cutup, so he is too often permitted to sit in state on a cracker barrel and pass upon things of which he knows nothing.

There was such a village cutup at Daltonville. Sherwin, the general merchant, hated the fellow, but put up with his insolence because the other dealers did. When a salesman came along with anything new, with an advertising novelty, or a fresh line of tinned goods, the cutup joyfully labeled it with a joke.

Sawyer, the Daltonville cutup, had managed to cost Sherwin quite a lot of money, but for all that he was not kicked out of the store, as he should have been. The other dealers tolerated him, and so he sat on the cracker barrel at Sherwin's and reigned. His latest exploit, up to the memorable time of the gold fish, was the nick-naming of George, the new clerk from the school section. George was tall, with long arms and legs, and Sawyer called him "Sprouts," which name clung to him, and made a joke of him, until customers treated the poor fellow with scant courtesy. Naturally George hated Sawyer, but he kept his temper and waited.

Then came the time of the gold fish. It was a man who sold baking powder who got Sherwin to giving away gold fish as a premium. I guess the baking powder, which was of a name never heard of before, cost less than the premium, but that is a matter for the concern to study out. Anyway, you paid half a dollar for a paper of baking powder and got a glass aquarium half full of water and two wiggly little gold fish, not yet arrived at years of discretion. Sherwin thought of the cutup when he was negotiating with the salesman, and wondered what he would say about the matter.

The cutup came into the store the first morning the gold fish flashed alluringly in their glass houses in the display window. He stood looking at them for a moment and then walked back to his barrel. It was evident that he was thinking of something very, very funny, or very sarcastic, or very vicious, to say about the pretty little fish. George watched him with

interest while he filled a big tank at the back of the store with fresh water. It was in this tank that the stock of gold fish was kept. It was a big tank, as large as a family bed, but the salesman had predicted a mighty sale for the baking powder and had shipped in a tank large enough to hold a whale, if the whale was not too big or too chesty.

While Sawyer sat on his barrel and George filled the tank with fresh water, little Miss Lucy Gould came in and stopped to admire the fish in the window.

"Why," she said, "wherever did you get all the pretty little ones?"

Sherwin was about to explain the situation, but the cutup got under the wire first.

"Just shipped in from the Klondike," he said. "They were taken from the Yukon just below Forty Mile Creek. They're going to keep 'em here in the window a little while and then make change with them."

"The idea!" said Lucy. "Does Mr. Sherwin pay you to stand here and lecture about the fish?"

"It is a labor of love," grinned the cutup. "See that little nest down in the bottom? That is where they will lay eggs and hatch out gold dollars. You pay half a dollar for a can of baking powder and get a pair of fishes that are warranted to lay a house and lot in a year."

"I don't think," said Lucy, "that I'd like to use much of that baking powder."

"Why," said the cutup, "you get the value in the fish. What do you want for half a dollar?"

"Baking powder," replied Lucy. "Baking powder that won't ruin a batch of flour."

Then a customer who had heard the conversation went out and told her neighbors that Lucy Gould said that Sherwin's gold fish baking powder would spoil any flour it was put into, and consequently there wasn't any rush in the baking powder line. Even the fish couldn't get trade started.

"Anyhow," said the cutup to Sherwin, "you can make gold-plated fish-balls of the jokers in the big tank. If you think it worth while I'll train the fish to jump through a hoop and turn handspings. Or you might wait until the gold gets a little thicker on 'em and take 'em down to the market and trade 'em fer turnips."

Sawyer thought all this very funny, and went about town making fun of Sherwin's venture, and raised such a laugh that no one bought the baking powder and the fish began to die in the big tank. Sherwin gritted his teeth and said nothing. George was frequently observed back in the stable hard at work at a punching bag.

One day when the store was full of customers the cutup stood by the tank pointing out the dead fish at the bottom. He was saying that if Sherwin would drop in about a ton of baking powder it might raise them to life.

"Sprouts, here," he added, as George came up, "looks as if he'd enjoy some of 'em for dinner."

Then George took the village cutup by the back of the neck and the slack

of the trousers and swashed him down in the tank, and waved him back and forth, and plunged his head under whenever he came to the top, and stirred him up with the fish, and poked him with a stick whenever he tried to climb out.

"You'll suffer for this!" threatened the cutup.

"When you get out," said George, "I'll take you back to the stable and put on the gloves with you, so you won't take cold. You've been having a lot of fun over these fish, now have a lot of fun with them. Never mind that," as Sawyer tried to climb out. "If you put your hand up again I'll break it with this club. You're going to have a real nice time with those fish, and I'm going to beat you up some when you get out."

Some of the ladies in the store said it was a shame, but most of them laughed and told Sherwin to keep away from the tank and let George mix Sawyer with the gold fish a little more. And he did.

"There's one fish in the tank that seems to be learning tricks," said George, as Sawyer flip-flopped over on the bottom. "Do you think he'll have a gold plated nose if I leave him in there for a time?"

It was a shame the way the store was splashed with water, but when George went up to resign his job Sherwin raised his salary. Sawyer went out of the back door when he got out of the tank and legged it home over the hills. There is one less village cutup in the world, but there are plenty of the breed left.

Of course it is wrong to wish such hard luck, but it is suggested that a tank of water, properly applied, will cure any funny man who sits in state on a cracker barrel and drives customers away from the store he favors(?) with his presence.

Alfred B. Tozer.

Asking Impossibilities.

Teacher—Johnnie, where is the North Pole?

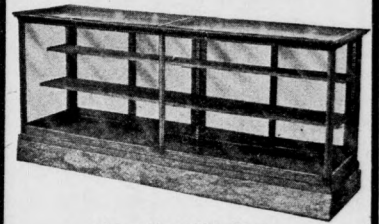
Johnnie—Dunno.

Teacher—You don't know after all my teaching?

Johnnie—Nope. If Peary can't find it there's no use of my trying.

It often happens that the man who talks much about going to glory has neighbors who wish he'd make a start.

A Better Case For Less Money.



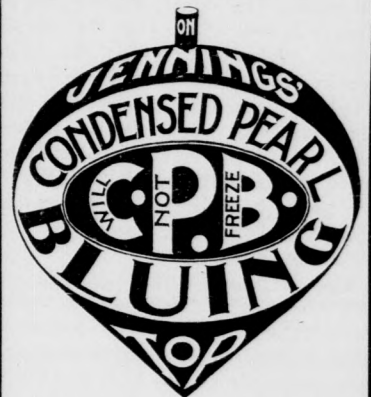
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Made with wood, 4 inch and 6 inch Tennessee marble base. Also fitted for cigars.

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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

PERFECT STANDARD.

Revision Frequently Needed in Man's Relations in Life.

Written for the Tradesman.

The State of Michigan has a revised constitution. Contemplation of this fact leads to the discovery that revision is constantly going on in many things about us, and that revision is necessary because of changes which are taking place in the world.

Our geographies and maps are being revised and corrected because of political changes, whereby boundaries are removed or extended, divisions are increased or diminished. Investigation reveals errors in description of location, dimensions, extent, limits and conditions of things in various parts of the world. Exploration brings to light hitherto unknown facts on land and sea. In other studies also text books are revised to include additional information and improved methods of instruction.

That which was true in many cases years ago is not true to-day. To keep pace with truth corrections must be made. The signal which warns of danger is true so long as the danger exists. When the bridge has been repaired, when the washout has been filled in, when the obstruction has been removed, when the danger has been obviated it may be injurious to leave the danger sign in place. When the goods have been sold the notice must be taken down, else people will be disappointed.

The more we ponder the subject the more we realize how much has been revised and how much needs revision. But by what authority are revisions made and to what standards must they conform? We read of standard revisions, and think of some immutable thing as a standard, and then we hear of revised standards, and we are in a quandary. We look about to find if there is anything abiding, unchangeable, which will serve as a foundation, a basis, a center, a true standard. We conclude that truth must be that standard, and yet truth is not stationary. Truth is progressive, whether in relation to geographical data, mathematical investigation, physical, mental or spiritual processes. The thing to be revised has not moved, has not fluctuated, has not changed in years. Therefore truth must be progressive—must move onward.

At one time we understood the truth of a matter; we saw things as they actually were. Later on we saw matters from a different point of view, from another stage in life, and the matter appeared different, yet true all the same. We were not previously in error; we saw but a portion of the truth. Little by little we are completing our knowledge, but are not discarding the past. We are building upon it—enveloping it perhaps, so that primary acquisitions are hidden by successive accumulations.

We revise our opinions. We do not discard them entirely, because there is in them a thread of truth which is worthy of being retained. If it were not so there could be no growth—no abiding result. Human thought and endeavor would be like a bubble

which can not expand beyond a certain dimension. Some underlying energy raises a film of water to a certain height, then the bubble bursts and the water sinks to its original level. But human endeavor is not so. It may, like the grass, the herb, the tree, appear to flourish for a time and then decay, but there are abiding results. There is increase in depth of soil and fertility; there are deposits of coal and mineral which some day are to become indispensable factors in the world's work and progress. So with human endeavor. The present is built upon the past. It owes much to the past.

Revision is not tearing down a structure and erecting an entire new one in its place. Revision is not destroying. Revision is building—building soundly—cutting away the worn, decayed and useless portions and using the sound material. The process of life in plants and animals is revision. Every morning man is, or should be, a new edition of himself—revised, improved, corrected.

How, then, may one be revised? Can he revise himself? If so, by what standards shall he be guided? First, he must obey the laws of health; he must conform to right habits of living, that the natural processes of life may go on without interference, restoring, renewing, rebuilding the physical man. Obedience to law, then, is necessary—laws which he does not himself make, which he does not select according to his own desires, but which he must obey or suffer. He must learn those laws—must study to understand them.

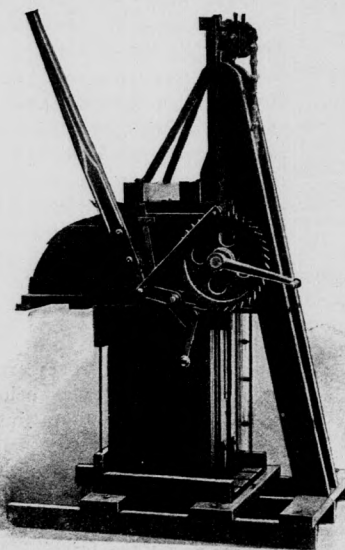
But there is more to man than the physical. How can he revise himself morally? May he select or formulate a standard of conduct according to his own ideas? No; he must learn that right and wrong are independent of his own views or desires the same as physical laws.

There is no better answer than that given to a similar question ages ago. "Wherewithal," says the Psalmist, "shall a young man cleanse his way? By taking heed thereto according to thy word." He only who created man—who had a purpose in placing him upon earth—whose plans comprehend the lives of individuals as well as nations and the entire race—He only can formulate a standard completely adapted to man's condition and needs.

By taking heed to his ways according to God's Word one may come into harmony with God's plans—may revise his life so that he may attain to honor, success and happiness. There will continue to be strife and contention in the world until all come to adopt a uniform standard. Men's conceptions of a moral standard are so varied, so widely different, that it was needful there should be a true exponent of a perfect standard. Therefore the Savior came to interpret God's law and will and to live as an example, a perfect pattern, for every one. By his life and teachings should we revise our lives, rejecting everything which does not conform to his perfect standard.

E. E. Whitney.

Stop Throwing Away Those Dollars



When you burn or give away your old papers, envelopes, scrap paper, torn boxes, etc., you are throwing away just so many dollars.

To save the dollars get a

Little Giant Paper Press

To bale all this waste paper ready for shipment to mills, whose names we will give you, where it will bring from \$8 to \$45 a ton.

The smallest boy working around your store can operate the **Little Giant** and dispose of your scraps in less time than by handling them in bags or

boxes. Occupying little space, it pays for itself before you realize it.

Don't keep on throwing away good dollars.

Write for information that shows you where one leak can be converted into a revenue.

Little Giant Hay Press Company
ALMA, MICH.

A HOME INVESTMENT

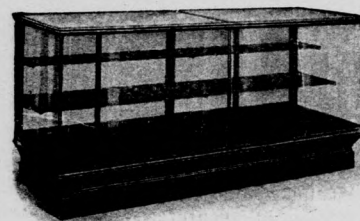
Where you know all about the business, the management, the officers

HAS REAL ADVANTAGES

For this reason, among others, the stock of

THE CITIZENS TELEPHONE CO.

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



Display Case
No. 600

Display — Display — Display

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

Send for our catalog A.

GRAND RAPIDS SHOW CASE CO.

GRAND RAPIDS, MICH.

Branch Factory Lutke Mfg. Co. Portland, Ore.
New York Office and Showroom, 750 Broadway
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Under our own management

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PRICES RIGHT

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.

Don't Be Frisky With Your Job.

It doesn't pay to become frisky every time with an employer, even when you have a sure thing on the job.

This is the story told the other day by a gray haired employer of technical men who rank high as specialists in their particular fields. This employer isn't exactly an employer. He is one of the heads of a corporation conducting an institution for training of scientific men. His employees may be compared to professors in a university. In their work they give only a part of their time from their several regular occupations. But the man with the gray hair was charged with the salary rolls of the institution and it was a kick for increase of salary which made this story possible.

These salaries, it should be remarked, were not to be taken as full payment for the services of the employees. Their specialties were intimately connected with their several businesses. It was worth something to these several businesses for the several employees to be connected with the institution. But in one or two of these cases there were not many individuals in all the city equipped for the positions.

It was one of these employees who, with knowledge of the limited field for successors, decided that he had to have more money for his work. He was a good man and he knew it. He didn't believe there was another man in town whom the institution would care to take in his place. Yet he wasn't wholly sure of it!

To the end of making sure of this he began sounding out his following in the school. It was solid for him! What would they do, for example, if he were fired? They would quit in a body, they said.

With which backing the employee went after more salary. That is, he had wanted more salary in the beginning, but unfortunately in his sounding out processes his backing had loomed so strong that he rather lost sight of the initial quest. After three or four years with the institution a few grouches had come to him and nested in his memory. He wanted to say a few things incidental to the salary business.

He began by saying the things first. These remarks ran away with him. The result in a few minutes was that the employer was thoroughly angered before the first word about salary was spoken. And it chanced that the employer already had been considering doubling the employee's salary of his own volition.

But he didn't. He called the bluff and went further, inviting the employee to resign on the spot—which the employee did, gasping. He had been getting a salary of \$100 a month, which had been easy money. How much in dollars the position had been worth to his business was problematical. But he was down and out. He had one recourse, which was his following in the institution. He appealed to this following, which in turn appealed to the head of the institution. But not even the former employee banked more upon this ap-

peal than did the employer. This was the one leverage which the employer was counting on. At the end of a conference he had explained diplomatically; he had no hard feelings against any one; the employee had been in the wrong, but bygones were bygones. If the employee wished to return there was nothing in the way of his reinstatement on the old terms.

Within a week the employee was back knocking at the door of the employer. The next day he was a reinstated member in the institution. But it was at the old salary of \$1,200 a year. That was four years ago. He is there still.

"To date," added the employer, "that little episode has cost him just \$5,200. For without the talk he could have had that other \$1,300 a year for the simple asking."

John A. Howland.

Marketing Western Fruit.

Written for the Tradesman.

Until 1893 California fruits were sold through commission merchants, to whom the individual growers consigned their entire crop. The cost of transportation and the keen competition, as well as the great outlay for commissions, resulted in a number of the large growers of California organizing the South California Fruit Growers' Exchange.

Since 1893 this institution has been reorganized several times, but it is still in existence under the title of the California Fruit Exchange. It is co-operative and has only a nominal capital stock. It performs every duty for the growers belonging to it from the time they bring their harvest to the packing house until they receive payment for their crop. It takes complete control, grading, stripping, finding buyers and selling, so that its members do nothing outside the agricultural part. Its representatives in the various districts receive and receipt for the wagonloads and the horticulturist goes home to attend to his orchards and wait for his check.

By the present method of marketing fruit daily wire reports on the condition and whereabouts of every shipment are sent to Los Angeles. Like a train dispatcher, the manager at headquarters guides every car from the sidetracks to the orchards, over the branch lines and the trunk lines. He has the power to divert shipments into the most available markets. A great many cars leave California daily with only a general destination, and these cars must be sent to the point of greatest demand. If, through his wire reports, the manager finds that New York City is receiving too much fruit, that there is a danger of a break in the price, he diverts a part of the New York shipment to Philadelphia, Baltimore or Pittsburg. He must make sure that every district has enough fruit, but not too much. He must keep the market even. He must get the top prices and yet sell all his fruit. He must figure against changes in the weather in each district, and against competition from Florida, South Africa and other California shippers.

Lawrence Irwell.

"QUAKER" Brand COFFEE

Our choice for our customers.
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FARM-FACTORY-FIRESIDE.

How the Cannery Has United All Three.*

It is my purpose to review very briefly man's effort to solve the problem which has ever confronted the race from the time he appeared on the earth, viz., what to eat. It is a fascinating study and if I succeed in arousing in you a fraction of the enthusiasm I experience in searching out facts relating to the progress of the race, as connected with the food supply, I shall feel as if my mission to Grand Rapids is not a failure. It is not many years from the cart with wheels of wood to the automobile of the present; from the plough of sticks to the modern implement, and it is only a century since man discovered how he might preserve perishable products indefinitely and thus guard against famine. And, strange to say, the factory has only been the ally of the farmer and contributor to the comfort and economy of the home since the period of the Civil War, which gave such an impetus to the industry of prepared foods that it has about disarmed the prejudice that formerly existed against foods prepared outside the home. I hope to convince you in a practical way of the beneficent work wrought for the farm, as well as the fireside, by thousands of factories that dot our land.

"The progress of the human race may be traced by the character of its food supply. At first man depended on natural means of subsistence and by degrees progressed to an artificial basis," says Payne in his History of America. "Where society still rests on a natural basis of subsistence the social state is called savagery." (Payne.) "The only rival man has in the artificial production of food is the ant. In Central America leaf cutting ants are found that grow, in subterranean chambers, large quantities of a minute species of fungus, on which they chiefly feed. In reality they are mushroom growers and eaters." (Belt.) Man does no more. He cultivates the land, hunts, fishes and preserves the surplus not in caves but generally in tin or glass containers, easily transported and always accessible at low cost.

It awakens enthusiasm to study the advancement of the human family, which has been outlined by the late Lewis Morgan as follows:

Savagery.

Old—From the infancy of the species to the knowledge of fire and fish food.

Middle—From fish food to the use of the bow and arrow.

Late—From the bow and arrow to pottery.

In this period of savagery, and it has not yet been ended, are many interesting facts, but time forbids other than brief notice of a few. Man derived hints as to the storage of food surplus from the lower animals.

"The savage can no more live from hand to mouth than the civilized man; for when hunger actually presses it

is too late to form a hunting expedition, or to go in search of roots and berries." (Payne.)

There are savage tribes on islands in the Pacific that have the breadfruits, the cocoanut palm and other natural food. In Africa are tribes where fish abound and where all agriculture, even that of the yam, is strictly forbidden by religion, and the only vegetable food in use is the cocoanut.

Scientific writers make pottery a dividing line between savagery and barbarism. The earlier methods of boiling food were either putting it into holes in the ground lined with skins and then using heated stones, or else putting it into baskets covered with clay to be supported over a fire. The clay not only kept the food from escaping, but it protected the basket, and the users probably noted the clay was hardened by the fire and thus in course of time it was found that the clay would answer the purpose without the basket. John Fiske says: "Whoever first made this ingenious discovery led the way from savagery to barbarism."

The era of barbarism is also divided into three periods:

Barbarism.

Old—From pottery to domesticated animals in the Old World, and to the culture of maize and other plants by the method of irrigation in the New.

Middle—From the domestication of animals to the smelting of iron ore.

Late—From the working of iron to hieroglyphics on stone, or phonetic alphabets.

History teaches that the provision of food is the primitive form of labor, its accumulation the primitive form of wealth. And that the higher degrees of advancement are universally based on a composite food production, in which both animal and vegetable species have a place. Man has devised different methods of preserving surplus foods, both animal and vegetable, by desiccation or drying; by the use of salt; by smoking meats and by the use of sugar and condiments all more or less objectionable. As man's knowledge increased and his food supply grew larger and more varied, and his facilities for storing the surplus were multiplied, the race kept making progress. I am not prepared to assert that the discovery of preserving food by hermetically sealing it in tin or glass containers was the chief factor in the marvelous progress of the race to a higher civilization in the nineteenth century, but it was a great factor for it solved the problem of subsistence and a better or more varied dietary for the navies and armies of the world for exploring expeditions, besides increasing indefinitely means to take care of the surplus. Progress of the race seems slow and has gone forward faster the last century than in the twenty preceding. How strange that man failed to utilize electricity until within a very recent period! But now he flings his thought into the air and it flies for 1,000 miles or more over mountains and seas to be caught and read by the person for whom it is intended. And is it not equally strange that it was not until the early years of the nineteenth century that Nicolas Appert discovered that heat applied to foods in a particular way enabled man to have all manner of food put into a little glass or tin storehouse and have it keep indefinitely?

A little over a century ago, or, to be exact, in the spring of 1807, a French frigate in command of Rear Admiral Allemand was anchored off the Ile de Aix. While at dinner the Admiral and his officers believed the green peas and beans served had just been gathered and were surprised to learn that they had been hermetically sealed the previous year by Nicolas Appert. The distinguished naval officer wrote to Appert commending the preserved products and alluded to "the infinite advantage" which would attend their use.

The French government provided a commission to study Appert's process and to test some ten sorts of food preserved thereby. They found the peas and beans finely flavored; the cherries and apricots had a part of the flavor they had when gathered not quite ripe, while the currant and raspberry juice had the aroma of the raspberry perfectly preserved as well as the aromatic acid of the currant. Their color was only a little faded. Their report made to the French Council of Administration March 15, 1809, says: "The art of better preserving vegetables and animal substances in the state in which Nature produces them has been to a consid-

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NEW YORK.

*Illustrated lecture delivered by Frank N. Barrett, editor American Grocer, at Ryerson Public Library, Grand Rapids, Feb. 8, 1909. Seventy-five or one hundred illustrations were used, some of which are shown herewith.

erable degree the object both of pharmacy and chemistry. To attain that end various means have been employed. Desiccation, ardent spirits, acids, oils, saccharine and saline substances, etc., have been made use of; but it must be confessed that these means cause many of the productions to lose a part of their properties or otherwise modify them, so that their aroma and flavor are no longer to be recognized. From this point of view the process of Mr. Appert appears to us preferable if without having recourse to desiccation he adds no extraneous substance to that which he wishes to preserve. There is every reason to believe that his method is by far the better, as the substances on which he operates are more capable of sustaining so high a temperature without a sensible change."

This simple and inexpensive process has been in operation and its worth tested for just a century, and its introduction and development have marked as great a change in man's condition and development as any other improvement in his food supply since he first found a place on the planet.

The ubiquitous tin can or the modern storehouse finds its way everywhere on the globe and into all ranks and classes. It is as much at home in the palace as in the hovel. It haunts the centers of civilization, and marks the footsteps of explorers within the Arctic circle; over the desert plains of Africa; into the jungles of India; all along the Rocky Mountains and unsurveyed parts of the United States. Years ago, when the writer camped at noon in the great Coconino forest of Arizona, in a re-

gion without a house, and where the land was unsurveyed, the first object he saw was that ubiquitous tin can. And when, 4,000 to 5,000 feet within the jaws of the Grand Canon of Colorado, the camp fire was started discarded tin cans were found bearing well known names, and which immediately put the memory in touch with home and familiar scenes. Wherever a traveler goes, whether scientist, soldier, explorer or pleasure-seeker, the tin can goes, and with it goes sustenance, comfort and that which pleases the palate. The epicure clings to it, and the most renowned chefs of the world rely on the foods of the world as preserved by Appert's process to meet every demand of the human family. The fruits, vegetables, fish, poultry, meats, game and other food products peculiar to certain countries and climates are made available for use by the inhabitants of every country on the globe. Peary on his way to the North Pole may have his Christmas dinner of green turtle scup, turkey, cranberry sauce, peas, beans, beets, cauliflower, with plum pudding and pumpkin or mince pie, all from tin cans packed years before being opened. Or the President, as he makes his way through the jungles of Equatorial Africa, may have in his supplies tin cans containing the food for a feast such as no Emperor of Rome, could ever have commanded. And that privilege, I might say blessing, is within the reach of the masses of the people in all lands.

Appert states the result of his labors is due to the conviction:

"First. That fire has the peculiar property, not only of changing the combination of the constituent parts

of vegetable and animal productions, but also of retarding, for many years at least, if not of destroying the natural tendency of those same productions of decomposition.

"Second. That the application of fire in a manner variously adapted to various substances, after having with the utmost care and as completely as possible deprived them of all contact with the air, effects a perfect preservation of those same productions, with all their natural qualities."

The ubiquitous tin can is the universal monument to his memory. His name may be unknown and his praise unsung by the multitude, and yet his service to humanity was greater than that rendered by most of the heroes and worthies whose memory is perpetuated in bronze, brass, marble or granite. The name of Appert should be placed alongside those of Franklin, Morse, Edison and others whose services or inventions have proved an inestimable blessing to humanity. It was not until 1889 that France, his native land, honored his memory by placing a bronze bust in the Conservatory of Arts and Trades in the Gallery of Agriculture. He was born in 1750, and spent his life, at least up to 1796, with the trade in alimentary products. His French biographer states that Boerhave Glauber, and much later Gay Lussac, were his predecessors, the latter indicating the means of preserving. In 1804, at Massy, began the industry of cultivating perishable foods and preserving them on the spot. Appert's factory and farm occupied a surface of ten acres, nearly all devoted to the cultivation of peas and beans. Right here in Michigan, at the little village

of Hart, is a worthy successor of Appert, who also cultivates peas and beans extensively, besides a variety of fruits and other vegetables, and preserves them on the spot, in quicker time, by better methods and at a fraction of the cost of a century ago, on a farm or farms of 10,000 acres. This is only one of over 2,000 factories scattered all over the United States, to supply which with fresh raw materials utilizes 500,000 acres for the cultivation of tomatoes and corn alone and gives to tens of thousands of farmers a home market for their products at remunerative profits. The factory not only needs the farm and the farmers but demands an army of laborers, so that in cities, towns, villages and in country districts employment is found for men, women and children, and thus communities are made to thrive and grow by reason of the establishment of a food factory. The farmer has found that the distributors of his products in a fresh state compete with the factory which aims to distribute fruits and vegetables in a preserved state, and thus a competition is kept active which sends up prices to the material advantage of the growers. On the Columbia River, for example, the canners who formerly had a monopoly of the Chinook salmon caught in its icy waters, and obtained at a cost of a few cents, are now forced to compete with dealers who buy the salmon and place it in cold storage, to be sent in a chilled condition all over the continent, to be sold as fresh salmon, or else they salt it and pack the fish in casks or barrels and send it all over the world, and the result is a struggle for supply and high prices

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GRAND RAPIDS, MICH.

for the salmon.

Appert had a force of twenty-five to thirty women, but Mr. Roach, at the Hart, Kent City, Lexington and Port Austin plants and on the farms, employs 3,300 people.

In California the growers of fruits find the shippers of fresh fruits active competitors with the buyers for the canneries. In Maryland there is a rivalry between the tomato packers and the marketmen for the crops and prices are frequently forced to figure so high that the preservers find them almost prohibitive. And this condition is often augmented when a crop failure in some one section increases the demand in other localities where the crop is good.

And here comes the factory which locates on the farm, by the brink of the rivers or close to the orchards, in order that the perishable products of the land fit for food may be immediately preserved in fresh condition in a way which will facilitate their rapid distribution to the firesides of the world at a minimum cost. Steam, electricity and machinery have been brought into play for the rapid handling of products; to avoid hand labor, promote cleanliness, preserve texture and flavor, and these mechanical advantages supplemented by experience and science combine to make preserved foods one of the greatest economical factors of the present day. Factory products save the housekeeper time, trouble and expense; afford a greater variety of diet, thus promoting health and the joy of living.

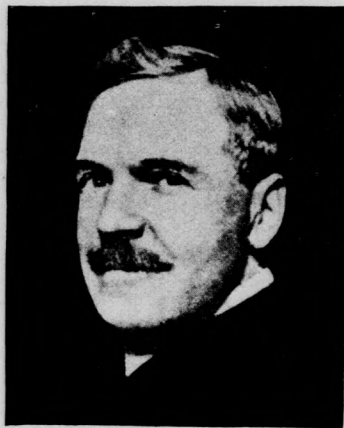
As Americans we may point with pride to that Virginian farmer who was first in war; first in peace and first in the hearts of his countrymen. "Before the Revolution," says Henry Cabot Lodge in his Life of Washington, "he was much exercised by the task of making an honest income out of his estates. He grappled details; understood every branch of farming; was alert for every improvement; rose early; worked steadily, giving to everything personal supervision, kept his own accounts with wonderful exactness. His brands of flour went unquestioned everywhere; his credit was high; he made money at a time when profitable farming in Virginia was not common, for the general system was bad."

Our first President was a practical farmer on a large scale and the strenuous man of the hour, President Roosevelt, is a farmer on a small scale but a promoter of the farmers' interests on a gigantic scale. You will recall the recent White House conference on the "Conservation of the Nation's Resources," and the more recent Commission to investigate farms and see what can be done to improve conditions and make agriculture more prosperous, although it is the key-stone of National prosperity.

Views of Washington and Roosevelt.

Views of Nicolas Appert—The father of the canning industry, whose worthy successor we introduce, Mr. William Roach, of Hart, Mich., one of the small company of men who have contributed to placing the pre-

serving industry on a high plane—a man who went into Northwestern Michigan and there built up a giant industry. A true philanthropist who has made two blades of grass to grow where formerly only one grew. He has raised the value of real estate in and about Hart one-third, given employment to hundreds that previously had no means of support. It is such men that build up towns and villages by keeping the population at home and bringing in outsiders. The view before us shows one of the three plants in Michigan, located at Hart, where the factory door is always open to visitors, for every good preserver believes the open door is



William Roach.

the key to public confidence. We see here a company of Grand Rapids folks on a tour of inspection of the Hart industry.

The procession of automobiles attests the prosperity of the villages. Let us come closer to note the air of contentment and interest these visitors manifest as they sit in a goodly company, among whom is William Judson, of your city, others of your merchants, their wives and friends, the guests of Mr. and Mrs. Roach. They have visited the pea fields, where the luxuriant vines are loaded with pea pods; and noted the reapers as they cut the vines, which are conveyed by rack wagons early in the morning to the factory, where they await their turn to have the peas carefully examined and graded by the inspectors. From the wagons the vines are pitchforked upon a platform, from which they are thrown into a viner, a large machine fitted with canvas belts and a system of beaters which break the pods, discharging the shelled peas at the bottom on a canvas conveyor, while the vines are automatically carried and discharged from the building and taken away by the growers to be used as fertilizers. These rapacious machines, eighteen in number, take in 8½ loads of podded pea vines every thirty minutes. The shelled peas, discharged into boxes, are taken to a perforated cylinder, which, as it revolves, sprays them with artesian spring water in order to remove the juice that would otherwise quickly accumulate on the peas and cause them to ferment. The immature peas fall through the mesh, leaving perfect peas to go

blast removes all pieces of pod or bits of vine. The peas are next discharged into metal cups fastened to a broad belt, which takes them to the third story or an adjoining building, 90x216 feet, and empties them into a revolving wire cylinder, divided into six sections, each covered with a different size of mesh, thus making five to seven grades of peas. From the grader to the pea cleaner, which takes the last bit of foreign matter and passes the peas onto a grooved rubber belt moving between two rows of women, who watch the stream of peas, removing all that are broken or yellow, the peas are discharged through a hopper into the blanching machine, a revolving cylinder, or series of covered cylinders or tanks, through which the peas are carried

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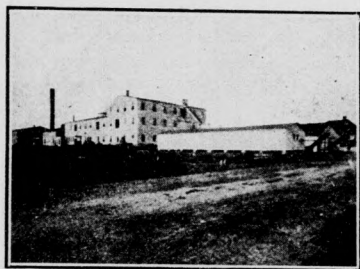
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through the cleaner, where an air by means of spiral flanged conveyors, each mounted in and riveted to a perforated drum or cylinder into which hot water is introduced, being sent into the last tank first in a small stream, overflowing into the central tank, then into the first, to be carried off. In the first tank the gum and juices adhering to the peas are nearly all removed; in the second tank they are still further purified, and in the third the perfect blanched peas are ready to be sprayed in a revolving wire reel, from which they are passed in pairs to the Sprague rotary pear filler, which is fed with tins through a tube leading from the story above, where boys sit within a box filled with tins and feed in the tins as fast as the filler will take them. This ingenious machine measures the peas without cutting or mashing them, and places the exact quantity desired in



The Roach Factory, North Side.

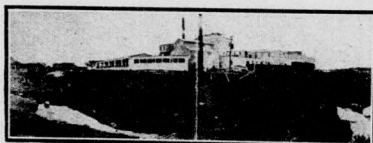
each can, and then discharges the proper quantity of brine on the peas through the same white enamel filling heads, thus keeping the mechanism clean and fresh.

The filled cans are next conveyed to a machine through which they travel like soldiers marching in single file, to be wiped, then tipped to remove any excess of brine, traveling along to have the grade stamped and a cap placed on the tin. At this point is an automatic register, which has a record of 60,000 tins in fourteen hours. They are now ready to continue their line of march through the Hawkins capping machine, having a capacity of closing up 45,000 cans in ten hours. This is a very ingenious bit of mechanism, which cleans, fluxes and solders the cans automatically, so that a continuous stream of tin cans can be passed through it day after day, placing and soldering twelve caps on the cans at a time. It is by this and other devices that the cost of production is lowered and canned peas of the fine Hart brands are placed on the market at prices ranging from 70 cents to \$1.85 per dozen tins. Is not that a marvel? And it is only one of hundreds of instances of the application of steam, electricity and machinery to the preparation of food, insuring high quality and low cost. As the canned peas leave the capping machine they are put into iron crates of skeleton build, to be lifted by an automatic carrier fitted to an overhead railway, and transported to the beautiful circular process room, where they are deposited in retorts and cooked for the proper length of time, which varies as to the grade, condition and variety of the

peas. When sufficiently cooked, the crates are lifted and, swinging from an overhead railway, are very slowly moved through a canal of cold water for forty-two minutes, from which they emerge at the door of the warehouse ready to be labeled on a Knapp labeling machine at the rate of 48,000 tins in ten hours, then boxed and shipped to the eager buyers of Hart brand peas all over the United States.

A little over two hours elapse from the time the farmer passes the freshly gathered vines into the viner shed until they are ready for the table, a perfect product, at no time in the process being exposed to injury from dust or dirt or handling. The peas are preserved under perfect sanitary conditions, ready to be served on any day in the year, in any climate in the world, in a few moments' time, tender and of delicious flavor and at far less cost than a like quantity of peas could be procured in a city or town market, the latter being from one to several days old before consumed, the former practically eaten fresh from the field. It is a fact that the peas that pass through the Hart factory are ready for the table in as short or quicker time than they would be if the farmer's wife had gathered and hulled them by hand and cooked and served them at home.

Like care is given to the long list of fruits and vegetables that are grown in Michigan and preserved at the various plants of W. R. Roach & Co., peaches, cherries, apples, plums, strawberries, raspberries, blackberries, pears, pumpkin, corn, lima beans (this factory being one of the heaviest in



Another View of Roach Factory.

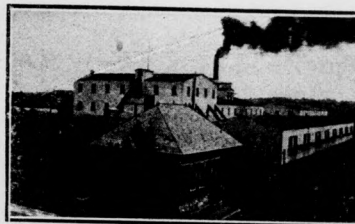
that line in the United States), spinach, beets, squash and tomatoes. Here you see the premium a factory offers the farmer in giving him a home market for varied crops, the products of field and orchard. He is not forced to cultivate staple cereals, but he can utilize broad acres for any edible fruit or vegetable with the assurance that the canning factory will take his product at a remunerative price. He has no freight, no commissions to pay; no delay in delivery; no risk of theft or injury in transportation. The factory is his ally, as it is that of the family.

Leaving Grand Rapids at night the next day finds us in the beautiful Mohawk Valley, every foot of which is a point of historical interest and where farming has been carried on since the time of the early Dutch settlers. We will tarry awhile at Canajoharie, for here is located a model factory, which has made Beech-Nut bacon and Beech-Nut preserves household words. The brick buildings form a series of solid superb structures, where order and cleanliness are imperative. Here system rules and science is brought into play to main-

tain the highest sanitary conditions. The Beech-Nut policy insists:

First. That all materials used in Beech-Nut products must be the best to be had in the market.

Second. That no foreign ingredients whatever must be used in Beech-Nut products, no substitutes, no coloring matter, no preservatives—absolute purity of products and abso-



Office and Factory.

lute cleanliness, which go so far as to compel everyone handling them to have the nails manicured.

Forced ventilation keeps the air pure and fresh. In rooms where dry air is needed the air is first thoroughly washed and then dried artificially. It is a fascinating sight, we might better say an appetizing view, that greets the eye as it sweeps over the main room with its lofty ceiling and white walls, concrete floor covered with sanitary covering; tables of oak with glass tops; the workers clad in white with white caps, everything indicating slavery to cleanliness and to the Beech-Nut idea. The name was suggested by an art collector fifteen years ago as having within it

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GRAND RAPIDS, MICH.

self the appetizing quality. And surely as one looks over the large company of country bred girls, with bright eyes, rosy cheeks, clad in white and exercising scrupulous care, one realizes conditions that are exceptional in the highest grade of homes and far beyond what is possible when reliance is placed on the help of foreigners raised in poverty in Europe. The care begins in the field, or back in the curing room, and only the finest raw products are obtained. The Beech-Nut girl in herself is typical of all those qualities in action and product essential to method



Inspecting Peas.

and cleanliness, but no more so than a company of white gowned girls as collectively they pack the bacon. The men at the cutting machines or busy at the retorts which close the jars by a patented vacuum process are equally as expressive of the policy which prevails, so into the preserving kitchen, and there the "woman in white" is carrying out the rules.

It required thirty-five years to convince my wife that that factory could produce jams, jellies and other conserves quite as good as she was accustomed to put up and upon which she lavished pride, but at last she found the Beech-Nut conserves all that the palate could claim and her store room now is well supplied with currant jelly that is the pure juice of selected fruit with granulated sugar, cooked by thermometer test in a scientific way. And equally good are the strawberry jam; the rhubarb or grape fruit marmalade; the Concord grape jam and the long list of other palate pleasing conserves. If another room is visited we find peanut butter being made in like careful manner; or baked pork and beans destined to drive out of use the family bean pot, as well as other well made factory products which have come to be viewed as saving housekeepers time, trouble, money and worry, affording more time for social duties or leisure.

The principal product of this plant is Beech-Nut sliced bacon, packed in the familiar vacuum sealed jar. The bacon, the finest of its kind, is specially cured in the good old fashioned way with some niceties developed by Beech-Nut experience, thus ensuring that delicious flavor of the finest farm cured meats. This plant absolutely rejects all modern chemical preservatives and will have nothing to do with substitutes, such as glucose, saccharine or foreign coloring matter. Its care is manifested in the use of the finest hickory sawdust in smoke houses. The curing room of

the plant is a model of its kind. The air supplied to this room is first washed in water and then dried over chloride of calcium before it is cooled over ammonia coils. The temperature is kept uniform automatically. Ordinary bacon is smoked rapidly from twelve to twenty hours. Beech-Nut bacon is smoked slowly for over four nights. Its distinctive mild flavor is the result of the slow process of mild hickory fire for ninety-six hours—four days' and nights' curing and smoking, and while this way of curing and smoking especially selected bacon produces a bacon of rare flavor, the manner of preparing it finally for the market has also contributed largely to its popularity.

The slicing of bacon into very thin strips of uniform thickness by machinery has given Beech-Nut bacon a distinctive position, aside from its unrivaled flavor. The housewife who has once used bacon sliced in this way will never willingly go back to slicing it with a knife in the kitchen. She finds that with the machine-cut



Packing House.

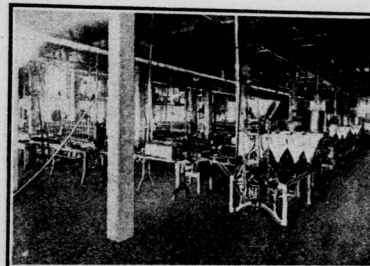
slices she can achieve results in cooking impossible with the thick hand-cut slices. Beech-Nut bacon, because it is cut into thin slivers of uniform thickness, cooks quickly, crisply and evenly, retaining its fine flavor, and is a delicious garnish for steaks, chops, birds and oysters, and for calf's brains, mushrooms, sweetbreads and other delights of the epicure. The section of the plant devoted to the final preparations of the bacon for the market is a large, airy, upper room, overlooking the valley, lighted by many large windows, floored with special sanitary composition, ventilated by exhaust fans, and by the frequent use of hot water is kept as clean as the proverbial kitchen. Here the bacon is sliced and packed in glass jars, which are then sealed, labeled and cased for shipment.

Like all the other machinery in the plant, the slicing machines are the development of the company's own mechanical engineers, and are not to be found anywhere else in the country. They are nearly automatic, the machine operators needing only to feed them the sides of bacon. The battery of machines has a capacity of 12,750 slices a minute. Trays laden with the freshly cut slices are carried from the machines to glass tables, where sit the white-gowned girls who deftly pack the bacon into glass jars.

The strawberries used come fresh from the neighboring fields in the Mohawk Valley and the highest market price is paid for them. But have you ever seen in a city street a truck

loaded down with crates of berries, from the back end of which trailed little red streams of juice from the over-ripe fruit? Those berries were probably going to the jam makers. And why? Because they were cheap and regarded "good enough for the jam makers." To make that decaying fruit into jam the first need is a preservative, like salicylic acid or benzoic acid, which makes it possible to put up unsound fruit in the semblance of sound. This cheap, unsound fruit, when cooked, does not have the right color. This necessitates the use of coloring matter to deceive the consumer, and so you will find that three-fourths of the conserves declared "illegal" by the state chemists are marked "colored with coal tar dye." To give body to the product and cheapen it farther apple is often substituted for berries. You can make "strawberry preserves," "raspberry jam," "currant jelly"—almost any conserve—from apples with the help of artificial flavoring and coloring. To cheapen the cost of the product still more the jam maker uses glucose in place of sugar. And so, instead of getting sound berries put up in sugar, the housewife gets unsound berries preserved with acid, colored with coal tar dye, filled with apple and sweetened with glucose.

The conserve department of the Beech-Nut plant resembles the meat department in the elaborate precau-



Pea Fillers.

tions taken to insure cleanliness. It is cleaner than most kitchens. Every glass jar, every jar cup—even the little rubber ring around the edge of the glass—is sterilized. But cleanliness alone does not make conserves of quality. The making of good conserves—like the curing of bacon—is an art. The housewife puts up her preserves each year largely by guess work, and some years she has good luck, and other years she has not. But there is no guesswork, no "luck," in this factory. The fruit is cooked in copper or silver-plated kettles, and the heat is gauged with precision—a vital detail of preserve making that is apt to be overlooked by the housewife. The various fruits—strawberries, raspberries, grapes, peaches, crabapples, plums, currants, cherries, pineapples, pears, quinces, cranberries, grape fruit and oranges are put up as they come from the fields and orchards. Strawberry jam, for example, is made in June; crabapple jelly in September and orange marmalade in January. The Beech-Nut conserve standards are determined by the best home-made products in various parts

of the world. The best currant jelly, for example, is made in Connecticut; the best grape jam is put up in the Mohawk Valley; the best domestic marmalades come from Florida. These are selected as standards for Beech-Nut conserves, cooked in small quantities, and immediately placed in sterilized jars, instead of being cooked in large quantities, poured into crocks and reheated according to the ordinary practice. The second heating destroys the fine flavor.

As peanut butter is comparatively a new product we linger a moment to note the process of manufacture of what is regarded a highly nutritious food. Thereafter the favorite roasted peanut is not to have a monopoly of the market nor win to itself the encomium of the people. The peanut is rich in oil and this manipulated into a smooth rich substance is of pleasant flavor. The finest shelled nuts are roasted just long enough to develop a rich delicious flavor. They are then removed to the cooling rack, where, by forced circulation of air, the nuts are cooled, thus avoiding altogether the chance of their having a burned flavor. Afterwards the nuts are taken to the blancher, an ingenious machine which scrapes off the brown skins and at the same time removes the hearts, which if left in would have a tendency to produce a strong and bitter flavor. Then comes the most important step in the entire operation, the proper blending of the nuts so as to obtain the desired flavor. To do this properly calls for skill and experience.

All high grade brands of peanut butter are made from the best grade of peanuts, one being called Spanish and the other Virginia. The word "Spanish" does not mean that the nuts are imported and that they come from Spain, but, on the contrary, the Spanish nut as well as the Virginia nut are grown in this country,



Process Room.

the name marking only the difference in the nuts. Imported nuts are apt to be musty and consequently produce a rancid butter, therefore only home grown nuts are used.

After the nuts are thoroughly blended they go to the grinder, where, with the proper proportion of the highest grade of salt, they are ground in a special machine which produces a very soft butter, resembling creamery butter in its consistency, which is then immediately packed in vacuum jars.

I have purposely dwelt on the details of these factories in order to convince you that methods in well

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conducted factories are not surpassed by those in vogue in the home, and to demonstrate that scientific methods are used not only in the handling and preparation of raw materials but in maintaining the highest attainable sanitary conditions.

From the factory amidst the farms to the factory in the village we will pass to the factory in the city. This great establishment was founded by the late Alphonse Biardot, the friend of Chevalier Appert and the grandson of Nicolas, the inventor, to whom we are indebted for the picture of Appert—a remarkable man in many ways, notably for his knowledge of the art of cookery and for his mastery of details. The beautiful buildings on Jersey City Heights invite careful inspection. At the threshold one notes the brightness and cleanliness of the buildings, the yards and the approaches. The signs shine with the brilliancy of newly polished silver; the windows are bright, the steps immaculate, and so the visitor's first glimpse begets a confidence in the factory that grows and grows as he pursues his way into every nook and corner, for there are no secret processes or rooms not open for view.

This company inaugurated the policy of taking the public into its confidence and from the first took pride in opening the factory to the inspection of those who chose to come. Parties are arranged for by correspondence, the guests being taken in stages to the ferry, and crossing they find a special parlor car awaiting to take them to the factory. In the early days a register was kept and it is interesting to note what visitors said of the establishment. The following will suffice to indicate the opinions formed, and I trust an equally favorable impression will be made from the views shown: "An object lesson for the American people."

Entering through a revolving door the visitor is ushered into a reception room, in which during several days each week visitors are welcomed and, after being served with a factory-made luncheon, beginning with soup and ending with plum pudding and custard sauce, they are shown through the works by girls in uniform acting as guides. The first impression is lasting, and as the trip is made from room to room the favorable opinion is intensified. Ascending one flight of stairs we pass through the room containing the cold storage refrigerator, where the meats, poultry and live turtles are prepared for the soup makers. Among the first rooms looked into is the storeroom, and this is typical of every room in the building. Note the observance of detail and the first expression of the infinite care to have the materials perfect in condition. The young miss seen is busy going over the finest rice procurable in order that every particle of chaff and broken kernels shall be eliminated. There we gain insight into the working of a fixed rule: a place for everything and everything in its place. Note the labels on the canisters; the numbered casks with gauge rods; the closets labeled; the scales and the tools, each in its place and woe

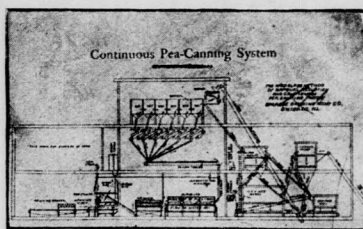
betide the helper that violates any rule. Absolute cleanliness everywhere; no nook nor corner nor any implement neglected, even the garbage cans must be cleaned daily by steam. Through the door may be seen the girls preparing the raisins and currants for plum pudding. Everything is so arranged and marked that anything they require is in-



Unloading Peas.

stantly found, even the records for years back. This room prepares the visitor to observe like regard for system and cleanliness everywhere, so that when a general view of one of the finest kitchens in the world is obtained there is less surprise at the prevailing order and quiet. This room is 200 feet long, with high ceilings, windows screened to keep out flies and other insects. It is finished in hardwoods; has maple floors and slatted platforms about the kettles. The artist has reproduced with absolute fidelity every feature, even to the

manner of handling the products and manipulating utensils. We see how the chef turns the spigot, how the meats are conveyed; the vegetables manipulated; the soup is tested. The great kettles of copper are lined with tin; the filling tanks and pipes silver-plated. Every utensil is kept spick and span. You will observe the machines for peeling potatoes, carrots and turnips, cutting them into squares or other form. The green vegetables are cut by hand and they must be of the finest produced. The company goes so far as to send to far-off isles if, perchance, the okra or other vegetables required are of better quality. The poultry is carefully picked and prepared by hand; the nerves in the oxtails are removed and every care is exercised to reach perfection of product. This view shows the process of automatically filling the tin with soup, as many as six being fill-



ed at one time with liquid stock by the movement of a lever. After having the ingredients of the soup being made placed in the tins the quantity is weighed so that all the cans of the product are uniform year in and year out. Note here how accurately the artist has reproduced the actual condition. The ladle is in its place and the wooden spade beside it. Varied movements of the workers are shown. Every tin used is washed in hot and cold water before being filled, and

every tin is made in the factory from double coated tin plate, each sheet specially examined and every tin can made doubly inspected. The views show the can makers at work and demonstrate that cleanliness may be as rigidly observed in a machine shop as anywhere else. Of course, it involves expense, but what is desirable is worth its cost and every visitor leaves this room confident that as scrupulous care is exercised in the making of the tin cans as in the handling of food. No solder is used inside the tins, every one of which is subjected to a thorough inspection by hand test.

The filled tins are inspected and tested and then as a further precaution are sent to a special wareroom and kept for at least two weeks. Each pile bears the date of manufacture, the oldest goods going out first. An ingenious method of indexing and numbering the piles provides a speedy method of inventorying and identifying the stock. You will note the index cards overhead which bear the date as well as the quantity of goods in stock. So accurate is this method that the loss of a single tin would be detected. Note the magnitude of the stock necessary to carry to assure prompt shipment of goods which have been thoroughly tested. In the basement 21,000 cases are stored. Every box is made of extra thickness from selected lumber. Labels must be the best the printer can furnish. Even the stencils used must be stored and marked with the same care as the goods for market. There are no corners that harbor dirt; no cubby holes to be used as catch-alls. Everywhere from cellar to garret there is absolute observance of rules.

There is an esprit de corps manifest here that is ideal in factory life. Every worker has pride in the estab-

PROGRESSIVE DEALERS foresee that certain articles can be depended on as sellers. Fads in many lines may come and go, but **SAPOLIO** goes on steadily. That is why you should stock

HAND SAPOLIO

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.

ishment and feels as if its success and character depend upon his fidelity. This feeling is undoubtedly stimulated by the regard the company has for the comfort of its workers. This view shows the diningroom, kept, we venture, as clean as that of the St. Regis or the Waldorf-Astoria, and here for a nominal sum a dinner is served cooked as well as at any restaurant or hotel in Christendom. At a specified hour each day a test of soups is made and if any batch is not up to the standard fixed it is immediately condemned.

This great business, with which I have been conversant from its start to the present, has been built up on merit. It has done wonders to improve the dietary of this nation. When it began soups in tin, made in a factory, were in disrepute, but persistent effort has brought them to the notice of the people and hundreds of thousands not in the habit of using soup as a first or second course at dinner have adopted canned soups, for they discovered they are "fit for a king's table." Surely no emperor on his throne can secure finer raw materials; have any better utensils and observe greater cleanliness nor employ more skilled chefs. I have dined in this factory upon food cooked by one who was chef for the Rothschilds and whose assistant was chef for the French Ambassador to Spain, and thus the wealth and resources of a kingdom are brought to minister to the comfort of the fireside.

As time rolls on a higher appreciation will be given to factory food products, as the people realize how they promote economy in household affairs. Surely those men who have brought the art of food preparation to such a high standard deserve honor and wealth. In reality their work advances civilization more than any achievement wrought to the world by Alexander, Caesar, Bonaparte, Gustavus Adolphus, Grant or most of the others whose memories the world cherishes. Let us award our meed of praise to these men whose labor fosters prosperity on the farm, in the factory and at the fireside.

Trade School for the Canning Industry.

Written for the Tradesman.

Men who thoroughly understand the preserving of foods of all kinds are always in demand at good salaries and it seems strange that so few workers who have graduated in hotel or restaurant kitchens take up this line of work.

The process of preparing food for canning does not materially differ from the preparation of food for the table (for immediate consumption), or from the putting up of preserves, jellies, etc., on a small scale. All the practical knowledge required for the successful preservation of food products has been acquired in some degree by the trained cook, and all that is necessary to augment this is a study of bacteriology and the purely mechanical part of the actual canning.

It is not a very easy matter to get an opportunity to learn the canning business. Those who are engaged in

it in this country are chiefly practical men who merely work processes and formulas, and who have had no scientific education. These men naturally guard their methods with jealous care. A number of state universities have a course in bacteriology in which canning processes are supposed to receive special attention, but these courses are too theoretical to be of much value to the practical worker.

So far as I have been able to ascertain there is only one trade school in the world that gives perfectly satisfactory instruction, both theoretical and practical, in the science and work of canning. This school is located at Brunswick, Germany. The full course begins with the opening of the asparagus season, lasts through the canning season and concludes with special lessons in meat preserving. The actual duration of the course is about five months and the cost is about one hundred dollars. There are also advanced courses in which special instruction is given in various branches of the business.

The institution referred to, Lehranstalt fur Konserven, is well equipped with laboratory, experiment farm and experiment factory. Its graduates are eagerly sought for by the food manufacturers of Germany and other European countries. Lawrence Irwell.

Why It Is Great To Be Crazy.

Written for the Tradesman.

You frequently hear people say, "He's crazy," and while they do not in the fullest sense mean just what the term implies, still as a matter of fact they are building better than they know. Scientists claim—and that includes everybody to-day who can look wise and spit in a knot-hole—that we are all lunatics in various stages of development. When we reach the glassy-eye and frothing-at-the-mouth stage, we are temporarily deprived of our liberty by those who have the disease in a milder form and then society, custom, and our latter day strenuousness go right on developing other mild cases to take our places. Of all the nations who people the earth to-day, Americans are the most volatile, extreme and, in many ways, the most dambloodish. If we own an automobile we are not satisfied and certainly do not think we are having any particular fun unless we run it at a rate of speed that endangers the safety of our own necks, as well as those of every man, woman or child who is unfortunate enough to be on the highway. Of course, there are exceptions, otherwise there would be no rule; but a child doesn't have to be educated beyond the kindergarten stage to be able to fluently count the people who are sane after getting a few whiffs of gasoline. Then there is the crazy politician. This lunatic isn't always developed to the point of wanting an office himself, but he is crazy to march and let the kerosene oil run down the back of his neck, so that the country may be saved and somebody get the postoffice. Of all the varied and diversified forms of insanity in this country to-day the most interesting to watch in its development is the politician-cramp mania.

When this particular brand of brain tissue destroyer once gets into the veins it is as hard to kill as are Canada thistles in a clover field and the man once attacked stands just about as good a chance of recovery as does the patient who complains of a pain in the stomach of not being operated upon for appendicitis. Some of my best friends are politicians and others whom I would consider it an honor to loan my pipe—and that is the highest test of friendship among men—drive automobiles and here and thereby you see how beautifully works the Law of Compensation, for, while I am poking fun at them, they are laughing at me. It is great to be crazy, at least it is great to be enthusiastic; and this enthusiasm with which the American people are so abundantly blessed is what makes us the greatest people on earth, at least we think we are, and so far as our purpose is concerned that serves it and, by gravy, we honestly think it, too. Sail in and hit just as many high places as you can. Let the cold unsympathetic and bleary-eyed scientist call you crazy if he wots. What care you? While he is gloomily philosophizing over your tire-punctured mind, you are getting some enjoyment out of life and that helps a lot.

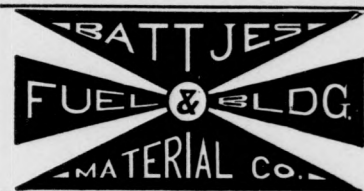
W. L. Brownell.

Sometimes we need tides of grief to carry us over the bars of our dull content.

The only way to get all the happiness in life is to give for the happiness of all.

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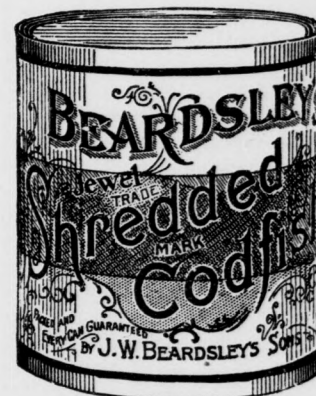
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Imitations not only fail to satisfy your customers but their sale will always be too small to satisfy you.

EVERY PACKAGE HAS RED BAND

J. W. Beardsley's Sons
NEW YORK CITY

LUCKY DELAY.

Snow-Stalled Passengers Become Life Long Friends.

Written for the Tradesman.

It consisted of a locomotive and tender, two freight cars, a combination smoker and baggage car and a despondent passenger coach; and when, after bucking snow drifts for four hours, our engine broke a connecting rod the entire outfit assumed an air of complete dejection.

"Well," said the engineer, a portly, good natured chap, as he waded through the drifts of snow, making an estimate as to our dilemma, "the snow plows are out and they may reach us before dark."

"And if they do not?" I enquired.

"Well, we can keep up steam and we can keep your car warm; that's 'bout all I can promise. You can see yourself we can't climb through such an avalanche as this one on one leg," was the engineer's response, as standing upon the step of his locomotive he kicked the snow from his shoes.

I always did hate stub-line roads, even in fair weather, and upon this occasion, fifteen miles from either terminal, with only one house, and this an eighth of a mile away, to break the great white monotony of the surrounding landscape, I despised all railways.

There were but five passengers on the train—a very sweet, thoroughly self-reliant little mother with two children, girls; a great big rosy faced, muscular German, who, I figured out, was either a professor in some School of Technology or a very prosperous brewer, and myself, a healthy, strong and optimistic salesman with ten years' of travel through Northern Wisconsin and the Lake Superior district to my credit.

Stalled in a snow drift was no new experience for me, but our present predicament was a little uncommon for the reason that I had taken a very early breakfast—as we had, all of us—and because now, with noon slowly approaching, I began to feel the need of food. Then, too, with no hotel or even general store near at hand, it is impossible, after spending several hours in making fifteen miles' headway, to face a fast serenely.

To make matters worse the snow was still falling, and as it was driven here and there across the fields, causing the worm fences to lose their identity, piling up against the bits of bushes which peeped out timidly from the hillsides, and at times driving hard against the car windows until it formed a curtain shutting from us the view outside, there came a feeling of isolation and of lonesomeness to aggravate and intensify the sense of hunger which was rapidly developing.

"Well, what's the report now?" was asked for the fiftieth time probably, as the conductor or brakemen entered the car freighted down, seemingly, with some specific and immediate duty, and the replies varied between assuring us that the snow plows were on the way and: "We haven't heard

anything lately," the delivery of which seemed to relieve the informant and to authorize him to disappear for another half hour.

Presently my German companion came over to my seat—I had not yet addressed him, because he had thus far been intensely interested in the reading of a somewhat impressive looking volume—and with a smile and a superior accent just hinting the German tongue, enquired: "Pardon, but are you a traveling salesman?" Assuring him that his estimate was warranted, he continued: "Are your samples aboard this train?"

"Sure thing!" I responded.

"Anything to eat among them?" he asked, and I volunteered the information that my line included heavy underwear, woolen shirts, socks, sweaters and the cheaper grades of suits and overcoats such as miners or lumber-jacks might covet.

"I can't eat those things," he added, "but I want to buy two pairs of those heavy stockings you speak of."

Curious to know what odd notion had seized him I went forward to the baggage car and soon had two pairs of those half inch thick socks he had specified. I told him I could not sell my samples but that I could give them away and that he was welcome to them. The result was that, having been informed as to his plan, we two men with the socks drawn on over our shoes and with our trousers legs inside and tied fast with strings, put on our overcoat, gloves and hats and started afoot for the house, a couple of blocks away. "You won't go off and leave us?" shouted my friend at the engineer, who, with a laugh, replied: "Probably not if you get back before daylight. I'll give you a whistle warning when I'm ready."

With no sign of a roadway to guide us and with the wind chasing about us from every quarter, it was a hard tussle, but we made the trip and were very cordially received by a young man and his wife, to say nothing of three children.

It was a cozy home and the wife was preparing a dinner, the bouquet of which filled the house—and bouquet is just the word to use. It was a delicious combination of odors and put our appetites on edge.

"It's too bad we didn't bring the other passengers," I observed as the gentleman and his wife urged us to "sit by." Then I had to explain as to the other passengers, and this done the housewife insisted that her husband should hitch up the team and go after the mother and the two little ones left alone on the train.

To say that the idea "caught on" but feebly expressed it. The thing became a lark for everybody. Out we went, the farmer and his son, a lad of about 12 years, the German and myself, and in no time we had the team hitched to a square box cutter. And then, armed with scoop shovels and barn shovels, we started. It was a slow process, with the horses pulling the sleigh, as we men walked ahead, two on either side, breaking paths, in a way. Now and then when the snow would pile up in front of the sleigh we would throw

it aside and many a tumble in the snow added to the fun of the thing. The train hands saw us coming and came out to meet us, so that within about half an hour we had the little mother and her children over in the farm house; and such a dinner as we had. Hot coffee, real cream and ham and eggs, together with hot biscuits, baked potatoes and pumpkin pies to the complete delight of the youngsters. Seemingly the larder of this household was inexhaustible, for surely no human beings were ever more cordially urged to eat their fill, and it is assuredly certain that few people ever enjoyed a better or more satisfying meal. More than that, the train crew of five men was equally well cared for—the engineer and brakeman coming over first and the conductor, fireman and baggageman coming next.

And while the five children built up an immediate and most cordial companionship, while the little mother turned to and helped the farmer's wife to clear away things and "do" the dinner dishes, we men, lazy things, took the farmer in hand, made our way to the barn and with shovels and brooms dug pathways to the house, to the well and around the house to the front porch, cleaned off the front porch and made a wide path out to the front gate and street. "We are just doing this for exercise," I remarked to the farmer and my German friend added, "and to help take care of that splendid dinner you gave us."

Next, there being no news from

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How about it?

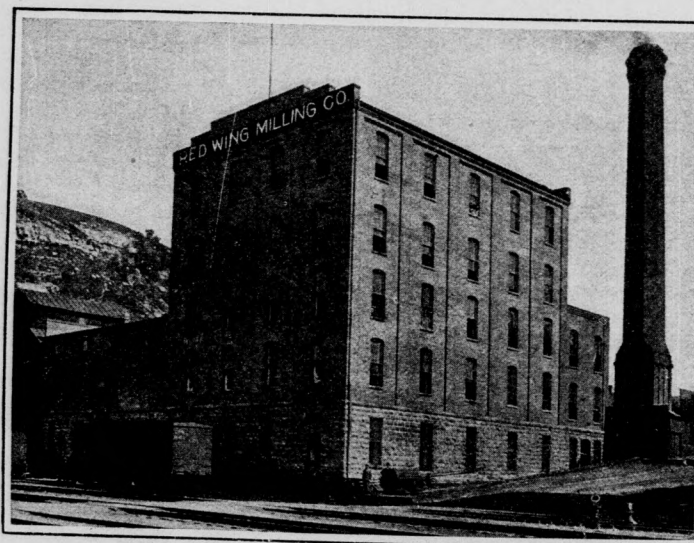
Voigt Milling Co.
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Red Wing Milling Co.

Red Wing, Minn.

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the snow plow, we enjoyed a fine soiree musicale in the parlor. The German was an excellent pianist and he made the instrument fairly talk in accompaniments to our quartette—the farmer had a splendid bass voice, his wife was a fine contralto singer, the little mother was a cultivated soprano singer and I made a bluff as tenor—singing good old fashioned songs—the things by Stephen C. Foster, that old masterpiece: "Drink to me only with thine eyes," and its foil: "Those Endearing Young Charms." And finally as the cap-sheaf our accompanist sang, "Wacht am Rhine," all joining in the chorus or rather making a chorus of the whole thing.

"Did the snow plow arrive finally?"

Yes, but that wasn't the big thing: We came near having a veritable row because the farmer and his wife refused absolutely to accept any pay whatever for their kindness. I tell you, it was very embarrassing all around, because, they, although utter strangers to our party, had won our hearts and stood as dear friends because of their refinement, their genuine good fellowship and their spontaneous courtesy. We could not afford to hurt their feelings, neither could we afford to disturb our own sense of good taste. And so, with proper expressions of gratitude and friendship, we left our new found companions.

"Is that all there is to the narrative?"

No. The experience I have rehearsed took place nearly a dozen years ago. To-day I know and I have known for full ten years that my German friend is one of the most prominent members of one of the largest packing concerns in the country. And I have known for many years that our farmer friend has been, through the influence of this packer, the superintendent of one of the establishments operated by the packing company, and besides receiving a handsome annual salary, still owns and operates the old farm and is worth probably a hundred thousand dollars.

"How do I know these things?"

Well, for one thing, our little group of the original five, increased to ten, has held annual reunions at the old farm house ever since; and last year at our reunion, on St. Valentine's day, the little mother's husband gave one of their daughters in marriage to my son, while the farmer and his wife made a similar gift of their daughter to the son of my German friend. It was a double wedding in the country, with naught but good old fashioned happiness prevailing; and the wedding dinner was, as nearly as possible, a duplicate of that famous snowed-in dinner of long ago.

Oh, yes, my wife enjoyed it, the packer's wife enjoyed it, the little mother's husband and son enjoyed it. Even the conductor, the fireman and the brakeman enjoyed it. Yes, they were there as distinguished guests. The engineer and the baggageman, poor fellows, were killed in a wreck five years ago, but their widows and children were there, and more than

that, the children have good positions and good salaries with the packing company.

Myself? Oh, I am still on the road with my samples. But, then, I'm pretty well fixed at that and can not complain. Charles S. Hathaway.

Satisfactory Method of Making Fruit Jellies.

Written for the Tradesman.

To obtain the juice of fruit for jellies the method which gives the best results and involves the least unnecessary work is this: Place the fruit in an enameled jar, cover closely, set in pan of water on stove, and let it boil until the fruit is broken and the juice set free. Pour this juice by small quantities through a jelly bag, pressing it slightly to assist the running, and scraping out the pulp when no more juice can be extracted from it. From time to time the jelly bag must be rinsed to cleanse it from the pulp.

The fruit should be gathered on a fine dry day, and it is in perfection for preserving, and especially for jellymaking, just as it approaches full ripeness. Having passed full ripeness, its gelatinous properties decrease, the fruit becomes acid and the skins toughen.

Pure cane sugar is the most satisfactory for preserving as it requires less boiling than beet sugar, which it is almost impossible to deprive completely of moisture, called by refiners "mother liquor." This liquor seriously interferes with the keeping properties of both jellies and jams, as it produces fermentation.

When cane sugar is boiled it quickly rises in temperature, and it is for this reason that to boil jam beyond its time causes it to become dark, and to have a flavor of burned sugar. It is the fruit and not the sugar that requires the more boiling.

While making jelly, during the boiling of the juice, the sugar, spread on flat tins, should be warmed, without melting, in the oven. It hisses when thrown into the liquid and must be stirred rapidly while it melts.

A safe general rule for making jelly is to measure the juice, and allow one pint to a pound of best cane sugar, although the quantity of sugar may be varied according to the sweetness of the fruit. The juice should be allowed to heat in the pan until it reaches boiling point, when the fire should be clear and brisk. Boil the juice quickly and without stopping for twenty minutes; add the sugar; when it is quite dissolved let it boil up again until clear, then remove the pan instantly from the fire; pour the jelly into very hot glasses, filling them to the brim; let cool and, if possible, stand the jars on a tray in a sunny window, having covered them with a sheet of glass. Any moisture that rises can be wiped off the glass, and the jelly should set well. It should be closed up the day after making.

Jelly made from damp or over-ripe fruit is very apt to turn mouldy in spite of all care taken in its preparation.

Raspberry and Currant Jelly. Allow one-third of currants to two-

thirds of raspberries. The currants should, of course, be picked from the stalks and the raspberries from the hulls. One pound of sugar to one pint of juice will be sufficient.

Red Currant Jelly.

Unless the fruit is perfectly clean and free from dust and blight it must be picked off the strings. The fruit should not be gathered after rain, nor should it be washed. Place the fruit in a jar, and crush it sufficiently to release a little of the juice. Allow one pound of sugar to one pint of juice.

Conserve au Quatres Fruits.

This jelly, which is popular in France and in some parts of our country, is made with the juice of cherries, currants, raspberries and strawberries, in equal quantities. It is made like red currant jelly, but with less sugar.

Lawrence Irwell.

A Witness Scores.

An old plasterer is called upon to give evidence for the plaintiff. Counsel for the defendant tries to bully him.

"Have you ever been in prison?"

"Yes, twice."

"Ah! how long the first time?"

"One whole afternoon."

"What! And the second time?"

"Only one hour."

"And pray, what offense had you committed to deserve so small a punishment?"

"I was sent to prison to whitewash a cell to accommodate a lawyer who had cheated one of his clients."

It is no use sighing for a chance to lead if you dare not go alone.

Established 1872

Jennings' Flavoring Extracts



Send in your orders now for

Jennings' Terpeneless Lemon

before advance in prices

Jennings' Vanilla

is right in flavor and value

Jennings
Flavoring Extract Co.
Grand Rapids

SEE PRICE CURRENT

G. J. Johnson Cigar Co.

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

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

Read This:

Goodhue, Minn., Dec. 16, 1908.

The McCaskey Register Co.,
Alliance, Ohio.

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

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

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

Yours truly,

(Signed) NELSON & JOHNSON.

Ask us. A postal will do.

THE McCASKEY REGISTER CO.

Alliance, Ohio

Grand Rapids Office, 41 No. Ionia St.

Agencies in all Principal Cities



Why the Stove Was Purchased at Home.

She was only a country girl, but she read the papers and magazines. Every publication that came into her hands was almost omnivorously devoured and the advertisements were never skipped. Consequently when Nellie Owen became Mrs. Jack Shaw she was a pretty well posted woman and all conceded she was just about the best cook in the country, a practical housewife and that she would make for Jack a model home if he would let her. Jack was a well-to-do farmer, owned his own place, on which he had built a neat cottage, but he was proverbially close with his money and having once got hold of a dollar it hurt him terribly to let go of it. Soon after the wedding the work of furnishing the cottage began. The husband was fairly liberal in his purchases and with Nell's natural economical turn she managed to furnish the house in a very pretty, artistic manner, and all went well until it came to the purchase of a cook stove. Then Jack blew suddenly into the lime light with a big book and said:

"I've got the cook stove all picked out, dear. Here it is," and he opened the big catalogue and showed her a very attractive looking picture. "Here it is; sold by this Chicago house; burns either wood or coal, has all the latest wrinkles and costs only \$18."

Nell looked at the book and at Jack in surprise.

"I don't want it. I wouldn't have it," she quietly but firmly replied.

"Don't want it? Why not, Nell?"

"Because I have already decided to buy a stove from Johnson, our home dealer. He is selling one of the best there is on the market. I have been there and examined it. I have seen it demonstrated and know just what it is. I have read about other stoves and talked with other women and I know Johnson's stove is a good one, made by a reliable company, that it will do all that is claimed for it and comes as near being a perfect stove as a woman ever cooked on and," she added with a winning smile, "you

know of all things I am particular about my cooking, dear."

"Yes," replied Jack, a little put out, "but look at the difference in price. The picture shows this to be a pretty stove, the reading says it's a fine cooker and it is guaranteed. It only costs \$18 and I understand Johnson asks \$30 for his."

"Jack, did you ever see that stove?"

"Why, no, but—" "Does the company allow you to see and examine it? Do they demonstrate it for you before they get your money?"

"No; you have to send money in advance, but it's a big concern, worth millions and I guess they will do what they say."

"Will they buy my butter and eggs every week?"

"Of course not, Nell. A big concern like that couldn't fool with your little truck."

"Will they take any of our surplus garden vegetables, or buy a pig or a calf now and then when we have one to sell?"

"Why, of course not. They are not in that line."

"Well, Johnson is. He buys all kinds of country produce. He's got one of the best general stores in the whole State. He is accommodating and willing, gives you your money's worth every time, you know just what you are buying, and his guarantee is some good because he is right here to back it up and see that his customers are satisfied. You wouldn't buy a horse or a cow from a picture in a book and send your money away to a big city. No more will I buy a cook stove that way."

"But a cook stove is different, Nell. It—"

"Yes, you are right. A cook stove is different, and there are different cook stoves. This Chicago one at \$18 is probably one of the different kind. We ought not only to stand by the home market, without whom we could not well get along, but we want to know what we are buying. Is it good business to pay \$18 for a stove, plus the freight, and get one

we know nothing about and which probably is all for show and not for use, and which may last two or three years, when we can buy one we know all about and which will last a lifetime for a little more? Another thing: Don't you know Johnson's stove is the better one from the price? You know he has the reputation of being a fair dealer and selling on close margins for cash. Do you suppose he would charge \$30 if his stove was not far superior to the one offered by this catalogue house? No, Jack, I know Johnson buys for cash, right from the maker and it is an impossibility that there should be very much difference in price in equally good stoves. Then again—"

"That'll do, Nell," said Jack as he threw down the book and gave his young wife an affectionate chuck under the chin, "you win, little girl. I knew you were a good cook, but I didn't know I'd got a wife with such a good business head. We'll buy Johnson's stove and make it a rule to always patronize our home merchants when we can."

And they never had cause to regret starting life that way.—Stoves and Hardware Reporter.

You get mush instead of men when you offer them only soft places.

STEIMER & MOORE WHIP CO.

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

H. J. Hartman Foundry Co.

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

Furniture Factory TO RENT

At Mt. Jewett, Pa.

Cost former owners \$30,000. Complete with machinery, warehouses and drykiln. Labor plentiful and town healthful and attractive, good shipping facilities and low competitive freight rates. Present owner not wishing to engage in that business will rent for \$1,200 to \$1,500 per year.

WILL SELL CHEAP

Apply to ELSHA K. KANE
KUSHEQUA, PA.

A DIVIDEND PAYER

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

Holland Furnace Co., Holland, Mich.

Grand Rapids Supply Company

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

Brilliant Gas Lamp Co.

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

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

Used Autos

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

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

S. A. DWIGHT

1-5 Lyon St., Grand Rapids, Mich.

Established in 1873

Best Equipped
Firm in the State

Steam and Water Heating
Iron Pipe

Fittings and Brass Goods
Electrical and Gas Fixtures
Galvanized Iron Work

The Weatherly Co.

18 Pearl St. Grand Rapids, Mich.

Mica Axle Grease

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

Hand Separator Oil

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

STANDARD OIL CO.
GRAND RAPIDS, MICH.

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

Lucky Strikes Often Made in Odd Places.

Can you imagine anything pleasanter than the feeling of discovering money, either in large or small sums, in unexpected places?

Not your own money, although that would be pleasant enough, but money which misers, or people you didn't know and could not discover, had hidden and then died or gone away, no one knows where.

Hoards, large and small, are being discovered nearly every week in the oldest crannies and in the most surprising manner. Here is a record kept for one month. It isn't complete by any means, but it is compiled by a man who had nothing better to do.

For instance: There was George G. Hyser, a hotel proprietor in Minneapolis. One night, superinduced by a Welsh rabbit or something of that sort, Mr. Hyser dreamed a dream. He saw on the wall of his room what appeared to be one \$5 bill and two \$20 bills and below this beatific vision there was something which seemed to be a football game. He could see the crowds and the players. On another part of the wall were the figures "424."

Mr. Hyser is something of a Conan Doyle and after setting his Sherlockholmes at work he concluded that the dream had something to do with room 424 in his hotel. So he called a negro porter and told him to find \$45 under the carpet of that apartment. In a few minutes the porter came back with the money.

Edgar S. Hall of Wheeling, W. Va., was the last occupant of that room and Mr. Hall is now wrestling with the problem of what to do with the money.

What would you do?

We will call your attention to the next platform. Here you will discover P. W. Kennedy, a young man of undoubted veracity, although he hails from New Albany, Ind. Mr. Kennedy swears, avers, and deposes that on the third of the month he was skinning a rabbit when he found on its left hind leg a gold ring. It was embedded in the flesh and the leg had to be cut off at the joint before he could remove the ring.

What's the answer?

Jackson, Miss., next swims into our ken. Behold Joe Reitti, age and color unknown. Joe was digging in his back yard for the purpose of planting a peach tree when his spade struck a buried can. Opening it he discovered that it contained \$13,000 in gold coin.

How would you like to be Joe?

From Lebanon, Ind., we learn that when David Slayback, an eccentric bachelor, died his friends discovered \$2,000 in gold in a pile of corn cobs. It had originally been tied in paper, but rats had gnawed the wrapping and the coins were scattered through the corn cobs. A gang of sharpers cheated Slayback out of \$3,000 a few years ago, and he never trusted any one after that. In 1906 he built a church at Rostown and presented it to the congregation.

In spite of precautions large amounts of silver and gold go to

waste in smelters. The Kansas City Structural Steel company in excavating on the site of the old smelter at Argentine, Kas., discovered gold, silver, and lead to the value of \$5,000.

Fly with us now to far Alaska. Behold Fairbanks creek, so called because of its ice clad banks and chilly waters. For years the dream of hunters in this part of Alaska has been to slay the famous Anaconda bull moose which could outrun any nimrod and dodge any bullet. Oscar T. Nelson set out to kill the moose and he succeeded, but this was not all his luck, but we must not anticipate.

Nelson and two prospectors on the banks of the creek came upon tracks which showed plainly that the Anaconda bull was not far away. The scouts soon jumped the big fellow and away he went bellowing. Nelson was in front and the moose came straight for him. When the animal was 150 yards away, bang! bang! went Nelson's gun, and the moose went down, its hoofs tearing up a great bit of turf.

When Nelson and his companions ran up it wasn't the carcass they looked at, but the rock from which the thick moss had been torn. It bore gold in large quantities.

The moose weighed 1,200 pounds and its antlers spread over seven feet, not that that matters.

When James H. Gray, a pioneer of Lapeer, Mich., died a fortnight ago some of his friends remembered that he had had a decided aversion to banks. He had other eccentricities and, as it was known he possessed real estate, they surmised he must also have had cash.

His relatives began to search and as a result upwards of \$75,000 in cash and first class securities was discovered in his old clothes. During last summer he gave to his heirs, Arthur H. Gray, Mrs. W. S. Van Seiver, and Lysette and Gladys Gray, \$11,000 each. It was a common thing for him to go about with \$2,000 to \$3,000 in his pockets. Within a year he had sold all of his property holdings, except the homestead.

Mrs. J. K. Appleby of Seattle is fond of ducks and she is glad of it. Recently she purchased two for Sunday dinner. While she was dressing one of them she came upon some hard substances in the crop which on examination proved to be gold nuggets. They panned out \$7.50, which is pretty good for a duck. The dealer does not remember from whom he bought the birds.

When the brewery of D. F. Bernal at Livermore, Cal., burned down last month he thought himself practically penniless, for the insurance was inadequate to enable him to rebuild and begin work again.

In his despair came his wife, who told him to be of good cheer, for she had hidden away her savings, of which he knew not, in a tin can behind the chimney. At this information Bernal was disposed to scoff, for he thought that she could not have had more than a few dollars, but he determined to take what there was any way. Finding the can, he opened it, and started back in amazement,

for there lay \$2,000 in gold, discolored, but good just the same.

In all these stories there should be a moral, but it has slipped the writer's mind. Robert W. Peattie.

For Sale or Rent.

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

CHELSEA STOVE & MFG. CO.,
Chelsea, Michigan.

It is no use wasting blows on the man who is afraid of being hurt.

True friendship is always richest in days of greatest need.

Foster, Stevens & Co.

Wholesale Hardware

Fire Arms and Ammunition

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

Grand Rapids, Michigan



"Sun-Beam" Brand Horse Collars

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

M'F'D ONLY BY
Brown & Sehler Co.
Grand Rapids, Mich.
WHOLESALE ONLY

A Money Saver AND A Money Maker



The American Account Register and System

Unlike any other register or so-called system on the market, is not only a money saver but A MONEY MAKER. The American System not only does away with all book-keeping, disputes, etc.—not only has all the money saving features to be found in any other account handling method—but its safe-guarding and money-making features make it the only safe and complete system for handling credit accounts on the market.

The "American" places the merchant in a position to know absolutely, without any guessing, that his accounts are correct. It will more than pay for itself in a few months of use, and will hand you back in dividends more than twice as many dollars as any other system can produce for you. Let us show you how the "American" will eliminate all bookkeeping, night work, worry, stop disputes, make collecting a pleasure and in many other ways save money for you. Then let us explain the Advertising feature of the American Account Register, which would make money for you. Ask us to write you individually on this subject of the best system for handling your credit accounts. Ask us to give you a full explanation of the American System as it would be applied to your own business. It will not obligate you in any way, and it will enable us to show you clearly how the "American" will not only save but make money for you in your present business.

THE AMERICAN CASE AND REGISTER CO.

Alliance, Ohio

J. A. Plank, General Agent
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Grand Rapids, Mich.

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

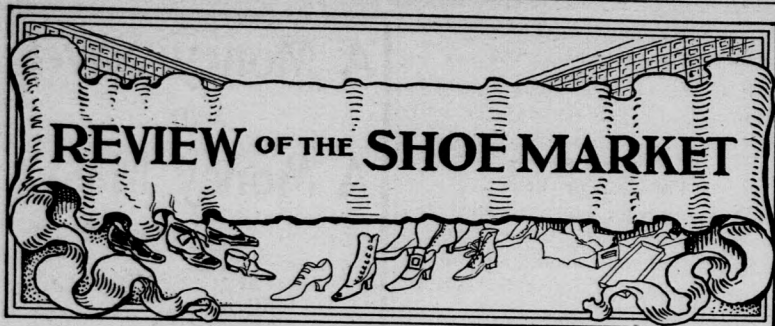
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Send more particulars about the American
Account Register and System

Name

Town

State



Confessions of Successful Shoe Merchant.

By the people in my town my name is used as another word for success. Very young and unsophisticated men in our community are admonished by their fond parents and maiden aunts to look upon me as a model of business integrity and prosperity. At public gatherings and upon the street I am pointed out to strangers as a conspicuous figure in the commercial affairs of our town. In spite of my earnest protests, I was recently unanimously elected President of our Business Men's Club. When I am not the toastmaster, I generally sit at the toastmaster's right hand. Incidentally I am acquiring considerable local fame as an after-dinner speaker. The Law and Order League defers to my opinion on questions of civic righteousness, preachers consult me on local reform movements, sometimes inviting me to outline the campaign, reporters interview me and publish without abridgment my illuminating comments on merchandising in general and shoe merchandising in particular.

Somehow the people of my town think of me when they think of shoes. My shop—and I will confess to a pardonable pride in it myself—is the cynosure of all eyes which are at all susceptible to the charms of elegant and modish footgear. And all this is only a modest way of saying that my store is one of the show places of our trim and aggressive little city. My store—so my fellow citizens say—is the mecca for all foot-sore and poorly shod or elegantly shod pedestrians who seek either foot comfort or dependable footwear values or up-to-date modes in footwear-creations. The swath I cut in our local shoe retailing field is enough to make one fairly dizzy if he took it seriously, or if one felt that he were personally responsible for it.

If I should quote one-tenth of the gratuitous and extravagant appreciations that have been extended to me during the last twelvemonth, I would be regarded by the reader as a member of the Society of Ananias. So I'll refrain from quoting. If less fortunately situated shoe merchants in other cities could see the volume of collateral advertising I get absolutely gratis, they would first get hot inside with indignation and envy, and then sit down and swamp me with letters asking how the dickens I managed to get it.

One of the questions which inevitably emerges as I review the events of the last five years of my life is the one that I have conspicuously set

at the head of this paragraph. I am not unmindful of the fact that this question is generally supposed to have been settled once for all. Practically all of our authorities on the laws of financial success are agreed upon the proposition that success everywhere and always is amenable to law; that there is absolutely nothing sporadic about it. To take the reverse side of this proposition—as the reader of these confessions will see for himself, I am bound to take—necessarily puts me on the side of the unorthodox minority; but, be that as it may. I can not escape the logic of events as they have fallen out in my own experience as a shoe retailer. I make bold to state, on the evidence of my own prospering, that prosperity is sometimes as capricious as a woman or a politician, all saws and maxims to the contrary notwithstanding. Some men—capable, intelligent, deserving men, and aggressive fellows, too—plod on indefinitely and get no whither; or, upon the very verge of a magnificent success, suddenly receive a solar plexus blow from the ungloved fist of Fate, knocking their ginger to pazzaz forever and a day. And here I am—a barbarian and novice, totally uninitiated into the esoteric arts and parts of shoedom—sitting at the table of the giants (local giants, of course) of commerce. According to every copy book precept that ever was concocted for the enlightenment of youth and the improvement of penmanship, I should have gone broke four years ago.

Thus it has come about that my prosperity, together with its dignities and the multitude of attendant appreciations from my fellow citizens, is a never-failing source of wonder to me. It has all come upon me so unexpectedly, accidentally and undeservedly. For years I was on the ragged edge, earning my dollars one at a time, giving full equivalent and more for every dollar I possessed—and never at any time possessing as many of them as I thought I actually needed; but all in a jiffy my stock went up. All of a sudden I seemed to have grown with the fates. I wonder why.

Because of this gratifying change in the events of my life I am now given credit for shrewdness and sagacity I do not possess. My opinion is solicited on all manner of business propositions. And the joke of it is that the very people who seem to find kernels of comfort, seeds of wisdom in my Delphian-Oracle deliverances know infinitely more about the thing than I do. Expert shoe men—retailers, jobbers, traveling men and

Grand Rapids Shoe & Rubber Co.

Grand Rapids, Mich.

Wholesale Dealers

Shoes that Wear Well, Fit Fine and Cause Comfort.

Rubbers that Keep Out the Wet.

Unequaled in Quality, Fit, Style.

State Agents



You're a Wide-Awake Shoe Man

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

H. B. Hard Pans

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

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

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

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

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



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

Herold-Bertsch Shoe Co.

Makers of the Original
H. B. Hard Pans

Grand Rapids, Mich.



shoe manufacturers—have gravely come to me for counsel. Out of my half-baked notions and untried theories they manage somehow to evoke precious information. With vast inner mirth I see them hanging on my slightest word. They snap up my suggestions. Thus I am accorded everywhere in the commercial world (our local commercial world, I mean) a degree of deference that amuses me when it does not humiliate me. I am a local authority on merchandising, and—thanks to the unconscious invention of imagination—I am endowed by my generous fellow citizens with all of the gifts of a sage.

And yet, to be perfectly frank with the reader, I know very little about the principles and conditions of successful merchandising, and even less about shoes. Five years ago I could not have told patent leather from patent vici. Such terms as "vamp," "blucher," "foxing," "upper leather," "top lift," "lace stay," and the like, would have meant about as much to me as figures of analytical geometry mean to the "First Reader" pupil. At this comparatively recent date I knew perhaps as much about shoes as the average citizen does who comes in and says to the clerk: "Give me something in a dark, dull leather; size 8½ D; medium toe; price about four or four and a half dollars," and, having been fitted without any undue protest from his pedal extremities, pays the price and walks out.

Now it is perfectly evident to the practical shoe man that a rank outsider can not possibly become duly initiated into all of the ins and outs of the shoe business in five years. The things I don't know about shoes, leather, shoe retailing and processes of shoe manufacture would fill volumes. In fact, deep down in my own heart, I am painfully aware of the limited margin of assured, bona fide shoe knowledge upon which I operate a large and prosperous shoe business. If the genial and versatile knights of the grip who spread their samples before me from time to time knew how precious little I know about their wares, I would undoubtedly prove an easy mark. But they don't know—and this anonymous communication will not put them wise. As it is I can bluff the doughtiest of them to a fare-you-well. Figuratively speaking, they are glad to eat sugar out of my hand. With gratitude in their hearts for the rare good fortune of booking my orders they quote me their very best cash prices, less discounts and plus other concessions that they would not care to publish.

To begin with, the very fact of my being in the retail shoe trade at all is what you would call an accident. It was wholly unpremeditated on my part. It was due to a bad investment on my part of a little bunch of money that belonged to my wife. This little bunch of money (and the reader must not get the impression that I had earned and saved that much money before I got into the shoe retailing trade) was out doing business on a 6 per cent. basis, secured by a first mortgage on a stock of men's, wom-

en's and children's shoes. The store was at one time quite a famous and prosperous institution. That was in the days when "the old man" was in his prime, but when the old man was no longer able to get down to the shop and advise with his son things began to go wrong. I refrain from mentioning the old firm name for obvious reasons. It is sufficient to say that the younger of these two shoe merchants has now peacefully gone the way of the ninety and five.

So we had to foreclose on the unfortunate one and take over that heterogeneous stock of footgear, superannuated furniture and fixtures, together with the nebulous and intangible "good will" of the old establishment. Frankly, the whole shooting-match was not worth the price, but my wife did not know it, and I did not know it either. The invoice looked good to our uncritical eyes, and we thought we ought to come out whole on the transaction. The harder we tried to sell the less inclined other people were to buy. We finally agreed to take \$4,000 net for the stock, charging the other \$1,000 to profit, loss and experience, but nobody was willing to give us as much as \$4,000.

At this juncture of affairs my wife was suddenly stung with the splendor of an idea. Looking at me—her face fairly a-beam with the sweet confidence of other years when she earnestly predicted a great and brilliant and lucrative career for me—she said: "If it were a sale at all, Sam, it would be a 'forced sale,' wouldn't it?" I admitted that it would be pretty much like that, if not technically just that.

"Very well, then; aren't 'forced sales' always unprofitable? Is it not a fact that people take advantage of one's helplessness, and just give you any old price just because you have to sell?"

I agreed with her on this proposition, too.

"Then why don't you just go in and run this shoe store, Sam? I believe you could make a go of it."

Sam bit off the end of a big black Havana cigar, looked wise and agreed to consider the proposition.—Chas. L. Garrison in Boot and Shoe Recorder.

Electricity Best Power for Laundry.

Electrical washing is the story of the contemporary laundry, where the electrical motor is used to provide an individual drive for the various machines. The principal advantage of electricity over steam is said to lie in the fact that many of the machines are idle for the greater part of the time, and the driving motor of such machines need only be consuming power when its services are required. In addition to this, greater variations of speed are possible with the electric motor, and the machine may be driven at exactly the speed desired. No overhead shafting or belts are used, thus doing away with the dust and dirt that accumulate in the steam laundry.

The man who is liberal in his faith is not always the same in his finances.

"Glove" Brand Rubbers



are made on lasts that fit, and fit correctly the many styles of shoes, both toes and heels, which are worn today.

That's Why They Satisfy

Snow Rain Slush Mud

This is the program that will run for the next sixty days, and you want to keep your rubber stock sized up, for sales lost by you may mean sales gained by your competitor.

We are prepared to handle your orders promptly and satisfactorily.

HIRTH-KRAUSE CO.

Manufacturers of Rouge Rex Shoes
Jobbers of "Glove Brand and Rhode Island Rubbers

Grand Rapids, Mich.

Eventually



Why
Not
Now?

THE LINE THAT GIVES
REAL SHOE SATISFACTION TO
BOTH WEARER AND
DEALER

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

THE RELATION TRUST.

How the Young Merchant Broke In to It.

Written for the Tradesman.

"Hard luck," exclaimed John Hanlon, "why, this is what I call the toughest kind of tough luck."

"Business has been mighty slow," drawled Dan Arnold, the head salesman, who had incidentally mentioned the run of luck for the want of something to say.

"Business? Who is talking about business?" flashed Hanlon, impatiently. "I was referring to my chances of winning Miss Evelyn Briggs."

"So that is your hard luck story," laughed Arnold. "I had forgotten about your latest affair."

"Well, I haven't forgotten," remarked Hanlon, pacing the floor. "The fact is my memory has just received a stinging revival."

"What is the latest move of the fair enemy?" asked Arnold with interest.

"Well, the latest is," answered Hanlon, "her mother has kindly but cruelly informed me that she will not permit her daughter to marry a prospective bankrupt, and her letter plainly intimated that I was the prospect and would be the bankrupt if I still persisted in running this store here."

"What does she advise?" asked Arnold.

"To sell out and leave town."

"And what does the girl say?" questioned Arnold.

Hanlon frowned at this cross-examination, but finally answered, "She does not encourage me much since all her relation have raised such a howl against me. And those relation," he exclaimed, "why, they are as thick as hornets. If you mention the name Briggs some one of them will hear it. The whole trouble is that her brothers, uncles and cousins are my strongest competitors."

"What are you going to do about it?" enquired Arnold smiling.

"What am I going to do?" sputtered Hanlon in his excited determination. "Why, I am going to remain right here, and show that trust of relation that I can do business and win the girl, too. From now on," he continued, "this store gets my whole attention. No more mingling with society until things are running at high speed."

When Philip Hanlon, the Chicago merchant prince, finished and stocked the branch store at Evanston he turned it over to his son, John Hanlon, and told him it was his start in life. From the opening day of the modern furniture store Hanlon had turned the management over to Arnold, while he proceeded to broaden his acquaintance about the town. He had met Evelyn Briggs and as soon as the Briggs family realized his attentions were serious they began to plot his business downfall.

"One thing is certain," finally remarked Hanlon in desperation, "I will have to dig in and whip things in shape here or the governor will disown me. I guess about the only way to do business is to stir up the public."

"There is not much use trying to arouse the people here," answered Arnold languidly. "I have discovered that for years they have been in the habit of going to the old-established furniture stores, and nothing on earth can break that age-formed habit."

"If there is nothing on earth," said Hanlon, "then we will have to find something off the earth to do it. It has got to be done, because we need customers at once."

"I can not see where you are going to get them," answered Arnold, whose period of management had been most discouraging.

"Well, what seems to be the trouble?" asked Hanlon pointedly.

"In the first place," answered Arnold, "this store is too far out of the main shopping district, and in the second place the money you have set aside for advertising will not permit us to run as large or as many advertisements as the other stores. It is simply a case of the old-established houses playing a better and stronger hand than we can."

Hanlon was leaning on a buffet, drumming in an absent minded manner. But he was in deep thought. After a while he said, "I think you are mistaken about their playing a stronger hand. It is impossible for them to meet our prices on the same goods and quality of goods. Our expenses are lower and we buy in larger lots."

"That may be," said Arnold quickly, "but, just the same, the other dealers make the people think their prices are lower. With all your social affairs, perhaps you have not noticed the sensational way these fellows advertise."

"They can not keep that up always," returned Hanlon, "the people will get wise sooner or later; but the thing is to tell them where and what to buy."

"Well, how are you going to do it?"

"If I knew," retorted Hanlon, "I would not be on the verge of losing sleep and rest trying to find out. But one thing is certain, there is a way to get the people into the habit of coming here and we must start the habit."

"Guess I will look about the town," he finally said to Arnold, and hurried away to be alone and think. He stopped on the sidewalk in front of the store. The imposing front and broad well-lighted display windows gave Hanlon's Modern Furniture store a substantial appearance. "At least," thought Hanlon, "I have the foundation here, and yet I can not see why the furniture buyers do not visit this store."

He walked down the street one block and was on the main thoroughfare. When his father began planning a branch store in Evanston he selected a location two blocks from the central shopping district. It placed the store out of the high rent district, yet he believed the shoppers would walk two blocks to look at the goods. Hanlon strolled down Main street and began to size up the other stores. The sights that fell in his way at first amused him, as they al-

ways had. Then he took a more serious view of the situation.

The so-called downtown shopping district of Evanston covered about three blocks. On Main street Hanlon was quick to see that these retail merchants were fighting each other tooth and nail for business. Stretched in front of the first store he came to was a glaring sign of white muslin. Across it in large red letters were the words, "Bargain Sale. Extraordinary Sacrifice. Come In." Below this, in smaller letters, was a big line of talk about selling below cost, "The best goods on the market for almost nothing," and so on. Even the dry goods stores, racket stores, grocery and drug stores were using the sensational hooting signs to attract customers.

Hanlon took mental notes of the actions and characteristics of the shoppers and then began to analyze their methods of buying. It seemed to him that the hysterical signs of the merchants had given the buying public a sort of shopping hysteria. Women would rush from store to store and, while there seemed to be considerable activity, he did not see many bundles being carried out to the delivery wagons.

The next morning he appeared at his store early with a bundle of newspapers under his arm. Arnold found him at a table going through them and reading every advertisement.

"Now, what do you think of this for an advertisement for furniture?" he asked: "Financial Furniture for Fashionable Femininity—We sell only the best goods at the lowest prices." And yet they call that good advertising here, and they say it draws trade."

"The people believe it all right," remarked Arnold.

"I am not sure about that," Hanlon said good naturedly. "As far as I can see there is nothing to believe. The people just get excited over these advertisements, but they do not really think about them."

"My advertisements have been a little different," replied Arnold meekly.

"No wonder people do not come to the store then," returned Hanlon. He had been waiting for Arnold to make the acknowledgment.

"Well, what do you want me to say?" asked Arnold.

"Give them live news and true facts about the store and our goods," Hanlon was now on his feet pacing up and down. "Why, man, there is enough interesting news about this store to have everybody eager to read it. You can not sell goods by just keeping your name before the people and shouting nonsense stuff like this. We will give them facts. We will take a table, for instance, tell the public how it is constructed, of what it is built, and why it is profitable for them to buy it. We will tell why we can sell lower than the other fellow."

He picked up a few more papers. "There is not a price named in this advertisement. We will tell them the price—our price—show them what they will pay elsewhere, and then in

big type show them in actual dollars what they save here. The reason people do not trade here is because we have not told them we have what they want. They do not know us. That is all."

"Going to buy a whole newspaper to tell them all this?" asked Arnold sarcastically.

"I guess not. We won't need to."

"Remember, we only have a small appropriation and that is half gone," said Arnold quickly.

Hanlon was silent for a minute. "I guess we can get things started here with what we have without any danger of going broke."

"There is a risk—losing it if we do."

"Heavens, man, there is a risk in everything. We are losing money anyway at this snail gait and losing more at this very minute."

Hanlon finally threw the papers aside and started for the door. "I am going down to the Daily Star," he called back. "Better get the scrub women cleaning up around here. I am going to start something soon."

Hanlon found Johnson, the advertising man of the Daily Star, almost buried in a desk covered with old papers. He pulled a chair up to the desk and sat down. "I am Hanlon, proprietor of the Modern Store," he said. "I wanted to see if you would make us a lower rate on our advertising."

"You have a contract at a ninety cent rate, haven't you?" asked Johnson, chewing a black stogie between words.

"Yes, but that is not your best rate."

"It is the best rate you can get on a thousand inch contract."

Hanlon moved his chair nearer. "Why is it that Findlay, our competitor, gets a sixty cent rate?" He was looking Johnson straight in the eye.

"Why," laughed Johnson, "we have a sliding scale of rates here. Findlay has a yearly contract to use from fifty to a hundred inches a week. So you see, according to our rate card, Findlay gets a lower rate."

"Isn't it true," Hanlon asked, "that Findlay along with a few other merchants, who are your relation, are stockholders in this paper?"

"Yes," meekly acknowledged Johnson, "but being related has nothing to do with the advertising rates."

"No?" said Hanlon. "And I suppose you can give me preferred position, too?"

"Well, not exactly," returned Johnson. "You see, they have a long time contract which entitles them to

MAYER Martha Washington
Comfort Shoes hold the trade

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

preferred position." Then he began a lengthy explanation of how big advertisers must be humored and handled with kid gloves.

Hanlon was figuring on a pad while he went on talking. "Leaving out the relation trust, it seems to be a case of rebating the big fellow and making the little fellow pay the high rate?"

"We do not look at it that way," retorted Johnson. "The man who uses the most space is entitled to the lowest rate, isn't he?"

Hanlon looked him over cynically. "If you came over to our store to buy a chair would you want to pay more for one chair than the man who buys six pays for each one? I guess not. See what I mean?"

"This is entirely different."

"No, it isn't. You handicap the small advertiser. You give the big merchant the advantage. It is just another case of the rebate system."

Johnson laughed. "You seem to take this seriously."

"It is a serious matter. You are not giving me a fair show here," said Hanlon. "You have got the Standard Oil methods beat a mile on the rebating evil."

"What do you want?" sneered Johnson.

"A flat rate and everybody on an equal basis. There is no justice in your methods. You simply break the little fellow before he gets a start."

"Your rate is ninety cents," announced Johnson firmly, "unless you agree to use more space. Then the rate is lower in proportion to the time and amount of space."

"Better cancel my contract then," said Hanlon. "I will not use it at that rate."

"I will have to short rate you then."

Hanlon looked at him quickly. "How is that?"

"The rate for less than a thousand inches is one dollar an inch," he said. "You have not used up your contract yet, as you are not entitled to the ninety cent rate until you use all the space contracted for."

Hanlon frowned, and after a pause said, "Go ahead and short rate me then. I'm through with you for a time."

"I am mighty sorry," said Johnson. "But those are our rates and I've got to stick to them."

"Oh, I understand that," laughed Hanlon. "We will just have to get along without each other, that is all."

A few minutes later Hanlon hurried along the street in deep thought about how the newspapers were blocking his game.

A sign attracted his attention. He stopped and read with interest the advertisement on the billboard. He then made a few notations on his memorandum pad and retraced his steps.

He entered a large building and asked to see the manager. "I am Hanlon of the Modern Store," he said when he had seated himself. "I have a proposition to make to you."

The young manager of Donaldson & Brothers Baking Co. looked at Hanlon suspiciously. "I would be glad to hear what you might have

to say," replied Donaldson, "but I do not believe it would do you any good. You see, my wife's cousin is your competitor."

"I see," quickly returned Hanlon, "and that stops any co-operation between us."

When Hanlon was again on the street he was mighty glad he had not let Donaldson know he wanted him to demonstrate his new line of package crackers at the coming opening. Then he immediately wired the American Biscuit Co., asking if it would send its troupe of public demonstrators to his store on a certain day. Even if Donaldson had any suspicion of his scheme, he would at least keep in the game.

Hanlon next went to a printer and had several thousand invitations printed which he mailed to every resident of Evanston. This was the first announcement of the reception to be given at Hanlon's Modern Store.

Every minute of the time before the reception Hanlon was on the jump. He had the store decorated and hung with pictures and draperies until it looked more like a high reception hall than it did a furniture store. And that was Hanlon's intention, for he was arranging for an elaborate social function for the people of Evanston. He even went so far as to secure a Chicago tea house to serve coffee and tea in connection with the free demonstration of cakes, cookies and all sorts of dainty morsels for his guests.

One morning, a couple of days before the reception, Hanlon received a genuine shock. Both ends of the short street leading to his store were blocked and workmen were digging up the street and tearing up the pavement.

He was met at the door by the excited and frightened Arnold.

"What does this mean?" demanded Hanlon.

"Haven't you read the morning paper?" asked Arnold, holding it out to him.

"No, let me see it," said Hanlon. Then he rapidly glanced over the report of the Common Council meeting. "That accounts for this quick action," he said at length. "I see that the majority of the members of the Council are related to the Briggs family in some way."

Hanlon then tried to get out in junctions and maneuvered in every conceivable way to stop the tearing up of the only approach to the front of his store, but he could not set aside the resolutions for town improvement which had been passed at the meeting the previous night.

He went into the main shopping district to see if he could not find some new scheme. Over on a side street he noticed six or eight express wagons standing idle. An idea came to him. He hurried over and called the expressmen around him.

"Do you fellows want to make some good easy money?"

"Sure thing," they all replied.

"Well," he said firmly, "if you men will drive about town to-morrow and bring to my store all the women you can crowd into your wagons I will

pay five cents apiece. Then," he continued, "there will be a prize of ten dollars to the man who hauls the most and largest loads, and five dollars for a second prize. Now to-day you might come around to the store. I have some streamers and banners which you can tack on your wagons to advertise the free rides. And remember you are not to breathe the fact that you are being paid by me."

"All right, boss," they answered. "We will keep it on the Q. T. It looks mighty good to us."

"Be sure and put seats in your wagons," he advised. "Make them comfortable and drive in the alley entrance."

When Hanlon left the enthusiastic group of expressmen they were all for him to the finish.

The morning of the reception Hanlon was at the store before any of the clerks. He had heard rumors that his new idea for getting people into his store was the talk of the town, but he had not finished. He had another surprise in store for them.

"Are you going to be on the floor?" asked Arnold, as though he was afraid to be left alone to handle this social function.

"I suppose I will be around," he answered, "but remember the chances are we will be doing business here a good many years yet, so I want you to get well acquainted with the people."

Hanlon next went to the cellar and had several barrels of fancy faces brought up and began placing them in the windows.

"What is that for?" asked Arnold. "You are to give them away free one to each visitor."

"But think what they cost us," warned Arnold.

"Hang the cost," replied Hanlon, "I am going to make the people of this town and the relation trust realize that I am in the game. And I can not afford to count the cost now. I have got to make one grand, lasting, clinching impression at this reception. Remember to-day is my last and only chance to win the women of Evanston and show the relation trust they can not down me. Now I am going on the roof," were his parting words as he rang for the elevator.

"On the roof?" questioned Arnold in surprise.

Hanlon laughed. "When you were a boy didn't you ever fly kites? Don't you remember what fun it was to send up messages on the string?"

Arnold stood in mute astonishment.

"Well, I am going to be a boy again," he added smiling, "and fly a half dozen advertising kites from our roof. Instead of the little paper messages I am going to send up messages that will make the people who have and who have not received invitations come to this store this afternoon."

Hanlon soon had his kites flying and they attracted all the attention that he was sure they would. He divided half his time between watching the kites darting through the air and watching the procession of loaded ex-

press wagons bringing customers from all parts of the city.

With this profitable success Hanlon should have been in a happy frame of mind, but he was far from feeling joyful. Now that he had made his special sale a success and won the town people to his store, he could not see that he was any nearer to winning the girl from the relation trust than before.

As he stood there half discouraged at the outlook he heard a slight noise from behind and turned quickly. The trap door had been raised and, standing beside the opening, was a charming young woman.

"You here!" he exclaimed.

"Why, yes," she said, coming over to where he stood with his kite strings. "They told me you were up here on the roof playing all by yourself, so I slipped away from Mama and—"

"Your mother here, too?" he asked in unbelief.

"You see," she answered, blushing sweetly, "Mama has decided that you are not a prospective bankrupt and that you are not to sell out and leave town."

"And I win after all," he laughed joyfully, taking her in his arms, as the kites, gaining their freedom, darted to the earth.

"You win all right," she smiled, "but don't you see when you marry me you become a member of the relation trust?"

"And that means success," he replied, "because you will be the ruler of my shares in the relation trust."

Charles L. Pancoast.



"Always Our Aim"

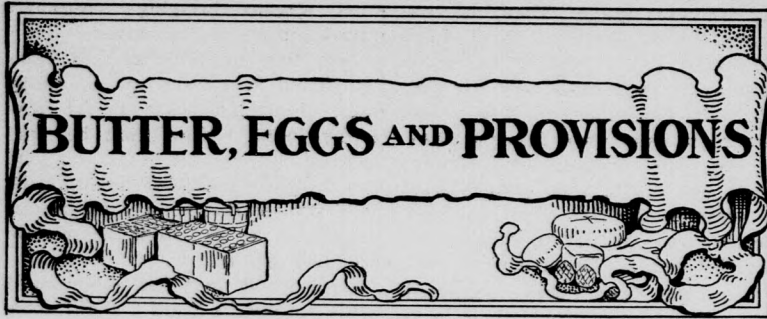
To make the best work garments on the market.

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

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

Write us for samples.

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



CARLOAD RATE LAW.

Why the Present Statute Should Be Retained.

Benton Harbor, Feb. 8.—Mr. John Robinson, of Benton Harbor, has requested us to write to you in relation to the movement which has been made by the railroads to secure the repeal of the carload rate law.

This law, as you are no doubt aware, provides:

"That in transporting freight by the car, loaded by the shipper and unloaded by the consignee, no railroad company shall charge for transporting each of such cars more than eight dollars for any distance not exceeding ten miles, nor more than fifty cents per mile for the second ten miles, nor more than twenty-five cents per mile for the third ten miles; and for distances exceeding thirty miles."

This statute is of great value and importance to the shippers of this State and ought not to be repealed. The railroad companies claim that the law operates to the detriment of certain shippers, but inasmuch as the law merely provides the maximum rate and says absolutely nothing about the minimum rate, the absurdity of that contention is apparent. We assume that if the law operated generally to the advantage of the railroads they would not be so anxious to secure its repeal.

The overcharge case of Robinson vs. Harmon, Receiver, in which the Supreme Court affirmed the judgment in favor of the plaintiff and denied the defendant's application for rehearing, is an instance of the beneficial effects of the carload rate law to the shippers, and the hardship that would result to the shippers if this law should be repealed. Robinson sued for thirty overcharges, amounting to \$209.34. The total amount charged on these thirty carloads was \$558.84. The legal rate on these thirty shipments aggregated \$349.50. The Pere Marquette Railroad therefore charged an average of approximately 60 per cent. more than the legal rate. This freight was shipped in the months of August, September and October, 1906.

Fourteen of these carloads were shipped from Bangor to Benton Harbor, a distance of twenty-six miles; eight cars were shipped from Water-vliet to Benton Harbor, a distance of thirteen miles, and eight cars were shipped from Coloma to Benton Harbor, a distance of nine miles.

The legal rate under the carload rate law from Bangor to Benton Harbor is \$14.50 per car, and the Pere Marquette charged from \$15.18 to

\$31.56. The legal rate from Water-vliet to Benton Harbor is \$9.50 per car, and the amount charged by the Pere Marquette varied from \$12 to \$18.45. The legal rate from Coloma to Benton Harbor is \$8 per car, and the amount charged by the Pere Marquette was from \$15.95 to \$20.20.

On January 7 a circular letter was sent out from the Detroit office of the Pere Marquette Railroad Co., and signed by A. Patriarche, assistant to the President. In this letter Mr. Patriarche states: "As the law undoubtedly amounts to a legislative declaration that the maximum rates which it names are reasonable rates, it follows that if our tariffs are revised, we must for protection make the maximum rates apply."

We think that such a statement from the railroad company is in effect an attempt to force the repeal of the carload rate law by threats of retaliation if the law is not repealed. To put all carload charges on a strictly mileage basis would doubtless be unjust discrimination, for it would fail utterly to distinguish between cars of large capacity and cars of small capacity. This very fact shows the wisdom of the Legislature in merely prescribing a maximum beyond which the railroads should not go, and leaving a duty still resting upon the railroads to avoid all discrimination by making such variations in rates within the maximum as their experience in railroad business should show to be just.

Mr. Patriarche is in error in stating that "The law undoubtedly amounts to a legislative declaration that the maximum rates which it names are reasonable rates." The law does not amount to a legislative declaration that the maximum rates named are reasonable rates in all cases. If it amounts to any declaration of the kind whatever, it is merely that no rate can be reasonable, in the opinion of the Legislature, if it exceeds the maximum rates named.

It seems to us that if any amendment ought to be made to the present carload rate law, it should be that no railroad should be permitted to raise the rate between two points on any commodity beyond the lowest rate charged at any time during the year of 1908, at least not without a public hearing by the Michigan Railroad Commission, and a public order promulgated by that Commission. This, we understand, is in line with the provisions of the Acts of Congress on the subject of Interstate Commerce.

But whether any such amendment is made or not, we think that the carload rate law should remain on

the statute books. The only fault that can possibly be found with it is that it does not hit the railroads hard enough. It would be possible for the railroads to obey this carload rate law and still make some unjust charges.

The attempt on the part of the railroads to make the shippers of the State believe that the carload rate law is disadvantageous to them is a deception that we regard as too serious to be overlooked.

Valentine & Valentine.

Best Wishes.

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

"Well," rejoined the manager, "here's hoping it will draw better than you do."

Grand Rapids Floral Co.

Wholesale and Retail

FLOWERS

149 Monroe Street, Grand Rapids, Mich.



Ground
Feeds
None Better

WYKES & CO.
GRAND RAPIDS

EGGS

Rush them in before market declines. I will give top market price day of arrival or make you a price by phone or mail for immediate shipment.

I also want Poultry, Veal and Hogs

I have some good egg cases and fillers almost new. Price with good tops complete, 18 cents f. o. b. Grand Rapids.

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

Do You Know

That a box of either **Golden Flower** or **Golden Gate Redlands** California Navels are 10% heavier than a box of common navels? This means that they are more juicy and sweeter. Try them.

The Vinkemulder Company

Wholesale Fruits and Produce

14-16 Ottawa St., Grand Rapids

BUTTER

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

T. H. CONDR & O.

Manufacturers of Renovated Butter

Grand Rapids, Mich.

Our Slogan . . **BUY BROOMS** Before the next advance.

Write or phone for best prices to

C. D. CRITTENDEN CO.

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

New York Greenings and Baldwins

Get our prices

M. O. BAKER & CO.

Toledo, - - - Ohio

Custom Tanning

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

H. DAHM & CO.,

Care E. S. Kiefer's Tannery,

Phone Cit. 5746 Grand Rapids, Mich.

The Perfection Cheese Cutter

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

Manufactured only by

The American Computing Co.

701-705 Indiana Ave. Indianapolis, Ind.

Buckwheat

Just what the name indicates. We furnish the pure, strong buckwheat flavor. We manufacture buckwheat by the old fashioned stone method, thus retaining **all the buckwheat taste**. Insist on getting **Wizard Buckwheat Flour**. Send us your buckwheat grain; we pay highest market price.

Grand Rapids Grain & Milling Co.

L. Fred Peabody, Mgr.

Grand Rapids, Michigan

NEW YORK MARKET.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Feb. 6—Speculative coffee soared to a new top notch on Thursday, but there came a reaction and the quotations were let down to the level of previous days. In the spot market everything is lovely—and very quiet. Roasters are taking only enough to keep up assortments and no one is inclined to purchase ahead of current requirements. The trade is doing an every-day business with grocers and there is the stereotyped reply to enquiry. In store and afloat there are 4,091,756 bags, against 3,795,817 bags at the same time last year. At the close Rio No. 7 is well sustained at $7\frac{3}{4}$ @ $7\frac{7}{8}$ c in an invoice way. Jobbers seem to regard quotations for mild coffees as too high for them and only a moderate amount of business has been reported. Full prices are asked for Mexican coffees to arrive and buyers are not finding any concessions. Good Cucuta is quoted at $10\frac{1}{4}$ c.

The sugar market presents a listless appearance, although in this respect the year does not vary from previous ones. At the close all refiners seem to have settled on the uniform rate for granulated of 4.55c, less 1 per cent. cash.

The tea market retains all of the encouraging features that have characterized it for some time and holders are decidedly firm in their views of values. Low grades still seem to be in most demand. The talk of duty is still heard and possibly has something to do with the strength displayed. Several thousand packages of Congous were reported sold on Thursday at about 9c.

Quotations of rice at the South continue apparently above the parity of prices here and bids are generally turned down. Stocks of Honduras and Japans here are ample for the demand and prices are steady. Good to prime domestic, $5\frac{1}{2}$ @ $5\frac{3}{4}$ c.

Spices are in fair demand. Supply is not overabundant of any one thing and prices are firm and steady. Singapore pepper, $6\frac{5}{8}$ @ $6\frac{7}{8}$ c; white, $9\frac{3}{4}$ @ 10 c.

Molasses is steady. There is not an item of interest to be gleaned in the market and buyers are taking only enough to keep up assortments. Good to prime centrifugal, 22 @ 30 c. No business in syrups has been recorded.

Canned goods are quiet and it seems not unfair to say that the tendency is toward a lower level. Packers, however, are going to hold on to tomatoes hard before they sell below $6\frac{7}{8}$ f. o. b. for 3s that are really standards. Some buyers believe that there is a big stock of goods unsold and that all they will have to do to get goods at their own figure will be to bide their time. Others who claim to be posted say that there is no glut of really desirable goods and that prices are not likely to drop much, if at all, below present quotations. Peas at about 70c seem to be moving with greater freedom. Little, if anything, has been done in the market for fu-

tures, and this business will be quiet until the return of the pilgrims from Louisville.

The better grades of butter show some advance and at the close special creamery is firmly held at 31 @ $31\frac{1}{2}$ c; extras, 30 @ $30\frac{1}{2}$ c and held stock, 28 @ $29\frac{1}{2}$ c, although there are grades that are still lower. Western imitation creamery, 23 @ 24 c; Western factory, $21\frac{1}{2}$ @ 22 c; process is doing fairly well within a range of $22\frac{1}{2}$ @ 25 c.

There is absolutely no change in cheese. Of course the stocks are pretty well reduced, but there is enough to go around and quotations show no variation. Full cream New York State, $14\frac{3}{4}$ @ $15\frac{3}{4}$ c.

Eggs are firm, with best Western at about 35c for fresh gathered extras and $32\frac{1}{2}$ @ 33 c for firsts; refrigerator stocks, 28 @ 30 c.

The Cultivation of Dandelions.

Written for the Tradesman.

Persons who have an unproductive piece of ground, or a fair-sized back yard, can augment the family income by cultivating dandelions for the market. In New England the cultivation of the dandelion plant is becoming an important industry, where considerable areas are now devoted to raising dandelions as a garden vegetable. They yield a good profit at 50 cents per bushel, but they often bring a higher price. Of course, only the leaves are eaten, and these are handled in much the same way as spinach.

Some of the New England dandelion growers have learned how to blanch the leaves, like celery, by covering them with boughs or boards. This plan has been pursued for a long time in Europe, where "greens" of the dandelion variety are highly esteemed for salad. When blanched dandelion leaves are tender and are free from decided bitterness.

There are several recognized varieties of the dandelion plant, notable among which are the French Garden and the Improved Thick-leaved. The seeds should be sown in the early spring in shallow drills, and in the following spring the leaves are fit to eat. By cutting off the plant just below the surface of the soil the growth of leaves can be greatly increased, for every top sends up from two to half a dozen new crowns. This process always encourages dandelion growth and never retards it.

In the Old World dandelions, from very early times, have been supposed to possess medicinal value. The leaves, however, are no more beneficial than are other green vegetables, all of which are wholesome foods. Like most green plants that are used as salad, dandelion leaves are over 90 per cent. water, and so do not contribute very much to the actual nourishment of the body. Nevertheless, they give variety to the food, and they to some extent regulate the action of the intestines in much the same way as lettuce does.

In preparing all salads for the table the greatest care is necessary, for the consumption of the eggs of some worms may have most unpleasant and sometimes serious consequences.

Dandelion leaves, lettuce and watercress can not be too carefully examined and washed. Lawrence Irwell.

Don't neglect to keep the walks in front of your place of business clean, and by clean is not meat simply free from snow, ice and accumulations of rubbish, but have them well swept and dry at all possible times. Of what avail is an attractive store, well arranged show window, if the pedestrian is obliged to stand in mud and slime while gazing in thereat. Rest assured, under such conditions a person will not linger very long. The sidewalks should be kept nearly as clean as the interior of the store.

For the work of heaven you need the bread of heaven.

W. C. Rea

A. J. Witzig

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Bags of every description, both new and second hand.

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Wholesale Dealers and Shippers Beans, Seed and Potatoes
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BEANS AND CLOVER SEED

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

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OTTAWA AND LOUIS STREETS

Dandelion Vegetable Butter Color
A perfectly Pure Vegetable Butter Color,
and one that complies with the pure
food laws of every State and
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Manufactured by Wells & Richardson Co.
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We have the price.

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YOU Should send us your
name immediately to
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Suhling Company, 100 Lake St., Chicago



Dorothy Dix Talks About His Valentine.

"Did you ever think," a young man asked me the other day, "about what a lucky fellow Adam was in having the girl proposition reduced to a single unit? There was just one woman in the world for him, you know, and he did not have to acquire gray hairs and wrinkles trying to decide between rival attractions. Just reflect on all the trouble he was saved! By Jove! It makes me envious.

"I was reading in the papers the other day," he went on, "where some old duffer says that the reason that men do not marry as much now as they used to is because women are less attractive. Stuff and nonsense! The exact opposite of this is true. It is because women are so bewilderingly attractive that a fellow can not make up his mind between the different charmers. One pulls one heart-string, you know, and another another, and so you are kept dancing perpetually between them without being able to make a choice.

"Take, for instance, as simple a thing as sending a valentine. I purchased a beautiful one, and sat down to direct it in a carefully disguised hand that she could not possibly fail to recognize, to my best girl. I dipped the pen in the ink, when, lo! there came to me the awful discovery that I did not know which she was.

"Here's a pretty how-de-do," I said to myself. 'There's clearly nothing for me but to look into my heart,' and then I turned on the searchlight, and, would you believe it? it looked like a picture gallery. The most numerous, of course, was my first love. I think there must have been fifty of her. Sometimes she was blonde and sometimes brunette; sometimes tall and willowy and sometimes fat and chubby; but there she was, in numbers. She is happily married now, dear thing, to some other man, and, of course, it was out of the question sending her my valentine.

"Next to my first love was Maud. Maud is a debutante, and she has nice, fluffy hair that you would like to stroke, and soulful eyes, and when I go to see her she gazes at me in a wistful way, and says that she thinks men are so big, and strong, and wise, and that women are just horrid when they try to know about the stock market and the tariff—don't they call that thing a tariff that papa always bangs the table when he talks about it? Nobody can deny that it is nice and consoling to be looked up to, and so I swell with pride and importance, and explain things to her, and think it would be very pleasant

to have a little wife who would always consider me an oracle and defer to my views, and all that. Just one opinion in the house, you know, and that mine. Only—could a man stand for a lifetime of ignorance? stad for a lifetime of ignorance? Wouldn't a wife who didn't know anything get on his nerves in time? Don't we call the thing that we denominate artless unsophistication at 18, plain fool when it is 38? And so I shall not send my valentine to Maud, although she is undeniably charming.

"Then there is Ethel. Ethel has rough brown hair and a turned-up nose, and is piquant. She wears tailor-made clothes and mannish ties, and plays a corking good game of golf, and treats me as if she were another man. She reads the papers and tells me the good stories, and corrects my statistics of sports, unless I speak by the card. She scoffs at lovemaking. 'Can't men and women be comrades,' she asks, 'without all this sentimental nonsense coming between them and turning a good friend into a poor lover?' The difficult always tempts a man and sometimes I am sorely minded to put her theories to the test. Would her clean, fresh, rosy cheeks—rosy with health instead of rouge—grow a trifle rosier, would her clear eyes waver before mine, if I should send her a valentine? I wonder—?

"I'd do it, sure, if it wasn't for Dolly; but then, you see, there is dear little dimpled Dolly. Dolly is domestic, and no man in his senses is proof against that charm. She wears the dearest little beruffled aprons, and to see her sitting before her chafing dish, in an aroma of good cooking, is to make a man think of setting up a hearthstone for two and never wandering from it. She asks me when I go to see her if I got my feet wet, she toddles off for something good to drink and a cushion for my back, and begs me to tell her if I am truly comfy. Nothing on earth but a cat will take as much coddling as a man. Stroke him the right way, and any son of Adam will purr under a woman's hand, and when I am with Dolly I am so hypnotized that I dream of the possibility of domestic bliss on a limited salary. Really, now, a man might go farther and do worse than marry a domestic wife. Besides, the Club cooking is not what it used to be, and so I have half a mind to send my valentine to Dolly.

"If only I had not happened to remember Marian. Marian is tall and stately, and she comes up to my ideal of feminine perfection. She understands me and sympathizes with me. I never have to explain jokes to her;

she catches my bright speeches on the fly, and, when in my serious moods, I tell her of my dreams and aspirations, her eyes glow with the light of a perfect comprehension. Say what you will, no other charm in a wife can equal this. Think of the long evenings when we should be together, shut out from the world, in a paradise of two. I can imagine her voice as she reads to me—now trembling with pathos, now scintillating with humor, as she interprets the best masters of literature. But—er—er does a man always want to be kept up to his best? Does he want a home where he will always have to be on the qui vive to keep up with his wife? There would be no humble looking up to the husband there, no taking of my opinion on a subject, unless it would stand scrutiny and reason. Is it better to be admired or to admire? That is the question. Should I dare to send the Marian a valentine where 'kisses' rhymed with 'blisses'? Would she care for a poem that had more heart than feet, and whose sentiment was all right, even if its meter was rickety? I do not know, so I will not send the valentine to Marian—quite yet. The subject needs thought.

"Then there is Mary. Mary teaches in the Sunday school, and is always making nice, warm flannel petticoats for the Hottentots, and crocheting tidies for the Indians, and she is the kind of a girl who can stand behind a charity bazaar table and rob you of your last meal ticket without the quiver of an eyelash, or a single compunction of conscience. Still you can forgive a lot in a girl as pretty as Mary. You hope she does not know any better. Anyway, I like to go to see Mary on Sunday night and have elevating conversations with her, in which we discuss the sordidness of things, and the folly of going into society, and talk about living the higher life—when we shall be full of unselfishness and kindness and general priggishness. Sometimes I confess to Mary, and she makes me promise I will never do it again, and grieves so sweetly over me that I grab my hat and leave, for, until a man stands before the altar, he is never in such danger as when he begins telling how wicked he is to a pretty girl. Mary is adorable, and she would make me a better man; but—er—er, I wonder if the time would not come when an overly-good wife would drive me to drink? I should hate to have to invent fairy tales to account for every time I went to see the ponies run, and perjure myself about why I ate cloves, and so I do not think I will send Mary my valentine, although I admit there are moments when I have that never-again feeling—when I feel that she, and she alone, could comfort me.

"Then there is Alice. Alice has the charm of charms. She loves me. I wonder who was the inspired idiot that first suggested that a man is caught by indifference? Never was a more baseless theory put forth. Nobody sets vinegar to catch flies. Nobody draws us to them by criticism or disdain. It is the honeyed compliment, the sugary welcome, that at-

tracts us. We are bound to admire the person that admires us. It shows so much good taste, and sound judgment, and keen discrimination, that we could not pass it over if we would, and not many of us get so much adulation that we are inclined to despise any bouquets that are hurled our way. What could appeal to a man more than the thought that a young and lovely girl loves him? What promise of happiness could he have better than the knowledge that he would always be adored with a blind devotion that would cover up his faults, and that would ask of him nothing but to pour its incense at his feet? It is simply a cinch on domestic bliss. Still there's no hurry about breaking your neck and climbing for the peach that is ready to drop into your hand, and so I will not send Alice my valentine now, although I may some other year.

"Besides, too, there is the widow. She is an etching beside chromos. She is subtly sympathetic. She makes a man desire to tell her the sad, sad story of his life, and confide to her his own secrets and those of his friends. But—would she always be content to listen or—dread thought!—might there come a day when I should have to listen to hers, and even hear the list of my predecessor's virtues?

"Thus, you see," said the man, pausing to light his cigar, "how a man who fain would marry is hindered by the very embarrassment of riches. If there were only one charming woman he might choose. With a hundred he is like a child in a toy shop, and can not decide to whom even to send a valentine."

"If he follows the dictates of his heart," I said cynically, "he sends it to himself, the one love to whom he is always and invariably constant."

"You are right," said the man.
Dorothy Dix.

It's the habit of our minds never to think of thorns until we are paying for the roses.

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The Swem Gas System produces that desirable rich, clear and highly efficient light at a saving of one-half in operating cost. The price for complete plant is so low it will surprise you. Write us.

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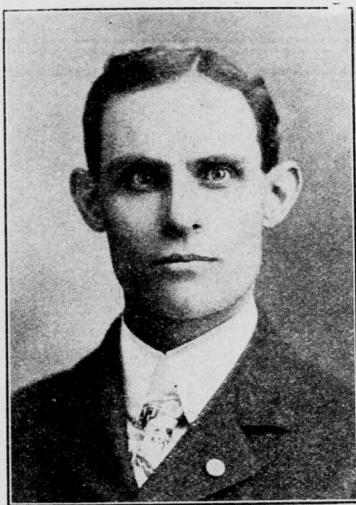
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FULLER'S FAREWELL.

Annual Address of President To Bay City Convention.

Each year brings forth the glad tidings that every convention held by this Association is productive of more good than the previous one. The same can be said of the convention held at Jackson last February, and much praise has been given the local Association of Jackson for the able manner in which the visiting delegates were entertained.

It is, I believe, only a matter of time when nearly if not every city and hamlet in the State will be represented at our annual convention; and when that time comes our Association will be without a peer among the associations of the State. I trust that, at the close of this convention, every delegate present will return to his



home with a solemn vow to assist in making this Association the leader and others the followers.

Your committee on Mutual Fire Insurance, appointed at the last convention has a good report this year for your consideration and I trust the same will receive your hearty co-operation.

I trust that while the Legislature is in session this year we may be able to have our garnishment law amended as per my suggestions of last year relative to State, county and municipal employees.

I would suggest that our Legislative Committee be instructed to keep in touch with all bills introduced into the State Legislature, so that no bill can be passed that will be detrimental to the retail interest of the State, without our having a chance to be heard on the same. I would suggest that we have a committee elected or appointed to confer with the State Dairy and Food Commissioner relative to any proposed changes in our pure food laws.

I would suggest that this Association while in convention assembled go on record and adopt the following resolutions:

One against the passage of a parcels post bill of any nature, either general or rural.

One against the proposed duty of 5c per pound on coffee.

One favoring the manufacturers' es-

tablishing a fixed price on their goods.

One asking Congress to remove the tax of 10 cents per pound on colored oleo.

I trust that all members will enter into the debate on all questions brought before the convention, that we may be able to act on the same to the best interest of all concerned.

I desire at this time, in behalf of the Association and myself, to heartily thank the trade papers and the local press for their ardent support the past year.

I also wish to thank the jobbers for the helping hand they have given our Association this year and respectfully invite them to attend the meetings of this convention.

I desire at this time to thank the members for the honor conferred upon me the past year in selecting me as your President and trust that the loyal support that has been given me during my term of office by the officers and members of this Association may be given my successor.

Saving Time on the 'Phone.

According to a district manager of one of the local telephone companies the stereotyped "Hello!" as a method of opening up a conversation over the wire is doomed to go. "It is really a waste of time to bawl out 'Hello!' over the wire," said the manager, "and I think people are beginning to realize it. The line of least resistance is a very good one to follow in telephone talk, and so why encumber your conversation with unnecessary words? You will find that those in the telephone business have cut out 'Hello!' entirely. Take, for instance, the operator. See how they've cut out the unnecessary talk. It is simply 'Number, please,' with them, and that's all there is to it. Now, the proper way to talk over the telephone is to establish your identity at once and then get right down to business. Personally, I always answer the telephone with a 'Yes,' as I think that is the most direct means to the end of finding out what's what. Some people answer the 'phone by giving their name. In speaking you can give a certain inflection, which answers the purpose of a half dozen words. For instance, let us say that a Mr. Smith is called. He answers the telephone by saying, 'Smith.' Then, the other fellow can plunge right into his business without wasting time by asking who is on the 'phone or other needless questions. It is a great time saver, and a great many business firms have issued rules to their employees never to say 'Hello!' but to give the firm name upon answering the telephone, so you can readily see that 'Hello!' is doomed to leave us. It is already old fashioned."

He Knew.

"Doctor," said the convalescent, smiling weakly, "you may send in your bill any day now."

"Tut, tut!" replied the M. D., silencing his patient with a wave of his hand. "You're not strong enough yet."

He is most cheated who cheats himself.

Michigan, Ohio And Indiana Merchants

have money to pay for what they want. They have customers with as great a purchasing power per capita as any other state. Are you getting all the business you want? The Tradesman can "put you next" to more possible buyers than any other medium published. The dealers of Michigan, Ohio and Indiana

Have The Money

and they are willing to spend it. If you want it, put your advertisement in the Tradesman and tell your story. If it is a good one and your goods have merit, our subscribers are ready to buy. We can not sell your goods, but we can introduce you to our people, then it is up to you. We can help you. Use the Tradesman, use it right, and you can not fall down on results. Give us a chance.



Put On All the "Front" You Can Wear.

"How much 'front' do I need to put up?"

This is a question which obtrudes itself upon the average young man who finds himself among his fellows on the competitive basis that exists in the modern large business. If the question were put to me in this form as a generality, I should be tempted to answer it in the same terse style:

"Just as much as the traffic will bear!"

I don't wish to destroy the conventions. Conventionality is a good thing so long as it is in harmony with conditions of fact. But hugging the conventional too long as an ideal must prove destructive to that person who in doing so loses his sense of proportion. For example, the model office boy forty or fifty years ago carefully untied the string from a parcel and more painstakingly removed the manila wrapping from it, with the idea of preserving both string and wrapper for future use. Frankly, I would be pleased if conditions now were such as to admit of this old fashioned office boy in modern business. But they are not, and to teach the potential small office boy this old convention in effect would be lying to him.

So it is with much of the conventional generality of the old school which still is preserved by the didactic teacher. True worth must prove itself—yes. But where and how? That best and squarest street car conductor in all of a vast city, grown gray in the collection of passenger fares for his company, unquestionably has proved his true worth—as a street car conductor! But could not this same measure of true worth have been better expressed in some other field of community usefulness? That finest individual type among 10,000 street car conductors must be capable of something better than running a street car for twenty or thirty years. Why did he not discover a better field in which to prove himself and his worth?

At bottom it is the ego in a man, kept well in hand, which makes the individual man here and there tower as an individual above the heads of the masses.

Set two men at work upon two tasks that are identical in a general way. In one of them egotism is at a low ebb; in the other it is at high tide, coupled with an imagination. One returns to you silently, having done his work in a manner that is highly satisfactory in every way. The other, having accomplished no more than the first, returns to you with a

cheerful story of the difficulties and handicaps which he found in his way. Pleasingly he recounts just how judiciously and determinedly he tackled these obstacles and overcame them. And in words or in acts and expression he has left the intimation that, no matter what the difficulties of his work in the future, you may depend upon him to carry out his work.

Which of these two men—granting that the egotist has offered no more than the "traffic will bear"—has impressed you more? And if these men continue with you as employees, the egotist playing upon you with fine tact and discrimination, which of them after a year or two are you more likely to choose for the difficult task?

In business at large one of the most attractive of qualities in the man who comes in contact with the public is his ability to "mix." To say of such a man, "He's a good mixer," is to convey a world of commendation. But it is egotism, in check, which prompts mixing in its business sense. Without it the individual may be likened to a tuning fork, which can respond only when the one note to which it is keyed is sounded. Mixing acceptably with both high and low, the mixer finds food for his egotism in the fact that he has been acceptable to both extremes.

But in this work of mixing the mixer proves himself a past master in the art of "putting up a front." His art of mixing is all "front." He is the tuning fork, naturally set to one key, which responds to any tone or half tone in the scale. He is a practiced wearer of "front." Not even his employer may hope to escape its subtle influence.

In a hundred ways in business the necessity for a "front" obtrudes. That this "front" has been assumed may be unconscious even to the man who puts it on. The one requirement in its use is that the "front" shall be successful. That it shall be successful depends upon the wearer's not assuming "more than the traffic will bear."

Don't overdo it, but put on some "front"—if you can wear it! It is worth while in the modern world.

John A. Howland.

Old Preachments Frequently Mere Platitudes.

Every little while in public prints I run into the narrow preachings of some old fashioned doctrinaire, counseling the young man how to succeed in life and dishing up messes of old platitudes that are as little effective to-day as the old pony express

would be in competition with the Pacific railroads.

I wish some of these old "rules of conduct" preachments were more to the point of practical utility. It would be a pleasanter world if they were. But broadly speaking for the present age that young man who loads himself up with them and steps out new to the world prepared to make capital of such sentiments must be prepared for heartache and failure. He might as well be a Rip Van Winkle, waking with a pocketful of money issued by the Confederate States of America.

I know a young man who after most encouraging correspondence with the head of a big corporation traveled a thousand miles or more on the strength of it to become an applicant for a position. In the new, strange surroundings of the distant city he discovered that he had a far different problem on his hands than he had been led to expect.

There was a reception room for the establishment, presided over by a thick skinned usher whose conception of his duties seemed to be the discouragement of every caller desiring to see any one on the inside. This young man had more than his share of everyday cultivation and refinement and suddenly he awoke to the fact that he had been three weeks in the city without ever having seen a person who might have looked upon his application with favor.

And all the while he was receiving scantier consideration by the usher.

The young man grew angry with himself. He knew what he could do and yet after a thousand miles of travel a bluffing attendant at a door was preventing him from stepping over a threshold! The young man went to his room and, in the inspiration of his anger at the injustice, wrote a note addressed to the department head whom he had wished to see. He recounted something of the correspondence with the head of the institution; he told of having come a thousand miles to make an application; he told of the impossibility of getting past the attendant at the door. He concluded:

"Three weeks ago I began coming here, hoping for a position. Now I feel if only I can get past the door and look into the inner office I will have accomplished quite enough. Maybe when I've seen inside I won't want a job anyhow!"

Next day the attendant scowled at the superscription on the envelope, "John H. Williams, Esq.: Personal." He scowled even more so when the young man asked that the envelope be handed to Mr. Williams.

"Take—that—in—to—Mr.—Williams at once!"

My young man's fighting blood was up at last. In a moment the truculent usher was moving toward the private office. In five minutes the writer was ushered inside the office and when he left it a few minutes later he was an employee of the company!

It is the man who "gets there" who has the first choice of opportunity. If you can't "arrive" you won't be commissioned to "go."

No man to-day is wise enough to prescribe a line of ethics for the young man who is entering business. What business? I can imagine a confidence man's going into partnership enthusiastically with some one of this old type of gentility who might promise to be an excellent foil. But to-day culture and aggressive business are little related. "Bluff" will go miles further and not be winded at the finish. Blow your own horn intelligently and hard! Get into the limelight and stay there until you are thrown out! These are the "success" pointers. Believe otherwise at your peril.

John A. Howland.

Kindred Associations.

"I wonder what attractions that woman over there has for Mr. Bangs?"

"The attraction of association, probably. She is a grass widow and he has hay fever."

The American in London starts for Hotel Cecil, the Englishman in America hunts for St. Regia.

The tide of popular favor in Grand Rapids is turned toward

Hotel Livingston

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.

Errors

are rectified—yes, and often prevented—by the use of the telephone.

No business man can afford to be without one.

"Use the Bell"

IT PAYS

CALL MAIN 330



OUTSIDE INVESTMENTS.

Why They Look Good To Local Capitalists.

Grand Rapids, Feb. 9.—In his inaugural address President Heber A. Knott of the Board of Trade dwelt upon the importance of encouraging new industries for the city. In the course of his remarks he said:

"We need an awakening among our moneyed men, leading them to invest in home enterprises which are worthy. Many in the past have been more willing to invest in outside enterprises from Alaska to the Gulf than to place a dollar in local undertakings which have shown they are successful and in need of capital for legitimate expansion. If the money lost to our home people during the last ten years in these outside enterprises could have been placed in local industries it would have been better for the city and much better for the investors."

Nobody will be disposed to quarrel with Mr. Knott on his general proposition, but is he entirely fair to the investors of Grand Rapids? Does the reluctance to put money into worthy enterprises really exist, and if it does exist is the condition peculiar to Grand Rapids?

If a man comes to Grand Rapids with an idea, or if one of our own people develops a theory, no matter how promising it may be, how certain, on paper, it is to be a winner, if the person offering it be without means, influence, acquaintance or the prestige of success, it may be admitted the reception accorded him in money circles is quite likely to be chilly. Capital is cautious and it is as cautious elsewhere as it is here. The original Bell telephone stock was hawked about the money market for months before it had value. Mergenthaler stock could scarcely be given away in the early days of the linotype machine, Westinghouse was regarded as a visionary when he first presented his air brake proposition. When the telephone, the linotype and the air brake proved to be successful was there any hesitation on the part of capital to go in?

A new proposition involving principles, methods and products with which local capital is unfamiliar, presented by men concerning whom local capitalists know little or nothing, may have hard sledding, but when the success of the proposition has been demonstrated and when the ability of the men back of it has been proven is not the way made easy?

M. R. Bissell had hard work getting the money for his carpet sweeper factory. But how was it later when success had come to him?

Sticky fly paper was first manufactured in a shed back of the Thum Brothers' West Side drug store and the product was peddled from store to store in a basket. In later years was there any difficulty in financing the industry?

The Cornelius boys started the Wolverine Brass Works in the old Christensen bakery on North Canal street. Did they find capital backward when they had proven what

they could do? The Williams brothers began the Grand Rapids Show Case Co. in a little factory on South Front street. Would they have trouble in interesting capital to-day?

J. W. York began making band instruments as an idle hour occupation. If he and his sons wanted more capital to-day would there be any lack of offerings?

The Macey was started as an evening employment. Was capital difficult when Fred Macey financed his enterprise later?

The Adjustable Table Co., the American Paper Box Co., the Alabastine Co., the Terrell's Equipment Co., the Fox Typewriter Co. and a long list of other local industrial institutions can be named which at first had trouble to get money—but would these concerns have any trouble to-day if more money were needed for their development?

The reason the promotion of new enterprises so often fails is that they want to start on too ambitious a scale. They ask for too much capital to begin with. Their ideas may be worth all the dollars they want to match them against, but the wise man with the dollars is naturally conservative about going into the game, and he always will be. If the promoters of new industries would be content to begin on a small scale, on the same small scale that Bissell, the Thums, the Williams, the Corneliuses, the Yorks and the others began, and gradually work up, when the time came for expansion the money would be forthcoming—if the goods were there for delivery. By "goods" is meant not only the volume of business, the margin of profits and the prospects, but also the managerial ability of the men back of the enterprise and their character.

The new man with a new proposition who wants to start big will not be cordially received in financial circles, but let that new man demonstrate in a small way the merit of his enterprise and, more important still, his own capability, and instead of hunting for capital, capital will be hunting for him.

Mr. Knott speaks of the Grand Rapids money that has been put into outside ventures and of "the money lost to our home people during the last ten years in these outside enterprises." Some Grand Rapids money has been lost in outside enterprises, but the successful ventures have been chiefly oil and mining propositions. The amount of money put into these propositions is, however, a mere bagatelle compared with the investments in gas properties. Including American Light & Traction it is estimated that over \$5,000,000 of local capital has been invested in gas. Some who are in a position to know place the amount still higher. And a remarkable fact about these gas enterprises is that there have been few failures. The story of local gas investments is interesting, but too long to be related at this time. It will make a future chapter. Some discussion of local industrial securities and why outside investments are preferred to them may also be pertinent.

Onlooker.

Go On Record Against Parcels Post.

Bay City, Mich., Feb. 9.—The State Association of Grocers and General Merchants opened its meeting in this city this afternoon, and half an hour after it was in session it was jumping as hard as it could on Postmaster-General Meyers's proposed parcels post law.

John A. Green, of Cleveland, secretary of the National Retail Grocers' Association, declared in a spirited address that the parcels post would drive the retailer in all lines out of business; that it would create a monopoly of retail trade by multi-millionaire department stores in a few big cities; that it would drive the country merchant out of business completely and create a greater deficit in the postal funds, now \$170,000 behind.

A New York manufacturer could send a 6-foot coffin by parcels post to San Francisco at a cost no greater than from Detroit to Bay City, he declared. Green also gave the details of a meeting between himself, several congressmen, Attorney-General Bonaparte and President Roosevelt, relative to the stand of the Government with reference to civil service employees who do not pay their just debts. The meeting resulted in a letter from the Attorney-General in which he said that the Government could not act as a collection agency, but that, by the President's order, the evading of just debts would constitute cause for removal from the service.

The parcels post was discussed by a dozen men and John W. Symons, of Saginaw, declared that it would put out of business half the wholesalers of the country.

The annual address of Fred W. Fuller was well received.

[This address appears in full elsewhere in this week's paper.]

Reports of officers showed the association in splendid condition, with 939 members. Detroit, with 160 members, has the strongest association; Grand Rapids is second, and Saginaw and Bay City are third and fourth.

There is a probability that at this session the grocers will take steps to organize a mutual fire insurance society.

To-night the delegates and visitors were entertained at a lunch and tomorrow night the local association will entertain 500 people at a banquet.

A Substitute for the Saloon.

Written for the Tradesman.

"Let's make our religion practical," says George H. Wilson, an attorney of Jackson, in discussing that most difficult problem of finding an adequate substitute for the saloon, in an article in the Citizen-Press of that city. He proposes a hotel and club-room in one, centrally located, and having homelike features. In this hotel or club he would provide workmen with cheap baths, cheap lodgings, cheap lunches and innocent games at a price below that of the cheap and nasty saloons.

Mr. Wilson believes that the great majority of those who patronize the saloon are not attracted there by li-

quor, but by the social or recreative features. Speaking of the churches and their work, he urges the need of more institutional churches, saying, "The people must be preached to, but their physical needs must be recognized, for if they are sent away fasting, many will faint by the wayside."

"How many workingmen do the churches here in Jackson reach during the year?" Mr. Wilson enquires. "Very few," he replies, "compared to the money invested and the outlay in energy. There is too little practical Christlike work carried on by the individual members. The fault is too much form and too little following of the humble carpenter of Judea."

So a workingmen's hotel is proposed and it is asserted that if one-tenth of the money that is used in support of the uptown churches in Jackson was used to build such an institution it would be the means of doing more real practical good than all the churches in Jackson.

Almond Griffen.

The Drug Market.

Opium—Is firm with unchanged prices.

Morphine—Is steady.

Quinine—Is dull and weak.

Benzoic Acid—Has declined.

Citric Acid—Is dull and tending lower.

Imported Bay Rum—There has been imposed a revenue tax of \$1.10 per gallon. The price is very firm and advancing.

Cocoa Butter—Has declined both here and abroad.

Cumarin—Has declined.

Ergot—Is very firm and advancing.

Menthol—Is very firm at unchanged prices.

Balsam Fir—Has advanced and is tending higher.

Balsam Peru—Has advanced and is very firm.

Balsam Copaiba—Is higher.

Juniper Berries—Are very firm.

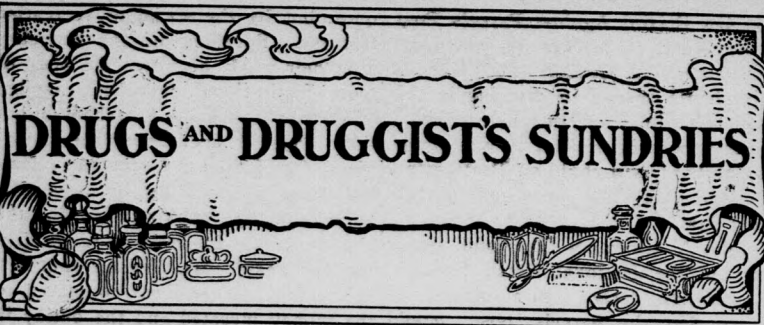
Buchu Leaves—Are very firm and tending higher.

Quince Seed—Has advanced and is very firm.

Bastian Rademaker, city salesman for the Musselman Grocer Co., and Edward W. Dooge, city agent for the same company, have organized a stock company which has leased for a term of years the Daniel Lynch building, corner of Island street and Ellsworth avenue, for the purpose of engaging in the wholesale grocery business. Stock in the new company has been subscribed by local retail grocers.

Ontonagon—Martin Johnson and Lyman Dickerson have taken over the lease held by the Uniform Stave & Package Co. on the property of the Ontonagon Stave & Veneer Co. and will begin operations under the style of the Northern Michigan Stave & Hoop Co. They will begin making staves and intend to begin manufacturing hoops in the spring.

C. L. Carey, formerly with the Lemon & Wheeler Company, succeeds Valda A. Johnston as traveling representative for the Musselman Grocer Co.



Michigan Board of Pharmacy.
 President—W. E. Collins, Owosso.
 Secretary—John D. Muir, Grand Rapids.
 Treasurer—W. A. Dohany, Detroit.
 Other Members—E. J. Rodgers, Port Huron, and John J. Campbell, Pigeon.
 Next Meeting—Grand Rapids, March 16, 17 and 18, 1909.

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

Some Specialties and Hints for Their Sale.

An At Cold Cream.

The sale of an At cold cream is good the year around, and one that can be made cheaper by modifying the official Unguentum Aqua Rosae and yet contain all its merits is made by replacing a per cent. of the white wax with paraffin of a low melting point and almond oil with light petroleum oil, which is a bland and perfectly neutral oil and gives splendid satisfaction. The best results are obtained by melting the wax, spermaceti and paraffin in one receptacle and the light oil in another, care being taken not to overheat, pouring the two hot solutions together. Heat the rose water in which the borax has been dissolved and mix altogether, whipping or beating the cream (an ordinary wire beater is very satisfactory) until the cream begins to set. Made in this manner, you can always get a perfect emulsion and one that will not separate. An addition of 10 per cent. of wax in the summer months will always keep it firm. Various white pigments have been used, such as zinc oxide, bismuth sub-nitrate and zinc peroxide. The zinc peroxide may have special points in its favor; however, it is more expensive and the mon-oxide answers all requirements necessary. Can be put up in your regular 2 and 4-oz. stock ointment jars, with a neat label, retailing for 25c and 50c, 2-oz. jars costing 75-80c per dozen; 4-oz., \$1.10.

The so-called greaseless cold creams have gained some favor with the public and are merely a sodium stearate, made by melting stearic acid, or better, stearin, and pouring a hot solution of sodium bicarbonate into the melted stearin, beating or whipping until all the carbon dioxide escapes, then adding witch hazel, rose water or other aqueous solution to increase bulk, and lastly, the perfume. However, creams made in this manner are light and fluffy, and do not hold their bulk and have a tendency to evaporate. This can be overcome by using a heavy mucilage of traga-

canth, or better, a mucilage of chondrus.

Hand, Face and Shaving Creams.

In making hand, face and shaving creams a very satisfactory preparation can be obtained by first making a heavy mucilage of chondrus as a base and adding to this V. S. rose water or witch hazel, 10 to 15 per cent. glycerine, 5 to 6 per cent. alcohol and perfuming to suit. The chondrus mucilage is superior to tragacanth and flax seed and others by not being precipitated by alcohol and can with a little care always be made uniform. A pure white opaque cream can be made by the addition of tincture of benzoin (which in itself is a very valuable addition to any cream lotion). The best results are attained by pouring the tincture in portions to the aqueous solution employed until it forms a white emulsion and adding this to your mucilage. An elegant face and shave lotion and one that will gain favor with the men as well as the women can easily be made from the above by mixing together equal parts of the above cream lotion and either a violet or lilac toilet water. It leaves a sense of freshness to the skin, and can be put up in a neat 4-oz. package, retailing for 25c.

Hair Tonics and Shampoos.

Hair tonics and shampoos always sell. In making hair tonics the principal points to be observed are: an attractive, clear color (red seeming to have the most favor) and a catchy odor and one that will leave a clean sensation to the scalp when applied. A resorcin tonic is in good favor and should be made slightly acid. Acetic acid added to slight acidity keeps the solution of resorcin permanent and in coloring with tr. cudbear gives a rich beautiful red that will not stain. Avoid the use of coal tar colors as much as possible, as they all stain after the continued use of a preparation containing them. A good hair shampoo will always sell and repeat if made properly. Make up a heavy tincture of sapo mollis, by using more of the soap and less alcohol than the regular tincture. Weigh out the green soap into a granite ware kettle and add enough borax water so that when heated from fifteen to twenty minutes a thick liquid results. To the alcohol add the resorcin and perfume. Remove the soap solution from the fire and mix all together. A clear, permanent solution is always the result if made in this manner. The odor of the green soap is the principal feature to overcome and is accomplished by using a combination of oils and pini sylvestris, spearmint

and lavender, giving the shampoo a clean, antiseptic, refreshing color. The same style bottle can be used for your hair tonic, shampoo and toilet waters. The regular 8-oz. round toilet, with a glass shell top and a neat label, makes a very presentable package. The object of using the same style bottle for a number of different preparations is: first, economy, by not having to buy so many styles for every individual package; second, uniformity. You can put up all your 25c and 50c preparations in a neat 4-oz. bottle and all your 50c to \$1 preparations in an 8-oz. bottle.

Foot and Face Powders.

A new field in the art of making toilet preparations has been opened up in the use of the peroxides, sodium, calcium and zinc being the principal ones employed along this line. They possess many good qualities in making up your own antiseptic, talcum, tooth, foot and face powders, also in skin bleaches and creams, by first being non-toxic, non-irritation, antiseptic and efficient oxidizers and bleaching agents. A good scheme to have uniformity in making up your antiseptic talcum, foot powder, tooth powder and liquid is to make up a combination of antiseptics, using equal parts of menthol, thymol, eucalyptol and the oils of gaultheria, peppermint and cassia and combining a definite amount of this solution with your base, together with 5 or 10 per cent. of the most suitable peroxide, calcium or zinc, properly sifting and mixing in order to insure a uniform mixture. We have a sifting and mixing machine with transferable sieves that is very convenient and practicable; however, there is a small flour sieve that is in every-day use that can be employed for small quantities of material to good advantage. A perfect product from every standpoint can be made after sifting and mixing process by passing the powder through silk bolting cloth which can be procured from any dry goods house. All you need is a small space tacked onto a square frame.

D. W. Irvine.

Don't Let Your Wife Sell Whisky.

An interesting incident has recently developed in the city of Boston. A pharmacist's wife, helping her husband out in the capacity of a saleswoman, made an illegal sale of liquor. Prosecution was immediately begun against her. The proprietor of the store promptly went to her assistance, requested that all proceedings be directed against him, and he is now facing the possibility of spending six months in jail. Could a husband's gallantry and fealty be put to a severer test?

Why Serial Numbering Plan Failed.

Before the Indianapolis decree there were almost a score of proprietors whose goods enjoyed a national sale, who used serial numbers on goods. These proprietors had the same right to use numbers after the decree as before, but why were they glad to have a good excuse for discontinuing the practice? It was because of the retailers' reluctance to sign their contract, because delays

thereby occasioned lost more sales than the cut-price evil. To state that dealers were slow to sign, and that jobbers' salesmen had to beg druggists to sign, expresses it mildly. The petty jealousy among the retail druggists themselves is what killed the popularity of the D. C. S. N. plan, devised for their best interests. Notwithstanding the fact that keeping track of sales was burdensome to the jobber and prosecuting violators expensive to the manufacturer, but for the unnatural opposition of the retailer this excellent plan might now be extended over every important proprietary medicine in the market.

Dead Resurrected to Save the Living.

Uncanny resurrections from the dead are foreshadowed by current science. Dr. Alexis Carrel of the Rockefeller institute has showed how the knee joint of a dead man has replaced the injured joint of a living person, how the arteries of husband and wife have been successfully joined so that the wife might endure the shock of a surgical operation; how an infant's blood has been revitalized by the blood of its parent; how a human artery and jugular vein have been interchanged and are fulfilling each other's function; how the kidneys of one cat were substituted for the corresponding organs of another; and how a living fox terrier now frisks about upon the leg of a dead companion.

"In my experiments to preserve arteries," says Carrel, "I found that desiccation would not do, but produced a state of absolute death. Then I put the arteries in refrigerators and kept them in hermetically sealed tubes, at a temperature a little above freezing. I found that an artery could be kept alive for sixty days and substituted for the artery of a living animal."

It is predicted that the day is not distant when the perfect organs of a man who in life had been free from disease may be kept in cold storage after his death and used to replace diseased organs in living men.

Simple Account File

Simplest and Most Economical Method of Keeping Petit Accounts

File and 1,000 printed blank bill heads.....	\$2 75
File and 1,000 specially printed bill heads.....	3 00
Printed blank bill heads, per thousand.....	1 25
Specially printed bill heads, per thousand.....	1 50

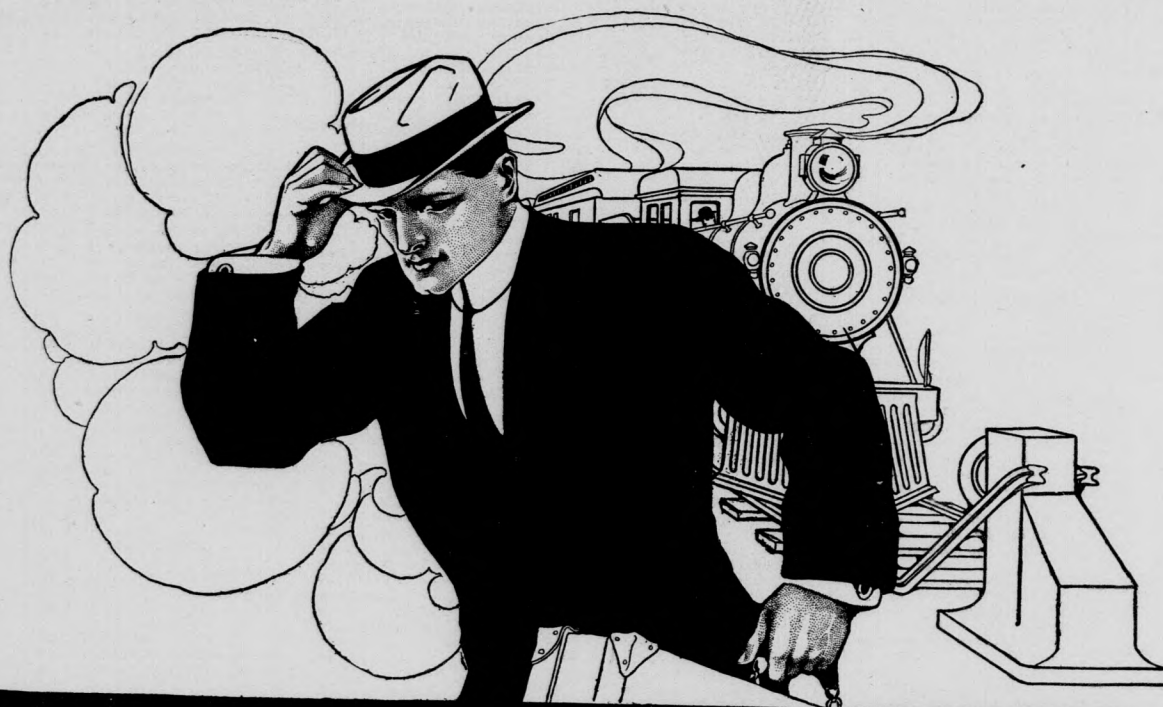
Tradesman Company,
 Grand Rapids.

WHOLESALE DRUG PRICE CURRENT

Acidum		Copaiba		Scillae		Magnesia, Sulph.		Salacin		Ons		Lard, extra		bbl. gal	
Aceticum	60	8	Cubebae	2	15	2	25	Scillae Co.	50	50	50	Lard, No. 1	85	90	90
Benzolcum, Ger.	70	12	Erigeron	2	35	50	50	Tolutan	50	50	50	Linseed, pure raw	43	45	45
Boracie	12	12	Evechthitos	1	00	50	50	Prunus virg	50	50	50	Linseed, boiled	43	45	45
Carbolicum	16	23	Gaultheria	2	50	50	50	Zingiber	50	50	50	Neat's-foot, w str	65	70	70
Citricum	50	55	Geranium	1	00	50	50					Spts. Turpentine	70	70	70
Hydrochlor	30	5	Gossippi Sem gal	70	75							Whale, winter	70	70	70
Nitricum	80	10	Hedeoma	3	00	50									
Oxalicum	14	15	Junipera	40	1	20									
Phosphorium, dil.	80	15	Lavendula	90	30	60									
Salicylicum	44	47	Limons	2	00	25									
Sulphuricum	13	15	Mentha Piper	1	75	1	90								
Tannicum	75	85	Menta Verid	3	00	3	50								
Tartaricum	38	40	Morrhuae, gal.	1	60	1	85								
Ammonia			Myrica	3	00	3	50								
Aqua, 18 deg.	4	6	Olive	1	00	1	00								
Aqua, 20 deg.	6	8	Picis Liqida	10	12										
Carbonas	13	15	Picis Liqida gal.	40	40										
Chloridum	12	14	Ricina	94	1	00									
Aniline			Rosae oz.	6	50	7	00								
Black	2	00	Rosmarini	1	00	1	00								
Brown	30	1	Sabina	90	1	00									
Red	45	50	Santal	4	50										
Yellow	2	50	Sassafras	35	90										
Bacca			Sinapis, ess. oz.	6	50										
Cubebae	28	30	Succini	40	45										
Juniperus	10	12	Thyme	40	45										
Xanthoxylum	30	35	Thyme, opt.	40	45										
Balsamum			Theobromas	15	20										
Copaiba	65	75	Tigill	10	1	20									
Peru	2	75	Potassium												
Terabin, Canada	75	80	Bi-Carb	15	18										
Tolutan	40	45	Bichromate	13	15										
Cortex			Bromide	25	30										
Abies, Canadian.	18		Carb	12	15										
Cassiae	20		Chlorate	12	14										
Cinchona Flava	18		Cyanide	30	40										
Buonymus atro.	20		Iodide	2	50	2	60								
Myrica Cerifera	60		Potassa, Bitart pr	30	32										
Prunus Virginl.	15		Potass Nitras opt	7	10										
Quillala, gr'd.	15		Potass Nitras	6	8										
Sassafras, po 25	24		Prussiate	23	26										
Ulmus	20		Sulphate po	15	18										
Extractum			Radix												
Glycyrrhiza, Gla.	24	30	Aconitum	20	25										
Glycyrrhiza, po.	28	30	Althaea	30	35										
Haematox	11	12	Anchusa	10	12										
Haematox, 1s	13	14	Arum po	20	40										
Haematox, 1/2s	14	15	Calamus	12	15										
Haematox, 1/4s	16	17	Gentiana po 15	12	15										
Ferru			Glycyrrhiza pv 15	16	18										
Carbonate Precip.	15		Hellebore, Alba	12	15										
Citrate and Quina	2	00	Hydrastis, Canada	2	50										
Citrate Soluble.	55		Hydrastis, Can. po	2	50										
Ferrocyanidum S	40		Inula, po	18	22										
Solut. Chloride	15		Inecac, po	2	00	2	10								
Sulphate, com'l	70		Iris plox	35	40										
Sulphate, com'l, by	70		Ialapa, pr	25	30										
Sulphate, pure	7		Maranta, 1/4s	15	18										
Flora			Podophyllum po	75	100										
Arnica	20	25	Rhei	1	00	25									
Anthemis	50	60	Rhei, cut	1	00	25									
Matricaria	30	35	Rhei, pv	75	100	25									
Folia			Sanguinari, po	18	15	25									
Barosma	45	50	Scillae, po 45	20	25	25									
Cassia Acutifol.	15	20	Senega	85	90	25									
Cassia, Acutifol.	25	30	Serpentaria	50	55	25									
Salvia officinalis	18	20	Smlax, M	25	25	25									
1/4s and 1/8s	18	20	Smlax, off's H.	48	48	25									
Uva Ursi	8	10	Spigella	1	45	25									
Gummi			Symplocarpus	25	25	25									
Acacia, 1st pkd.	65		Valeriana Eng.	15	20	25									
Acacia, 2nd pkd.	45		Valeriana, Ger.	15	20	25									
Acacia, 3rd pkd.	45		Zingiber a	12	14	25									
Acacia, sifted sts.	45		Zingiber j	25	28	25									
Acacia, po	22	25	Semen												
Aloe, Barb	45	45	Anisum po 20	18											
Aloe, Cape	45	45	Anium (gravel's)	13	15										
Aloe, Socotri	45	45	Rird, 1s	4	6										
Ammoniac	55	60	Cannabis Sativa	7	8										
Asafoetida	35	40	Cardamon	70	90										
Benzolcum	50	55	Carul po 15	15	18										
Catechu, 1s	13	13	Chenopodium	25	30										
Catechu, 1/2s	14	14	Corlandrum	12	14										
Catechu, 1/4s	16	16	Cydontum	75	100										
Comphorae	60	65	Dinterix Odorate	2	00	25									
Euphorbium	40	40	Foeniculum	7	9										
Galbanum	10	10	Foenugreek, po.	7	9										
Gamboge, po. 1	25	35	Linl	4	6										
Gaulacium po 35	35	35	Linl, gr'd. bbl. 2 1/2	3	3										
Kino, po 45c	45	45	Lobelia	75	80										
Mastic	45	45	Pharlaris Cana'n	9	10										
Myrrh, po 50	45	45	Rapa	5	6										
Opium	60	4	Sinapis Alba	8	10										
Shellac	45	55	Sinapis Nigra	9	10										
Shellac, bleached	60	65	Spiritus												
Tragacanth	70	1	Frument! W. D. 2	00	2	50									
Herba			Frument!	1	25	1	50								
Absinthium	45	60	Juniperis Co.	1	75	3	50								
Eupatorium oz pk	20	20	Juniperis Co O T	1	65	2	00								
Lobelia oz pk	25	25	Saccharum N E	1	30	2	10								
Majorum oz pk	25	25	Snt Vini Gall	1	75	6	50								
Mentra Pip. oz pk	23	23	Vini Alba	1	25	2	00								
Mentra Ver. oz pk	25	25	Vini Oporto	1	25	2	00								
Rue oz pk	39	39	Sponges												
Tanacetum. V.	22	22	Extra yellow sheeps'												
Thymus V. oz pk	25	25	wool carriage	1	25										
Magnesia			Florida sheeps' wool												
Calcined, Pat.	55	60	carriage	3	00	3	50								
Carbonate, Pat.	18	20	Grass sheeps' wool,												
Carbonate, K-M.	18	20	carriage	1	25										
Carbonate	18	20	Hard, slate use.	1	00										
Oleum			Nassau sheeps' wool												
Absinthium	4	90	carriage	3	50	3	75								
Amygdalae Dulc	75	85	Velvet extra sheeps'												
Amygdalae, Ama	3	00	wool carriage	2	00										
Ausl	1	75	Yellow Reef, for												
Aurant Cortex	4	00	slate use	1	40										
Bergamli	8	50	Syrups												
Cajiputi	85	90	Acacia	50	50										
Caryophilli	1	10	Aurant Cortex	50	50										
Cedar	50	90	Ferri Iod	50	50										
Chenopadi	3	75	Ipecac	50	50										
Cinnamoni	1	75	Rhei Arom	50	50										
Citronella	50	60													

DRIED FRUITS	
Sundried Apples	@ 9
Evaporated	@ 9
Apricots	
California	10@12
Corsican Citron	@17
Currants	
Imp'd 1 lb. pkg.	@ 8
Imported bulk	@ 7 1/2
Raisins	
Lemon American	.....13
Orange American	.....13
Cluster, 5 crown	.....1 7/8
Loose Muscatels 2 cr.	.....5 1/2
Loose Muscatels 3 cr.	.....6 1/2
Loose Muscatels, 4 cr.	.....7 1/2
L. M. Seeded 1 lb. 6 1/2	@ 7 1/2
California Prunes	
100-125 2 lb. boxes	@ 4
90-100 25 lb. boxes	@ 4 1/2
80-90 25 lb. boxes	@ 4 1/2
70-80 25 lb. boxes	@ 6
60-70 25 lb. boxes	@ 7
50-60 25 lb. boxes	@ 7 1/2
40-50 25 lb. boxes	@ 7 1/2
30-40 25 lb. boxes	@ 8
3/4 c less in 50 lb. cases	
FARINACEOUS GOODS	
Beans	
Dried Lima	.....5 1/2
Med. Hand Pk'd	.....2 50
Brown Holland	.....
Farina	
24 1 lb. packages	.....1 50
Bulk, per 100 lbs.	.....3 50
Hominy	
Flake, 50 lb. sack	.....1 00
Pearl, 100 lb. sack	.....2 45
Pearl, 200 lb. sack	.....4 80
Maccaroni and Vermicelli	.....
Domestic, 10 lb. box	.....60
Imported, 25 lb. box	.....2 50
Pearl Barley	
Common	.....3 00
Chester	.....3 00
Empire	.....3 65
Peas	
Green, Wisconsin, bu.	.....
Green, Scotch, bu	.....2 45
Split, lb.	.....04
Sago	
East India	.....5
German, sacks	.....5
German, broken pkg.	.....
Tapioca	
Flake, 110 lb. sacks	.....6
Pearl, 130 lb. sacks	.....5
Pearl, 24 lb. pkgs.	.....7 1/2
FLAVORING EXTRACTS	
Foote & Jenks	
Coleman Brand	
Lemon	
No. 2 Terpeneless	.....75
No. 3 Terpeneless	.....1 75
No. 8 Terpeneless	.....3 00
Vanilla	
No. 2 High Class	.....1 20
No. 4 High Class	.....2 00
No. 8 High Class	.....4 00
Jaxon Brand	
Vanilla	
2 oz. Full Measure	.....3 10
4 oz. Full Measure	.....4 00
8 oz. Full Measure	.....8 00
Lemon	
2 oz. Full Measure	.....1 25
4 oz. Full Measure	.....2 40
8 oz. Full Measure	.....4 50
Jennings D. C. Brand	
Terpeneless Ext. Lemon	
Doz.	
No. 2 Panel	.....75
No. 4 Panel	.....1 50
No. 6 Panel	.....3 50
Taper Panel	.....2 00
2 oz. Full Measure	.....1 50
4 oz. Full Measure	.....2 00
Jennings D. C. Brand	
Extract Vanilla	
Doz.	
No. 2 Panel	.....1 25
No. 4 Panel	.....2 00
No. 6 Panel	.....3 50
Taper Panel	.....2 00
1 oz. Full Measure	.....90
2 oz. Full Measure	.....1 80
4 oz. Full Measure	.....3 50
No. 2 Assorted Flavors	1 00
GRAIN BAGS	
Amoskeag, 100 in bale	19
Amoskeag, less than bl	19 1/2
GRAIN AND FLOUR	
Wheat	
New No. 1 White	.....1 05
New No. 2 Red	.....1 05
Winter Wheat Flour	
Local Brands	
Patents	.....5 50
Second Patents	.....5 25
Straight	.....5 00
Second Straight	.....4 75
Clear	.....4 00
Flour in barrels, 25c per barrel additional.	
Worden Grocer Co.'s Brand	
Quaker, paper	.....4 80
Quaker, cloth	.....5 00
Wykes & Co.	
Eclipse	.....5 00
Kansas Hard Wheat Flour	
Fanchon, 1/8 cloth	.....5 90
Judson Grocer Co.	
Grand Rapids Grain & Milling Co. Brands.	
Wizard, assorted	.....4 90
Graham	.....6 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 cloth 6 00 Laurel, 1/2s paper 6 00 Laurel, 1/4s paper 6 00 Voigt Milling Co.'s Brand Voigt's Crescent 5 35 Voigt's Flour 5 35 Voigt's Hygienic (whole wheat flour) 5 35 Voigt's Royal 5 85 Graham 4 80 Wykes & Co. Sleepy Eye, 1/2s cloth 6 20 Sleepy Eye, 1/4s cloth 6 10 Sleepy Eye, 1/8s cloth 6 00 Sleepy Eye, 1/2s paper 6 00 Sleepy Eye, 1/4s paper 6 00 Meal Bolted 3 90 Golden Granulated 4 00 St. Car Feed screened 28 00 No. 1 Corn and Oats 28 00 Corn, cracked 26 50 Corn Meal, coarse 26 50 Winter Wheat Bran 27 00 Middlings 28 00 Buffalo Gluten Feed 32 00 Dairy Feeds Wykes & Co. O P Linseed Meal 40 00 Cottonseed Meal 29 50 Gluten Feed 30 00 Malt Sprouts 25 00 Brewers' Grains 28 00 Hammond Dairy Feed 25 00 Oats Michigan carlots 55 Less than carlots 58 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 doz. 55 30 lb. pails, per doz. 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 MUSTARD 1/4 lb., 6 lb. box 18 OLIVES Bulk, 1 gal. kegs 1 20 @ 140 Bulk, 2 gal. kegs 1 10 @ 130 Bulk, 5 gal. kegs 1 00 @ 120 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. 90 Steamboat 85 No. 15, Rival, assorted 1 25 No. 20 Rover, enam'd 1 50 No. 572, Special 1 75 No. 98 Golf, satin fin. 2 00 No. 808 Bicycle 2 00 No. 632 Tourist whist 2 25 POTASH 48 cans in case Babbitt's 4 00 PROVISIONS Barreled Pork Mess 16 50 Clear Back 21 00 Short Cut 17 50 Short Cut Clear 17 50 Bean 16 00 Brisket, Clear 19 00 Pig 24 00 Clear Family 24 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 50 lb. tins 8 1/2 20 lb. pails 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 19 Minced Ham 19 Bacon 12 1/2 @ 15 Sausages Bologna 4 Liver 7 Frankfort 9 Pork 9 Veal 9 Tongue 7 Headcheese 7 Leaf 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 50 Potted ham, 1/4s 50 Deviled ham, 1/2s 50 Deviled ham, 1/4s 50 Potted tongue, 1/2s 50 Potted tongue, 1/4s 50 RICE Fancy 7 @ 7 1/2 Japan 5 @ 6 1/2 Broken 5 @ 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 Arm and Hammer 3 10 Deland's 3 00 Dwight's Cow 3 15 L. P. 3 00 Wyandotte, 100 lbs. 3 00 SALT SODA Granulated, bbls. 85 Granulated, 100 lbs. cs. 1 00 Lump, bbls. 80 Lump, 145 lb. kegs 95 Common Grades 100 3 lb. sacks 2 25 60 5 lb. sacks 2 15 28 10 1/2 lb. sacks 2 05 56 lb. sacks 32 28 lb. sacks 17 Warsaw 56 lb. dairy in dnu bags 40 28 lb. dairy in drill bags 20 Solar Rock 56 lb. sacks 24 Common Granulated, fine 80 Medium, fine 85 SALT FISH Large whole @ 7 Small whole @ 6 1/2 Strips or bricks 7 1/2 @ 10 1/2 Pollock @ 5 Halibut Strips 14 Chunks 15 Holland Herring Pollock @ 4 White Hp. bbls. 8 50 @ 9 50 White Hp. 1/2 bbls. 4 50 @ 5 25 White Hoop mchs. 60 @ 75 Norwegian Round, 100 lbs. 3 75 Round, 40 lbs. 1 90 Scaled 13 Trout No. 1, 100 lbs. 7 50 No. 1, 40 lbs. 3 25 No. 1, 10 lbs. 90 No. 1, 5 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 8oz. 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 Marseilles, 100 cakes 5 80 Marseilles, 100 cakes 5c 40 Marseilles, 100 ck. toilet 4 00 Marseilles, 1/2 bx toilet 2 10 A. B. Wrisley Good Cheer 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large 4 50 Gold Dust, 100-5c 4 00 Kirkoline, 24 4lb. 3 80 Pearline 3 75 Soapine 4 16 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gro. lots 4 50 Sapolio, single boxes 2 25 Sapolio, hand 2 25 Scouring Scourine Manufacturing Co. Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 SPICES Whole Spices Allspice 10 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 46 Cassia, Saigon, in rolls. 55 Cloves, Amboyna 22 Cloves, Zanzibar 16 Mace 55 Nutmegs, 75-80 35 Nutmegs, 105-10 25 Nutmegs, 115-20 20 Pepper, Singapore, blk. 15 Pepper, Singp. white. 25 Pepper, shot 17 Pure Ground in Bulk Allspice 14 Cassia, Batavia 28 Cassia, Saigon 28 Cloves, Zanzibar 24 Ginger, African 18 Ginger, Cochon 18 Ginger, Jamaica 25 Mace 65 Mustard 17 Pepper, Singapore, blk. 18 Pepper, Singp. white. 28 Pepper, Cayenne 20 Sage 20 STARCH Kingsford, 40 lbs. 7 1/2 Muzzy, 20 lbs. 5 1/2 Muzzy, 40 lbs. 5 Gloss Kingsford Silver Gloss, 40 lbs. 7 1/2 Silver Gloss, 16 lbs. 6 1/2 Silver Gloss, 12 lbs. 8 1/2 Muzzy 48 lb. packages 5 16 5lb. packages 4 1/2 12 6lb. packages 4 50lb. boxes 4 SYRUPS Corn Barrels 31 Half barrels 33 20lb. cans 1/2 dz. in cs. 2 10 10lb. cans 1/2 dz. in cs. 1 95 5lb. cans 2 dz. in cs. 2 15 3 1/2 lb. cans 2 dz. in cs. 2 15	Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sundried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 43 Nibs 22 @ 24 Siftings 9 @ 11 Fannings 12 @ 14 Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 41 Tiger 41 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 oz. 44 Nobby Twist 55 Jolly Tar 43 Old Honesty 43 Tody 34 J. T. 33 Piper Heidsieck 69 Boot Jack 86 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5lb. 27 I X L, 16 oz. pails 31 Honey Dew 30 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 21 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum, Yum, 1lb. pails 40 Cream 38 Corn Cake, 2 1/2 oz. 26 Corn Cake, 1lb. 22 Plover Boy, 1 1/2 oz. 39 Plover Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 39 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXXX 30 Good Indian 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 20 Cotton, 4 ply 20 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium N 24 Wool, 1 lb. balls 8 VINEGAR Malt White, Wine, 40 gr 9 Malt White, Wine 80gr 11 1/2 Pure Cider, B & B 15 Pure Cider, Robinson 13 1/2 Pure Cider, Silver 15 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels, wide band 1 10 Market 40 Splint, large 3 50 Splint, medium 3 00 Splint, small 2 75 Willow, Clothes, large 8 25 Willow, Clothes, m'm 7 25 Willow, Clothes, small 6 25	Bradley Butter Boxes 2lb. size, 24 in case 72 3lb. size, 15 in case 68 5lb. size, 12 in case 63 10lb. size, 6 in case 60 Butter Plates No. 1 Oval, 250 in crate 30 No. 2 Oval, 250 in crate 40 No. 3 Oval, 250 in crate 40 No. 5 Oval, 250 in crate 50 Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 50 Clothes Pins Round head, 5 gross bx 50 Round head, cartons 70 Egg Crates and Fillers Humpty Dumpty, 12 dz. 20 No. 1 complete 40 No. 2 complete 25 Case No. 2 m'sersl'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 80 12lb. cotton mop heads 1 40 Ideal No. 7 85 Pails 2-hoop Standard 2 15 3-hoop Standard 2 35 2-wire, Cable 2 25 3-wire, Cable 2 45 Cedar, all red, brass 1 25 Paper, Eureka 2 25 Flare 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, tin, 5 holes 70 Kat, wood 80 Kat, 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 00 Good Luck 2 75 Universal 3 65 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 13 in. Butter 1 25 15 in. Butter 2 25 17 in. Butter 3 75 19 in. Butter 5 00 Assorted, 13-15-17 2 30 Assorted, 15-17-19 3 25 WRAPPING PAPER Common straw 1 34 Fibre Manila, white 2 1/2 Fibre Manila, colored 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short c't 13 Wax Butter, full count 20 Wax Butter, rolls 19 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Per lb. Whitefish, Jumbo 18 Whitefish, No. 1 14 Trout 11 Halibut 11 1/2 Herring 7 Bluefish 16 Live Lobster 30 Boiled Lobster 30 Cod 10 1/2 Haddock 8 Pickerel 12 1/2 Pike 8 Perch 6 1/2 Smoked, White 13 Chinook Salmon 15 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 6 1/2 Competition 7 Special 8 Conserve 4 1/2 Royal 12 Ribbon 10 Broken 8 Cut Loaf 8 1/2 Leader 8 Sundergarten 10 French Cream 9 Star 11 Grand Made Cream 16 Remo Cream mixed 14 Paris Cream Bon Bons 10 Fancy-In Pails Gypsy Hearts 14 Coco Bon Bons 14 Rugby Squares 13 Peanut Squares 9 Sugared Peanuts 12 Salted Peanuts 12 Starlight Kisses 11 San Bias Goodies 13 Lozenges, plain 10 Lozenges, printed 12 Champion Chocolate 12 Eclipse Chocolates 14 Eureka Chocolates 15 Quintette Chocolates 14 Champion Gum Drops 9 Moss Drops 10 Lemon Sours 10 Imperial 1 Kiss Cream Opera 12 Kiss Cream Bon Bons 12 Golden Waffles 13 Red Rose Gum Drops 10 Auto Bubbles 13 Fancy-In 5lb. Boxes Old Fashioned Molasses Kisses, 10lb. bx 1 30 Orange Jellies 50 Lemon Sours 60 Old Fashioned Horehound drops 60 Peppermint Drops 60 Champion Choc. Drps 60 H. M. Choc. Drops 10 H. M. Choc. Lt. and Dark No. 12 1 10 Bitter Sweets, as'd. 1 20 Brilliant Gums, Crs. 60 A. A. Licorice Drops 90 Lozenges, plain 60 Lozenges, printed 65 Imperial 60 Mottos 65 Cream Bar 60 G. M. Peanut Bar 60 Hand Made Crms 80 @ 90 Cream Wafers 65 String Rock 60 Wintergreen Berries 60 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 assortment 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 Azulikit 100s 1 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. 11 Brazil 12 @ 13 Filberts 12 @ 13 Walnuts, soft shell 15 @ 16 Walnuts, Marbot 13 Table nuts, fancy 13 @ 13 1/2 Pecans, Med. 13 Pecans, ex. large 14 Pecans, Jumbos 16 Hickory Nuts per bu. Ohio new Cocoanuts Chestnuts, New York State, per bu. Shelled Spanish Peanuts 7 @ 7 1/2 Pecan Halves 55 Walnut Halves 30 @ 35 Filbert Meats 27 Alicante Almonds 42 Jordan Almonds 47 Peanuts Fancy H. P. Suns 5 1/2 @ 6 1/2 Roasted 6 1/2 @ 7 1/2 Choice, H. P. Jumbo 7 1/2	



Come To Market—Now, If Never Before.

If you don't come to market—you may miss just the chance you are looking for to make the great forward stride in your spring business.

By all means, come to market—where you can make accurate comparisons of entire lines—get in touch with the new merchandise—and acquire new inspirations.

Even moderate buying of our many "house-bargains" will more than repay your expenses.

But if you can't come to market—you can do the next best thing—have the market come to you, in the shape of our March catalogue—to be out in a few days. Ask for number F. F. 707.

BUTLER BROTHERS.

Exclusive Wholesalers of General Merchandise

New York

Chicago

St. Louis

Minneapolis

Sample Houses: Baltimore, Omaha, Dallas, San Francisco

Special Price Current

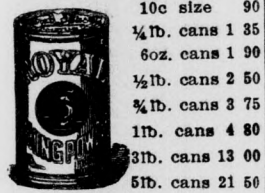
AXLE GREASE



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

BAKING POWDER

Royal



BLUING



C. P. Bluing

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

FRESH MEATS

Beef

Carcass ..6 @ 9 1/2
Hindquarters ..7 @ 14
Loins ..9 @ 8 1/2
Rounds ..6 @ 7 1/2
Chucks ..6 @ 4 1/2
Plates ..6 @ 4
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 50

Jute

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

Cotton Victor

50ft.1 16
60ft.1 35
70ft.1 60

Cotton Windsor

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

Cotton Braided

40ft.95
60ft.1 35
80ft.1 65

Galvanized Wire
No. 20, each 100ft. long 1 96
No. 19, each 100ft. long 2 10

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1lb.
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
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 feet5
No. 2, 15 feet7
No. 3, 15 feet9
No. 4, 15 feet10
No. 5, 15 feet11
No. 6, 15 feet12
No. 7, 15 feet15
No. 8, 15 feet18
No. 9, 15 feet20

Linen Lines

Small ..20
Medium ..26
Large ..34

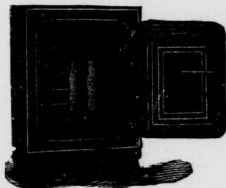
Poles

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

GELATINE

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

SAFES



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

SOAP

Beaver Soap Co.'s Brands



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



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

TABLE SAUCES

Halford, large ..3 75
Halford, small ..2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

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—Timber land in Oregon. Will sell reasonable. J. L. Keith, Kalamazoo, Mich. 339

For Sale—Stock of clothing, furnishings and fixtures, on Summit St., Toledo, Ohio. Can reduce stock to \$10,000 or will sell lease and fixtures, lease to run one year and will get a renewal for 5 years at the old rate, which is \$2,800 per year. Address Ernst, 26 Batavia St., Toledo, Ohio. 351

Store to rent in a prospering city in Michigan, population 8,000. Only five drug stores, for which the store has been used mostly. No. 116 North Mitchell about the center of the city. Dr. Jno. Leeson, Cadillac, Mich. 350

Wanted—To buy clothing, shoes or gents' furnishings stocks for cash. Must be cheap. S. Rosenthal, Muskegon, Mich. 349

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

To Exchange—A good paying drug store for a good livery stock, which must be doing a good business. U. S. Drug Exchange, Three Rivers, Mich. 348

Wanted—Clean stock of general merchandise in Northern Illinois, Indiana or Ohio; \$4,000 to \$6,000 cash; no trade; will answer correspondence from other sections, giving full particulars. F. E. Foster, 2630 Summit St., Kansas City, Mo. 347

For Sale—Up-to-date grocery stock and fixtures, invoicing \$2,500. Located in town of 1,400. Brick block well located. Good business. Reasons for selling. Address No. 346, care Tradesman. 346

For Sale—Fine, new, clean \$7,000 stock general merchandise in best business town of its size in the Thumb of Michigan, in fine prosperous farming section. On cash basis and best known store in radius of 15 miles. Wish to sell by Mar. 1st. Reason for selling, ill health. Address No. 345, care Michigan Tradesman. 345

For Sale—A clean general stock merchandise, invoicing \$6,000. Good crops and doing nice business. Cash deal, no trading stock. Auctioneers need not write. Address C. R. Case & Son, Burdett, Kan. 344

For Sale—Hay barn, 20x70 on Pere Marquette tracks. Buildings and yards in connection for handling live and dressed poultry. Town of 1,500. Address No. 343, care Tradesman. 343

At a Bargain—An old-fashioned harness business in this thriving village; no competition. Address D. K. Shaffer, Belleville, Mich. 342

For Sale—Lands, timber and business opportunities. Ask us. McClure & Hawkins, Delaware, Ark. 341

Wanted—An energetic business man to handle the office end of a highly profitable and well-established business that will pay a good salary and \$5,000 yearly; must have \$2,000 for one-third interest; money wanted to enlarge business. Address David Geary, 3405 A. Pine St., St. Louis, Mo. 340

G. E. Breckenridge Auction Co.

Edinburg, Ill.

will close out your stock entirely. Write them for an early date and terms if you desire to retire from business in a business way.

SALES RUNNING IN THREE STATES.

Stocks of merchandise bought for CASH.

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 \$53 month, to exchange for good drug business. Address No. 329, care Tradesman. 329

Printing—Letter heads, tags, etc., \$1.25 per thousand up. Samples free. Fink & Sotter, Dept. A2, Pottstown, Pa. 317

For Sale—In Grand Rapids, Mich., stock of hardware, paints, stoves, mattresses, springs and beds, household necessities and tinshop. Stock and fixtures about \$8,000. 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. 336

For Sale—A good 8 syrup 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

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

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

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.

\$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

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, Macon, Ill. Stocks closed anywhere in the United States. Terms reasonable. Write us for terms and plans. 239

Want Ads. continued on next page.

WAR IN LATIN AMERICA.

Despite the good resolutions adopted by the several Pan-American Congresses and the schemes for arbitration of differences which have been sanctioned, there is a good deal of war talk abroad in the countries south of us. The latest outbreak is the trouble between Mexico and Honduras growing out of the violation by Honduras police of the official residence of the Mexican Consul at Porto Cortez. It appears that the local police insisted upon arresting a Mexican citizen while at the consulate, and in effecting their purpose they beat their prisoner severely.

For this violation of her rights Mexico has promptly called Honduras to account, and unless the little Central American Republic backs down Mexico's navy may be expected to appear off the Honduras coast at any time. Mexico's navy is not very formidable, but it is ample to meet any situation that a brush with Honduras might create.

A still more serious quarrel is that which exists between Brazil and Argentina. Although both countries have recently acted with much self-restraint, it is plain to everybody that both are preparing for the clash they believe inevitable with all the haste possible. Brazil is pushing the completion of the three Dreadnoughts building for her account in England and the Argentine government is casting about with a view to purchasing warships already built or building new ones if no suitable ships are for sale.

The quarrel between the two countries is of old standing, and, although it has been patched up several times, it is sure to crop out again, and will probably prove a source of anxiety from time to time, until the clash finally comes and the question is settled by force. Like most such enduring troubles, it is a boundary dispute, in which the little intervening Republic of Uruguay is vitally interested.

Still another quarrel attracting attention to South America is the difficulty between Peru and Chile. This trouble also is of long standing, but it has become recently so acute as to lead to a rupture of diplomatic relations. For years Peru has been demanding that Chile take the steps provided for by treaty to return the Peruvian Provinces of Tacna and Arica, which Chile continues to hold, contrary, as Peru claims, to the stipulations of the treaty concluded at the end of the last war between the countries.

The crux of the whole matter is to be found in Chile's alleged nonfulfillment of the treaty of Ancon. In the last war between the two countries Peru was beaten by Chile, and in the subsequent treaty of peace it was stipulated that, in addition to other indemnities made by Peru, the two Provinces of Tacna and Arica should be temporarily occupied by Chile for a term of ten years, and that at the end of that time a vote of the inhabitants of the provinces should be taken to decide whether they should be restored to Peru or permanently held by Chile. The ten

years expired on March 28, 1894, and Peru immediately pressed for the taking of the vote, as provided by the treaty, but Chile, on various pretexts, delayed that step year after year, and thus has continued to hold the provinces, and practically indicates her intention to do so to the end of time. Of course, Peru resents that course and regards Chile as a deliberate treaty breaker.

Although this is a quarrel of long standing, it does not appear to lose anything in the way of bitterness by the lapse of time. It is but natural that Peru should desire the restoration of her lost provinces, which, according to treaty, she is entitled to if the people so desire, and it is believed that the inhabitants of the held provinces would desire to be returned to their former allegiance. On the other hand, it is easy to understand Chile's unwillingness to yield up two provinces, which have become such valuable assets and which are needed to give Chile reasonable and respectable geographical proportions. It is to be hoped that wise counsels will prevail and that all these war clouds may roll by without serious clash.

Late State Items.

Newberry—The St. James Cedar Co. are building saw and shingle mills on the Tahquamenon River, one mile north of this place. The sawmill is a single circular and will have a capacity of about 30,000 feet daily and the shingle mill will turn out about 40,000 shingles a day.

Addison—B. D. Rice has merged his heading and sawmill business into a stock company under the style of the Saginaw Heading & Veneer Co., which has an authorized capital stock of \$40,000, of which \$25,020 has been subscribed, \$4,000 being paid in in cash and \$21,020 in property.

Kalamazoo—A company has been organized under the name of the Union Extract Co. to manufacture flavoring extracts. The officers of the company are as follows: Homer Watterman, President and Treasurer; George De Clarke, Vice-President and Secretary and E. H. Ellis, Manager.

Bay City—Lamont & Co., who have operated a planing mill and factory for the manufacture of house furnishing work forty years in one location, have outgrown their surroundings and are casting about for another site on which to erect a plant and acquire yard room.

Detroit—The machinery business formerly conducted by the Massnick Manufacturing Co. has been merged into a stock company under the style of Frederick C. Massnick, Incorporated, with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Menominee—The William Bonifas Lumber Co. has bought from the Escanaba Timber & Land Co. 33,000 acres of timber lands in Gogebic and Ontonagon counties for \$425,000. The deal was the largest negotiated in the Upper Peninsula in many years. The new owners will immediately begin lumbering operations. The tract lies contiguous to the Northwestern Railway, near Watersmeet, and is covered with a heavy growth of hardwood and

hemlock. The company will construct a large mill and establish a lumber town of its own at some point near Watersmeet. Mr. Bonifas will be in charge of the company's operations.

Nashville—The S. C. F. Machinery Co. has been incorporated under the laws of Michigan, with headquarters at Nashville. The company is organized to manufacture and sell web-folding machines and other textile machinery. At present the company will only maintain an office here, having the machines built for them by the Oliver Machinery Co., of Grand Rapids, but, if the business proves remunerative, the corporation will put in a shop of its own here to build the machines. H. A. Shields, of Grand Rapids, is President of the company, Len W. Feighner, of this city, is Secretary, and A. E. Clements, of Grand Rapids, is Treasurer. The stock in the company is all owned by the three parties named.

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

Buffalo, Feb. 10—Creamery, fresh, 25@30c; dairy, fresh, 18@22c; poor to common, 14@18c.

Eggs—Strictly fresh, 32@33c.

Live Poultry—Fowls, 14@15c; ducks, 14@15c; geese, 12@13c; old cox, 10c; springs, 14@16c; turkeys, 18@20c.

Dressed Poultry—Fowls, 14@16c; springs, 15@18c; old cox, 11c; ducks, 16@18c; turkeys, 22@25c.

Beans—New Marrow, hand-picked, \$2.35@2.45; medium, hand-picked, \$2.30@2.35; pea, hand-picked, \$2.30@2.35; red kidney, hand-picked, \$2.15@2.25; white kidney, hand-picked, \$2.40@2.60.

Potatoes—70@75c per bu.

Rea & Witzig.

Don't neglect your advertising. Heard that before? Well, if you have, do you realize the importance of spending time and thought on your advertisements, of making them attractive to the eye and seeing that they ring true, that they are snappy, calculated to hold the attention of readers—such as you would stop to read yourself? How many, oh, how many, dealers put off this kind of work until the last minute and scribble off any old thing to fill up, or write a bunch of exaggerations that would not fool a child. Use the best common sense you have in writing your advertising, make it pointed, terse, truthful and entertaining. If you have not the ability to do this, own up to it and employ some bright young man to do it for you, and you will not be listed with the back number kickers who howl that "advertising does not pay."

No man is as good as he might be who does not try to be better than he can be.

BUSINESS CHANCES.

To Exchange—For dry goods or shoes, 160 acre Nebraska farm, price \$2,000. Geo. W. Allen, Boscobel, Wis. 352

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. Merence, 824 Armitage Ave., Chicago. 302

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

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—Drug stock in good inland town. Prospects for railroad by P. M. Railway Co. good. Sales \$70 to \$80 weekly. Will answer all correspondence in detail. Invoice about \$3,500, with building and two lots. Address No. 290, care Tradesman. 290

For Sale—Timber lands on Noncouver 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—Large storeroom in a good town; fine opportunity for a store. H. C. Horr, Frankfort, Kan. 254
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—One 200 book McCaskey account register, cheap. Address No. 548, care Michigan Tradesman. 548

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

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—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

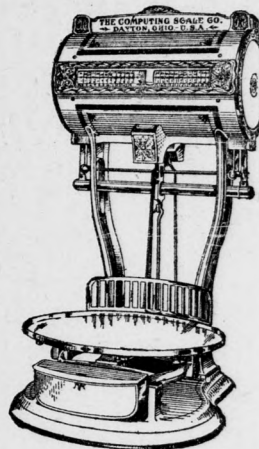
Hardware clerk, nine years experience, wants position. Age 26. Married. References furnished. Address No. 283, care Tradesman. 283



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.

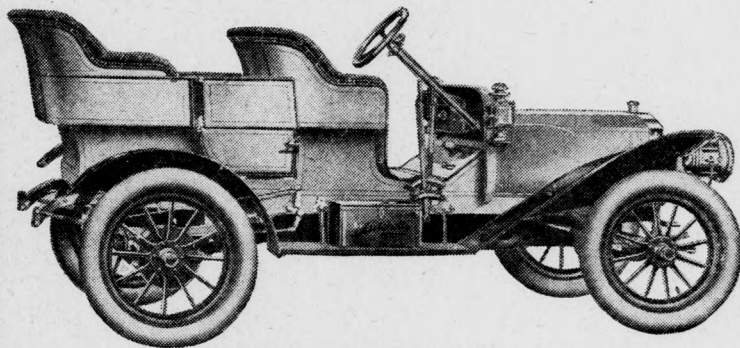


Moneyweight Scale Co.

58 State Street, Chicago

The Mitchell "30"

The Greatest \$1,500 Car Yet Shown



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

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

Motor $4\frac{1}{4} \times 4\frac{1}{2}$ —30 H. P.

Transmission, Selective Type—3 Speed.

Wheels—32 x 4.

Wheel base—105 inches.

Color—French gray with red running gear and red upholstering or Mitchell blue with black upholstering.

Body—Metal. Tonneau roomy, seats 3 comfortably and is detachable; options in place of tonneau are surry body, runabout deck or single rumble seat.

Ignition—Battery and \$150 splitdorf magneto.

In addition to the Model K Touring Car there are a \$1,000 Mitchell Runabout and a 40 H. P. seven passenger Touring Car at \$2,000.

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

The Mitchell Agency, Grand Rapids

At the Adams & Hart Garage

47-49 No. Division St.

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.

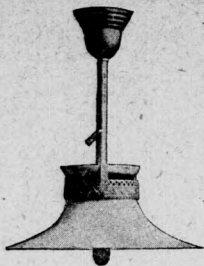
Our printing is done with an eye to real success. We have hundreds of customers who have been with us for years and we seldom lose one when we have had an opportunity to demonstrate our ability in this direction.

Tradesman Company

Grand Rapids, Michigan

We Have Sold More Lighting Plants

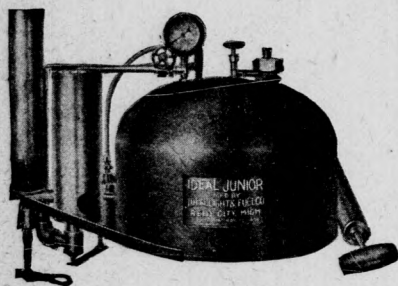
this month than ever before.



Why?

Ask the thousands of users, they will tell you better than we possibly can. Send for our testimonial book and catalogue so that we may convince you, the same as they were convinced, that we can save you 75 to 80 per cent. of your present light bill and yet give you five times the light.

Simply ask, that's all.



**IDEAL
LIGHT & FUEL CO.**
Reed City, Mich.
U. S. A.



Advertising

H=O

makes sales.

H=O

itself makes customers, by pleasing people and bringing them back for more.

H=O

makes good profit for the grocer.
That's what interests you.

The H=O Company
Buffalo, N. Y.

A Medium Sized Rat

And a Small Box of Matches



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

\$5,000 Worth of Accounts

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

What You Need Is a Good Safe

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

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