



## Ten New Year Resolutions



1. I will finish each day's work before I leave it.
2. I will think no ill of my neighbors.
3. I will live within my means.
4. I will keep in touch with my dear ones at home.
5. I will not put temptation in anyone's way.
6. I will read no bad books.
7. I will try to improve my education every day.
8. I will do something for somebody whenever I am discouraged or blue.
9. I will be true to myself and to God.
10. I will do my duty without talking about it; will care for others more than for myself; will be sincere and sympathetic and try to so conduct myself that my friends will call me blessed and the world will be better for my having lived in it.





## "State Seal" Brand Vinegar

has demonstrated itself to do all that has been claimed for it. The very large demand it has attained is selfevident.

Mr. Grocer! It increases your profits. Ask your jobber.

Oakland Vinegar & Pickle Co., Saginaw, Mich.

## 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.

## Selling at a Profit

Maintaining a profitable price on Fanchon is not difficult for we maintain the superlative quality.

# Fanchon

### The Flour of Quality

will soon become the fastest seller in your store. It is a repeater. A come-back-with-a-smile proposition.

Your trade will soon become Fanchonized and also some of the other fellow's trade.

Distributed by

**Symons Bros. & Co.**

Saginaw, 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 coloring. Our vinegar meets the requirements of the Pure Food Laws of every State in the Union. ❖ ❖

**The Williams Bros. Co.**

Manufacturers

Picklers and Preservers

Detroit, Mich.

## Snow Boy keeps moving out-Profits keep coming in



**Start your Snow Boy sales a'moving**  
**The way they grow will make your friends sit up and take notice**

Ask your jobber's  
Salesman

Lautz Bros. & Co.  
Buffalo, N.Y.

# MICHIGAN TRADESMAN

Twenty-Seventh Year

GRAND RAPIDS, WEDNESDAY, JANUARY 5, 1910

Number 1372

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## THERE IS SOMETHING ELSE.

It is a month or more since the last gridiron contest and press and people still insist on talking about football. "Something," they say, "has got to be done about it. It is Pharaoh's last plague right over again. It is taking our first born, the family's best, and so the nation's best, and leaving a nation of fathers and mothers to mourn over sons killed for the sake of amusing the masses crowding the benches of the ballground. It is worse than the bullfight of Spain, worse than the gladiatorial contest of the Romans, and stopped it must be. But how?"

One pleasing sign in the discussion which will not be stayed is the expression heard everywhere to the effect that the young lives sacrificed only last Thanksgiving Day were too precious to the world to be given up to such a senseless purpose; and in that one reason, it is believed, lies the conclusion of the whole matter. The bereaved parents are not willing to mourn in silence over their inexpressible loss and the nation needing this same young life for the accomplishment of its far-reaching purposes can not tolerate any longer the criminal lengthening of the death-list. The time has come when the captain of the team is to say no longer to the family, "You are to sacrifice your son in the interests of the next gridiron contest." The game, when it comes to that, will be given up and there are grief-stricken homes the country over which are saying in their sorrow, "Would that this decision had been reached long ago."

With the death-clause eliminated from the game the thoughtful portion of the American community are wondering how much of the rowdy element attending these games of football is the natural and inevitable result of such games. Spain's favorite pastime centralized in the exhibition of muscle and the applause of the crowd at the contest went to the beast that won, whether he had four legs or two and the popularity of the sport depended upon the fact that the brute element upon the benches applauded the brute element on the arena. It is the one touch of nature that makes the two animal kingdoms kin and it makes no difference wheth-

er the bullfight or the gridiron be the arena for the display of muscle, the brute, the beast, will exult over its triumph and that, too, in proportion as it was attended with the sacrifice of life and limb. It has come to this, then, that the brute element prevails at the football game and that same element is what has degraded it until game and crowd alike partake of the degradation. So the college boy, the cream of the country, goes to the game and lets loose the beast that is in him. So he comes back with more of the spirit and the manner of the beast and so is not strengthened the intimacy between beast and text-book, a condition of things not at all to the credit of football and not one that commends it to sound learning and culture.

There is something else: The record of the college muscle is the record of the "soft snap." Time was when the boy who went to college went with the idea of studying with all his might and came home at the end of his four years with his world widened and himself greatly benefited. With the coming of athletics came the idea that mere time spent in the classroom has a full measure of value. Hence it followed as a matter of course that a student who has spent four years at college ought to have his diploma for that if for nothing more. Time, however, is not down in the course of study and to make up for that the student's one idea was to select studies with no other feature to recommend them than the least possible time called for for their preparation—the less the time called for the softer the snap. Is it any wonder, in this battle of brain and brawn, that brawn won; and is it at all surprising that with the beast ahead that same beast should show itself at all times and in all places?

That is exactly what has taken place. In college life the rowdy reigns. The old law has been reversed and matter is ruling over mind, or, as it has been said before, the beast is ahead; and that is the something else which underlies the game of football, which has made the college course a series of soft snaps and has done its best to make the rowdy the pet of the social world.

It is safe to conclude, then, that the remedy for the evils attributed to football is not to put an end to the game, but to kill the brute, the beast in it and controlling it. Let mind be restored to its throne and death will depart from the gridiron. Study will again take up its home in college and the old educational life will again send out its generations of men, everywhere in action and in speech proclaiming the gentleman and the scholar.

## UNRESPONSIBLE REPORTER.

Like the rest of humanity the reporter is on the lookout for the Almighty Dollar, with this difference, that the rest of humanity is at times restrained a little at least by the proprieties and the reporter laughs them to scorn. He is after the money and, that obtained, the consequences are a matter of utter indifference. America has been recently visited by a distinguished English poet. Suffering from mental disease, he makes certain statements which only a mind demented would make and the reporting sleuth, scenting the unsavory scandal afar off, gets the subject-matter of his story and, of course, his money for it, snaps his fingers in the face of an exasperated public, insultingly asserts that everything is fish which comes into his net, asks, as if there were only one answer to the question, if this is a free country or no and whether the sacredness of the press is to remain inviolate, and, last of all and most impudently of all, what we are going to do about it?

With a regret that can not be too soon nor too earnestly expressed such amends have been made as the conditions call for, the poet's sanity has explained the reasons for his unusual utterances and the contemptible reporter, with his money jingling in his pocket, starts out for another "scoop" in his favorite cesspool of journalism and trusts that luck and a kind Providence will again reward him for his strict devotion to business.

Whether the publisher or the reporter is the responsible party in such instances is a question for the courts to decide, but how would it do for the newspapers which publish such matter to give the reading public the name of the newsmonger? He ought to have what benefit comes from such work and the public that condemns or approves of it ought also to know who cooks up such verses for it to swallow and digest—if it can. It may be a matter of little consequence to make a personal matter the subject of public concern, if by so doing the reporter can put money in his purse. Reputation is nothing; position is nothing; whether both are to be sacrificed for the sake of a story as shameless as it is untrue is nothing. There is a chance for a dollar and for the sake of that unit of value a mistake or a misfortune is magnified into a mountain of evil the disastrous results of which the instigator alone escapes. So men high in the nation's regard were charged with misdemeanors during the last political campaign. It made a good story and the story started the expected scandal which so far has amounted to nothing and never may,

but the stirrer-up of the strife, the unprincipled and irresponsible reporter, got in his work and received in all likelihood his money for it and, free as the unfettered winds, went on his way rejoicing.

To come now to the matter in hand, why would it not be well for the reporter, who told his story of the poet who in a fit of insanity violated the hospitality of a home of one of the most distinguished men in English public life, to be named by the same press that published his scandal? Why not let his picture be printed to point a moral and adorn the tale and let name and picture be scattered broadcast over the country that the reading public may see and know the individual who for a dollar is willing to smirch the fair fame of friend or stranger even although that stranger may be looked upon as the Nation's guest. Let every article so graced by name and picture be followed by expressions showing the public's opinion of him and then let those in his immediate neighborhood intensify the sentiments of the public in regard to him and his work. Let him feel the opprobrium attending that work and it is safe to affirm that his "story" will ever after be one void of offense and free from that scandal that society at heart despises and hates.

In itself considered the incident is one that soon will be forgotten, the keenest regret attending it being suffered by the unfortunate author whom disease has weakened. Will the reporter, the real mischiefmaker, so far sympathize with this weakness as to "acknowledge and confess his manifold sins and weaknesses" and sin no more? From what the world so far knows of these men and the class to which they belong the needed repentance has yet to be heard from. The personality and the scandal attending it is legitimate material for them and the ranker the story and the fouler the disgrace the richer will be the story and the greater will be the amount of money paid for it, the one thing written for and the one object to be constantly kept in view. In the meantime it remains to be seen how long the public will put up with such business and, when tired of it, as they are going to be, what will be its method of resentment.

From a married man's point of view one of the greatest paradoxes is a bachelor who has to take the rest cure.

Our nation will be the home of righteousness only as righteousness is practically taught in its homes.

If we paid more attention to enforcing good laws we would waste less time making poor ones.

## THE NEW MERGER.

## Advantages and Disadvantages of the New Arrangement.

The plan has been made public for the merger of the gas, traction, electrical and power interests in this State of Hodenpyl, Walbridge & Co., of New York, E. W. Clark & Co., of Philadelphia, and W. A. Foote, of Jackson. The plan is very comprehensive, hitting most of the high spots in the State, and it is also somewhat complicated, but in brief it is as follows:

The developed and undeveloped water powers on the Muskegon, Kalamazoo, Grand and Au Sable rivers, that is the Commonwealth, the Grand Rapids-Muskegon and the Au Sable power companies, together with the electric distributing plants at Grand Rapids, Saginaw, Bay City, Kalamazoo, Battle Creek, Jackson, Flint, Pontiac, Cadillac and numerous intermediate points are to be organized into one company to be known as the Consumers Power Company. What the capitalization of this company is to be in preferred and common stock is not given.

The Michigan Light Company, originally made up of the gas properties at Jackson, Kalamazoo and Pontiac, is to be enlarged to take in the gas properties of Saginaw, Bay City and Flint, with a capitalization of \$2,500,000 preferred and \$3,000,000 common stock.

The Grand Rapids Railway Company, with \$1,500,000 preferred and \$2,000,000 common stock, and the Saginaw-Bay City Railway and the railway between Saginaw and Bay City are to retain their individual organizations.

The Commonwealth Power, Railway & Light Company, with \$6,000,000 preferred and \$12,000,000 common stock, is to be organized under the laws of Maine or some other state to take over the common stocks of the Consumers' Power Co., the Grand Rapids Railway Co., the Saginaw Bay City Railway Co. and the Michigan Light Co. The common stocks of the various corporations taken over exceed the preferred stocks and by acquiring the common stocks the new Commonwealth will control the individual properties. The gross earnings of all the properties involved for the past year were \$4,487,177, operating expenses \$2,317,561, taxes and interest on \$16,677,000 bonds outstanding \$1,049,373 and dividends on \$6,894,000 underlying preferred stocks \$398,640. After the payment of all these charges there still remains \$721,603, which allows 6 per cent. dividends on the \$6,000,000 preferred stock of the new Commonwealth Company and leaves \$361,603 or about 3 per cent. for the \$12,000,000 common stock.

To bring the various common stocks into the Commonwealth \$125 of new common stock will be given for each \$100 of the Commonwealth and Grand Rapids-Muskegon Power Company common stocks, \$90 preferred and \$90 common for each \$100 of the Grand Rapids Railway Co. common, \$40 preferred and \$60 common for each \$100 of the Saginaw-Bay City stock,

and \$120 preferred and \$35 common for each \$100 of the Michigan Light common. When all the properties have been acquired and what is left of the preferred and common stock has been sold the company will have in its treasury \$1,150,000 cash, \$300,000 of the Consumers' Power Company's preferred stock and \$200,000 Michigan Light preferred with which to develop its properties, make additions and improvements and for working capital.

In transactions involving public utilities there are two viewpoints to be considered, that of the investor and that of the consuming public. From the investor's point of view it is certain the proposition will look exceedingly attractive and subscription rights will probably command a premium, although the subscription rights are issued on an unusually conservative basis. The present surplus earnings of the combined properties show 3 per cent. on the common stock, and as the various properties are developed it is certain these earnings will increase so rapidly as to put the common stock on a dividend basis. The gas and street railway properties will yield increased earnings as the cities in which they are located grow larger, but the greatest increase will be in the power department, which is now little more than in its infancy and which has immense possibilities of development. The union of all these properties under a single control, with the superior talent in the management which large capital can command, and the economies which will be effected by working together will add to the earnings very materially.

The new Commonwealth, which will be an overload for all the properties, is based on the water that has been injected at various times into the individual properties, and it is possible when the people recall that all its \$6,000,000 preferred and \$12,000,000 common stock is made wealth instead of invested capital they may think they have a grievance, but when they forget this they will never know that anything has happened. The rates, which are fixed by local franchises, will be unchanged. The local management will be the same unless better men are put in charge. And it is likely the service will be improved, especially in the power and light department. For this city in the matter of power and light the plan will have its advantages. The three big power companies, the present Commonwealth on the Kalamazoo, the present Grand Rapids-Muskegon on the Muskegon and the Au Sable not yet developed will be connected up and in the event of an accident or shortage in the supply on the Muskegon the other sources of supply can be drawn upon and the service will go on without interruption. As far as the Grand Rapids Railway Com-

COLLECT YOUR BAD DEBTS. NO FEES  
New System. No Other Like It. Guaranteed.

Ten days' examination. Free booklet, legal advice and information. One merchant says: Ten debtors paid the first week. Another says: The system has paid for itself 20 times over in 10 days. 3,000 sold; 1,600 repeat orders. 50c credit for return of this adv. C. V. King, Collection Attorney, Williamston, Michigan.

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Industrial Securities of Western  
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Ground Floor Ottawa Street Entrance

Michigan Trust Building  
Grand Rapids

## Kent State Bank

Grand Rapids, Mich.

Capital - - - \$500,000  
Surplus and Profits - 180,000

Deposits  
5½ Million Dollars

HENRY IDEMA - - - President  
J. A. COVODE - - - Vice President  
J. A. S. VERDIER - - - Cashier

3½ %

Paid on Certificates

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## The Grand Rapids National Bank

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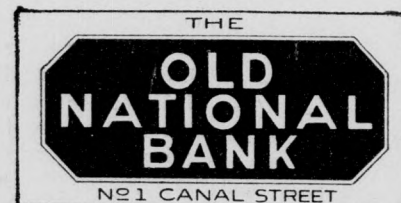
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Many out of town customers can testify to the ease with which they  
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Capital  
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THE NATIONAL  
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WE CAN PAY YOU

3% to 3½ %

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

49 Years of Business Success

Capital, Surplus and Profits \$812,000

All Business Confidential

## 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 a dozen years. Investigate the proposition.

pany is concerned there may be ground of complaint because in recent years the company has pleaded poverty when asked to make extensions and improvements. The exchange of stocks will increase the company's common stock dividend charges to \$108,000, or \$28,000 more than has been paid, and there will be \$1,800,000 Commonwealth common loaded upon the Grand Rapids common, which will eventually demand recognition. Much of the criticism of the financial operations no doubt will disappear if early announcement be made of plans for extensions and improvements. President C. M. Clark, of the Railway Company, has not in the past shown any great zeal in the development of the Grand Rapids system or in reaching out into new territory for business, but with Anton G. Hodenpyl interested the policy may be more broad gauge and liberal, equally to the advantage of the city and the company.

#### Taken In.

He was a little German man, and as he boarded the car he had such a happy smile on his face that the smoker on the platform asked:

"Well, Jacob, is this a Happy New Year's for you?"

"She vhas so happy dot maype I bust myself oop!" was the reply.

"Something good has happened, eh?"

"Der best effer. Schmidt und I vhas partners from to-day."

"Let's see? Schmidt is in the ice business, I believe?"

"He vhas."

"And you have been working for him?"

"Shust so."

"And to-day—?"

"Und to-day we vhas partners. I vhas taken in. Schmidt he handles all der money und I handles all der ice. By golly, but I vhas a happy mon!"

You will never lead a boy into your faith until you have much faith in him.

Your customers like it  
BECAUSE



It is absolutely pure.  
It requires no soaking.  
It can be cooked in fifteen minutes.  
It is never soggy or lumpy.  
One package makes six quarts of pudding.

You ought to like it  
BECAUSE

It always satisfies your customers.  
It brings to your store the best class of trade.  
It moves; it's a real staple.

It pays you more than an ordinary profit.

If you have Minute Tapioca in stock, push it. It will pay you. If you haven't it, send us your jobber's name and we will send you a regular package to try in your own home. A trial will tell you more in a minute than we can tell in an hour. When sending for the package ask for "The Story of Tapioca." It's free. We are ready to do our part. Are you?

MINUTE TAPIOCA CO.,  
223 W. Main St., Orange, Mass.

# McLaughlin's Coffees

## Always Better at the Price

The House of

# W. F. McLaughlin & Co.

Has been the Undisputed Leader  
in Coffees for More than Forty  
Years. \* \* \* \* \*

### There Are Many Reasons

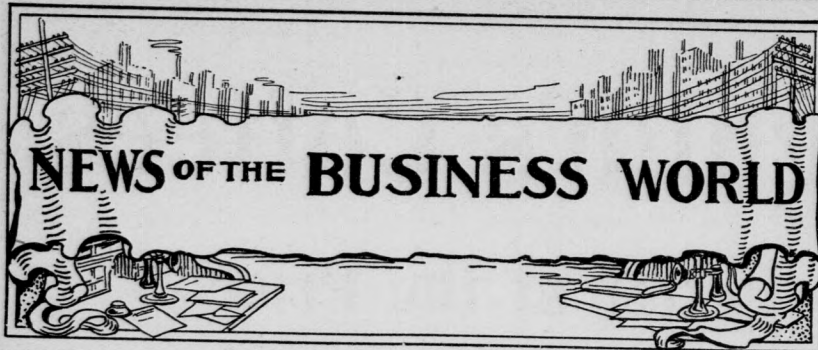
# W. F. McLaughlin & Co.

Chicago Houses—82-96 S. Water St., 16-18 Michigan Ave.

Warehouses—North Pier, Chicago River

Branch Houses—Rio de Janeiro and Santos, Brazil

WRITE US FOR PRICES AND SAMPLES



### Movements of Merchants.

Howell—Barker & Chapel have opened a drug and jewelry store here.

Clio—W. H. Stout and Ralph Gillett have formed a copartnership and engaged in the grocery business here.

Wayland—E. A. Bragg has sold his stock of groceries to F. A. Burlington, who has combined it with his stock of meats.

Caro—Charles H. Campbell has purchased the Moreland building and taken over the implement business of Isaac. Lowe.

Greenville—E. Perks has sold his stock of meats to his son, Leslie Perks, who will continue the business under his own name.

St. Johns—A. T. Smith has sold his blacksmithing and wood working business to George Fletcher, who took possession Jan. 1.

Dexter—A. S. Yost, dealer in dry goods and groceries, who had been in poor health for a year or two, died recently of Bright's disease.

Dexter—The Novelty Store, conducted until recently by Miss Keal, since the death of her father, has been reopened by Mrs. O. Conger & Co.

Yale—Newell & Ponsford have sold their stock of general merchandise to C. S. Cochrane, who will continue the business at its present location.

Greenville—Miller & Harris, furniture dealers of Grand Rapids and Hastings, have taken a lease of five floors of the Gibson block and will open a furniture store here Jan. 15.

Detroit—The wholesale grocery business heretofore conducted under the style of Lee, Cady & Smart will be conducted hereafter under the name of Lee & Cady.

Durand—G. A. Stambaugh has sold his stock of bazaar goods to F. L. Larry and Ola Wallace, who have formed a copartnership and will continue the business.

Holland—The Fred Kleyn stock of shoes has been sold to Edward Westfair for \$2,400. Westfair held a chattel mortgage on the stock. Kleyn recently went into bankruptcy.

Grandville—J. Hudson has sold his interest in the general merchandise business of the Hudson-Hoekzema Co. to his partner, P. J. Hoekzema, who will continue it under his own name.

Lansing—C. F. Riede & Co., of Kalamazoo, have purchased the dry goods stock of Kositchek & Bros. and will continue the business at its present location. Mr. Riede will assume the management of the store.

Battle Creek—B. W. Pinch has sold a two-thirds interest in his shoe business to Searl Wilks and Roy

Calendar, formerly employed as clerks in the store. The new firm will be known as Pinch, Calendar & Wilks.

Zeeland—Peter De Pree, who was employed at the Wm. De Pree Co.'s store as tinsmith, has opened a tinshop on Church street next to the Commercial Savings Bank. Mr. De Pree served the De Pree Co. for more than fourteen years.

St. Joseph—Gustave H. Knaak has merged his drug business into a corporation under the style of the Knaak Drug Co., with an authorized capital stock of \$10,000, all of which has been subscribed, \$3,000 being paid in in cash and \$9,700 in property.

Muskegon—The partnership of John J. Stulp, Peter L. Cloetingh and Egbert Dekker, known as the Stulp Hardware Co., has been dissolved, Egbert Dekker having sold his interest to his partners. The business will be continued under the same style.

Traverse City—J. E. Brown, who has managed the Hannah & Lay Mercantile Co. for the past three years, has resigned to take the position of manager of the jobbing house of Revillon Freres, at Edmundton, Alberta, Canada, one of the largest jobbing houses in the world.

Grand Ledge—W. R. Clarke, who has been engaged in the hardware business here for several years under the style of the Clarke Hardware Co., has merged the business into a stock company under the same style. The change is made solely to enable Mr. Clarke to admit his manager and clerks to a share of the profits of the business.

Traverse City—Clapp & Son, the South Union street bakers, have branched out into the cracker and biscuit business and have added an outfit that is capable of taking care of their present business in that line. The company now manufactures twenty different kinds of biscuits, cookies, snaps and other pastries, which are all put up in a twelve-pound sanitary display case, which is a very attractive package.

Elm Hall—Thomas J. Blair, for the past two years postmaster at this place, has tendered his resignation to take effect when his successor is appointed. In doing this Mr. Blair takes the first step looking toward retirement from active business life. For 36 years he has been prominent in business and political life of the county, and as soon as he disposes of his stock of merchandise intends to enjoy a well earned rest.

Nile—Judge Coolidge has decided that the Michigan Cold Storage Co., a Benton Harbor concern, which had

a paper capitalization of \$500,000, never owned any tangible property, and therefore has no right to \$16,000 worth of property belonging to Frederick W. Steele, of Chicago, who is said to be the only one of the founders of the company who ever paid in any money. The suit for possession was brought by another officer of the concern.

Cadillac—Trustee Fred M. Breen reports that the office supply stock of A. E. Johnson & Co. has been sold to W. P. Funk, of Chicago, for \$1,125, enabling the company to make another payment to creditors of 18 cents, a total to date of 33 cents on the dollar. Mr. Funk has sold the business to Tom Kelly, of this city, one of the largest creditors of the company. It is expected that he will sell to the company, who will continue the business.

Detroit—The Peninsular Savings Bank will erect a new fireproof bank and office building on the site of the present five-story structure at 40-42 Fort street west, the ground floor of which is occupied by the bank. Granite and bronze will be used extensively in the new structure, which is expected to cost about \$500,000. The Bank will take temporary quarters on Griswold street this month, other tenants of the building also vacating so that the present structure can be torn down at once.

Detroit—At the annual meeting of the Wayne County Savings Bank Jan. 11, a proposition to increase the capitalization from \$400,000 to \$1,000,000 will be voted on by the stockholders. It is proposed to pay for \$300,000 of the increase from the undivided profits of the Bank, the stock to be issued to the stockholders in proportion to their holdings. The other \$300,000 is to be offered to stockholders at par in the proportion the \$300,000 bears to the present capital stock. The Wayne Bank was organized in 1871. The statement of Nov. 16 showed \$14,111,693 resources and \$11,532,245 deposits. The undivided profits were \$393,705.

Detroit—Thomas L. Wilson has purchased an interest in the R. S. Webb provision and cold storage business and it will hereafter be conducted under the name of the Webb Packing Co. Mr. Wilson assumes the office of President and Manager of the new company and will give his entire time and attention to the business. R. S. Webb remains with the company in the capacity of Vice-President. The business to be conducted will be the wholesaling of meats and the operation of a cold storage plant at 269-285 Grand River avenue. Mr. Wilson was prominently connected with Hammond, Standish & Co. for twenty years, where he became thoroughly conversant with every detail of the packing business. The Webb Packing Co. will have a capitalization of \$200,000.

Owosso—An Owosso business man who rents his store tried hard to get the owner to paint it. The owner is a personal friend of his tenant, and likes to sit around in the cozy office. Likewise he is not stupendously industrious. He started to paint

about last New Year's, but stopped after furbishing up about four boards of the wainscoting. Pointed hints since have had no effect on the easy going owner, so the tenant tried, this week, what he fondly believed would be a more effective method of calling the owner's attention to his delinquency. He prepared 14 signs of various sizes, but all very readable, even from a distance. Each bore the legend, "Fresh Paint!" Three were stuck on the ceiling, three or four on each side wall, three on the floor, and two on the favorite chair of the owner. The latter never flickered an eyelash the morning the display greeted him. He sat around, as usual, talking about the chances of the Tiges for next year, and ignoring the puzzled glances of customers who came in and saw "paint" signs on dry, dingy walls. He has not referred to the signs since, though they are still in place. Nevertheless, the tenant thinks he sees signs of weakening, and believes the interior will really be repainted by April 1.

### Manufacturing Matters.

Hopkins—W. H. Noggle will equip and operate a sawmill here.

Kalamazoo—The Enameled Steel Tank Co. has changed its name to the Enameled Tank Co.

Detroit—Morgan & Wright have increased their capitalization from \$1,800,000 to \$2,500,000.

Detroit—The Michigan Ammonia Works has increased its capital stock from \$100,000 to \$250,000.

Manistee—The McKillip & Hopper Manufacturing Co. has been changed to the Hopper Lumber & Land Co.

Detroit—The principal office of the Detroit-Milford Sanitary Manufacturing Co. has been changed to Milford.

Escanaba—The tie preserving plant has been closed down for a few days this week for repairs. The plant will be run all winter with a full crew.

Millersburg—R. Mitchell will operate the "little mill" at this place, formerly owned by J. T. Hamilton, and will put in a stock of 2,000,000 feet of timber.

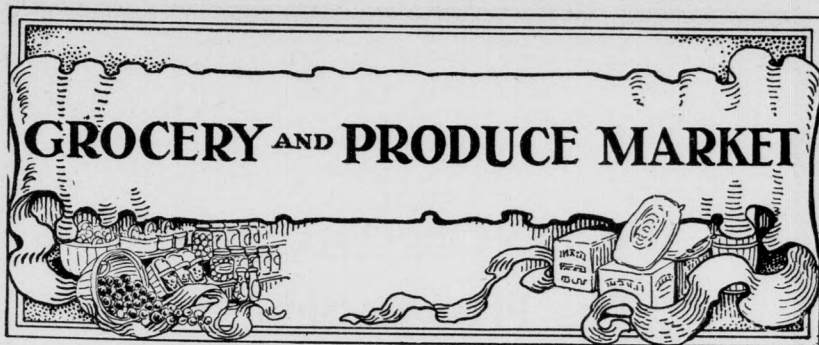
Detroit—The J. C. Hinz Furnace Co. has been incorporated with an authorized capital stock of \$5,000, all of which has been subscribed and \$1,000 paid in in cash.

Detroit—The Butcher Lumber Co. has bought a lot on Greenwood avenue, adjoining its yard, and is building an artistic frame office building, using basswood siding.

Ontonagon—The Ontonagon Lumber & Cedar Co.'s sawmill, which has been idle for the last few weeks, has resumed operation. There is every prospect of a fine season's cut.

Detroit—The Lullabye Cradle Co. has engaged in business with an authorized capital stock of \$20,000 common and \$5,000 preferred, all of which has been subscribed and paid in in property.

Plymouth—A new company has been organized under the style of the Yates-Upholt Brass Co., with an authorized capital stock of \$20,000, of which \$12,000 has been subscribed and \$4,000 paid in in cash.



### The Grocery Market.

**Sugar**—The supply of Cuban raw sugar is increasing steadily, and from now on prices will doubtless show a downward tendency. Refined sugar has made no change since the last reported decline, which took the market to a basis of 4.85c for N. Y. granulated and 4.75c for Michigan. The demand is very light.

**Tea**—The trade of the new year has hardly commenced, but the market reports of most lines, especially in Japans, Formosas and Ceylons, remain firm. The better grades of medium Ceylons show an advance of  $\frac{1}{4}$  @  $\frac{1}{2}$ c and latest cables report the market price firm all around, quotations of Greens being high, with an upward tendency. India teas show light supplies and very strong position. London reports large purchases of Congous, which are relatively cheap compared with Indias and Ceylons, but ruling prices are anticipated after the general election, with a business revival.

**Coffee**—The demand is very good. Reports of a poor crop next year are current, with various interpretations, although not uniformly accepted at full value. Temporarily the large visible supply keeps the interior conservative. Much the same situation exists in mild grades. Some wholesalers expected, as usual, to pick up some coffees at a bargain just before the first of the year, but were unable to do so, which indicates a very strong market.

**Canned Goods**—The tomato pack is a little lighter than generally expected by anywhere from a million to a million and a half cases. Corn is moving well at present. Peas are holding firm and the demand for some grades is good. Beans are moving slowly and holding at the same prices. Asparagus tips have been in good demand and some of the markets are nearly cleaned up. The market on canned fruits is about the same. The demand was light the past week, as most grocers are invoicing and buy just what they are compelled to in order to fill orders. The situation in California fruit appears to be a strong one. The supply on the coast is more closely cleaned up than for many years past at this season, particularly in the more popular grades, while Eastern jobbers are understood to be carrying unusually small stocks. Southern fruits, as usual at this time of the year, are neglected, but as the holdings of packers are not burdensome there is no pressure to sell and prices are maintained at the previous quotations. Southern pears are very scarce and prices have an upward tendency.

**Dried Fruits**—Apricots are dull and unchanged. Raisins are still weak, unsettled and dull. Currants are in moderate demand at unchanged prices. Apples are steady to firm, but not very active. Figs, dates and citron are all unchanged and in light demand. Prunes are unchanged on last week's quotations; demand is light. Peaches are steady to firm, but show no special demand.

**Cheese**—The demand is very dull on all grades of cheese, which is customary for the season. The stocks in storage are very light and we do not look for any change in prices during the coming week. The market to-day is ruling at 15 per cent. higher than it did one year ago. We look for a better consumptive demand after the holiday season.

**Rice**—Reports from the South say brokers are feeling more cheerful, as the offerings of desirable grades of Japans are finding buyers despite the fear in some quarters that lower prices will be seen later on, which would be almost impossible.

**Syrup and Molasses**—Glucose shows no change for the week. Compound syrup is in excellent demand at unchanged prices. Sugar syrup is active at ruling high prices. Molasses is unchanged and in moderate demand.

**Provisions**—Everything in the smoked meat line is very dull. There is ample supply and the market is barely steady at  $\frac{1}{4}$ c decline over a week ago. Pure lard is firm at unchanged prices, while compound is firm at  $\frac{1}{8}$ @ $\frac{1}{4}$ c advance. Barreled pork, dried beef and canned meats are unchanged, with a very light sale.

**Fish**—Cod, hake and haddock are steady and fairly active. Salmon are well maintained as to price, but quiet. Domestic sardines are not moving at all in first hands and are unsettled as to price. Imported sardines are steady and unchanged.

### The Produce Market.

**Apples**—\$3@3.25 per bbl. for all winter varieties.

**Beets**—\$1.25 per bbl.

**Butter**—The receipts of butter this past week have been very light. The bulk of the arrivals are showing seasonable defects. All grades are firm at the advance a week ago. The make is below normal for the season and we look for a continued scarcity at slightly advanced prices. Local dealers hold creamery at 35 $\frac{1}{2}$ c for tubs and 36 $\frac{1}{2}$ c for prints; dairy ranges from 22@23c for packing stock to 27c for No. 1; process, 27@28c; oleo, 11@20c.

**Cabbage**—60c per doz.

**Carrots**—\$1.25 per bbl.

**Celery**—\$1.25 per box.

**Cranberries**—\$6 for Jerseys and \$6.50 for Late Howes.

**Cucumbers**—Hot house, \$1.20 per doz.

**Eggs**—The market is very firm at unchanged prices. There has been a very active consumptive demand and all grades of eggs have met with ready sale at the top of the market. We look for a continued good demand at slightly advanced prices. The future prices of eggs depend entirely upon the weather conditions. Storage stock is steady at 26@27c. Local dealers pay 28@30c per doz. for fresh, holding candled at 32c and slickers at 33c.

**Egg Plant**—\$1.50 per doz.

**Grape Fruit**—Florida is steady at \$3.75 per box for 54s and 64s and \$3.50 for 80s and 90s.

**Grapes**—\$5@6 per keg for Malagas.

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

**Horseradish Roots**—\$6.50 per bbl. for Missouri.

**Lemons**—The market is steady on the basis of \$4.50 per box for both Messinas and Californias.

**Lettuce**—Hot house leaf, 14c per lb.; head (Southern stock), \$2 per hamper.

**Onions**—Home grown, 75c per bu.; Spanish are in fair demand at \$1.50 per crate.

**Oranges**—Navels, \$2.75@3; Floridas, \$2.75@3 per box for 150s and 176s.

**Potatoes**—The market is steady on the basis of 24@25c at the principal buying points in Northern Michigan.

**Poultry**—Paying prices are as follows: 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 13@14c for dressed; turkeys, 14@15c for live and 17@18c for dressed.

**Squash**—1c per lb. for Hubbard.

**Sweet Potatoes**—\$3.50 per bbl. for genuine kiln dried Jerseys.

**Turnips**—50c per bu.

**Veal**—Dealers pay 5@6c for poor and thin; 6@7c for fair to good; 8@9c for good white kidney.

### Merged Into a Corporation.

Henry A. Brink, shoe dealer at 195 Plainfield avenue, has merged his business into a stock company under the style of Brink's Shoe Store. The authorized capital stock is \$3,000 preferred and \$5,000 common, of which \$2,600 has been paid in in cash and \$2,000 in property. The officers of the corporation are as follows:

President—Carl W. Frey.

Vice-President—Henry A. Brink.

Secretary and Treasurer—Carl Burgstahler.

Neither Mr. Frey nor Mr. Brink will be active in the business. Mr. Brink retiring to devote his entire attention to his manufacturing interests. Mr. Burgstahler, who will manage the business hereafter, was clerk in the shoe store of Rindge, Krekel & Co. for seven years, but for the past year has traveled for the Weyenberg Shoe Manufacturing Co., of Milwaukee.

Most of us would be miserable if we could manufacture no enemies.

### Am I My Brother's Keeper?

The question of prohibition is one that has been before the people many years, and the pros and cons of the liquor traffic are at times forced upon the attention of the individual through some particular incident. The following brief death notice appeared in the Evening Press:

"William Stennenberger, 27 years old, having taken a mixture of wood alcohol and chloroform with suicidal intent. He was single."

With the exception of a very few people this item was passed by unnoticed. However, was there not in this particular instance one person at least whose life (not the physical existence) was made or marred by the victories or defeats that befell the above suicide?

Wilhelm, as he was no doubt fondly called by his mother, lived the life of the average boy, and when he expressed his determination to emigrate to the United States a mother's blessing was extended to him and, no doubt, he was remembered in her prayers. William was a good hearted individual and generally industrious. Drink and those who enticed him to drink were his only enemies.

Owing to the fact that inventory season was at hand the shoe factory where he was employed was closed down for several days. Time may have hung heavily on his hands and, as the dispenser of Old Year and New Year's drinks welcomed him most cordially, he slipped a cog, got drunk and became so thoroughly disgusted with his conduct that he resolved to make an end of it by poison. After taking the same he told his aunt, with whom he was stopping, "I have done it and I can see the devil coming for me." The mother, living in her humble cabin across the water, no doubt was mentally wishing him a joyous and happy New Year, and when she now receives the news of his untimely death her declining years will be weighed down with sorrow to the end.

Was this man entirely to blame for his untimely death and the sorrow brought upon the poor old mother or were others, actuated by greed, also to blame, and still others by contributory negligence by granting licenses to sell liquor to parties who have no sense of responsibility and are willing to dish it out as long as there is a nickel forthcoming? The tragedy of the above is an untimely death and a sorrowing mother.

In the perfection of the human race, which no one but an extreme pessimist will deny must eventually take place, we must leave behind us those habits which our forefathers handed down to us but which science informs us are destructive in their very nature. In our education, which is going on from press and platform, in school and church, are we not in the meantime under obligations as individuals to seriously consider the question, Am I my brother's keeper?

G. Adolph Krause.

The Walter K. Schmidt Co. has increased its capital stock from \$40,000 to \$66,000.

**TEUTONIC THRIFT.**

**Germany the Greatest of Four European Countries.**

Berne, Switzerland, Dec. 20—After having visited four countries on the Eastern continent it is very easy for us to see that thus far Germany is the greatest, without taking into consideration the number of square miles she possesses.

In traveling about for knowledge, as well as sightseeing in these various countries (Holland, Belgium, Germany and Switzerland) one can not help but observe that a cause must exist for the location and size of the cities that dot the land so numerous.

We have mentioned in one of our former letters something regarding the number of large cities along the Rhine or western part of that country; but throughout that kingdom much evidence exists in the way of large and prosperous cities, although not so plentifully that it will prove the assertion of the above statement.

While the character of her cities is such in general as to reveal much that is of ancient construction, yet there are many that are extremely modern in appearance; and most all of the large cities have these sections separated and named as old and new parts.

There are some differences to be noted in these cities compared with those in Michigan. But few of the homes have any yards attached, scarcely an inch going to waste, the same as it is with the business sections.

The government does not allow buildings to go higher than twenty meters and this is the cause of a similarity of which very few American cities can boast.

Imagine a street where for blocks the buildings do not vary a foot in height and you will have the appearance of the new sections of German cities. This applies to the business as well as residence sections.

Now let us consider some of the special points that characterize this country. Let us first take her standing army, ranking second to none in the world, as it does. Every man arriving at the age of twenty years must commence a service of three years. As her population is so very dense this gives her a large standing army. The men are not only well fed but well clothed, and as they are seen marching by to attend morning church service or in moving from one post to another a very fine appearance is made.

Nothing like the number of soldiers are seen in any of those other countries, and it is evident that a vast sum of money is expended to maintain such an army as Germany has to defend herself with in times of necessity.

Again, she owns nearly all of the railroads within her borders and the system of ticket selling and collection of fares. The numerous trains dispatched and the number of men and women employed for same are all such as make us open our eyes in amazement.

She has the good fortune of hav-

ing many rivers within her borders, and although none of them can be classed as large still many are rapid flowing and furnish fine water powers. Some of these have sufficient depth to admit of a large commercial business on their waters—the Rhine, Elba, Main and Spree being some on which we have seen a surprisingly large amount of freight transportation—but the water power is a great factor in the inducing of great industries to locate their plants upon them. Of some of these we have already spoken. Another that will bear mention because it is the largest of its kind in the world, we were informed, is the Krupp Gun Works, located at Essen, on the Ruhr River.

This company, founded by Alfred Krupp, employs 30,000 men at this point and as many more at other points in the kingdom. Since the death of Mr. Krupp a monument has been erected on one of the most central squares of this city of a quarter million, which shows him at the anvil clad with his leather apron.

He was blessed with two daughters and they married men who, by special act of the Kaiser, were granted the right to add to their name that of Krupp in order that the name of the founder of this great business might be perpetuated.

Still another and one that will interest the druggist reader is that of E. Merck, Darmstadt. The connection of this name with chemistry dates back to Aug. 26, 1668, when Frederick Johann Merck entered into possession of the Engel Apotheke in Darmstadt and was granted the right to exercise his profession by Ludwig VI., of Hesse.

This pharmacy, which was to prove the nucleus of the factory, has remained in unbroken possession of the family. It was the fifth to succeed to the family heritage who was to transform the pharmacy to a world-famed concern — Heinrich Emanuel Merck, who took possession of the retail store in 1816.

Some of his discoveries helped to revolutionize the therapeutic side of

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the art of healing. It may be interesting to know that this man extracted morphine in 1827, santonine in 1833, codeine in 1836; and after the installation of steam machinery, about 1850, atropine and its salts, cantharidin, theobromine, caffeine, digitaline and colchicine were placed on the market. In 1862 cocaine was first prepared, but twenty-two years elapsed before this now indispensable drug was admitted into the materia medica.

In a modest building in a garden situated just outside the town walls the foundation of E. Merck's chemical works was laid, but very soon more accommodations became necessary and in the course of time building after building was erected until a space of over twenty acres was occupied by the factory. Soon further expansion became impossible and it was decided to erect completely new works, which were opened in 1904. These occupy an area of seventy-five acres and yet additions must still be made to accommodate the firm's growing business. Other branches are located at Halle, Germany, and in New York City.

What was written in our last letter on welfare of employes, as relating to the Farben-Fabriken, will apply to a considerable degree to both of the above named firms, especially to the latter. One feature, in addition, is worthy of mention: As with the Elberfeld firm, this firm also has a pension fund for its employes and it speaks volumes for the condition of the workers to hear that every year witnesses a number of jubilees of the twenty-fifth, or even fortieth, anniversary of the entry of some employe into the firm.

These events are always duly celebrated, partners and staff meeting together to spend some hours untrammelled by the routine of work, and on these occasions the factory band and the different glee clubs vie with each other in their efforts to make the evening a success.

We have now given several illustrations and mentioned some points that have helped to make Germany one of great importance and when we add that, in the main, she has a fertile soil and an industrious people, making her a great agricultural as well as manufacturing country, we have given the chief reasons why she stands so high among the powers and is such a wealthy country.

Figures are always convincing and especially when they refer to facts relative to one's own affairs, so we feel in adding some figures pertaining to articles produced here and shipped to us we can elucidate more clearly the question before us.

Germany has more than twenty of our consular agencies located within her borders, and while they vary considerably, of course, in amount and kind of exportation, still a report of two of the leading ones will serve to show where she excels us in many lines of goods. For the year 1908 there was exported to the United States from consular districts here as follows, viz.:

Artificial flowers .....	Dresden	Frankfort
Agate ware .....	\$ 983,085	\$ 95,000
Asbestos .....		14,500

Books and pamphlets ..	12,500	16,750
China and earthenware	798,015	74,500
Celluloid wares .....		15,675
Cotton goods .....	81,784	
Artists' colors .....	17,802	5,250
Dolls and dolls' heads	30,058	
*Drugs and chemicals	180,009	4,820,763
Essential oils .....	6,568	
Fancy goods and toys	44,421	65,150
Fuses, safety .....	18,989	
Glass ware .....	75,038	
Gelatine .....		148,975
Grass seeds .....		40,000
Hair, cattle .....		45,000
Hair, goats .....		100,000
Hair, horse .....		26,250
Hops .....		10,625
Household goods .....	10,945	12,500
Jewelry .....		56,250
Lithographic prints ..	362,405	56,725
Leather wares .....		480,050
Laboratory goods .....	9,088	103,500
Machinery .....	146,122	41,250
Metal goods .....	144,607	56,255
Musical instruments ..	1,662	62,500
Oil paintings .....	9,890	1,050
Opticals .....		59,625
Paper goods .....	53,502	128,500
Platinum .....		1,500,000
Pearls .....		1,500,000
Rubber waste .....	4,448	35,000
Sausages .....		71,500
Silk, artificial .....		141,500
Silverwares .....		72,000
Skins, calf .....		2,250,250
Skins, hare .....		597,725
Soaps .....		22,375
Straw braids .....	13,975	
Straw pulp .....	27,398	3,250
Surgical instruments ..	9,089	6,250
Stones, precious .....		4,440,000
Textile linen .....	12,500	53,950
Tobacco and cigarets	1,097,416	
Woolen goods .....	23,708	
Watch glasses .....		24,500
Wines .....		675,000
Wool .....		165,000
Yarn, worsted .....	39,260	
Zinc and tin dust .....		1,450,000

A number of other items of lesser

amounts were exported to us that we have not referred to for lack of space, but together with above mentioned they make a grand total of \$25,000,000 as the value of goods shipped to the United States from these two districts, that of Frankfort (ranking third in importance) having about four-fifths to its credit, the remainder belonging to Dresden.

Chas. M. Smith.

\*Under item of Drugs and Chemicals are included coal tar colors of over \$4,000,000 value and caustic potash, \$200,000, the balance being made up of antipyrine, benzoic acid, bronze and bleaching powders, tetrachloride of carbon, naphthol, orthoform, quinine and resorcin.

#### Noah Identified.

A resident of Detroit went to New York City several days ago to make an address at a banquet given by an agricultural society, and in the course of his remarks he referred to Daniel Webster as the greatest of Americans and the man who compiled the dictionary.

A friendly hand pulled his coat tails and a still, small voice whispered: "Noah was the one who made the dictionary."

"No," replied the orator with a superior smile, "Noah made the Ark."

## New Discount On Rubbers

15 per cent. from list and 5 per cent. discount if paid promptly thirty days from date.

List prices on some items have advanced; others remain the same as heretofore.

Write for list price.

**Hirth-Krause Company**  
Grand Rapids, Mich.



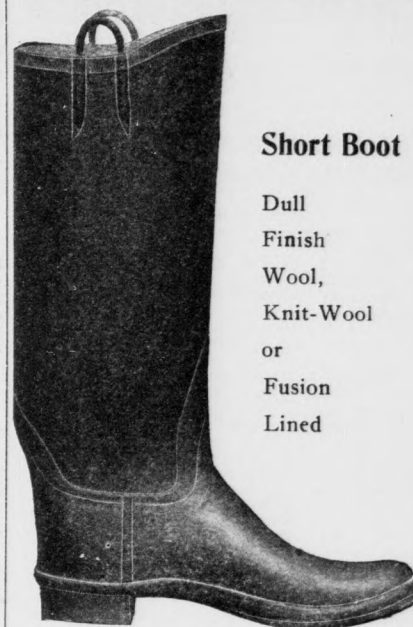
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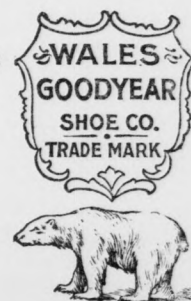
The season's business is just beginning that will keep us hustling to keep up our ready-to-ship-at-a-moment stock where it belongs.

Let us have your order early—today.

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E. A. STOWE, Editor.

Wednesday, January 5, 1910

## TURNING OVER A NEW LEAF.

Turning over a new leaf has largely gone out of fashion. Even the boys and girls do not write out a string of good resolutions for the new year, as did the boys and girls of thirty, forty or fifty years ago. Dealers in liquors and tobacco still expect a slack season in their business during the earlier part of January, because of the annual swearing off of a portion of their customers, but not nearly so many swear off as formerly. The man or woman who would give it out that during 1910 he or she was going to cut out giving way to a bad temper or indulging in pet extravagances or make a serious effort to overcome some other shortcoming well might expect to be in for a deal of "joshing" from friends and acquaintances.

The old custom was based on the theory that when the fair white page of the New Year was turned we could, by heroic effort, keep it pure and unblemished, no matter how sullied the preceding pages had become. When we lapsed for the first time—which sooner or later we were quite sure to do—we felt like the boy who, having become very angry on the morning of the first day of his good resolutions, bewailed bitterly: "There's another year spoiled."

For us as individuals and for the race the old theory is exploded. We have learned that there is no such thing as turning over an absolutely new leaf. When Jones wakes up on the morning of January 1, he is not greatly different—in the nature of things he can not be greatly different—from the Jones who went to bed on the night of December 31. The calendar has undergone a marked transformation, but the change in Jones, if there has been any change at all, is so slight as to be imperceptible. The old traits and tendencies, the old weaknesses and idiosyncrasies are all there.

It used to be held that a man was made over new, physically, every seven years. Scientists now hold that some parts are renewed much oftener than others, but for the entire change of all the tissues a longer time than the old seven-year period is allowed.

For a man to become a new creature, mentally, morally, spiritually, how long is required? Precise answer can not be made to this question. Development may be rapid, even sudden. An unused, dormant faculty may be roused to undreamed-of capability and power, but real change in character is a slow and gradual process. By a mighty effort of the will a man may break once and for all with an evil habit, but for long years he must struggle against the old desire.

The Jones of 1910 will be the old Jones of 1909. If he is twenty or forty or sixty years of age, then in making any change whatever in himself he must deal with the tendencies accumulated in the twenty or forty or sixty years that he has lived. The students of heredity tell us that he must deal with the traits and tendencies of all his ancestors as well. Fortunate indeed is Jones if from his more immediate progenitors he receive no handicap of vice or depravity.

The old theory, taken as a whole, is exploded, and yet it contained one vital element of truth. Change, improvement, uplift and transformation of character are possible, only it can not be done while the bells are tolling out the Old Year, as we once supposed. It is better that radical improvement in character should come only as the result of long and patient effort. It adds to the dignity of the attainment that it can not be gotten cheaply.

The moral ennui, the cynicism that scoffs at the good resolution and the high resolve are among the most deplorable tendencies of the times. The man who is trying to gain the mastery over serious failings is a more hopeful subject than the one whose faults are smaller but who sits complacently, allowing them to grow.

A musical instrument must be in tune or it is worthless. The old way of taking an annual inventory of our failings, and for even a few days holding ourselves to a higher standard of conduct, had in it a note of moral soundness which we can ill afford to lose.

Whatever are his weaknesses and shortcomings, it will be well for Jones to be humble and old fashioned and turn over a new leaf; only, instead of a spasmodic, short-lived effort, he must keep persistently onward in the pathway of high endeavor, in spite of oft-repeated falls and lapses. In time he will compel the respect and admiration of even the cynics and scoffers. While holding continually before him the ideal of character which he is striving to attain, occasionally he may with profit picture to himself that other Jones, the deteriorated, degenerate Jones, that, were he content to drift with the current and make no struggle for betterment, he inevitably must become.

Some men think they are not spiritually minded save when they are conducting clinics on their own souls.

Doubt is a good thing to forge through but a poor thing to fatten on.

## BELGIUM'S NEW KING.

The new King of Belgium is a good deal more of a man in many respects than his predecessor. Leopold's personal character is represented as being about as bad as it could be, but he was a good business man and many Belgians believe that under his direction a great deal of importance and value was secured and by the same token some of his business transactions were decidedly shady and of the sort that he should have been ashamed of and never undertaken. King Albert is 34 years of age and more respected than his uncle was. His wife is the daughter of Duke Charles Theodore of Bavaria, who died last month. They have three children, two boys and a girl, which would seem to insure the continuance of the succession. Albert is a man who would be esteemed and highly regarded for his own sake and on his own account independent of royalty. There is every reason to believe that he will be one of the most intelligent and successful of European rulers.

He set studiously about preparing himself for the kingship. One of the things he did ten years or so ago was to spend about a year in the United States traveling about incognito. He made it his business to visit mines, manufactories and especially iron working plants. He made the acquaintance of many prominent merchants and financiers in this country. One of the scandals of his uncle's reign was connected with the Congo country and Prince Albert made an extended visit to that valley, traveling many miles on foot in order to get a thorough and personal understanding of the situation. He was not deceived by the representations on either side, for both were exaggerated. It is said of him that he has tact, courtesy and good judgment. That he has tact is evidenced by the fact that he has avoided being mixed up with any of the court scandals, and was meanwhile on friendly terms with all of royalty. Although he refused in any way to countenance Baroness Vaughan he did it in a manner which made no break between him and his uncle. He has an enormous fortune in his own name and need not tax his subjects exorbitantly to maintain the royal household. The Belgians believe that his administration will be in every way commendable and satisfactory and there is good reason for this opinion.

## THE POSTAL DEFICIT.

How to lessen the deficit in the Postoffice Department is a subject much talked about in Washington and frequently mentioned in the newspapers. Nearly every President talks about it in nearly every message to Congress. President Taft pointed out that there are a good many periodicals which pay a penny a pound that ought to pay a good deal more, and if the postage was put up high enough to drive them out of business no harm would be done. There are magazines which are nothing more nor less than price lists and advertising mediums of no public interest or benefit, which get into the mail by

conforming to the letter of the law and enjoying the advantages to which in the spirit of the law they are not entitled. It is in this way that some stores are enabled to build up a big mail order business and maintain it. There is no criticism to be offered against a mail order business any more than there is against any wholesale or retail concern, but when the pamphlets, price lists, etc., are sent out broadcast all over the land at a cent a pound they are getting something for nothing and the Government can not afford to be a silent partner in that business, where it gets none of the profits.

There is another way in which the postal deficit could be reduced considerably without any injury to the country's welfare or prospects: Under the present system tons and tons of speeches made in the Senate or the House of Representatives by this, that or the other one are sent all over the country. When a California man makes a speech and sends a ton to his constituents the Postoffice Department has to carry that weight 3,000 miles, and it has to pay for it just as much as it would pay for a daily paper or a letter. The departments send out a lot of stuff practically every day in the year except Sundays. Much of this is of value to its recipients. To be entirely fair about it, however, these several departments, should be charged for postage and should pay it. Instead of that all this, because printed, is termed second-class matter and handled as such and charged up against the newspapers, magazines, periodicals, etc. If the suggested changes were made it would be found without meddling at all with the postal rates on newspapers that the deficit would be nearly, if not wholly, wiped out and removed. That would be only fair and just. There is no reason why the Postal Department should be obliged to be the distributing agent for every other department without getting any credit for it. The Postal Department has to pay the bills under the present system and in all fairness this service should be distributed and paid for by those who send out the printed matter, whatever department, and if this resulted in fewer speeches being sent around to constituents there would be no very loud lamentations on that account.

Anderson Brothers, scientists of Copenhagen, have brought out an invention by which we see at a distance as we now hear by means of the telephone. The patents are for "an apparatus for the transmission of pictures by wire, showing color and motion." The brothers could not obtain money in their own country to defray the expenses of preparing working models and procuring patents, but they were helped by a Paris concern, which paid 80,000 francs for all the rights and also has agreed to pay 8 per cent. on the earnings resulting from the invention.

The church locks itself up as dark as a sepulchre all the week and condemns youth for seeking light and joy.

**NOT MAKING GOOD.**

The Yankee is good at talking and he talks large. There is nothing of the seven by nine about him, and if the subject-matter be one pertaining to "My Country, 'tis of Thee," nothing but the Atlantic and the Pacific will shut him in and even then he slops over if he thinks of the Philippines and the West Indies and Honolulu; and he always thinks of them. For a while past he has been letting himself out. He got hold of Secretary Wilson's report the other day and then the eagle did scream. "Of course this is the biggest country on earth. Farm products for this year are not a cent less than \$8,700,000,000. How does \$1,720,000,000 look to you for '09's corn crop? What do you think of \$850,000,000 for a year's by-products of cotton—by-products, mind you? No famine, boys, with the wheat-bin holding \$725,000,000 worth; and if you want to laugh until your sides ache, hunt up the report and see what it says about hay, oats, potatoes, barley, flaxseed, rice, rye and hops. Oh, we've got 'em all right; and remember the sum of all these figures is for what the farmer gets out of the ground. Big country? Well, I guess, and if I didn't fear your charging me with bragging, I'd let out a little on our resources. I guess I could make a pretty good story, too, about our mining and manufactures; but our farm products are enough for you to chew on for a spell;" and away he went chuckling, while the listener, an over-sea man, looked contemplatively at some figures he had been making and remarked that "there are two sides to this as there are to most other things."

"The United States has nothing to be ashamed of with something over an eight billion farm crop and the rest of the earth have no fault to find; but there is reason for believing that the European farmer from his point of view may not find those flattering products to him particularly depressing. In the first place, the Yankee does not seem to be aware that he is a trifle shiftless. He has on the average the most fertile soil and the finest climate of any Nation in the world and yet the states produce on an average only fourteen bushels of wheat to the acre, while England raises an average of thirty-two bushels an acre; Germany, twenty-eight; the Netherlands, thirty-four and France twenty bushels. The United States raises an average of twenty-three bushels of oats to the acre; England, forty-two; Germany, forty-six and Holland, fifty-three. In potatoes the average yield for the states is eighty-five bushels an acre, while Germany, Belgium, Great Britain and Holland average 250 bushels each. The corn crop, worth a billion and three-quarters dollars, is not to be despised—we can appreciate the value if we do not the commodity—but we have no produce to compare with it and candidly admit that the Yankee is ahead of us in that; but with no desire to take the wind out of his sails, we still believe that all

things considered our excess of 165 bushels of potatoes to the acre has a world of meaning in it and we are willing to let the whole matter rest right there."

The bragging mood over, America down deep in her heart knows that she has not been making good. With the best country in the world she has not made the most of it. She has done what the prodigal always does—waste. The very ground, which in a single year has poured forth these bountiful harvests, is proof enough of her prodigality. New England was first hers. The soil was thin and not over fertile. No matter; she exhausted it and left it. Why not? It was easier to leave that old place and go West. A little nearer sunset, in the Valley of the Mohawk, for instance, the land was cheap and fertile. Hoe-tickled, the crops were enormous; hence the abandoned New England farms and the thickly settled valleys of New York State, for a while. Then the old story was repeated: Richer lands were in Ohio, in the Mississippi Valley, in the Middle West—anywhere where the land was new; and, rather than stay and by cultivation keep the soil productive, she turned it to waste and went where the skimming process could be repeated. Until recently the making two blades grow where one grew before was something to laugh at, a something which has resulted in an excess of 165 bushels of potatoes to the acre in favor of the Old World farmer, and showing, as nothing else can, that with all her bragging and with all her resources the country is not making good.

Not many years ago the writer was making the most of a glorious summer among our relation on the other side of the sea, and wherever he went, he found nowhere a bit of earth

large enough to hold a seed that did not hold it. Not an inch of earth lay fallow. If that inch was sterile, it was made fertile and so all over the breast of thickly populated Europe the land is forced to do all it can do to maintain its constantly in-

creasing people. It is simply making good and until the Yankee emulates Europe's worthy example, he may exhaust the soil and abandon the farm, but he is not making good—a conclusion which is not a fact to brag of.



"GET SOME"

## The Discount on a Dozen

cans of Van Camp's Pork and Beans doesn't have to be large to make a woman take them. Everyone who eats Van Camp's Pork and Beans once will not only do so eleven more times, but will keep right on, so it's easy to

"Sell her a dozen cans."

**The Van Camp Packing Company**

Indianapolis, Indiana

**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.

## ENERGETIC LAZINESS.

## How Even Severe Cases Can Be Cured.

"Flitters" is one of the bogies that afflict workers that is much more common than is generally supposed. Masquerading in the guise of legitimate ambition and an honest desire to succeed, it really is a sort of energetic laziness—and it is fatal to success. At the bottom of "flitters" is a well developed case of hankering for a soft snap, a position which will pay a good salary without entailing the necessity of hard work.

The flitter and the floater are different propositions. The floater has a legitimate place in the present order of human industry; he floats because there is no work for him to do at a place, not because he will not do the work that is offered. Usually the floater is a wage worker; nearly always the flitter is a salary worker. Floating is a natural result of conditions; "flitters" is a mental disease.

"I know of a case that will illustrate the bad effects of flitters and also show that even a severe case can be cured," said a department store manager. "He was a young man who was born in Chicago—I have known him nearly all his life—with the traditional shrewdness and cleverness of the city bred youth of a family in moderate circumstances. His father was a small merchant and kept the boy in the public schools until he was dismissed in the third year of his high school work. He was well, strong and quite energetic when engaged in doing anything he liked.

## Good Training for "Flitters."

"Bob Rowe—I'll call him that—had shown business ability even before he was turned out of school for a series of infractions of the rules. He had made some money every summer doing odds and ends. Sometimes he would work as a soda fountain clerk through the summer, sometimes he would find employment at one of the summer amusement parks.

"It was from his work in the parks that he gained the idea for his first venture after his school days were over. He had had some experience with advertising solicitors—people who sought advertisements for programmes for special events—and he took up this work. It looked like a soft snap. He knew the commissions were large and the work did not seem difficult or exacting.

"Bob started in with a vim and in the first flush of enthusiasm—always keeping his eye on the time when he would have the programme privilege and others would do the work for him—he made rapid headway. By the end of six months he had nearly \$200 in the bank and a well stocked wardrobe; he always had been attentive to his clothes and he became more so as his means to gratify his tastes increased. He had averaged a little more than \$25 a week in commissions.

"About this time a friend—whom he had met in his new work—secured a big advertising contract that netted him several hundred dollars in commissions. Bob was openly envious; he did not begrudge his friend his

success, but he wanted something of the same thing for himself.

## Job Too Slow For Bob.

"I think I'll try your line," Bob said. "This is all right for a starter, but it's too slow. I may be working on this for a year before I can make more than thirty or forty dollars a week. Besides, it comes in dribbles and it's hard work."

"So Bob quit his place and secured a position with his friend's employer. He landed a big contract the first month, making nearly \$300 on it, and this aroused his enthusiasm. He was certain he had finally found the soft snap. The enthusiasm carried him through the following six weeks—his enthusiasm and the \$300 commission—but he secured no more contracts. At the end of the six weeks he closed another deal, a smaller one. Bob stuck to the new work for six months, and counting up the profits from the work, discovered that he had averaged less than \$25 a week.

"Huh," he said, "this is a shine. The big commissions are all right when they come in, but they don't come often enough. If I had an agency it would be different. Then all these duffers who are breaking their backs and walking off their legs and talking their tongues out soliciting advertisements would be working for me. That would be a soft snap—but I haven't the money to start an agency. I'll try something else."

"Summer had come and one of Bob's old amusement park friends suggested that they put a show in one of the parks. The two discussed the proposition and decided they could make more money out of it in the summer than they could make in the entire year at their present occupations. Each had some money, and they invested \$250 each to secure the concession and fit up the 'show.'

## Easy Money at Beginning.

"The expenses were light; the show, although it amounted to little, proved popular, the weather was good and the attendance big. By the middle of the summer Bob and his partner were holding jubilation dances every night when the park closed. The dollars were pouring in. They had found the softest soft snap ever.

"When the park closed in the fall they counted up their gains. The show had been worked out and the \$500 invested in it was a total loss. They might sell the tent and seats for a few dollars, but that was all. Their assets consisted almost entirely of cash, and of this they had \$1,000, just \$500 each. The last two months of the summer had been cold and rainy, and the attendance had been poor; the big profits of midsummer had been eaten into by expenses.

"Bob had \$250 to show for his five months' work—\$15 dollars a month—and his \$250 capital had practically earned nothing. Each of the partners had taken a few dollars a week for expenses. Their 'plant' was worthless; the work they had done would be of no value anywhere else, and not much value in the park another season, even if they should decide to try it again. They had practically lost half a year in their efforts to

reach the top. When the subject of next season was broached Bob decided that the work wasn't a soft snap and he would try something else.

"Bob went back to his programme employer for a position through the winter, but that man said he didn't have anything. He had just enough work for his steady solicitors and couldn't take any away from them for a 'flitter.'

## Insurance Game Tried Next.

"Then Bob, impressed with what he had read and heard about the big commissions made by life insurance solicitors, thought that would be the thing for him. It sounded pretty nice to be able to get \$25 or \$50 commission just for talking a few hours to a man. He secured permission from one of the large agencies to solicit and started to work.

"Most 'flitters' are not as energetic, enthusiastic nor capable as Bob, but with all his efforts he found it difficult to write a policy. He hadn't learned how. When the next summer came he figured he had made just \$15 a week at it. Another dream of a soft snap was shattered. That summer Bob wandered across to one of the Michigan lake summer resorts and took charge of a photograph while you wait and souvenir stand. He did fairly well, clearing nearly \$20 a week for the season, and he met a level-headed Chicago girl that set him to thinking.

"When the resort season was over Bob came back to Chicago and spent a great deal of time with this girl. He was much in love with her and he wanted to marry. Prudence was her name and she lived up to it. She told Bob she was fond of him, but she wouldn't think of marrying him until he settled down—even if he didn't get more than \$15 a week.

"Bob settled—after making one or two false starts; he began in an abstract office, stayed there for a month; tried a real estate office for a month and then got into the auditing department of a railroad. After he had stuck there for six months Prudence married him. Bob stayed with the railroad for three years, saved his money, bought a little home in one of the outlying districts and stared in business for himself. He's still in it and is doing well. But he has learned that he must work and stick to a thing if he wants to get anything of value in return.

"I do not mean that a girl will always cure a man of 'flitters' or vice versa. But Bob's case is a story from life and it shows that the girl will prove a remedy in some cases."

Philip R. Kellar.

## Special Features of the Grocery and Produce Trade.

## Special Correspondence.

New York, Dec. 31—The spot coffee market at the end of the year here is about as dull as it has been for some time. The grocery trade in the interior seems to be pretty well stocked and individual sales are of comparatively small quantities. The supply is, seemingly, ample to meet all requirements for some time and matters are likely to move along

in the present channel for a month. In store and afloat there are 4,419,080 bags, against 3,658,663 bags at the same time a year ago. At the close Rio No. 7 is quoted in an invoice way at 85¢@83¼¢. Mild coffees are moving moderately and quotations are reasonable. Especially is this true of washed Bogotas. Good Cucutas, 93¼@10c.

All the business transacted in the sugar market has been in the way of withdrawals and dealers look for no improvement until January is pretty well advanced. Standard granulated is quoted by almost all refineries at 4.85c, less 1 per cent. cash.

Japans and country greens in teas are well sustained and there has been a fair demand, but the market generally lacks animation. Holders are not disposed to attract trade, however, by setting any goods on the bargain table and all hands look to the future with a good deal of confidence.

There is a little better enquiry for rice and it is thought that some advance may take place in quotations next month in Japans, as such sorts seem to be more sought for than others. The general condition is one of quietude.

Neither buyer nor seller of spices seems to care whether school keeps or not. This indifference applies to about everything on the list. Quotations are unchanged, but can be called fairly steady.

Molasses is doing as well as could be expected. The intensely cold weather has created some slowness and, as inventory time is at hand, there is likely to be little of interest for several weeks. Syrups are quiet and unchanged in any respect.

The most interesting item in the canned goods market is the improvement in tomatoes. Some liberal-sized quantities, it is said, have been moved on the basis of 60c and enquiries are still coming in at that figure. The cold and snow have prevented free deliveries in the country districts and upset business to quite an extent. Sellers are certainly confident and look for steady improvement next month after so long a period of absolute rest. Corn seems to attract little attention. Holders of New York State stock ask 85c and buyers apparently think this most too much, so there is a stand-off. Other goods are quiet.

Butter is quoted at 38c for creamery specials; extras, 37c; firsts, 34@36c; creamery, held specials, 33½@34c; imitation creamery, 26@28c; Western factory, 24@25c.

Cheese is firm and showing some advance. New York State full cream, 17½@18c. Stocks are light and in strong hands.

The cold weather has given eggs a boost and prices are in the upper stories. Extra Western, 28@30c; extra firsts, 35@36c; refrigerator stock, 24@26c.

Half the battle against real sins would be won if we would ignore the imaginary ones.

The only ideas that can not be revised are those that are dead.

# Are You Open to Conviction?

**S**URELY if we are willing to rest our case on your judgment—you should be. It means as much to you as it does to us.

Maybe you think you are carrying the best Young Men's and Little Fellows' line on the market. If you handle the "Viking" line you are sure of it.

Until you have seen the "Viking" line you cannot judge fairly and intelligently.

It's to your interest to know which is the best for you. Seeing our line is the introduction to a lasting acquaintance between us.



Upon request we will send to you specimens of our forceful advertising equipment

We want to know you better—and you better know us. Get acquainted with "Graduate" and "Flossy" styles for Young Men, and "Viking" and "Viking System" styles for Boys and Little Fellows.

Fill out this form. Small effort—Big returns.

BECKER, MAYER & CO., Manufacturers of Young Men's and Little Fellows' Clothing, Chicago.

Sign and Mail This at Once

Please send sample swatches, charges prepaid, of such goods before which I have marked X.

- ☐ The complete line Young Men's, Boys' and Children's Suits, etc.  
☐ Young Men's Suits.  
☐ Boys' Knee Pants Suits, ages 6 to 16.

- ☐ Little Fellows' Suits, ages 2½ to 8.  
☐ Little Fellows' Top Coats, ages 3 to 8.  
☐ Pants Line } Odd Knee Pants  
                               } Long Trousers

Kindly mark an X in square before line or lines you desire samples of.

Name \_\_\_\_\_ Town \_\_\_\_\_ State \_\_\_\_\_

Please write your name and address plainly and in proper space, so that it can be easily read.

(Michigan Tradesman)

**BECKER MAYER & COMPANY CHICAGO**  
**VIKING GRADUATE VIKING SYSTEM**  
**BEST MADE CLASSY CLOTHES**



### How To Make a Profit Selling Hardware.

Our business is practically divided into three parts, namely: Buying, selling and collecting. These, however, are not distinctively divided. As soon buying paves the way for good selling, so good selling paves the way for good collecting. The success of the business and profits from the same largely depend upon the capability of the merchant to perform these three. The best buyer is not always the man who buys the largest amount of goods, nor is he the man who buys the cheapest goods. Strange as it may seem, he is not the man who pays the least for the goods he buys. But the best buyer is the man whose goods sell best.

The keynote of successful buying is to make the salability of the goods, not the price, the first consideration. When an article is offered to a merchant his first thoughts should be, "Is it good?" "Will it sell?" "Is it a money maker?" "If not, I do not want it at any price." Slow selling goods are dear no matter what you pay for them. The successful buyer considers first whether the article offered will sell readily at a fair profit, and then and not until then he endeavors to get the lowest possible price on it.

It is not the first cost of the goods which counts but what can be made out of them, all things considered. It may be good business to pay more for one article as compared with another, because you can make more out of it. An article well bought is half sold. But before we sell the other half let us first know what the selling price must be. Here is where some men make a mistake. They sell an article for little more than invoice price without considering other costs, thinking they are making a profit, when in reality they are getting merely the total cost.

I do not believe in making a large profit on one article and nothing on the next, but rather have a certain per cent. profit on all things sold. As a rule I find the method of having a fixed price more successful than to mark goods above what they ought to be sold at in order to allow one to give a reduction so as to make a customer think he is getting a bargain. The bargain should be in the goods, not in the price.

The question of giving credits comes into the life of almost every business man. And every man knows it would be impossible to make a rule never to extend credit in the business in which he is engaged. He knows how hard it is to make collec-

tions at best and that he needs all the help he can obtain. Let us, then, have our sales aid us in collections. In making a sale where credit is to be extended there should be a definite understanding about payment. A certain date should always be named and the time of payment vividly impressed upon the customer's mind, and the chances are that it will lead to settlement near the stated time.

An interest-bearing note is a good aid in collecting, or have the customer give a note bearing interest if not paid by a certain date. We are liable to receive payment before the note draws interest. An open account will be left indefinitely when a note would be promptly paid.

I think one should go at collections with as much energy as at selling. Why be timid about asking a debtor for payment? The money is yours, why not ask for it? The sooner you get it the more profit it means for you. Of what benefit are all your sales if you are not to receive payment? Your customer has been using your money, why not use it yourself?

Then by being good buyers, good sellers and good collectors, I do not see why we should not have a good profit.

C. W. Johnson.

No amount of anxiety to save the folk can make up for unwillingness to save and serve folk.

Many a preacher would revise his sermons on the next life if he knew more about this one.

### Fur-Lined Overcoats

Our Fur-lined Overcoats are noted for their style, fit, warmth, durability and price. The special values which we have to offer mean dollars to your business in this line. They are made by some of the best coat factories in this country, and all skins are beautifully matched and thoroughly deodorized. If you want to get all the Fur Coat trade in your vicinity, get in touch with us.

Our line of Fur Coats, Cravettes, Rubber Coats, Blankets and Robes are noted for their durability.

Better investigate!

**BROWN & SEHLER CO.**

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.

### BUICKS LEAD

CARS \$1,000 AND UP

BUICK MOTOR COMPANY

Louis and Ottawa Sts. Grand Rapids Branch

### MOTOR DELIVERY

*McIntyre*

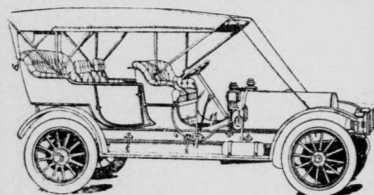
Catalog 182

Auburn, Ind.

### THE 1910 FRANKLIN CARS

Are More Beautiful, Simple and Sensible than Ever Before

Air Cooled, Light Weight, Easy Riding



Model H. Franklin, 6 Cylinders, 42 H. P.  
7 Passengers, \$3750.00

Other Models \$1750.00 to \$5000.00

The record of achievement of Franklin Motor cars for 1909 covers no less than a score of the most important reliability, endurance, economy and efficiency tests of the 1909 season. List of these winnings will be mailed on request.

The 1910 season has begun with a new world's record for the Franklin; this was established by Model G. (the \$1850.00 car) at Buffalo, N. Y., in the one gallon mileage contest, held by the Automobile Club of Buffalo.

Among 20 contestants it went 46 1-10 miles on one gallon of gasoline and outdid its nearest competitor by 50 per cent.

If you want economy—comfort—simplicity—freedom from all water troubles—light weight and light tire expense—look into the Franklin. Catalogue on request.

**ADAMS & HART**

West Michigan Distributors

47-49 No. Division St.

### Acorn Brass Mfg. Co.

Chicago

Makes Gasoline Lighting Systems and Everything of Metal

Columbia Batteries, Spark Plugs Gas Engine Accessories and Electrical Toys

C. J. LITSCHER ELECTRIC CO.  
Grand Rapids, Mich.

### Grand Rapids Supply Co.

Jobbers

Mill, Steam, Well and Plumbing Supplies

48-50-52-54-56-58-60-62 Ellsworth Ave.

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.

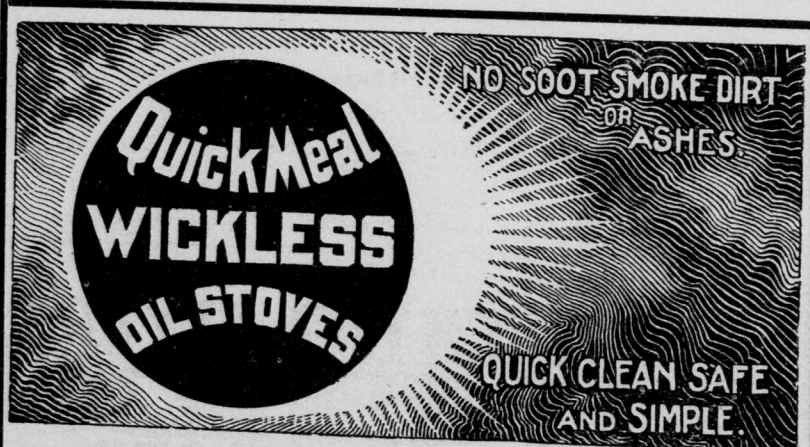
### Hand Separator Oil

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

**STANDARD OIL CO.**

GRAND RAPIDS, MICH.

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



**FOSTER, STEVENS & CO.**

Grand Rapids, Mich.

Exclusive Agents for Michigan. Write for Catalog.

### AVARICE WHIPPED.

#### How Two Jobbers Defeated a Contentible Trick.

Written for the Tradesman.

Because of the industry, ability and thrift of a father who was a brick and stone mason John Gaines inherited a considerable fortune—largely real estate but including income-producing investments so that, unfortunately for the young man, he did not find it necessary to work in order to live very comfortably. And still more of a misfortune was it, he being an only child, that within a year after the death of his father he became an absolute orphan by the passing of a mother who had been his worshipper.

With an annual income of about \$2,500 Gaines developed a passion for gambling and the society of gamblers, but it was a passion which, probably because of an inheritance unknown to and unappreciated by him, he was able to control. That is to say, he put aside a liberal weekly allowance for "losses by chance," beyond the limits of which he never passed. Thus far he was master of his chief weakness.

In this way Gaines was able to live within his income and at the same time to gain a standing as a "sport," an achievement which seemed to satisfy his ambition. In this way, too, he lived to see some of the real estate which he had inherited make very pronounced advance in value.

One of these lots—a site having 42 feet front on Main street, adjoined the four-story brick structure occupied by the McNally Grocer Co. and the senior member of this firm approached Gaines with an offer to purchase the 42 feet, together with the tumbledown two story building on the lot, at a price \$5,000 above the assessed valuation, an offer which Gaines immediately declined.

"That's all right, John," said the merchant. "Now, then, will you put up a four-story building on the property, planned to suit our business, and lease it to us for ten years at a price which will net you 7 per cent.?"

Gaines promised to think the matter over and give an answer within a week and not ten minutes later was rehearsing to a group of his noisily dressed associates how he had the McNallys on the hip and was going to make some money out of the firm. "They've just got to have more room and rather than move they will poney up big," he added.

But the McNallys felt otherwise when Gaines' offer developed a rental which, allowing 5 per cent. for insurance, taxes and up-keep, would net the owner at least 15 per cent. upon a \$20,000 investment, whereas the architect's figures showed that the real investment would be less than \$17,000.

"Why shouldn't I put my figures high?" said Gaines. "You've got to have more room and if you move it will cost you more in the end—building up a new location and all that—"

"Of course you can demand 50 per cent. net if you choose," said the grocer, "but we've been too long in

business to submit to mere bulldozing. I wouldn't take your property now at any price."

And they didn't. Within a week the McNally Co. had bought a lot on the side street and across the alley back of their store, and upon this lot they erected a five-story structure which was connected with the original establishment by bridges over the alley. This was not accomplished without meeting with bitter opposition from Gaines nor was it done without being obliged to reject most humble pleadings by Gaines, who, when such efforts failed, resorted to threats.

Threats are not lawful, as the defeated landlord learned to his cost, and so in order to carry out his idea of "getting even" he had a sign painter produce the picture of a hog on a large sign-board and this was sawed out in silhouette fashion to fit the outlines of the animal. Then the device was fastened to the front of the two-story structure adjoining the McNally store, and Gaines' building at once became known as the "Hog block," the owner spending a great deal of time in circulating a version showing what hogs the McNallys were.

Did the McNallys suffer from this? Not at all. They did not say a word in explanation of the "Hog block" story. For a year or more they permitted Gaines to spread his libel until it was known in every detail not only throughout the entire city but all over the State. At last, however, they published the exact facts in the case, giving fac-simile reproductions of Gaines' written proposition, attested statements as to his pleadings and threats, copies of the estimates by the architects and, in fact, every item showing how they had escaped extortion.

The next day following this exposure appeared another announcement that they had copyrighted "Near 'Hog block'" as a trademark and simultaneously their travelers were taking orders for more than a score of staple articles of merchandise carrying the copyrighted prefix upon the various packages and labels.

"Near 'Hog block'" this and that became current phrases and as the goods thus marked were of standard quality the oddity of the title helped to sell them.

For a dozen years Gaines fumed and fretted, but all to no purpose. The McNallys prospered and ignored him and when, because of the death of both of the brothers—each one of whom left a large estate—the company went into liquidation and stopped doing business, Gaines was still striving to dispose of his "Hog block." Indeed, it is said that the "Hog block" cost its owner not only the ill will of a majority of his fellow citizens, but that it has never paid over 2 per cent. per annum.

Max Wurfel.

No man is fit for good society who does not help society to goodness.

The piety that slops over in meeting seldom flows over into duties.

**Sawyer's**  
CRYSTAL

50 Years  
the People's  
Choice.

See that Top

**Blue.**



For the  
Laundry.

**DOUBLE  
STRENGTH.**

Sold in  
Sifting Top  
Boxes.

Sawyer's Crystal Blue gives a beautiful tint and restores the color to linen, laces and goods that are worn and faded.

It goes twice  
as far as other  
Blues.

**Sawyer Crystal Blue Co.**

88 Broad Street,

**BOSTON - MASS.**

### I Sell Coffee Roasters

And teach you to  
Roast Your Own Coffee

I can double your coffee business and  
double your profits in 6 months. Write me.

Get prices on my roasted coffees.  
You save 20 per cent.

**J. T. Watkins**  
**COFFEE RANCH**  
Lansing, Mich.

### H. LEONARD & SONS

Wholesalers and Manufacturers' Agents

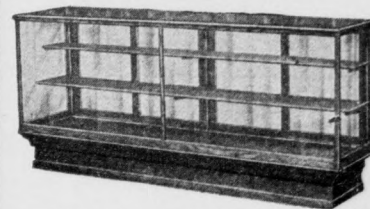
Crockery, Glassware, China  
Gasoline Stoves, Refrigerators  
Fancy Goods and Toys

**GRAND RAPIDS, MICHIGAN**

### The Goods Will Go Out and The Dollars Will Come in

If you use the

**Wilmarth**  
THE CASE WITH A CONSCIENCE



The best show case on the market for the money asked for it. 1,200 cases in stock ready for immediate shipment. Complete catalog and prices on request.

**WILMARTH SHOW CASE CO.**

936 Jefferson Ave.

Grand Rapids, Mich.

### GRAND RAPIDS FIRE INSURANCE AGENCY

THE MCBAIN AGENCY

Grand Rapids, Mich. The Leading Agency

### Commercial Credit Co., Ltd.

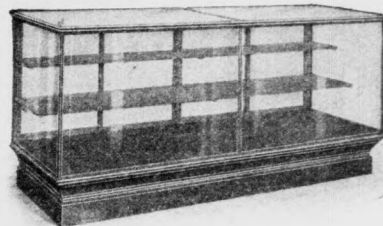
Credit Advances and Collections

MICHIGAN OFFICES

Murray Building, Grand Rapids

Majestic Building, Detroit

Mason Block, Muskegon



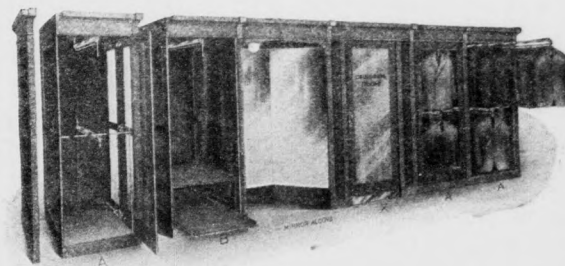
### Prompt Deliveries

Our reputation for good  
work is unexcelled—for  
deliveries a little slow.

This has been due to one cause only—too many orders for our capacity—but this refers to the past.

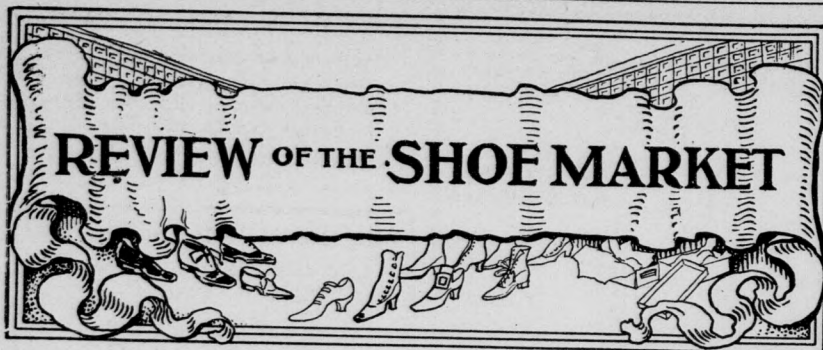
With our new addition we will have a capacity of \$2,000,000 annually, which means you can get more prompt deliveries than from any other manufacturer. We will carry an enormous stock in the white, ready for finishing.

Let us  
figure  
with you  
for one  
case  
or an  
outfit



**Grand Rapids Show Case Co.**

Grand Rapids, Mich.



## REVIEW OF THE SHOE MARKET

### Two Types of Women Shoe Salesman Meets.

Written for the Tradesman.

The sale was as yet not entirely lost, but neither had it been won by any means. The lady remarked with an air of finality:

"I am sorry, but I haven't found just what I am looking for. You might leave that pair out for a little while (here she pointed to one of the large number of shoes that had been brought out for her inspection); those come the nearest to being what would answer my purpose. Still they are not just what I want. I will go to some other places, and if I can not find what I wish to get, perhaps I may come back and take that pair."

"Well, now, just what do you want?" asked the shoe salesman with a suggestion in his voice that his patience and suavity had reached a low ebb.

Very tersely and with just a tinge of spirit in her tones the lady replied:

"I want a shoe that has a sole of about the thickness and projection of that shoe there, and that fits my foot as well as this shoe (here she picked up one that the salesman had insisted she ought to buy because it was such an elegant fit); and one that has a heel no higher than this shoe I tried on last."

"Will you wait just one moment, please?"

The salesman went back to the stock, selected two pairs that, as nearly as he could judge, conformed to the requirements she had laid down, took them to the customer who had been about to leave and tried them on her feet. One pair fitted well and was purchased.

The sale was saved. That much could be said to the credit of the salesman, but it could not be said that his manner of handling the case had been a masterly one. He had worked hard enough. He had brought out pair after pair of shoes. He had tried to be polite and genial and persuasive. And still an observer watching the whole proceeding would guess that when that woman wanted another pair of shoes she would try some other store before she came to this one.

The "come-back" impulsion, which is the crown and glory of a really successful sale, was entirely lacking.

The trouble lay right here: Not until goaded to it by the fear of losing the sale had the salesman given serious attention to what she had had to say as to just the kind of shoe she wanted and then he had displayed a touch of pique that she had not seen fit to be satisfied with what had al-

ready been shown her. Under these circumstances it could hardly be expected that the customer, even although she purchased a pair of shoes, should have a specially warm feeling for that store, nor bubble over with enthusiasm to her friends as to the merits of that particular salesman.

There is no denying that fitting that particular foot with just the shoe wanted was an unusual proposition. She had a slender foot and the good taste that would be satisfied with nothing but neat, comely, well-made shoes, still she did not want anything in the fashionable styles. But the difficulties in the case did not furnish justification for the tactlessness of the salesman.

The very shoes she wanted were right there in stock, and he knew the

### MAYER Special Merit

School Shoes Are Winners

## Ideal Shirts

We wish to call your attention to our line of work shirts, which is most complete, including

**Chambrays**  
**Drills**  
**Sateens**  
**Silkeline**  
**Percales**  
**Bedford Cords**  
**Madras**  
**Pajama Cloth**

These goods are all selected in the very latest coloring, including

**Plain Black**  
**Two-tone Effects**  
**Black and White Sets**  
**Regimental Khaki**  
**Cream**  
**Champagne**  
**Gray**  
**White**

Write us for samples.

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

## New Year Greetings

To Our Many Customers  
And to the Trade Generally  
We Extend Most Cordial

## Happy New Year

Wishing all a very profitable business  
during the year just opening



**Watson-Plummer Shoe Co.**  
Chicago, Ill.

## Snow and Slush

Will be here now before you know it. The dealer who is well stocked with Rubbers will get the start on his competitors, but he must have *Good Rubbers*. We are well stocked with Good Rubbers—

## Hood and Old Colony

Get in touch with us NOW

There is no need to tell you about the famous Plymouth Line. Every one who has worn them knows that it is the best line of Rubbers made for good hard *Service*—extra stayed at every weak point. ❁ ❁ ❁ ❁ ❁ ❁

**Grand Rapids Shoe**  
**Rubber Co. (INC.)**

stock well. He simply had to be driven to it before he would take the trouble to get clearly in his mind that which was perfectly clear and well-defined in her mind. When she had spoken of a medium-weight sole he had blandly argued that soles should either be thin or else extra heavy. When she had complained that the heels he was showing her were altogether too high, he had maintained that a considerable height of heel was absolutely necessary or a shoe "was right down in the mud." When she had explained that the low heel was imperative, he had suggested that a few lifts removed from the high heel would make it into a satisfactory low heel, which time-worn delusion and snare she was not to be entrapped into.

His fundamental error was in not sizing up his customer correctly.

Every one who has to do with selling footwear knows the woman who comes in declaring, "I want some shoes that will give me a little peace and comfort. I don't care whether they have any style about 'em or not. Bring me just the broadest thing you've got, with no more heel than a grandma shoe."

When this last woman is taken at her word, and the mildest type of a common-sense shoe is placed on her foot, she looks at it and laughs. Then she places her foot in a different position and looks at it from another way and laughs again. This performance, which she seems to regard as a wonderfully funny little joke, may go on for some time, but all the "nature lasted" shoes that can be shown her only appeal to her very keen sense of the ridiculous. No headway toward a sale is made until the latest things in footwear are brought out, and ten to one in the end she will march off blissfully happy with a pair of shoes of the narrowest toes, highest heels and most ultra-fashionable cut that the store affords. She will tell her friends with an earnest little quaver in her voice, "I did so want to get something sensible, I just abominate high heels. But I looked all over and tried on ever so many shoes and this was just the only pair that I could find anywhere that fitted my feet comfortably."

But not all customers are like his one. There is the other woman who, when she says low heels, means low heels and will be satisfied with nothing else. All she has to say as to the kind of shoes she wants can be depended upon absolutely. It is well to listen carefully to whatever description she may give, and heed it to the letter. If the thing wanted is not in stock, then it may or it may not be wise to suggest a substitute. That depends. But do not try to argue her into something else when the article she has in mind is right there waiting to be sold. Quillo.

#### Proof of the Pudding.

Shoe Dealer—Here are a pair of boots that will suit you exactly in your next dash for the Pole. How did you like the last pair I sold you?

Arctic Explorer (reminiscently)—The best I ever tasted.

#### Right On Time.

He was a man with a sober, thinking face. He was a man of profound thought, who paid but little attention to the trifles of everyday life. For instance, he did not see the icy spot ahead of him as he sauntered along with his hands under his coat-tails on New Year's morn, and there were logical results. His feet went up and his body came down, and as another pedestrian held out a hand to assist him to rise the victim exclaimed:

"By George! By George!"

"Sir, you slipped."

"Yes, I slipped."

"Sir, you fell."

"Yes, I fell."

"But I trust you did not do yourself a mortal injury."

"I did not, sir. Do you believe in fortune-telling?"

"Not a bit."

"But you should believe—yes, sir, you should. Here is living proof that those astrologists are correct."

"I don't understand."

"Why, it was only four days ago that one of them told me that the year 1910 would be very lucky for me, and here she is before noon of the very first day."

"But, sir, you fell down."

"I did—on the sidewalk. Supposing I had fallen from the forty-seventh story of a sky-scraper!"

It is always easy to be good if you can be absolutely lonesome.

It takes more than blindness to time to give the vision of eternity.



## The Discounts on Boston and Bay State Rubbers for 1910

are 15% on Bostons and 15 and 10% on Bay States with an extra 5% discount for immediate and early orders.

Boston and Bay States excel in durability and foot comfort.



Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

## MICHIGAN SHOE COMPANY

STYLE  
SERVICE  
SATISFACTION

You get them in the  
MISHOCO SHOE

Made in all leathers for  
MEN, WOMEN AND BOYS

You should have them in stock—every pair will  
sell another pair

MICHIGAN SHOE CO., DETROIT

Our BOSTON and BAY STATE RUBBER Stock is Complete



No. 983. Men's Vici Kid or Velour Calf Blucher. A slightly shoe made over a tread-easy last.

## What's In a Name?

Well, it all depends on what the name is. If it's

H. B. Hard Pan

on a shoe it means as much as "sterling" does on silver.

It means the most satisfactory hard-service shoe ever put on the market.

If it's the **Bertsch Shoe** it means a Good-year Welt hand Sewed Process shoe that has come right into the front of the front rank.

Dealers everywhere are re-ordering from first shipments.

To this add the fact that they are bound to be popular because they are made right. Back of all this are fair, honest prices that will please you and please your trade. You can see the samples of both lines for a postal

Herold-Bertsch Shoe Co.

Grand Rapids, Mich.

## HOME MAKING.

## Both Parents Should Share in the Responsibility.

When Franklin made his discovery of the identity of lightning and electricity people asked: "Of what use is it?" The philosopher's retort was: "What's the use of a child? It may become a man."

Goethe said: "What the women leave unfinished in our education the children complete in us."

Oliver Wendell Holmes tells us that "many of the noblest and most beautiful traits of a man's character are left undeveloped and unperfected until he knows what it is to have a child look up into his face and say, 'Father.'" If this be true of a man, how much more so is it of a woman that she is undeveloped and unperfected until she knows what it is to have a little child look up into her face and say, "Mother."

Children are the poetry of the world, the music of whose rhythm rivals angelic hymns and fills all listeners with a heavenly delight; they are apostles of hope and love and sanctify the soil of earth to bring forth benedictions to cheer the careworn.

What is a home without a baby? It may be quiet, but it is also dull. What a bond of union is the baby! What an incentive to tenderness! The man whom the baby does not save is damned sure enough. Nothing has such a sobering influence as the baby. It gives incentive to life.

## Baby King of America.

The employer will tell you that the man with a baby at home, as a rule, gives greater satisfaction than the one who is not tied down with such a responsibility. A baby famine would be the greatest calamity, the worst financial disaster, that could befall this country. The babies are the best national asset we have, and are worth more than all the other crops put together—for without them the produce would be valueless. The baby is king of America.

If you haven't a baby go and adopt one. Two children of a man at whose house Emerson was spending an evening were playing when the father remarked, "Just the interesting age." "And at what age," asked Emerson, "are children not interesting?" He regarded them with the eye of a philosopher and saw the possibilities

that surround their being with infinite interest.

When the children come what shall you do with them? What duties do you owe them? What is the parent's part in making the home? The responsibility rests upon both parents.

The man who is too dignified to play with his baby or help the little ones in their games not only lacks one of the finest elements of true greatness but fails in one of his duties to his children.

The mother is with the children all day, and carries the burden of their entertainment all days and hours. Surely it is only just to her that the little time the father is in the home he should relieve her. Besides, no father can afford to let his children grow up without weaving himself into the memories of their golden youth.

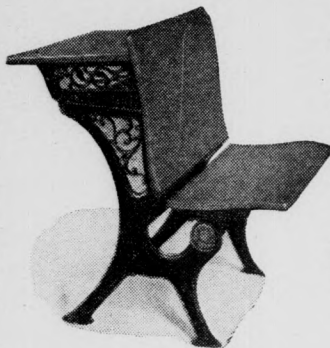
## Happiness Right of Childhood.

One of the inalienable rights of your children is happiness at your hands. The richest heritage you can give them is a happy childhood—tender memories which will brighten the coming days when the children have gone out from the sheltering home—memories which will be a safeguard in times of temptation and a conscious help amid life's stern realities.

Blessed is the son who can speak of his father as Charles Kingsley's eldest son does: "Perfect love casteth out fear" was the motto on which my father based his theory of bringing up children. From this and the interest he took in their pursuits, their pleasures, their trials and the petty details of their everyday life there sprang up a friendship between father and children that increased in intensity and depth with the years. To speak for myself, he was the best friend, the only true friend I ever had. At once he was the most fatherly and the most unfatherly of fathers—fatherly in that he was our intimate friend and our self-constituted adviser; unfatherly in that our feeling for him lacked that fear and restraint that makes boys call their father 'the governor.'"

No success in professional or business, political or social life can possibly atone for having neglected the care of your own home and the training of your children. However well the devoted mother may do her duty, her faithfulness can not atone

## More School Desks?



We can fill your order now, and give you the benefit of the lowest market prices.

We are anxious to make new friends everywhere by right treatment.

We can also ship immediately:

**Teachers' Desks and Chairs**  
**Office Desks and Tables**  
**Bookcases Blackboards**  
**Globes Maps**

Our Prices Are the Lowest

We keep up the quality and guarantee satisfaction.

If you need the goods, why not write us for prices and descriptive catalogues—Series G-10. Mention this journal.

**American Seating Company**

215 Wabash Ave.



CHICAGO, ILL.

GRAND RAPIDS

NEW YORK

BOSTON

PHILADELPHIA



## A Michigan Corporation

Organized, Incorporated  
and Operated Under the  
Laws of Michigan . . . .

OPERATING 38,004 miles of toll wire in Michigan.  
CONNECTING 1,100 towns and 172,000 telephones in Michigan.  
EMPLOYING 3,500 men and women in Michigan.  
OWNING - - 25 buildings in Michigan.  
LEASING - 180 buildings in Michigan.  
PAYING OVER \$100,000 taxes to the State of Michigan.

Furnishing Michigan Service for Michigan People  
and also direct toll line service to most of the cities, towns  
and villages in the United States and Canada over the  
lines of the "Bell System."

## Michigan State Telephone Co.

Every "Bell" telephone is a long distance station.

No doubt when you installed that lighting system for your store or invested your money in gasoline lamps for lighting your home you were told to get "The Best Gasoline." We have it

## CHAMPION 70 TO 72 GRAVITY

ure Pennsylvania Gasoline. Also best and cheapest for engines and automobiles. It will correct the old foggy idea that Gasoline is Gasoline. Ask us.

Grand Rapids Oil Company

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

## It's a Bread Flour



## "CERESOTA"

Made by The Northwestern Consolidated Milling Co.  
Minneapolis, Minn.

JUDSON GROCER CO., Distributors, Grand Rapids, Mich.

for the father's unfaithfulness. A home is not merely a spot in which to eat and sleep, to rest when tired, to be nursed when sick, to receive one's friends, to keep one's treasures and a place to go when you can go nowhere else.

#### Home Place for Growth.

Most married people aim to have a showy house, but home is not merely four square walls; it is a place for growth, for growing together, "like a double cherry seeming parted." It is a place for children to grow into physical vigor and moral health.

Don't surfeit your children with severe religion unless you want to turn them against it. Let the surroundings of the home be cheerful and attractive. However small the home let it be neat. The decorations, however simple, should be pleasing to the eye. No room should be too fine for the children to romp in, while the play room should be the brightest and the sleeping room the airiest.

Few people can indulge in fine paintings—the aristocracy of art—but the masters are now reproduced in lithographs—the democracy of art—and it is possible for a few cents each to have fine reproductions of the world's greatest masters. The value of pictures and pretty things in the house in influencing the life of a child few people appreciate. As people advance in civilization they not only build better houses, but put beautiful things in them.

The degraded live in hovels. The first step to improve the masses is to provide better houses. They need not be elegant and expensive. A few nights since I spent a night in the gaudy show place of a millionaire. It was oppressive. This, I was told, cost so much, that so much. The next day I spent with an artistic friend who lived with his lovely bride in a log cabin. It was cheerful and attractive, chaste and pleasing to the eye; there was love in the cabin, misery in the palace, for a few days later the newspapers told the story of the millionaire's separation from his young wife, who married him for money.

#### Unselfishness the Great Element.

If, like my artistic friend, you can afford but two rooms for your home, put into them just as much educating power as possible.

The law of unselfishness must be the essential element of the home spirit. Perfect love casteth out selfishness. One selfish soul in the home is not only like an ugly thorn bush in the midst of a garden of flowers, mars the joy, but it destroys the sweetness of the home.

Fill your home with sunshine. Do not keep all your brightness for strangers abroad and sternness and dullness for home consumption. No child can grow up in rich development in an unhappy and gloomy home. Don't drive your children to seek their amusement away from home. Better a billiard table in your own home than the boys downtown in public pool parlors.

Many children of the most pious people in every community turn out badly because their parents' narrow

notions drive them forth into the wilderness of life. An unhappy childhood is the fate of too many children of otherwise good parents because of their antipathy to amusements which may be innocent enough in themselves under favorable environments. Many an unhappy childhood in severely religious homes has so filled life's fountains with bitterness as to sadden all the after years.

Fill the young lives with sweetness, and make your home a garden of flowers, where joy shall bloom through childhood's hours.

Madison C. Peters.

#### Wonders of the Modern Clock.

Grandfather's clock is outdone. It had a calendar hand which told the day of the month, also the day of the week. Sometimes a window was cut in the upper part of the dial through which could be seen a humanized moon face slowly moving across the opening and giving the phases of the moon. In most cases if the calendar mechanism was not out of order the moon mechanism certainly was, and in the evening one could rarely tell which date it was because the hand was about halfway between.

The first of the month the calendar hand had to be set for the correct number of days—thirty or thirty-one or twenty-eight. The modern calendar clock takes care of these matters automatically. Every four years it automatically adds another day to February. It needs winding only once a year.

Few persons consider the clock as a piece of machinery, especially when gotten up in the cheap forms which are now so universal. But the principal clock builders employ skilled engineers, electrical and mechanical, whose inventive minds are shown in the ingenious makeup of some of the automatic clock devices which are becoming more and more commercially popular in the effort to provide uniform standard time throughout the country. If simultaneous actions in different parts of a large establishment are dependent upon the clock, all the clocks in the different departments must tell exactly the same time. By the old way there were used many high grade clocks, each expensive and even then liable to vary from each other. The modern way is to install one high grade master clock which automatically regulates any number of secondary clocks throughout the establishment, so that all exactly agree.

The tendency to correct all creation is often mistaken for the creation of correct character.

## "MORGAN"

Trade Mark. Registered.

Sweet Juice Hard Cider  
Boiled Cider and Vinegar

See Grocery Price Current

**John C. Morgan Co.**  
Traverse City, Mich.

# Karo

*The Syrup of Purity and Wholesomeness*

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

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

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



**CORN PRODUCTS  
REFINING COMPANY**

New York

## Klingman's

### Summer and Cottage Furniture: An Inviting Exposition

It is none too soon to begin thinking about toning up the Cottage and Porch. Our present display exceeds all previous efforts in these lines. All the well known makes show a great improvement this season and several very attractive new designs have been added.

The best Porch and Cottage Furniture and where to get it.

### Klingman's Sample Furniture Co.

Ionia, Fountain and Division Sts.

Entrance to retail store 76 N. Ionia St.

## WILLS

Making your will is often delayed.

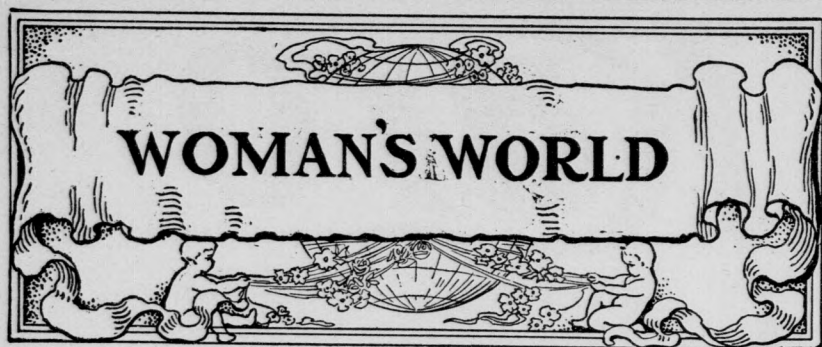
Our blank form sent on request and you can have it made at once. We also send our pamphlet defining the laws on the disposition of real and personal property.

Executor  
Agent

**The Michigan Trust Co.**

Grand Rapids, Mich.

Trustee  
Guardian



### Plea for the Old Fashioned Mother.

In any transition period there is always a painful breaking away from old traditions, old methods, old ties. This disavowance leaves behind it a lot of odds and ends that seem to have no hold upon any life structure, and are doomed to the mercy of the winds and tides of change, until they grow weary and fall at last to rest in that happy state where oblivion gives opportunity for reconstruction and a new life.

Under the rapid and radical changes of the present time the mother who belongs to the period of yesterday is, we may say, the end of the broken thread. Her sons and daughters go away from her; they are bitten by the microbe of the Spirit of the Times and they become new creatures. They are no longer a continuation of the mother-life, but they have a new life of their own, of more or less coherency, that they have found somewhere outside. And the mother can not understand this new life, any more than the children, under the spell of the new influence, can understand the mother's life, with its peculiar needs, its hopes and its ambitions.

There is, in fact, a complete severance, an entire alienation between the offspring and the body and soul that bore it. This, of course, is not recognized by the child to any great extent, because what lies behind it is of less importance than that which lies before it. But to the mother it comes as a severe shock and it gives her unspeakable pain as long as she lives. "Their ways are not my ways," she tries to tell herself by way of consolation. But the question ever arises in her mind, "Why are their ways not my ways?" And she feels that it was not meant that a mother's life should end so tragically and so abruptly. For, to the old fashioned mother, the child's life is, in the very nature of things, but a continuation of her own. It was for this that she approached near to the door of the grave, that she might take up her life again, and renew it in her children. It was ever her dearest hope that she might see them in the vigor of their youth following in her footsteps, taking up the burdens as she laid them down for her long rest. For her such an experience meant eternal life.

But when, as is so frequently the case to-day, children go off into new lines, heeding strange voices, following where she has never been, and where she can never go, it is as if her life had come to an end before its time, and the future lies empty and meaningless before her.

Many young people who have absorbed the progressive ideals of this rapidly moving age, although they be well meaning at heart, are too frequently careless to the point of cruelty in their treatment of the old fashioned mother. Tongue-tied by her ignorance of modern worldliness, she is ignored when consultations for enlightenment are held, and the judgment of a newly made and too frequently frivolous friend is given more consideration than is hers. If she timidly offers a suggestion regarding clothing or conduct, the suggestion is heeded or flippantly allowed to pass, according to the humor of the one addressed.

"Old fashioned" is a phrase that has been bestowed upon the home-bound mother to cover all her shortcomings; and everything she says and everything she does are lightly set aside with this odium attached to it. "Old fashioned!" How she hates the term!

"It seems to me that in the main principles underlying our lives we are about the same to-day that we were when I was young," said a mother to me recently, who was chafing under the stigma of "old fashioned." "It is only in outward things that we differ. And these outward things will be changing forever, so what is the good of making a fetish of them, of giving up our souls to them?"

This mother is not more than five-and-forty. But she has three daughters of the exuberant, high-headed, ultra-progressive, work-a-day type, who, although still in their "teens," regard themselves as quite grown and thoroughly capable of managing themselves without the interference of a mother with Methuselah-like ideas. Yet the mother is far from ignorant. She was in her early youth a governess in certain noble families of both England and France. In Paris she lived at one time "just around the corner" from Victor Hugo, Emile Zola, Sara Bernhardt and other talented folk, and she talks with perfect knowledge of the conspicuous and inconspicuous members of the royal families of all Europe. She is familiar with the names of great writers and great musicians, and is acquainted with many of their best works. She has tutored more than one prominent citizen of New York City, and she knows something of the philosophy of life, and of the shams and failures of human society. But since marriage abundance of wealth has not been hers, and the demands of an ever increasing family have caused her to submerge her welfare in that of her children, as all moth-

ers with large hearts and moderate means will do.

The result is that they all turn about and call her "old fashioned," and this at a time when she most needs consideration and affection and the respect of children reaching maturity.

In the twentieth century great strides are certainly being made in the way of progress. But also there is a tumult which, when its effervescence vanishes in thin air, will count for nothing. It is a wise head that distinguishes between this tumult and the real forces that are working for advancement. Many young people follow the siren voice of noise and vain show over the hills and far away from true progress. And the mother who is thoughtlessly derided as old fashioned and inconsequential sees this delusion, but her warning is unheeded.

It is poor policy to disregard her—the old fashioned mother—entirely. Such disregard adds nothing to the spirit of social growth and individual development and it fills her hungry heart with an intolerable loneliness and sense of futility. Dorothy Dix.

### Unique Electrical House in Paris.

In the heart of Paris is an electrical household. The door is opened by pressing a button, the telephone receives the object of the visit. In the dining room there is no waiter, but an electric elevator rising from the kitchen to the center of the table. On the table beside the host are four push buttons. When the host presses the white button a little drum beats in the kitchen. Immediately the doors of the elevator shaft open, the soup tureen ascends to the table, and the doors close and conceal the opening.

By pressing a red button to the right or left the dish is caused to travel around the table in the corresponding direction. It is arrested at any point by removing the finger from the button. The function of the fourth button is to cause the dish to rotate in order to assist the guest in helping himself. The dish is returned to the elevator and thence to the kitchen by the operation of the buttons.

Attached to the electric range in the kitchen are a switchboard, an electric clock, a rheostat by which the strength of the current and the heating effect are varied, and an ammeter which measures the current employed in cooking each dish. With the clock every dish can be cooked to the precisely proper degree. At the moment when the desired number of minutes has elapsed the current automatically is cut off and an electric bell announces the fact to the chef. Milk is automatically drawn into the stewpan. Sauces and cakes are merely placed on or in the range and the current does the rest without risk of burning.

In the laundry are electrical washing machines, drying stoves, irons, and ironing machines. In the bedroom is an electric bed warmer. Press a button and an elevator concealed in a table by the bedside brings breakfast and the morning paper. Electric spies distributed in all the rooms behind wallpaper and

hangings and connected with sensitive microphones make it possible for the master of the house by pressing a button without leaving the bed to know all that is being said and done in the house.

### Embarrassing For Her.

A Milwaukee man and his wife recently received a call from an old friend whom they had not seen for years. Just before the three sat down to a little supper in the German style the wife, seizing a favorable opportunity, whispered to her husband:

"We have only three bottles of beer in the house—just enough to go around—so please don't ask for any more."

"Very well," answered the husband, who chanced to be thinking of something else at the time.

Half an hour later the host, to his wife's consternation, asked the guest to take more beer. The invitation was politely declined, but still the host did not desist. A dozen times the caller was urged to drink; a dozen times he firmly refused.

When he had departed the wife took her husband to task. "What on earth made you persist so? Didn't I tell you there were only three bottles? Why did you insist upon his having more beer, more beer, more beer?"

"Mercy!" exclaimed the husband. "I forgot entirely."

"But," continued the wife, "why did you suppose I was kicking you under the table?"

"My dear," blandly replied the husband, "you didn't kick me!"

### A Gleam of Sunshine.

A San Francisco mother-in-law went to the Orient and, coming back, was caught trying to smuggle in a lot of choice silks.

She had to pay the duty and a fine. Then there was talk of a criminal action to follow.

Her son-in-law called on the customs official. "Is it possible," he asked in a severe tone, "that after my mother-in-law has paid the duty on that stuff and her fine you contemplate criminal action?"

"We are considering it," the customs official replied gravely.

"And if my mother-in-law were to be convicted, as she probably would be, she would have to go to jail?"

"I think so."

"Do you mean to tell me you intend to do this thing to a woman—a lady who has already expiated her fault and recompensed the Government?"

"I do; but look here, old chap, don't take this too hard. I've got to do my duty, you know. Don't feel so badly about it."

"Badly?" shouted the son-in-law. "Why, my dear sir, this is the first gleam of sunshine that has entered my home in twenty years."

### Sure To Get Along.

Belle—But do you think you and he are suited to each other?

Nell—Oh, perfectly! Our tastes are quite similar. I don't care much for him and he doesn't care much for me.



## The Song of the Imitators —

“We’re just as good as  
Kellogg’s”

But there are none so good and absolutely  
none are genuine without this signature

*W. K. Kellogg*



“Ours are just as good as Kellogg’s—”  
Is the burden of their song;  
But the buyers never encore,  
For they know the score’s all wrong!

There is discord ’mongst the chorus  
As it pants in vocal race,—  
(How can harmony be perfect  
When each singer’s off his bass?)

Though the leader “draws the long bow”  
And the rest swell the refrain,  
The public hears the false note  
And the lyres are tuned in vain!

## DIVORCE AND SUFFRAGE

### Handled Without Gloves by Famous Woman Novelist.

One of the most striking things in the woman of to-day is the evolution of the sense of individualism and sense of social responsibility, one of the special instances of which is divorce, for divorce is supreme individualism. Somehow or other, since the brute became the man, we have hammered out of bitter experience one hard fact, namely, that because of what we call property the matter of descent must be kept clear.

It goes back to the cave dweller, whose stone axe must descend to his son by his woman and not to another man's son by the same woman. Here, curiously enough, in its naked crudity, is the beginning of the sense of honor governing the relations of a man with another man's wife. Out of this crude idea of honesty came the belief that the relationship of the man and the woman, once entered into, must be permanent. Thus the family was created.

The process does not seem a very lofty stepping stone to a divine and spiritual ideal of marriage, but with the race as with the man it apparently must be first that which is natural, then that which is spiritual. So in all these painful ages of evolution body and soul have wrestled together, but as the ideal has become clearer we have come to say one husband and one wife until death us do part. Man is—well, imperfectly monogamous.

#### The Family.

Man builds his civilization in the indestructibility of the family—one traces it down through the State, the tribe, the family, a series, as Sir Henry Maine expresses it in Ancient Law, of concentric rings, and in the center of the rings marriage. Civilization, like a pyramid on its apex, rests, therefore, on the permanence of marriage. Any one who tampers with the solidity of that base tampers with civilization.

It is an entirely social point of view, of course. The individual crushed by that delicately balanced apex suffers, and now the individual is beginning to protest, and he—or more frequently she—protests in the divorce courts. The fact is this matter of divorce—most intensely social question of the world—is treated as an individual question.

It is base for a man and woman who hate each other to live together, and on that we must surely all agree. Indeed some of us would protest that bad marriages are not dissolved often enough for the good of the child, which means the good of the State. But the individual morality which recognizes the baseness of a marriage without respect goes too often one step farther than mere parting—mere legal separation. It is not content with that which would answer every purpose of safety, honor and decency. Following the assertion that marriage must be dissolved for the sake of morality comes the admission that it is to be dissolved for the sake of the individual's future happiness.

The individualist believes that happiness is the purpose of marriage,

whereas happiness is only an incident of marriage. Happiness and marriage may go together—God send they do. But if the incident of happiness is lost, if love is lost, duty remains, the obligation of contract remains. Marriage remains.

#### The Self in Divorces.

We must all admit that the honest reason for nine-tenths of the divorces is self, and nothing but self. We will admit that it is not for the sake of society that a man and woman are divorced. It is for their own personal happiness. But when personal happiness conflicts with any great human ideal, the right to claim such happiness is as nothing compared to resigning it.

Over and over we see this belief that happiness is the purpose of marriage leading to the divorce court, and almost always—alas, that we must say it!—the woman leads the way. This belief expresses itself often in terms at once logical and pitiful; it expresses individualism itself, with a perfectly honest sympathy for the unhappily married man or woman.

"Why should a wronged and innocent person who made a mistake in marriage once be compelled to renounce the chance of happiness in remarrying? What can be wrong in that?" demands the individualist ardently. Nothing; individually there is nothing wrong in it.

The advocate of the remarriage of divorced persons replies to this that to forbid remarriage would be to encourage sin; perhaps, yes, but it would discourage divorce. As for the increased sin what shall we say—that sometimes the integrity of the greatest number is paid for by the wrongdoing of the few? That is a hard saying.

#### The Suffrage Question.

The sense of social responsibility is expressing itself first and foremost in the determination of women to exercise the suffrage. Out of that determination spring, of course, many fine and noble hopes and purposes which would contribute to the general welfare of the race. Woman would try her hand in government, and incidentally in the excitement of her high purpose and dogged intention to have the ballot, even if she upsets the whole kettle of fish. She would force upon men the feminine view of morality. "Let me get the reins in my hands," she says, "and I will make men temperate; I will make them pure; I will reform their corrupt politics. In fact, my vote shall make human nature cease to be human nature."

What the outside, gaping, anxious world thinks of us when we make such statements we do not stop to hear.

Heretofore the work of woman in the arts has simply been work, considered irrespective of sex. Now it is classified as feminine and loses immeasurably in consequence. A curious thing has happened: she has apparently forgotten that she has secured by intelligent influence and plain unsensational common sense a large number of rights and privileges without the ballot.

I hope I shall not be thought too dogmatic if I say that I believe that there was very general regret among thoughtful women that there should have been a Woman's Building at Chicago in 1893, and that it was, on the whole, a humiliating display. How much better if the few great things there, the noble pictures, the valuable inventions, the dignified expressions of any art or science, had been placed among their peers and not put aside as noticeable because women did them.

#### Reaching For Power.

Take this matter of suffrage for which the new woman is clamoring so that she may right the wrongs of time, does she stop to reflect with what terrible elements she is playing? She is reaching out, panting for, insisting upon power! Power to make for righteousness, truly; but to gratify that desire, noble in itself, she is willing to multiply by two the present ignorant and unconscientious vote, a vote which many thoughtful persons, anxiously doubting democracy, believe is already threatening our National existence.

Universal man's suffrage has certainly not proved itself a success, but that does not discourage the new woman in asking for the further complication—universal woman's suffrage.

She has never, so far as I know, suggested an educational qualification for women, far, far stricter than that which has accomplished so little for man; or perhaps even a property qualification, although, of course, that is still a doubtful proposition in democracy—she says, "All of us or none of us. Just because so many men absolutely unqualified to do so vote, let many absolutely unqualified women do the same."

Could there be wilder—in fact, (alas! that I should say so!) more feminine—logic?

An educated, responsible woman says: "I'm surely better qualified to vote than my coachman." Undoubtedly, but shall suffrage therefore be given to her cook? We have suffered many things at the hands of Patrick; the new woman would add Bridget also, and—graver danger—to the vote of that fierce, silly, amiable creature, the irresponsible, uneducated negro she would add the vote of his sillier, baser female.

I hope I am not misunderstood as being opposed to woman's suffrage. I am only opposed to suffrage for all women, just as I am opposed to suffrage for all men. My opposition is not at all because of any traditional sentimentality as to woman's inherent unfitness. I am not at all impressed by any cant phrases about the hand that rocks the cradle being unfit or unable to cast a ballot. When it is so foolish or so incapable a hand as that, it is more dangerous to the State to trust a cradle to it than to trust a ballot.

#### Question of Expediency.

No; my objection is only on the ground of inexpediency; all things are lawful—to go back to St. Paul—but all things are not expedient. If there could be a qualifying suffrage for men and women—but the unqualified men

won't give up what they have, and the unqualified women are trying to get what they don't deserve. It is the lawless, sentimental, emotional shallowness, the lack of thoroughness in the way in which we women approach social questions which is the alarming thing in the matter of woman's exercising the suffrage.

In nothing is shallowness more alarming than in her indifference to law—the most majestic thing humanity has evolved is surely the abstraction called law. That the administration of law is defective is neither here nor there. Of course, it is defective. That we should have evolved law shows us to be a part of the eternal law which is called God.

And how does the new woman regard this majestic thing? She flouts it, she makes merry of it, she treats it as something to be used for her amusement and well-being or else down with it! Woman's disrespect as regards her own conduct is terribly alarming, especially in the example it places before the rising generation.

As instance of this women have sprung up in the night like mushrooms declaring that they are capable of solving the riddle of the painful world, that old riddle which is tangled up with the very fibres of human nature, that which is full of mystery and misery, and which is in some strange, dark way built upon everlasting law. Margaret Deland.

### Airship Railway Invented by German.

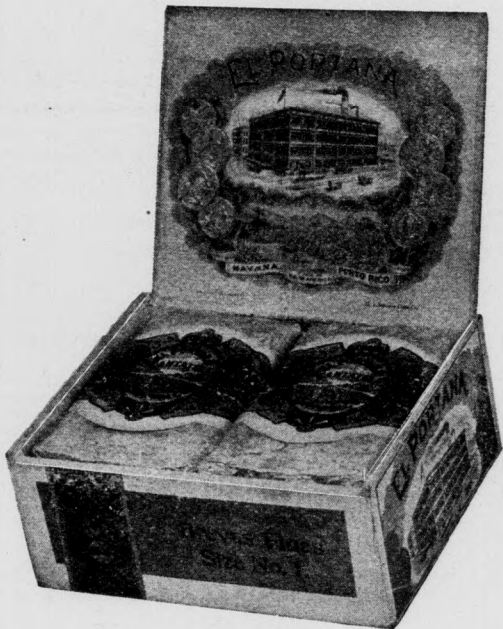
The airship railway is a cross between the electric railway and the airship and it hails from a German engineer named Leps. A balloon supports the weight of passenger cars which run on aerial cables and are propelled by electricity. The balloon is a horizontal cylinder with conical ends and is about 200 feet long and thirty-three feet in diameter. Below and attached to the balloon is the car, capable of accommodating sixty passengers.

They are made of steel, wood, and canvas and provided with windows. There is a small forward compartment for the motor and motormen. The larger compartment has folding tables, revolving chairs, and electric light and heating and other conveniences. The cars are propelled by electric motors capable of developing a speed of 125 miles an hour.

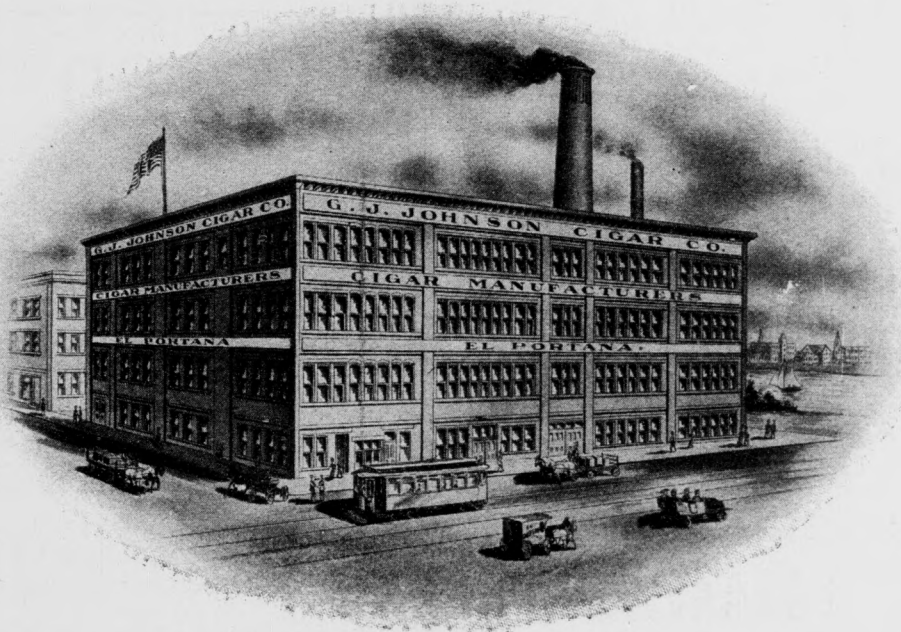
To test the Leps aerial railway a short experimental line is to be constructed from Marburg to the summit of a neighboring hill. The promoters believe that the operating expenses of a railway of this sort would be about one-fortieth those of an ordinary railway and that the diminution in the cost of right of way would reduce the initial outlay to about \$30,000 a mile.

They believe that the 6,000 mile journey from Berlin to Vladivostok, now occupying seventeen days via the Siberian railway, could be achieved in three days by the Leps system. But the incredulous point to engineering and financial objections to the novel aeronautic railway and declare that this fanciful road is never likely to exist save on paper.

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Class by  
Itself"



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Under  
Sanitary  
Conditions

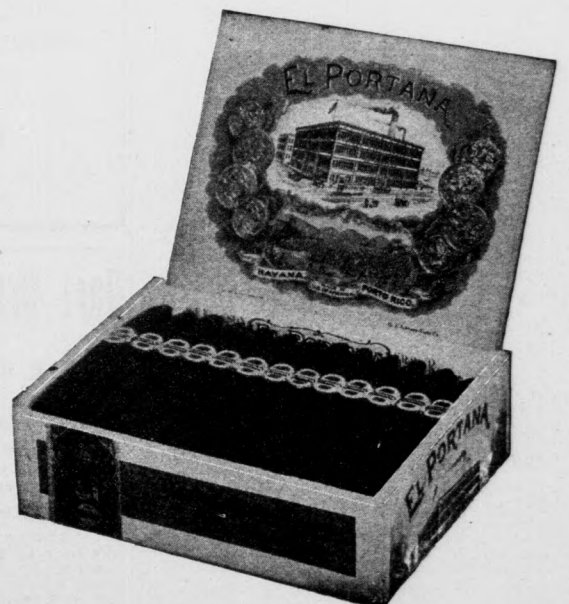
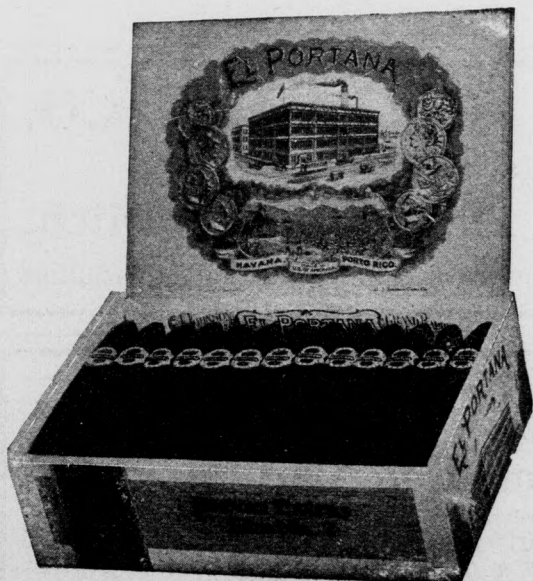
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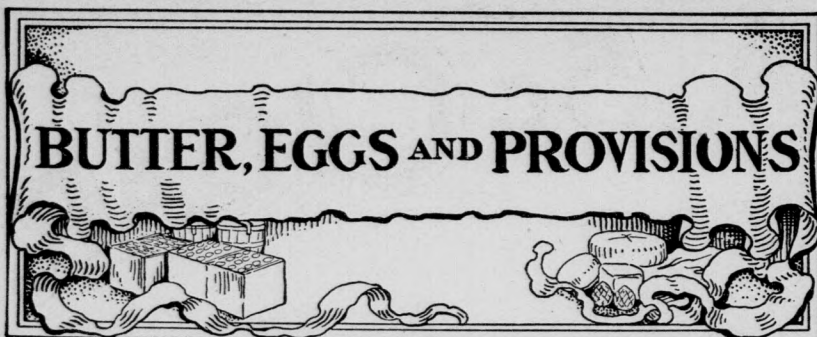
## Five Sizes

### G. J. Johnson Cigar Co.

Makers

Grand Rapids, Mich.





### Observations of a Gotham Egg Man.

Many of the fresh gathered eggs lately arriving in this market have been more or less seriously damaged by freezing. And unfortunately, the fullest and freshest of the eggs, in a shipment exposed to freezing conditions, are the most likely to be split open by the frost, since the older, shrunken eggs have room to expand without bursting the shell, while the fresh and full eggs have not. Stock showing frost has to be cut in price more or less according to the extent of the damage; when only a few split eggs appear in the samples shown a concession of 1@2c is usually sufficient, but when the proportion of frozen eggs is large much greater reduction in price often has to be made—sometimes as much as 6@8c per dozen below what the eggs would have sold for had they been free from frost.

There is no doubt that the wintry weather prevailing in egg producing sections during the past three or four weeks has improved the situation of the remaining stock of cold storage eggs. The signs of increased production that were apparent early in December have disappeared so far as the West is concerned, and have lately been restricted to a few southern sections where there has been very little snow and where temperatures have not yet fallen low enough to prevent a moderate seasonable increase in the lay of eggs. Still it must be considered that Eastern markets are carrying over an unusually large stock of storage eggs and that the recovery in prices so far realized has not been sufficient to permit sales at any average profit over the original cost of the goods. It looks now as if the abundance of storage eggs and the general desire to move them at cost or a small profit would prevent the maintenance of any very extreme prices for fresh stock hereafter, even under comparatively small supplies and even with some further advance in the held goods. I notice that some shippers of fresh stock from Western points are placing high limits on their goods, but there seem to be few chances that their extreme ideas of value will be realized. It has been the experience so far this winter that whenever the price of high grade fresh Western eggs has been pushed above about 34c more trade has been diverted to storage stock than could be spared from the fresh arrivals and the market has quickly fallen back. All such extreme advances have been supported under the influence of strong interior advices and the expectation of a dearth of

fresh eggs which has not yet been realized, even though receipts have, at times, fallen to small figures. And there really seems now to be little prospect of any actual shortage of fresh gathered eggs so long as the supply of storage eggs remains comparatively large, affording dealers a profitable alternative.

But the greater dependence upon storage eggs has, as remarked above, improved their position and prices for them have ruled steadily firmer in spite of the recent decline in fresh stock. Through these changes in value the recent extreme range in prices between fine fresh and fine storage eggs has been reduced, but it is still abnormally wide for the season, and likely to be still further reduced; that is to say, if continued wintry conditions in producing sections should permit a maintenance of present prices for fresh gathered eggs some further improvement in desirable storage stock is quite probable; and a reaction downward from present prices



THE NEW FLAVOR

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Better  
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The Crescent Mfg. Co.,  
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**BAGS** New and  
Second Hand

For Beans, Potatoes  
Grain, Flour, Feed and  
Other Purposes

**ROY BAKER**

Wm. Alden Smith Building  
Grand Rapids, Mich.

**Hart Brand Canned Goods**

Packed by

W. R. Roach & Co., Hart, Mich.

Michigan People Want Michigan Products

THE LATEST CRAZE  
**SAWYER'S BO-PEEP PUZZLE**

A 25 cent puzzle sold for 10 cents to advertise Sawyer's Crystal Blue for the laundry. An evening's fun for all the family. Mailed for 10 cents, stamps or silver. Sawyer Crystal Blue Co., Dept. O, 88 Broad St., Boston, Mass.

For Dealers in  
**HIDES AND PELTS**

Look to

**Crohon & Roden Co., Ltd. Tanners**

37 S. Market St. Grand Rapids, Mich.

Ship us your Hides to be made into Robes

Prices Satisfactory

**Dandelion Vegetable Butter Color**

A perfectly Pure Vegetable Butter Color, and one that complies with the pure food laws of every State and of the United States.

Manufactured by Wells & Richardson Co. Burlington, Vt.

## We Want Eggs

We have a good outlet for all the eggs you can ship us. We pay the highest market price.

**Burns Creamery Co.**

Grand Rapids, Mich.

## SEEDS

for Summer Planting: Millet, Fodder Corn, Cow Peas, Dwarf Essex Rape, Turnip and Rutabaga.

"All orders filled promptly."

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

## The Vinkemulder Company

Jobbers and Shippers of Everything in

## FRUITS AND PRODUCE

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## WANTED

White Beans

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Mail Samples. State Quantity.

**Moseley Bros.**

Wholesale Dealers and Shippers Beans, Seeds and Potatoes  
Office and Warehouse Second Ave. and Railroad

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**REA & WITZIG**

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PRODUCE COMMISSION

104-106 West Market St., Buffalo, N. Y.

"Buffalo Means Business"

We want your shipments of poultry. Heavy demand at high prices for choice fowls, chickens, ducks and turkeys for storage purposes, and we can get highest prices.

Extreme prices expected for all kinds of poultry for the holidays. None can do better.

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## C. D. CRITTENDEN CO.

41-43 S. Market St.

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Wholesalers of Butter, Eggs, Fruits and Specialties

**FOOTE & JENKS'**

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Terpeneless

High Class

**Lemon and Vanilla**

Write for our "Promotion Offer" that combats "Factory to Family" schemes. Insist on getting Coleman's Extracts from your jobbing grocer, or mail order direct to

FOOTE & JENKS, Jackson, Mich.

of storage eggs need be expected only if the supply of fresh gathered should increase enough to force a further decline in their value here. The latter result, however, is not beyond the range of probability since the demand for fresh is now small and advices indicate fair supplies in transit. There is also, at present, a tendency toward milder weather in producing sections of the South and Southwest.—N. Y. Produce Review.

#### Turkeys on the Farm.

In this day of rapid progress the farmer should not lose sight of the large profit to be derived from the turkey. There is no poultry or other like stock that will return so large a profit to the successful producer as will turkeys when properly handled.

If domesticated enough to be raised naturally they will may be termed self-sustaining foragers. The mother may be placed in the meadows with her baby turkeys and they will need no feed nor attention if there are convenient water and shade and the fencing is in order. And we find that fences that answer for sheep likewise answer for turkeys.

Here they will secure their entire living; much of it from grasshoppers, bugs and the various insects that are really detrimental to the growing grain. They are veritable gleaners, picking up the waste grain in their wanderings, which assures steady growth at no expense. The farm is an ideal home for the turkey and the turkey is the ideal profit-bringing bird for the farmer, and as soon as the farmer understands managing and rearing it he will be glad to be called the turkey's friend. He will also realize that the turkey is truly the farmer's friend.

It should be encouraging to the farmer to know that the market demand for turkeys has always been greater than the supply and the price has gone steadily up. Nothing looks more promising in the future than the turkey market. The flesh of the turkey is so generally used now that it seems impossible to meet the demand. Sandwiches and salads now call for turkey meat and there is great demand for the poult as broilers.

We certainly advise the rearing of turkeys on the farm and further advise the choosing of those that are highly domesticated. To us none are quite so good as the White Holland. We began with this variety and have tried no other. They have grown more domesticated all the while and have proved themselves the most profitable thing we have. They are not quite so large as some, but are so easily raised that we believe the obstacle of size is over-balanced. Any farmer who tries them will be most sure to say they have made him happy on account of good results gained.—Farmer's Wife.

#### The Popularity of Capons.

What the steak cut from the well fed steer, as compared with a piece of the indurated fibrine of the back of the bull, is exactly what the rich, tender flesh of the capon is like as compared with the ordinary rooster, when it comes to placing them upon

the table. In order to appreciate the capon, one has first to eat him. Plump, thick of flesh, with all that tender, juicy richness of flesh of the young broiler, the capon is a king among delicacies. To offer them for sale is to create a demand at a very marked advance over the ordinary market price for fowl, live or dressed.

Now that poultry has reached such a high price in the city markets the importance and profit of growing them should take a place equal to that of the production of pork or of beef, and if rightly gone about it is much more profitable.

There would be just as little sense in sending two or three year old bulls to market instead of steers as there is in sending a lot of young roosters instead of the far more profitable capons. The operation of caponizing is one easily learned and practically safe. One has only to purchase a set of caponizing tools and follow carefully directions. After the operation the young bird seems to suffer little in any way, and he at once commences to gain flesh rapidly, grows bigger, fattens more quickly, and is altogether more profitable than he would otherwise have been. All surplus male birds should be caponized, and a regular market at a much better price than for other fowls would soon be established.

#### One of His Specialties.

Squartleigh—I see by the papers that Roosevelt has sent home another big lot of elephant tusks.

Jonas—Yes. Teddy always was great on teeth.

Our Slogan, "Quality Tells"  
**Grand Rapids Broom Company**  
Grand Rapids, Michigan

**FLI-STIKON**  
THE FLY RIBBON  
The Greatest Fly Catcher in the World  
Retail at 5c. \$4.80 per gross  
The Fly Ribbon Mfg. Co., New York  
ORDER FROM YOUR JOBBER

## PEACOCK BRAND

### Leaf Lard and Special Mild Cured Hams and Bacon

are on sale by all live, wide-awake, up-to-date merchants.

#### Why?

#### BECAUSE

they are trade-winners and trade-keepers, on account of their being the "best in the land."

The Lard is pure leaf and the Hams and Bacon are selected from choice corn-fed hogs and cured by the special "PEACOCK PROCESS" of

**Cudahy-Milwaukee**

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

CONSIGN YOUR EGGS TO  
**GEORGE E. CUTLER**  
22 HARRISON ST. NEW YORK  
OUR OUTLET UNEXCELLED  
COMMISSION EXCLUSIVELY

## Hot Graham Muffins

A delicious morsel that confers an added charm to any meal. In them are combined the exquisite lightness and flavor demanded by the epicurean and the productive tissue building qualities so necessary to the worker.

### Wizard Graham Flour

There is something delightfully refreshing about Graham Muffins or Gems—light, brown and flaky—just as palatable as they look. If you have a longing for something different for breakfast, luncheon or dinner, try "Wizard" Graham Gems, Muffins, Puffs, Waffles or Biscuits. AT ALL GROCERS.

Wizard Graham is Made by  
**Grand Rapids Grain & Milling Co.**  
L. Fred Peabody, Mgr.  
Grand Rapids, Michigan



Frankly and honestly, Mr. Grocer, are you selling or have you ever sold a brand of flour that causes as much satisfaction as "Crescent?"

The fact that you hear no complaints regarding its quality, and that the first sack means continued orders, should make you very positive in recommending it to new customers.

You may be selling other brands of which you will hear more about—but what grocer likes to hear continual "kicks" concerning his wares?

Have you plenty of all sizes in Crescent flour?

**VOIGT MILLING CO.**  
GRAND RAPIDS, MICH.



Jennings' Absolute Phosphate Baking Powder has been thoroughly tested with unqualified success—it is now ready for market.

Order from your jobber or direct.

**Jennings Baking Powder Company**  
Grand Rapids, Mich.  
Established 1872

## The Diamond Match Company

### PRICE LIST

#### BIRD'S-EYE.

#### Safety Heads. Protected Tips.

5 size—5 boxes in package, 20 packages in case, per case 20 gr. lots.....\$3.35  
Lesser quantities.....\$3.50

#### BLACK DIAMOND.

5 size—5 boxes in package, 20 packages in case, per case 20 gr. lots.....\$3.35  
Lesser quantities.....\$3.50

#### BULL'S-EYE.

1 size—10 boxes in package, 36 packages (360 boxes) in 2 1/2 gr. case, per case 20 gr. lot.....\$2.35  
Lesser quantities.....\$2.50

#### SWIFT & COURTNEY.

5 size—Black and white heads, double dip, 12 boxes in package, 12 packages (144 boxes) in 5 gross case, per case 20 gr. lots.....\$3.75  
Lesser quantities.....\$4.00

#### BARBER'S RED DIAMOND.

2 size—In slide box, 1 doz boxes in package, 144 boxes in 2 gr. case, per case in 20 gr. lots.....\$1.60  
Lesser quantities.....\$1.70

#### BLACK AND WHITE.

2 size—1 doz boxes in package, 12 packages in 2 gr case, per case in 20 gr. lots.....\$1.80  
Lesser quantities.....\$1.90

#### THE GROCER'S MATCH.

2 size—Grocers 6 gr. 8 boxes in package, 54 packages in 6 gross case, per case in 20 gr. lots.....\$5.00  
Lesser quantities.....\$5.25  
Grocers 4 1-6 gr. 3 box package, 100 packages in 4 1-6 gr. case, per case in 20 gr. lots.....\$3.50  
Lesser quantities.....\$3.65

#### ANCHOR PARLOR MATCHES.

2 size—In slide box, 1 doz in package, 144 boxes in two gross case in 20 gr. lots.....\$1.40  
Lesser quantities.....\$1.50

#### BEST AND CHEAPEST PARLOR MATCHES.

2 size—In slide box, 1 doz. in package, 144 boxes in 2 gr. case, in 20 gr. lots.....\$1.60  
Lesser quantities.....\$1.70  
3 size—In slide box, 1 doz. in package, 144 boxes in 3 gr. case, in 20 gr. lots.....\$2.40  
Lesser quantities.....\$2.55

#### SEARCH-LIGHT PARLOR MATCH.

5 size—In slide box, 1 doz in package, 12 packages in 5 gr case, in 20 gr. lots.....\$4.20  
Lesser quantities.....\$4.50

#### UNCLE SAM.

2 size—Parlor Matches, handsome box and package; red, white and blue heads, 3 boxes in flat packages, 100 packages (300 boxes) in 4 1-6 gr. case, per case in 20 gr. lots.....\$3.35  
Lesser quantities.....\$3.60

#### SAFETY MATCHES.

#### Light only on box.

Red Top Safety—0 size—1 doz. boxes in package 60 packages (720 boxes) in 5 gr. case, per case in 20 gr. lots.....\$2.50  
Lesser quantities.....\$2.75  
Aluminum Safety, Aluminum Size—1 doz. boxes in package, 60 packages (720 boxes) in 5 gr. case, per case in 20 gr. lots.....\$1.90  
Lesser quantities.....\$2.00



### Good Health the Bulwark of Success.

It is harder to say why some people fail than to tell why others succeed. One thing is certain—that a man with health stands a far better chance to succeed than one without it. Writers talk with pride about Ruskin, Pope, Mrs. Browning and others who did much with little strength. They forget that these are only the few, and how much more these might have done with better health.

Successful work is measured by two standards—quantity and quality. It is self-evident that a man in good health can do more work than one who is not. When it comes to a question of quality, ability and creative power are needed, but they must be strengthened by good health. It is as foolish for a man to expect to accomplish a great deal without health as for an architect to plan a fine home without a good foundation. As Luther H. Gulick, who has made a careful study of efficient work, says: "The work of the thinker, of the financier, of the executive genius demands an

alertness of all the faculties, an ability to grasp, to originate, to carry out a trained perception. He must be the master of a delicate high grade machine calculated to carry out high grade work."

The more skilled labor is the more it depends on the quality than the quantity of the output. "Live at your best" is a safe motto for men and women called upon to do a high grade of work. The head of a large retail house in the East said the other day when interviewed on this subject: "We do not want men and women in our employ who are in poor health. In selecting our men we consider their health as much as their ability, and we help to keep them in good physical condition. We give them a three weeks' vacation every year, pleasant surroundings and plenty of exercise. Upstairs we have a large gymnasium and here every man and woman exercise every day."

A half hour or less of purely muscular exercise will help much to keep a man or a woman in trim. For the

man and woman who can not go into a gymnasium some simple systematic exercises taken at home, swimming, boxing, bowling and playing golf help to bring into play the big muscles of the body and make the whole body respond energetically.

There are plenty of able organizers and workers who are expending from 25 to 50 per cent. of unnecessary energy in business every day. The fault is they allow themselves to be ground down by the deadly details of their business and therefore let the real things, the real opportunities, slip by.

Many a man and woman fail because they spend so much time in worrying. They do not understand that worry slows down the circulation and lowers all the faculties. It does wonders to tire mind and body. Work is the best cure for worry and discouragement.

Vitality is as necessary to efficient work as it is to good health. It means more than freedom from disease. It represents power, ability to do things. Every worker must learn to do as much work at as little cost as possible. Some men do their best work chained to a desk. Others work spasmodically, they need day dreams, inspiration of thought and surroundings to call out the best.

But health and good work depend on growth. We may stop growing in stature when we are 20, but there is no check put on our mental and moral growth. Right ideals and right living are pretty certain to result in good health and successful work.

William A. James.

## Hotel Cody

Grand Rapids, Mich.

W. P. COX, Mgr.

Many improvements have been made in this popular hotel. Hot and cold water have been put in all the rooms.

Twenty new rooms have been added, many with private bath.

The lobby has been enlarged and beautified, and the dining room moved to the ground floor.

The rates remain the same—\$2.00, \$2.50 and \$3.00. American plan.

All meals 50c.

## A Question in Addition and Multiplication

Add one big airy room to courteous service, then multiply by three excellent meals, and the answer is

**Hotel Livingston**  
Grand Rapids

**General Investment Co.**  
Stocks, Bonds, Real Estate and Loans

Clitz. 5275. 225-6 Houseman Bldg.  
GRAND RAPIDS

# More Profit for Retailers

Retailers can now buy

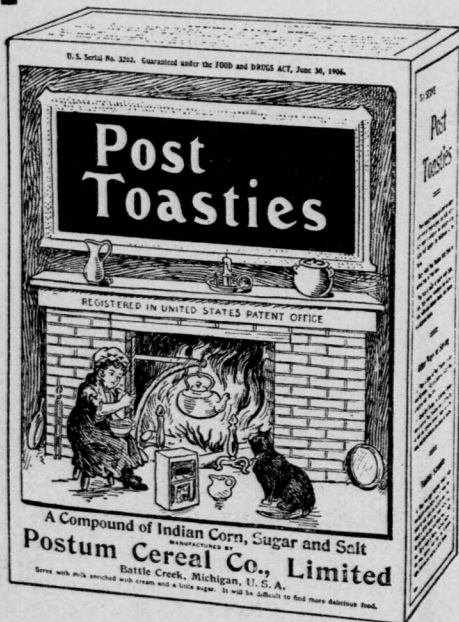
## Post Toasties

In five-case lots at \$2.70 the case—

**10 Cts. Per Case Less Than Heretofore**

If a Retailer cannot use five cases of Post Toasties, he can make a five-case order by including Grape-Nuts or Postum, or both.

Just so an order for five cases of our products is placed, he can buy Post Toasties at \$2.70 the case.



It pays to push Post Toasties. The crisp, flavoury food pleases customers. Heavy, continuous advertising makes quick sales. The long profit is pleasing.

**"The Memory Lingers"**

POSTUM CEREAL COMPANY, LTD., BATTLE CREEK, MICH., U. S. A.

**Concluding Sessions of M. K. of G.**  
Lansing, Dec. 29—At the conclusion of President Frost's annual address to the annual convention of the Michigan Knights of the Grip he announced the following standing committees:

**Credentials**—John C. Saunders, of Lansing, John W. Schram, of Detroit, and W. J. Devereaux, of Port Huron.

**Rules and Order of Business**—John A. Hoffman, of Kalamazoo, Frank L. Day, of Jackson, and John Raymond, of Lansing.

**President's Address**—F. N. Mosher, of Port Huron, B. E. Gass, of Lapeer, and George S. Hyde.

**Resolutions**—M. S. Brown, of Saginaw, W. H. Griffiths, of Howell, and M. C. Empey, of Bay City.

**Mortuary Resolutions**—George F. Owen, of Grand Rapids, Manley Jones, of Grand Rapids, and Van Dailey.

**Communications**—M. S. Brown, of Saginaw, J. C. Wittliff, of Port Huron, and Frank Lawrence, of Lansing.

**Letters**—John A. Hoffman, of Kalamazoo, William G. Tapert, of Sault Ste. Marie, and B. L. Gass, of Lapeer.

The visiting Knights of the Grip and their ladies were tendered a complimentary banquet by Post A Tuesday evening. A bountiful repast, creditable talks and entertaining music comprised the early programme and later dancing in the ballroom was in order.

At the banquet J. C. Saunders introduced James F. Hammell as toastmaster. Clever stories are always told at the banquet table, but Mr. Hammell's witty assortment was equal to any which have been heard in this city for some time.

Following was the programme as carried out: Invocation, Rev. F. G. Ward, Lansing; "Michigan," Rev. Fr. Wittliff, of Port Huron; solo, Mrs. W. F. Davis, Saginaw; "Michigan Knights of the Grip," J. J. Frost, Lansing; "Memories," N. B. Jones, Detroit; "The Early Traveler," J. A. Hoffman, Kalamazoo; "Hotels," M. S. Brown, Saginaw; duet, Mrs. Davis and Ben MacGahan; "The Ladies," Manley Jones, Grand Rapids; music, Ladies' Auxiliary Symphony Orchestra. All the addresses were appropriate, to the point and heartily received.

That the ladies are prominent factors in the success of Post A was declared by Manley Jones in his toast on that topic. Mr. Jones stated that the Lansing Post surpassed any other in Michigan and he said that the reason for the success was that the local Post has an active Ladies' Auxiliary.

The special Committee on Communications presented the following report:

"We believe in informing the consumer that the value of farms depends to a certain extent upon the nearness of the farms to a good live town, and any agricultural town receives its prosperity from the support of the consumers in the vicinity of the city. We believe that the consumer should be educated to the fact

that a continual support of mail order houses means the annihilation of the hustling villages and towns, which on an average pay about 30 per cent. of all taxes. If the consumers succeed in destroying these towns and villages, the consumers must pay the extra tax and charge its pro rata amount to the cost of mail order goods.

"Further, we should educate the consumer to be consistent. The retailer always extends a running credit to the consumer, while the mail order houses demand cash. The consumer's home selling market depends entirely on how well he supports his home town. This is especially true in the case of the farmer, for the unwritten law is that the larger the town the more elevators there will be, and thus greater competition and higher prices.

"We must educate the consumer to know that when he purchases from mail order houses he must take into consideration that there will follow increased taxes, depreciated real estate values and lessened competitive markets. We believe above all that it is the business duty of the traveler to discuss with the retailer constantly these principles and ask him in turn to take the matter up with the respective boards of trade and they in turn reach the consumer with these arguments."

The report was adopted.

The election of officers resulted as follows: President, Charles H. Phillips, Lapeer; Secretary, Frank Ackerman, Lansing; Treasurer, Lou J. Burch, Detroit; members of the Board of Directors, Henry Goppelt, Saginaw, re-elected; John D. Martin, Grand Rapids; Wm. J. Devereaux, Port Huron.

The only fight was over the secretaryship, and Ackerman received forty-nine votes to sixteen for M. V. Foley, of Saginaw, and twenty-six for Wm. J. Devereaux, of Port Huron.

Twelve Vice-Presidents were chosen as follows: F. L. Day, Jackson; George C. Steele, Battle Creek; F. M. Whitbeck, Benton Harbor; George F. Owen, Grand Rapids; John W. Newall, Flint; E. J. Courtney, Port Huron; Thomas Olivie, Saginaw; N. D. Barnard, Manistee; V. W. White, Traverse City; Wm. G. Tapert, Soo.

It was thought that Kalamazoo would offer a bid for the meeting next year, but it did not come out as scheduled and Lapeer was chosen without a dissenting vote.

Post A, of Lansing, which entertained the visitors during the convention, was tendered a hearty vote of thanks for the fine way the visiting brothers and their ladies had been entertained.

#### The Wayfarer.

Did no one see an Old Man go  
Alone across the fields of snow.  
His tattered cloak blown in the wind  
And all his treasures left behind,  
Faring a way he did not know—  
Did no one see that Old Man go?

Did no one mind a tolling bell  
And did no voices call farewell  
Adown the wind with piteous haste  
To one upon the wintry waste?  
Oh, bells ring loud and voices cry  
And bid the going Year good-bye!

He who can not laugh like a boy  
Can not labor like a man.

#### Elevation of John D. Martin.

Grand Rapids, Jan. 4—When the Michigan Knights of the Grip elected John D. Martin one of their Board of Directors they voiced the sentiment of every traveling man within the boundaries of the State of Michigan. For nineteen years John has traveled in Michigan and in that time has sold goods in nearly every city, town and hamlet in the Lower Peninsula and he counts his customers as his personal friends. For eighteen years he has been a member of the Michigan Knights of the



Grip and for sixteen years a member of the United Commercial Travelers of America, being one of the charter members of Saginaw Council, No. 43, instituted in 1893, and entering the Grand Council in 1900, after which, by transfer card, he became a member of Grand Rapids Council, No. 131. At Battle Creek in June, 1908, he was elected to fill a vacancy on the Executive Board of the Grand Council and again re-elected in Kalamazoo in June, 1909, for a full term. The placing of him by his friends on the Board of Directors of the Michigan Knights of the Grip gives him the honor of being on the directorate of both State organizations of traveling men, which has never happened before. Admirer.

#### Changed His Mind About Lansing Police.

Lansing, Dec. 29—M. S. Brown, of Saginaw, is alleged to have loudly declared a few weeks ago while making a trip through the northern part of the State that this city's police department was a joke.

"Why, I can lick the whole bunch," Brown is alleged to have said. He has changed his opinion, however, and so declared this morning after Chief of Police Behrendt and three husky policemen had placed him under arrest during the morning's business session of the M. K. of G.

Mr. Brown was given a ride in the automobile patrol and taken to the police station. There he declared that he had made a terrible mistake. Especially did this seem true, Mr. Brown said, when he gazed at half a dozen more policemen of the six foot variety. Later Mr. Brown was taken back to the capitol and escorted to

the representative hall. He was loudly applauded by his brother knights and gave a neat little speech complimenting Lansing upon its police department.

#### Gripsack Brigade.

Geo. A. Pierce and wife have gone to Milwaukee, where he will spend two or three months opening the Wisconsin territory for the O. F. Schmid Chemical Co., of Jackson.

A meeting of the old and new directors of the Michigan Knights of the Grip will be held at Saginaw Saturday, Jan. 15, to pass receipts and install the new members and officers.

Beginning Jan. 1 Weingarten Bros., manufacturers of W. B. corsets, will be represented in Indiana and part of Michigan by Gerald O. White. He will carry a full and complete line of W. B. and La Vida corsets.

An Eaton Rapids correspondent writes: Hugh Walker has secured a position with the Billings-Clapp Co., of Boston, and will start traveling next week throughout Southern Michigan and the Northern part of Ohio and Indiana.

A Hastings correspondent writes as follows: Louis Shulters, who recently secured a position as traveling salesman for the Mishawaka Rubber Co., left for Mishawaka Sunday. After a few weeks at headquarters he will go to Missouri and take up his work in the territory assigned him. Mrs. Shulters will accompany him.

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

Buffalo, Jan. 5—Creamery, fresh, 32@36c; dairy, fresh, 23@30c; poor to common, 18@23c.

Eggs—Strictly fresh, candled, 34@35c; cold storage, 26c.

Live Poultry—Fowls, 14@15c; springers, 15@17c; ducks, 16@18c; old cocks, 10@11c; geese, 14@15c; turkeys, 20@22c.

Dressed Poultry—Old cocks, 12@12½c; fowls, 15@17c; chickens, 16@18c; turkeys, 24@26c; ducks, 19@20c; geese, 14@15c.

Beans—Pea, hand-picked, new, \$2.15@2.20; red kidney, hand-picked, \$2.75@2.90; white kidney, hand-picked, \$2.75@2.90; marrow, \$2.75@2.80; medium, hand-picked, \$2.20@2.25.

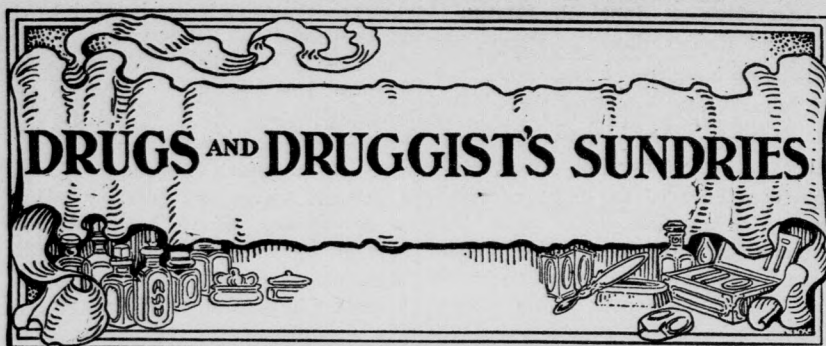
Potatoes—New per bu., 45@50c.

Rea & Witzig.

#### Proud of Their New Honor.

Lapeer, Jan. 3—An informal reception was given C. H. Phillips on New Year's night at the Marshall in honor of his election as President of the Michigan Knights of the Grip. Business men and citizens generally feel it an honor that one of our traveling men should be chosen and also that they will be able to assist in the way of entertaining the first State convention ever held in this city, which will be in December of this year. Mr. Phillips will assume office Jan. 15.

Albert W. Crittenden, formerly engaged in the grocery business at Howard City, has re-engaged in trade at that place. The Judson Grocer Co. furnished the stock.



**Michigan Board of Pharmacy.**  
 President—W. E. Collins, Owosso.  
 Secretary—John D. Muir, Grand Rapids.  
 Treasurer—W. A. Dohany, Detroit.  
 Other Members—Edw. J. Rodgers, Port Huron, and John J. Campbell, Pigeon.

**Michigan Retail Druggists Association.**  
 President—C. A. Bugbee, Traverse City.  
 First Vice-President—Fred Brundage, Muskegon.  
 Second Vice-President—C. H. Jongejan, Grand Rapids.  
 Secretary—H. R. McDonald, Traverse City.  
 Treasurer—Henry Riechel, Grand Rapids.

**Michigan State Pharmaceutical Association.**  
 President—Edw. J. Rodgers, Port Huron.  
 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—Willis Leisenring, Pontiac.

#### TAKING STOCK.

#### Grand Rapids' Totals in Excess of 1908.

Let's take stock. Everybody is doing it these days to ascertain what the old year has done for them and to speculate on what the new year has in store. Stock taking involves statistics—long and many columns of them. But in the present instance the figures will be results rather than details, the footing and not all the items, and in this tabloid form the statistics may not be wearisome.

During the year there were 2,614 births in Grand Rapids and 1,393 deaths, compared with 2,755 births and 1,527 deaths in 1908. There were 1,713 marriage licenses issued and 430 divorce bills filed, compared with 1,563 marriages and 422 divorce bills in 1908.

The City Building Inspector issued 1,290 permits, representing \$2,870,627 in 1909, compared with 1,064 permits and \$2,181,758 value in 1908.

The bank clearings for the year were \$123,728,804.07, an increase of 22.23 per cent. over 1908 and of 3.12 per cent. over 1907. The total for the year makes a new record for the year, and it was the large increase the second half of the year that made this showing possible.

The banks paid in dividends during the year a total of \$281,500 and in addition the Old National and Kent State paid the taxes, about \$25,000 more. The banks added \$131,550 to surplus and undivided profits. The commercial deposits gained \$540,304, the savings and certificates \$906,378 and the total deposits \$2,104,499.

The business embarrassment reported to the R. G. Dun & Co. Commercial Agency in the twenty-four counties constituting this district numbered 117, with total liabilities of \$1,355,103 and assets reported of \$1,054,161. This shows an increase

over 1908, but not as large an increase as might be expected for a year following a panic and hard times, when it is necessary to clear away more or less wreckage.

Among the well known citizens who died during the year were Wm. S. Gunn, who died in Paris, France, Jan. 2; L. D. Steward, Jan. 18; W. Arthur Stowe, Feb. 8; Judge E. A. Burlingame at Ishpeming, Feb. 13; Dr. A. E. Luton, Mar. 6; H. H. Drury, Mar. 18; Bishop Geo. D. Gillespie, Mar. 19; L. W. Wolcott at Seattle, Mar. 28; Dwight Goss in California, Mar. 29; Wm. Miller, April 3; Mrs. C. S. Udell, April 6; Frederick Immen at Washington, April 19; Patrick H. Carroll, April 29; John D. M. Shirts, May 10; Ralph B. Loveland, May 26; Mrs. E. P. Fuller, June 6; Henry Snitseler, June 8; N. W. Northrup, June 16; Wm. T. Powers, June 17; Jas. Cox, Aug. 19; Geo. H. Reeder, Sept. 9; Harvey J. Hollister, Sept. 24; John Killeen, Nov. 1; John C. Wenham, Nov. 5; M. J. Clark, at Globe, Ariz., Nov. 23.

There were thirty-seven estates in probate court during the year of \$10,000 or more, with a total of \$2,812,233. This total does not include the estate of Melvin J. Clark, which has not yet been inventoried, but which will total \$1,500,000 or more. The Clark estate is in a class by itself, just as was that of Delos A. Blodgett's in 1908. The estates that exceeded \$100,000 were:

M. J. Clark, estimated	....\$1,500,000
Mrs. E. P. Fuller	..... 584,231
Harvey J. Hollister (estimated)	..... 350,000
Wm. S. Gunn	..... 291,227
Wm. T. Powers	..... 232,809
John C. Wenham	..... 146,985
Frederick Immen	..... 108,066

The public, church and benevolent bequests were small, with a total of only \$75,793.59, not including several small residues. The largest single bequest was that of Bishop Gillespie, who left his entire estate to the diocese over which he presided for so many years, but during their life the income from this estate will go to his daughters. Christian Science churches and institutions received \$10,773.30 in one bequest. Roman Catholic churches and institutions received \$4,650, Park Congregational church \$5,000, Butterworth Hospital \$5,000, C. O. S. \$3,000, the Humane Society \$100, D. A. Blodgett home for children \$3,078.12, State School for Children at Coldwater \$1,539.17 and other churches \$150.

If the estates did not yield much to charity, they were more liberal to the tax collector. The total of the

inheritance taxes collected was \$83,799.86. The largest tax was that on the D. A. Blodgett estate, \$45,832.45. The estate of F. M. Morris netted the State \$7,502.09, that of Samuel Sears \$4,969.13 and that of S. S. Gay \$5,144.07. These deaths occurred in 1908. It takes about a year to assess and collect the death dues.

The year brought prosperity to the city industrially. The records show that fifty-four industrial institutions have been established or have enlarged or have enlargement plans under way, and most of this activity has developed the last six months. The largest new industries are the Marvel Manufacturing Company, which moved here from Ionia and which employs 125 hands, and the American Paper Company, which has spent a year in building its plant and will start operations about Feb. 1. The new industries and the enlargements of the old will represent an increased labor employment of between 1,500 and 2,000 hands the coming year.



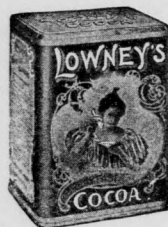
Assure the satisfaction of your customers with **Jennings' Flavoring Extracts**—for 38 years the highest standard of purity and strength.

**Jennings Flavoring Extract Company**  
 Grand Rapids, Mich.

Established 1872



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



**LOWNEY'S**  
**COCOA and**  
**CHOCOLATE**

For Drinking and Baking



These superfine goods bring the customer back for more and pay a fair profit to the dealer too

**The Walter M. Lowney Company**  
 BOSTON



**Putnam's**  
**Menthol Cough Drops**

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

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

**One Full Size Carton**  
**Free**

when returned to us or your jobber properly endorsed.

**PUTNAM FACTORY, National Candy Co.**  
 Makers  
 GRAND RAPIDS, MICH.

**Are you looking for a chance**  
**to go into business for yourself?**

I know of places in every state where retail stores are needed—and I also know something about a retail line that will pay handsome profits on a comparatively small investment—a line in which the possibilities of growth into a large general store are great. An exceptional chance to get started in a paying business, and in a thriving town. No charge for my services. Write today for particulars and booklet telling how others have succeeded in this line and how you can succeed with small capital.

EDWARD B. MOON, 14 West Lake St., Chicago.

## WHOLESALE DRUG PRICE CURRENT

<b>Acidum</b>			<b>Scilla</b>		
Aceticum	6@	8	Scilla	@	50
Benzoicum, Ger.	70@	75	Scilla Co.	@	50
Boracic	@	12	Tolutan	@	50
Carbolicum	16@	20	Prunus virg	@	50
Citricum	42@	46	Zingiber	@	50
Hydrochlor	3@	5	<b>Tinctures</b>		
Nitrosum	8@	10	Aloes	60	
Oxalicum	14@	15	Aloes & Myrrh.	60	
Phosphoricum, dil.	@	15	Anconitum Nap's F	50	
Salicylicum	44@	47	Anconitum Nap's R	60	
Sulphuricum	13@	5	Arnica	50	
Tannicum	75@	85	Asafoetida	60	
Tartaricum	38@	40	Atrope Belladonna	60	
<b>Ammonia</b>			Aurant Cortex	50	
Aqua, 18 deg.	4@	6	Barosma	50	
Aqua, 20 deg.	6@	8	Benzoin	60	
Carbonas	13@	15	Benzoin Co.	50	
Chloridum	12@	14	Cantharides	50	
<b>Aniline</b>			Capsicum	50	
Black	2 00@	25	Cardamon	75	
Brown	80@	1 00	Cardamon Co.	75	
Red	45@	50	Cassia Acutifol	50	
Yellow	2 50@	3 00	Cassia Acutifol Co	50	
<b>Baccae</b>			Castor	1 00	
Cubebae	42@	4	Catechu	50	
Juniperus	10@	12	Cinchona	50	
Xanthoxylum	1 25@	1 50	Cinchona Co.	50	
<b>Balsamum</b>			Columbia	50	
Copaiba	65@	75	Cubebae	50	
Peru	1 90@	2 00	Digitalis	50	
Terabin, Canada	78@	80	Ergot	50	
Tolutan	40@	45	Ferri Chloridum	35	
<b>Cortex</b>			Gentian	50	
Abies, Canadian	18		Gentian Co.	50	
Cassiae	20		Gulaca	50	
Cinchona Flava	18		Gulaca ammon	50	
Buonymus atro.	60		Hyoscyamus	50	
Myrica Cerifera	20		Iodine	75	
Prunus Virgin.	15		Iodine, colorless	75	
Quillaja, gr'd.	15		Kino	50	
Sassafras, po 25	24		Lobelia	50	
Ulmus	20		Myrrh	50	
<b>Extractum</b>			Nux Vomica	50	
Glycyrrhiza, Gla.	24@	30	Opil	1 25	
Glycyrrhiza, po.	28@	30	Opil, camphorated	1 00	
Haematox	11@	12	Opil, deodorized	2 00	
Haematox, 1s	13@	14	Quassia	50	
Haematox, 1/2s	14@	15	Rhatany	50	
Haematox, 1/4s	16@	17	Rhei	50	
<b>Ferru</b>			Sanguinaria	50	
Carbonate Precip.	15		Serpentaria	50	
Citrate and Quina	2 00		Stromonium	60	
Citrate Soluble	55		Tolutan	60	
Ferrocyanidum S	40		Valerian	50	
Solut. Chloride	15		Veratrum Veride	50	
Sulphate, com'l	2		Zingiber	60	
Sulphate, com'l, by	70		<b>Miscellaneous</b>		
bbl. per cwt.	7		Aether, Spts Nit 3f	30@	35
Sulphate, pure	7		Aether, Spts Nit 4f	34@	38
<b>Flora</b>			Alumen, grd po 7	3@	4
Arnica	20@	25	Annatto	40@	50
Anthemis	50@	60	Antimoni, po	4@	5
Matricaria	30@	35	Antimoni et po T	40@	50
<b>Folia</b>			Antifebrin	20@	25
Barosma	50@	60	Antipyrin	20@	25
Cassia Acutifol	15@	20	Argenti Nitras oz	62@	62
Tinnevely	25@	30	Arsenicum	10@	12
Cassia, Acutifol	25@	30	Balm Gilead buds	60@	65
Salvia officinalis	18@	20	Bismuth S N	1 65@	1 85
1/2s and 1/4s	8@	10	Calcium Chlor, 1s	@	9
Uva Ursi	8@	10	Calcium Chlor, 1/2s	@	10
<b>Gummi</b>			Calcium Chlor, 1/4s	@	12
Acacia, 1st pkd.	@	65	Cantharides, Rus.	@	90
Acacia, 2nd pkd.	@	45	Capsici Fruc's af	@	20
Acacia, 3rd pkd.	@	35	Capsici Fruc's po	@	22
Acacia, sifted sts.	@	18	Cap'i Fruc's B po	@	15
Acacia, po	45@	65	Carmine, No. 40	@	25
Aloe, Barb	22@	25	Carphyllus	20@	22
Aloe, Cape	@	25	Cassia ructus	@	35
Aloe, Socotri	@	45	Cataceum	@	35
Ammoniac	55@	60	Centraria	@	10
Asafoetida	80@	85	Cera Alba	50@	55
Benzoinum	50@	55	Cera Flava	40@	42
Catechu, 1s	@	13	Crocus	45@	50
Catechu, 1/2s	@	14	Chloroform	34@	54
Catechu, 1/4s	@	16	Chloral Hyd Crss 1	20@	1 45
Camphorae	60@	65	Chloro'm Squibbs	@	90
Euphorbium	@	40	Chondrus	20@	25
Galbanum	@	10	Cinchonid'e Germ	38@	48
Gamboge	1 25@	1 35	Cinchonidine P-W	38@	48
Gauclacum po 35	@	35	Cocaine	2 80@	3 00
Kino	@	45	Corks list, less 75%	@	45
Mastic	@	75	Creosotum	@	5
Myrrh	@	45	Creta	bbl. 75	@
Opium	25@	35	Creta, prep.	@	5
Shellac	45@	55	Creta, precip.	9@	11
Shellac, bleached	60@	65	Creta, Rubra	@	8
Tragacanth	70@	1 00	Cudbear	24@	24
<b>Herba</b>			Cupri Sulph	3@	10
Absinthium	45@	60	Dextrine	7@	10
Eupatorium oz pk	60		Emery, all Nos.	@	8
Lobelia	20@	25	Emery, po	@	6
Majorium	28@	30	Ergota	60@	65
Mentha Pip. oz pk	23@	25	Ether Sulph	35@	40
Mentha Ver oz pk	23@	25	Flake White	12@	15
Rue	39@	40	Galla	3@	30
Tanacetum V.	22@	25	Gambler	3@	9
Thymus V. oz pk	25		Gelatin, Cooper	@	60
<b>Magnesia</b>			Gelatin, French	35@	60
Calcined, Pat.	55@	60	Glassware, fit boo 75%	@	13
Carbonate, Pat.	18@	20	Glue, brown	11@	13
Carbonate, K-M.	18@	20	Glue, white	15@	25
Carbonate	18@	20	Glycerina	22@	30
<b>Oleum</b>			Grana Paradisi	@	25
Absinthium	6 50@	7 00	Humulus	35@	60
Amygdalae Dulc.	75@	85	Hydrarg Ammoli	@	15
Amygdalae, Ama	8 00@	8 25	Hydrarg Ch. Mt	@	90
Anisi	1 90@	2 00	Hydrarg Ch Cor	@	90
Aurant Cortex	2 75@	2 85	Hydrarg Ox Ru'm	@	1 00
Bergamini	5 50@	5 60	Hydrarg Ungue'm	50@	60
Cajuputi	85@	90	Hydrargyrum	@	85
Caryophylli	1 20@	1 30	Ichthyobolla, Am.	90@	1 00
Cedar	50@	90	Indigo	75@	1 00
Chenopadii	3 75@	4 00	Iodine, Resubi	3 85@	3 90
Cinnamoni	1 75@	1 85	Iodoform	90@	4 00
Conium Mae	80@	90	Liquor Arsen et	@	25
Citronella	90@	1 00	Hydrarg Iod.	@	12
			Liq Potass Arsenit	10@	12

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Friends and Patrons

the

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May the Year of

1910

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happiness, health and

prosperity

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Hazeltine &amp; Perkins Drug Co.

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GRAND RAPIDS, MICH.

## GROCERY PRICE CURRENT

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

ADVANCED		DECLINED	
Index to Markets		Index to Markets	
By Columns		By Columns	
A		B	
Ammonia	1	Baked Beans	1
Axle Grease	1	Bath Brick	1
B		Bluing	1
Baked Beans	1	Brushes	1
Bath Brick	1	Butter Color	1
Bluing	1	C	
Brushes	1	Candles	1
Butter Color	1	Canned Goods	1
C		Carbon Oils	1
Candles	1	Catsup	1
Canned Goods	1	Cereals	1
Carbon Oils	1	Cheese	1
Catsup	1	Chewing Gum	1
Cereals	1	Chicory	1
Cheese	1	Chocolate	1
Chewing Gum	1	Clothes Lines	1
Chicory	1	Cocoa	1
Chocolate	1	Cocoa Shells	1
Clothes Lines	1	Coffee	1
Cocoa	1	Confections	1
Cocoa Shells	1	Crackers	1
Coffee	1	Cream Tartar	1
Confections	1	D	
Crackers	1	Dried Fruits	1
Cream Tartar	1	F	
D		Farinaceous Goods	1
Dried Fruits	1	Feed	1
F		Fish and Oysters	1
Farinaceous Goods	1	Fishing Tackle	1
Feed	1	Flavoring Extracts	1
Fish and Oysters	1	Flour	1
Fishing Tackle	1	Fresh Meats	1
Flavoring Extracts	1	G	
Flour	1	Gelatine	1
Fresh Meats	1	Grain Bags	1
G		Grains	1
Gelatine	1	H	
Grain Bags	1	Herbs	1
Grains	1	Hides and Pelts	1
H		J	
Herbs	1	Jelly	1
Hides and Pelts	1	L	
J		Licorice	1
Jelly	1	M	
L		Matches	1
Licorice	1	Meat Extracts	1
M		Mince Meat	1
Matches	1	Molasses	1
Meat Extracts	1	Mustard	1
Mince Meat	1	N	
Molasses	1	Nuts	1
Mustard	1	O	
N		Olives	1
Nuts	1	P	
O		Pipes	1
Olives	1	Pickles	1
P		Playing Cards	1
Pipes	1	Potash	1
Pickles	1	Provisions	1
Playing Cards	1	R	
Potash	1	Rice	1
Provisions	1	Salad Dressing	1
R		Saleratus	1
Rice	1	Sal Soda	1
Salad Dressing	1	Salt	1
Saleratus	1	Salt Fish	1
Sal Soda	1	Seeds	1
Salt	1	Shoe Blacking	1
Salt Fish	1	Snuff	1
Seeds	1	Soap	1
Shoe Blacking	1	Soda	1
Snuff	1	Soups	1
Soap	1	Spices	1
Soda	1	Starch	1
Soups	1	Syrups	1
Spices	1	T	
Starch	1	Tea	1
Syrups	1	Tobacco	1
T		Twine	1
Tea	1	V	
Tobacco	1	Vinegar	1
Twine	1	W	
V		Wicking	1
Vinegar	1	Woodenware	1
W		Wrapping Paper	1
Wicking	1	Y	
Woodenware	1	Yeast Cake	1
Wrapping Paper	1	Z	
Yeast Cake	1	Z	1

6	7	8	9	10	11
<b>Kansas Hard Wheat Flour</b> Judson Grocer Co. Fanchon, 1/2s cloth 6 50 Lemon & Wheeler Co. White Star, 1/2s cloth 5 90 White Star, 1/2s cloth 5 80 White Star, 1/2s cloth 5 70 <b>Grand Rapids Grain</b> Milling Co. Brand Purity, Patent 5 70 Wizard, Flour 5 60 Wizard, Graham 5 50 Wizard, Corn Meal 4 00 Wizard, Buckwheat 6 00 Rye 4 00 <b>Spring Wheat Flour</b> Roy Baker's Brand Golden Horn, family 5 75 Golden Horn, bakers 5 65 Duluth Imperial 5 55 Wisconsin Rye 4 20 Judson Grocer Co.'s Brand Ceresota, 1/2s 6 60 Ceresota, 1/2s 6 50 Ceresota, 1/2s 6 40 <b>Lemon &amp; Wheeler's Brand</b> Wingold, 1/2s 6 10 Wingold, 1/2s 6 00 Wingold, 1/2s 5 90 <b>Worden Grocer Co.'s Brand</b> Laurel, 1/2s cloth 6 10 Laurel, 1/2s cloth 6 00 Laurel, 1/2s cloth 5 90 Laurel, 1/2s cloth 5 80 <b>Voigt Milling Co.'s Brand</b> Voigt's Crescent 6 00 <b>Voigt's Flouring</b> (whole wheat flour) 6 00 <b>Voigt's Hygienic</b> Graham 5 40 Voigt's Royal 6 40 <b>Wykes &amp; Co.</b> Sleepy Eye, 1/2s cloth 6 20 Sleepy Eye, 1/2s cloth 6 10 Sleepy Eye, 1/2s cloth 6 00 Sleepy Eye, 1/2s paper 6 00 Sleepy Eye, 1/2s paper 6 00 <b>Meal</b> Bolted 3 90 Golden Granulated 4 00 St. Car Feed screened 28 50 No. 1 Corn and Oats 28 50 Corn, cracked 28 50 Corn Meal, coarse 28 50 Winter Wheat Bran 24 00 Middlings 26 00 <b>Buffalo Gluten Feed 33 00</b> <b>Dairy Feeds</b> Wykes & Co. O P Linseed Meal 35 00 O P Laxo-Cake-Meal 32 50 Cottonseed Meal 34 00 Gluten Feed 30 00 <b>Brewers' Grains</b> Hammond Dairy Feed 25 00 Alfalfa Meal 25 00 <b>Oats</b> Michigan carlots 43 Less than carlots 45 <b>Corn</b> Carlots 65 Less than carlots 68 <b>Hay</b> Carlots 14 Less than carlots 15 <b>HERBS</b> Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25 <b>HORSE RADISH</b> Per doz. 90 <b>JELLY</b> 5lb pails, per doz. 25 15lb pails, per pail 55 30lb pails, per pail 98 <b>MAPLEINE</b> 2 oz. bottles, per doz 3 00 <b>MATCHES</b> C. D. Crittenden Co. Noiseless Tip 4 50@4 75 <b>MOLASSES</b> New Orleans Fancy Open Kettle 40 Choice 35 Good 22 Fair 20 Half barrels 2c extra <b>MINCE MEAT</b> Per case 2 90 <b>MUSTARD</b> 1/4 lb. 6 lb. box 18 <b>OLIVES</b> Bulk, 1 gal. kegs 1 40@1 50 Bulk, 2 gal. kegs 1 35@1 4 Bulk, 5 gal. kegs 1 25@1 40 Manznila, 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 <b>PIPES</b> Clay, No. 216 per box 25 Clay, T. D., full count 60 Cob 90 <b>PICKLES</b> Medium Barrels, 1,200 count 6 50 Half bbls., 600 count 3 75 <b>Small</b> Half bbls., 1,200 count 4 50 <b>PLAYING CARDS</b> 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 Tour'n't whist 2 25 <b>POTASH</b> Babbitt's 4 00 <b>PROVISIONS</b> Barreled Pork Mess, new 22 00 Clear Back 24 50 Short Cut 21 50	<b>Short Cut Clear</b> 21 50 Bean 20 50 Brisket, Clear 24 00 Pig 24 00 Clear Family 21 00 <b>Dry Salt Meats</b> S. P. Bellies 16 <b>Lard</b> Pure in tierces 13 3/4 Compound Lard 9 80 lb. tubs 1/2 advance 1/2 50 lb. tubs 1/2 advance 1/2 50 lb. tins 1/2 advance 1/2 20 lb. pails 1/2 advance 1/2 10 lb. pails 1/2 advance 1/2 5 lb. pails 1/2 advance 1/2 8 lb. pails 1/2 advance 1/2 <b>Smoked Meats</b> Hams, 12 lb. average 14 Hams, 14 lb. average 14 Hams, 16 lb. average 14 Hams, 18 lb. average 14 Skinned Hams 15 1/2 Ham, dried beef sets 16 1/2 California Hams 11 1/2 Picnic Boiled Hams 11 1/2 Boiled Ham 22 Berlin Ham, pressed 11 Mince Ham 11 Bacon 17 1/2 <b>Sausages</b> Bologna 8 Liver 5 Frankfort 10 Pork 11 Veal 11 Tongue 11 Headcheese 9 <b>Beef</b> Boneless 14 00 Rump, new 14 00 <b>Pig's Feet</b> 1/4 bbls. 1 00 1/2 bbls., 40 lbs. 2 00 1/2 bbls. 4 00 1 bbl. 9 00 <b>Tripe</b> Kits, 15 lbs. 80 1/4 bbls., 40 lbs. 1 60 1/2 bbls., 80 lbs. 3 00 <b>Casings</b> Hogs, per lb. 32 Beef, rounds, set 25 Beef, middles, set 80 Sheep, per bundle 90 <b>Uncolored Butterine</b> Solid dairy 10 @12 Country Rolls 10 1/2 @16 1/2 <b>Canned Meats</b> Corned beef, 2 lb. 2 90 Corned beef, 1 lb. 1 65 Roast beef, 2 lb. 2 90 Roast beef, 1 lb. 1 65 Potted ham, 1/2s 55 Potted ham, 1/2s 55 Deviled ham, 1/2s 55 Deviled ham, 1/2s 55 Potted tongue, 1/2s 55 Potted tongue, 1/2s 55 <b>RICE</b> Fancy 7 @ 7 1/2 Japan 5 1/2 @ 6 1/2 Broken <b>SALAD DRESSING</b> Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 <b>SALERATUS</b> Packed 60 lbs. in box 3 00 <b>Arm and Hammer</b> 3 00 Deland's 3 00 Dwight's Cow 3 15 L. P. 3 00 Wyandotte, 100 3/4s 3 00 <b>SAL SODA</b> Granulated, bbls. 85 Granulated, 100 lbs. cs. 1 00 Lump, bbls. 80 Lump, 145 lb. kegs 90 <b>SALT</b> Common Grades 100 3 lb. sacks 2 25 60 5 lb. sacks 2 15 28 10 1/2 lb. sacks 2 05 56 lb. sacks 32 28 lb. sacks 17 <b>Warsaw</b> 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 <b>Solar Rock</b> 56 lb. sacks 24 <b>Common</b> Granulated, fine 80 Medium, fine 85 <b>SALT FISH</b> Cod Large whole @ 7 Small whole @ 6 1/2 Strips or bricks 7 1/2 @10 1/2 Pollock @ 5 <b>Halibut</b> 15 <b>Chunks</b> 16 <b>Holland Herring</b> @ 4 White Hp. bbls. 8 50@9 50 White Hp. 1/2 bbls. 4 50@5 25 White Hoop mchs. 60@75 <b>Norwegian</b> Round, 100 lbs. 3 75 Round, 40 lbs. 1 90 Scaled 13 <b>Trout</b> No. 1, 100 lbs. 7 50 No. 1, 40 lbs. 3 25 No. 1, 10 lbs. 90 No. 1, 8 lbs. 75 <b>Mackerel</b> Mess, 100 lbs. 14 50 Mess, 40 lbs. 6 20 Mess, 10 lbs. 1 65 Mess, 8 lbs. 1 35 No. 1, 100 lbs. 13 00 No. 1, 40 lbs. 5 60	No. 1, 10 lbs. 1 50 No. 1, 8 lbs. 1 25 <b>Whitefish</b> No. 1, No. 2 Fam. 9 75 3 50 100 lbs. 1 12 55 8 lbs. 92 48 <b>SHOE BLACKING</b> Handy Box, large 3 dz 2 50 Handy Box, small 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85 <b>SNUFF</b> Scotch, in bladders 37 Maccaboy, in jars 35 French Rappie in jars 43 <b>SOAP</b> J. S. Kirk & Co. American Family 4 00 Dusky Diamond, 50 soz 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 25 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 25 <b>Lautz Bros. &amp; Co.</b> 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 German Mottled 2 85 German Mottled, 5 bxs 2 80 German Mottled, 10 bxs 2 75 German Mottled, 25 bxs 2 75 Marseilles, 100 cakes 5 80 Marseilles, 100 cakes 5c 4 00 Marseilles, 100 ck toilet 2 10 <b>A. B. Wrisley</b> Good Cheer 4 00 Old Country 3 40 <b>Soap Powders</b> Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large 4 50 Gold Dust, 100-5c 4 00 Kirkline, 24 4lb. 3 80 Pearlina 3 75 Soapine 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 <b>Soap Compounds</b> Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 30 Rub-No-More 3 85 <b>Scouring</b> Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gro. lots 4 50 Sapolio, single boxes 2 25 Sapolio, hand 2 25 Scourine Manufacturing Co. Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 <b>SODA</b> Boxes 5 1/2 Kegs, English 4 1/2 <b>SPICES</b> <b>Whole Spices</b> Allspice 10 Cassia, China in mats. 1 Cassia, Canton 16 Cassia, Batavia, bund. 25 Cassia, Saigon, broken 40 Cassia, Saigon, in rolls 55 Cloves, Amboyina 22 Cloves, Zanzibar 15 Mace 55 Nutmegs, 75-80 35 Nutmegs, 105-19 25 Nutmegs, 115-20 20 Pepper, Singapore, blk. 15 Pepper, Singap. white 25 Pepper, shot 17 <b>Pure Ground in Bulk</b> Allspice 14 Cassia, Batavia 28 Cassia, Saigon 55 Cloves, Zanzibar 24 Ginger, African 15 Ginger, Cochon 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singap. white 28 Pepper, Cayenne 20 Sage 20 <b>STARCH</b> Corn Kingsford, 40 lbs. 7 1/2 Muzzy, 20 1lb. pkgs. 5 1/2 Muzzy, 40 1lb. pkgs. 5 1/2 <b>Gloss</b> Kingsford Silver Gloss, 40 lbs. 7 1/2 Silver Gloss, 16 3lbs. 6 1/2 Silver Gloss, 12 6lbs. 8 1/2 <b>Muzzy</b> 48 1lb. packages 5 16 5lb. packages 4 1/2 12 6lb. packages 6 50lb. boxes 4 <b>SYRUPS</b> Corn Barrels 28 Half barrels 30 20lb. cans 1/2 dz. in cs. 1 75 10lb. cans, 1/2 dz. in cs. 1 70 5lb. cans, 2 dz. in cs. 1 80 3 1/2 lb. cans, 3 dz. in cs. 1 90	<b>Pure Cane</b> Fair 16 Good 20 Choice 25 <b>TEA</b> <b>Japan</b> Sundried, medium 24@26 Sundried, choice 30@33 Sundried, fancy 36@40 Regular, medium 24@26 Regular, choice 30@33 Regular, fancy 36@40 Basket-fired, medium 30 Basket-fired, choice 35@37 Nibs 40@43 Siftings 26@30 Fannings 10@12 <b>Gunpowder</b> Moyune, medium 28 Moyune, choice 32 Moyune, fancy 40@45 Pingsuey, medium 25@28 Pingsuey, choice 30 Pingsuey, fancy 40@45 <b>Young Hyson</b> Choice 30 Fancy 40@50 <b>Oolong</b> Formosa, fancy 45@60 Amoy, medium 25 Amoy, choice 32 <b>English Breakfast</b> Medium 25 Choice 30 Fancy 40@45 <b>India</b> Ceylon, choice 30@35 Fancy 45@50 <b>TOBACCO</b> <b>Fine Cut</b> Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails 55 Telegram 55 Pay Car 33 Prairie Rose 33 Protection 40 Sweet Burley 41 Tiger 41 <b>Plug</b> Red Cross 30 Palo 35 Kyo 35 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 33 Piper Heldsick 69 Boot Jack 86 Honey Dip Twist 43 Black Standard 40 Cadillac 40 George 34 Nickel Twist 32 Mill 32 Great Navy 35 <b>Smoking</b> Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5lb. 27 I X L, 16 oz. pails 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 21 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum, Yum, 1lb. pails 40 Cream 38 Corn Cake, 2 1/2 oz. 26 Corn Cake, 1lb. 22 Plow Boy, 1 1/2 oz. 39 Plow Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 39 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXXX 30 Good Indian 26 Seal Binder, 16oz. doz. 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 <b>TWINE</b> Cotton, 3 ply 24 Cotton, 4 ply 24 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium N 24 Wool, 1 lb. balls 8 <b>VINEGAR</b> State Seal 12 Oakland apple cider 14 Morgan's Old Process 14 Barrels free. <b>WICKING</b> No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 <b>WOODENWARE</b> <b>Baskets</b> Bushels 1 10 Bushels, wide band 1 25 Market 40 Splint, large 3 50 Splint, medium 3 00 Splint, small 2 75 Willow, Clothes, large 8 25 Willow, Clothes, me'm 7 25 Willow, Clothes, small 6 25	<b>Butter Plates</b> Wire End or Ovals. 1/4 lb., 250 in crate 30 1/2 lb., 250 in crate 30 1 lb., 250 in crate 30 2 lb., 250 in crate 35 3 lb., 250 in crate 40 5 lb., 250 in crate 50 <b>Churns</b> Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 <b>Clothes Pins</b> Round Head. 4 inch, 5 gross 50 4 1/2 inch, 5 gross 55 Cartons, 20 2 1/2 doz. bxs. 60 <b>Egg Crates and Fillers</b> Humpty Dumpty, 12 dz. 40 No. 1 complete 40 No. 2 complete 28 Case No. 2 fillers 1 sets 1 35 Case, mediums, 12 sets 1 15 <b>Faucets</b> Cork lined, 8 in. 70 Cork lined, 9 in. 80 Cork lined, 10 in. 90 <b>Mop Sticks</b> Trojan spring 90 Eclipse patent spring 95 No. 1 common 90 No. 2 pat. brush holder 85 12lb. cotton mop heads 1 40 Ideal No. 7 85 <b>Pails</b> 2-hoop Standard 2 15 3-hoop Standard 2 35 2-wire, Cable 2 25 3-wire, Cable 2 45 Cedar, all red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 <b>Toothpicks</b> Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 <b>Traps</b> Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 45 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 65 Rat, wood 80 Rat, spring 75 <b>Tubs</b> 20-in. Standard, No. 1 8 75 18-in. Standard, No. 2 7 75 16-in. Standard, No. 3 6 75 20-in. Cable, No. 1 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 <b>Washboards</b> Bronze Globe 2 50 Dewey 1 75 Double Acme 3 75 Single Acme 3 15 Double Peerless 3 75 Single Peerless 3 15 Northern Queen 3 Double Duplex 3 00 Good Luck 2 25 Universal 3 65 <b>Window Cleaners</b> 12 in. 1 65 14 in. 1 85 16 in. 2 30 <b>Wood Bowls</b> 13 in. Butter 1 25 15 in. Butter 2 25 17 in. Butter 3 75 19 in. Butter 5 00 Assorted, 13-15-17 2 30 Assorted, 15-17-19 3 25 <b>WRAPPING PAPER</b> Common straw 2 Fibre Manila, white 3 Fibre Manila, colored 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 3 1/2 Wax Butter, short cut 13 Wax Butter, full count 20 Wax Butter, rolls 19 <b>YEAST CAKE</b> Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 1 00 Least Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 <b>FRESH FISH</b> Whitefish, Jumbo 16 Whitefish, No. 1 12 Trout 1 1/2 Halibut 10 Herring 7 Bluefish 14 1/2 Live Lobster 29 Boiled Lobster 29 Cod 10 Haddock 8 Pickerel 12 Pike 9 Perch 9 Smoked, White 12 1/2 Chinook Salmon 15 <b>Mackerel</b> Finnan Haddie 10 Roe Shad 10 Shad Roe, each 10 Speckled Bass 8 1/2 <b>HIDES AND PELTS</b> <b>Hides</b> Green No. 1 11 Green No. 2 10 Cured No. 1 13 Cured No. 2 12 Calfskin, green, No. 1 13 Calfskin, green, No. 2 11 Calfskin, cured, No. 1 14 Calfskin, cured, No. 2 12 1/2	<b>Pelts</b> Old Wool 30 Lambs 50@75 Shearlings 40@65 <b>Tallow</b> No. 1 4 5 No. 2 4 4 <b>Wool</b> Unwashed, med. 28 Unwashed, fine 23 <b>CONFECTIONS</b> <b>Stick Candy</b> Standard 7 1/2 Standard H H 7 1/2 Standard Twist 8 <b>Cases</b> Jumbo, 32 lb. 7 1/2 Extra H H 10 Boston Cream 13 Big stick, 30 lb. case 8 <b>Mixed Candy</b> Grocers 6 1/2 Competition 7 Special 8 Conserve 7 1/2 Royal 13 Ribbon 10 Broken 8 Cut Loaf 8 1/2 Leader 8 Kindergarten 10 French Cream 9 Star 11 Hand Made Cream 16 Premio Cream mixed 14 Paris Cream Bon Bons 10 <b>Fancy—in Pails</b> Gypsy Hearts 14 Coco Bon Bons 14 Eureka Squares 13 Peanut Squares 9 Sugared Peanuts 12 Salted Peanuts 12 Starlight Kisses 11 San Blas Goodies 13 Lozenges, plain 10 Lozenges, printed 12 Champion Chocolate 13 Eclipse Chocolates 14 Eureka Chocolates 15 Quintette Chocolates 14 Champion Gum Drops 9 Moss Drops 10 Lemon Sours 10 Imperials 1 Ital. Cream Opera 12 Ital. Cream Bon Bons 12 Golden Waffles 13 Red Rose Gum Drops 10 Auto Bubbles 13 <b>Fancy—in 5lb. Boxes</b> Old Fashioned Molasses Kisses, 10lb. bx 1 30 Orange Jellies 50 Lemon Sours 60 Old Fashioned Hore-ound drops 60 Peppermint Drops 60 Champion Choc. Drops 65 H. M. Choc. Drops 1 10 H. M. Choc. Lt. and Dark No. 12 1 10 Bitter Sweets, as'd. 1 25 Brilliant Gums, Crys. 60 A. A. Licorice Drops 90 Lozenges, printed 65 Lozenges, plain 60 Imperials 60 Mottos 65 Cream Bar 60 G. M. Peanut Bar 60 Hand Made Crms 80@90 Cream Wafers 65 String Rock 60 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Good 3 50 Up-to-date Assmt't 3 75 Ten Strike No. 1 6 50 Ten Strike No. 2 6 00 Ten Strike, Summer assortment 6 75 Scientific Ass't. 13 00 <b>Pop Corn</b> Cracker Jack 35 Giggles, 5c pkg. 35 Pop Corn Balls 200s 1 25 Azulikit 100s 3 25 Oh My 100s 3 50 <b>Cough Drops</b> Putnam Menthol 1 00 Smith Bros. 1 25 <b>NUTS—Whole</b> Almonds, Tarragona 16 Almonds, Drake 15 Almonds, California sft. shell 12@13 Brazils 12@13 Filberts 12@13 Cal. No. 1 15 Walnuts, soft shell 15@16 Walnuts, Marbot 13 Table nuts, fancy 13@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. <b>Shelled</b> Spanish Peanuts 9 Pecan Halves 30@32 Walnut Halves 30@32 Filbert Meats 27 Alicante Almonds 42 Jordan Almonds 47 <b>Peanuts</b> Fancy H. P. Suns 6 1/2 @ 7 Roasted 6 1/2 @ 7 Choice, H. P. Jumbos 7

# Special Price Current

## AXLE GREASE



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

## BAKING POWDER



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

## BLUING



C. P. Bluing

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

## CIGARS

Johnson Cigar Co.'s Brand



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

## O'Halloran Bros. Brands

Tampa Smokers 5c .30 00  
Linfia  
Smokers 5c .35 00  
Puritans 10c .60 00  
Londres Grande 2 for 25c 80 00  
Estos Si  
Reina Fina 3 for 25c .55 00  
Caballeros 10c .75 00  
Panatellas 2 for 25c .80 00  
Reina Victoria 15c .85 00  
La Hija de Tampa 10c .70 00

## 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 5c pkgs, per case .2 60  
36 10c pkgs, per case .2 60  
16 10c and 36 5c pkgs,  
per case .2 60

## FRESH MEATS

### Beef

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

## Pork

Loins .@16  
Dressed .@11  
Boston Butts .@15  
Shoulders .@12 1/2  
Leaf Lard .@13  
Pork Trimmings .@11

## Mutton

Carcass .@10  
Lambs .@12  
Spring Lambs .@13

## Veal

Carcass .6 @ 9

## CLOTHES LINES

### Sisal

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

### Jute

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

### Cotton Victor

50ft. .1 10  
60ft. .1 25  
70ft. .1 60

### Cotton Windsor

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

### Cotton Braided

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

### Galvanized Wire

No. 20, each 100ft. long 1 95  
No. 19, each 100ft. long 2 10

## COFFEE

### Roasted

Dwinell-Wright Co.'s B'ds.



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

## Peerless Evap'd Cream 4 00

## FISHING TACKLE

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

## Cotton Lines

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

## Linen Lines

Small . . . . . 20  
Medium . . . . . 26  
Large . . . . . 34

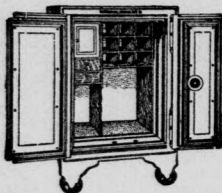
## Poles

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

## GELATINE

Cox's, 1 doz. Large .1 80  
Cox's, 1 doz. Small .1 00  
Knox's Sparkling, doz. 1 25  
Knox's Sparkling, gr. 14 00  
Nelson's .1 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 Brand



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

Tradesman's Co.'s Brand



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

## TABLE SAUCES

Halford, large .3 75  
Halford, small .2 25

# Lowest

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

And because our com-  
paratively inexpensive  
method of selling,  
through a catalogue, re-  
duces costs.

We sell to merchants  
only.

Ask for current cata-  
logue.

## Butler Brothers

New York

Chicago St. Louis

Minneapolis

# Printers:

Send for Pica rule, mailed FREE on request.  
G. R. Electrotpe Co. H. L. ADZIT

Printers' Supplies Electrotypers  
2 to 8 Lyon Street Grand Rapids, Mich.

## ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2321 Majestic Building, Detroit, Mich.

## HIGHEST IN HONORS

# Baker's Cocoa & CHOCOLATE



Registered,  
U. S. Pat. Off.

52  
HIGHEST  
AWARDS  
IN  
EUROPE  
AND  
AMERICA

A perfect food, preserves  
health, prolongs life

Walter Baker & Co. Ltd.

Established 1780 DORCHESTER, MASS.

# YOU, Mr. Retailer,

are not in business for your health.

You doubtless want to "get yours" out of every  
sale.

You also without doubt want to make more sales to  
your trade.

And probably you would not mind getting a nice  
slice of somebody else's trade.

The question always is, how to get more good  
customers without such expense as will eat  
up all the profits.

The answer is: Become  
a Sealshipt Agent.

Write us today and we  
will tell you how it's  
done.

The Sealshipt  
Oyster System, Inc.

South Norwalk

Connecticut



# 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.

Wanted—To lease or buy well located Michigan elevator. Address No. 292, care Tradesman. 292

For Sale—Clean stock dry goods and groceries. Located in best farming community and village of 1,000. Yearly sales \$21,000. Stock and fixtures will invoice \$5,000. Can be reduced. Address No. 291, care Tradesman. 291

Grocery and restaurant combined, for sale at a bargain. Located in thriving town in the heart of Western Allegan county fruit belt and doing a thriving business the year around. Or will sell the stock and fixtures and rent the building to the right party. For full particulars address W. E. Stedman, Fennville, Mich. 290

Will pay cash for shoe stock. Address No. 286, care Michigan Tradesman. 286

For Sale—New clean stock of groceries, shoes and general store. In a Central Michigan town. A No. 1 place for business. Best location in town. Best of reasons for selling. Inspection invited. Address No. 285, care Tradesman. 285

For Sale—General merchandise stock and fixtures. Will inventory about \$4,000. Best location in thriving town 500. Clean stock. Well established business. Not a chance for speculators but rare opportunity to purchase a going business at right price. Address V. B. Newcomer, Deerfield, Mich. 293

Notice—We are desirous of interesting parties with \$50 to \$100 to invest in a loan company in a western state; any interested party will learn something to their advantage by writing to us at once. "Loans," Fithian, Ill. 282

For Sale—\$125 safe for \$85. \$325 Hallwood cash register for \$85. \$90 Dayton Computing Scale, \$40. Diehm Bros., Remus, Mich. 281

For Rent—Large store building in live Northern Michigan town. Splendid opening for someone. Best location in town. Address L. H. Smith, McBain, Mich. 271

For Sale or Rent—Store building, 30x90, in Upper Peninsula Michigan small town. Good prospects. If interested write for particulars. Address R. F., care Michigan Tradesman. 274



## Listen, Mr. Merchant,

Why not have a rousing Mid-Winter Sale? Stir things up. Get rid of slow selling goods and put money in your business. Now is the time for action. Dates for Jan. and Feb. are rapidly being filled. I work for profits and consider your interests. Stocks reduced or closed out, no matter where located. Remember, I come myself qualified by knowledge and experience. Write for open dates. B. H. Comstock, 907 Ohio Building Toledo, Ohio 260

For Sale—Pure sorghum, black walnuts, 75c. Write F. Landenberger, Olney, Ill. 269

For Sale—40 acres land Altamont Springs, Florida, 14 acres in oranges, part bearing. Some timber, a small clear lake on the place, 10 acres good garden land on side track, five minutes' walk from hotel, the finest winter resort in Florida. Good water, four large lakes within a few minutes' walk of each other. Good market, fine location for ducks and poultry raising. I guarantee it the most healthy spot in the United States. No buildings, two one acre lots from Main avenue. Will send photograph if interested. Address J. O. Therien, Altamont Springs, Fla., or Minneapolis, Minn. 260

Tobacco in natural leaf, at 12 1/2 c. 15c, 18c per lb. Send 25c in postage for samples. Frank Dittbenner, Franklin, Ky. 266

For Sale—General store; good stock; good trade; money maker; post, railway ticket and express offices in connection. Address Abbott, Livingston, Mich. 259

For Sale—Patent on attachment for hitching weight strap for team that will adjust itself automatically on pole from weight to bit. Have other business. Will sell on terms to suit. Address Witzeg Bakery, 1400 Marshall St., N. E., Minneapolis, Minn. 255

For Sale—One 300 account McCaskey register cheap. Address A. B., care Michigan Tradesman. 548

For Sale—Cheap, a nice shoe stock in small manufacturing town. Let me tell you about it. Address No. 246, care Tradesman. 246

A splendid town site or irrigation proposition, very cheap. D. J. Myers, Boulder, Colo. 203

For Rent—Best and largest store building in Milan, Mich., completely furnished. Splendid opening for general store in thriving town of 1,600 population. For particulars address, A. E. Putnam, Milan, Mich. 195

For Sale—At a bargain, first-class wall paper and paint business; well established and in excellent location; business growing nicely; will sell for cash or trade for good real estate; good reasons for selling. Address Bargain, care Michigan Tradesman. 995

For Sale—In Southern Michigan, a general store, complete stock, in fine location, best trading point in the State, with building if desired. Address No. 124, care Tradesman. 124

For Sale—First-class meat market, stock and fixtures; building included. Cheap for cash. J. F. Rezac & Co., St. Marys, Kan. 86

For Sale—A good clean stock of hardware and implements; tinshop in connection; a good location; will inventory about \$5,000. For further particulars address Jos. F. Pierce Hardware Co., Logan, N. M. 247

## IF SPOT CASH

and quick action appeals to you, we will buy and take off your hands at once all the Shoes, Clothing, Dry Goods, Furnishings, etc., or we will buy your entire Shoe, Clothing, Dry Goods and Furnishing stocks. We buy anything any man or woman wants money for. Write us today and we will be there to-morrow. Paul L. Feyreisen & Co., 184 Franklin St., Chicago, Ill.

Cash For Your Business Or Real Estate. No matter where located. If you want to buy, sell or exchange any kind of business or real estate anywhere at any price, address Frank P. Cleveland, 1261 Adams Express Building, Chicago, Ill. 26

I pay cash for stocks or part stocks of merchandise. Must be cheap. H. Kaufer, Milwaukee, Wis. 771

## HELP WANTED.

Local Representative Wanted—Splendid income assured right man to act as our representative after learning our business thoroughly by mail. Former experience unnecessary. All we require is honesty, ability, ambition and willingness to learn lucrative business. No soliciting nor traveling. An exception opportunity for a man in your section to get into big paying business without capital and become independent for life. Write at once for full particulars. Address E. R. Marden, Pres., The National Co-Op. Real Estate Co., Suite 371 Marden Bldg., Washington, D. C. 289

A skilled mechanic, competent to manage the factory, and having \$5,000 or more to invest, may secure an interest in an old, well-established manufacturing business in this leading Southern commercial and manufacturing center. Henry M. Wiltse, Attorney, Chattanooga, Tenn. 288

Wanted—An experienced office and tea salesman for the State of Michigan for an old-established route. Apply to J. G. Flint Company, Milwaukee, Wis. 287

Wanted—At once, a practical planing mill foreman, one that understands the manufacturing sash doors, doors, blinds, store fixtures and a general line of mill work. Apply to The Bailey Mills Co., Victoria, Texas. 269

Salesman—On commission or \$100 and up per month with expenses, as per contract; experience unnecessary. Premier Cigar Co., Cincinnati, Ohio. 198

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

## FARM LANDS

## Have You Land to Sell?

D. & J.—We have an inexpensive but very successful plan in selling farms, garden and poultry tracts, cut-over timber lands, etc. We reach buyers in four states. Write for our plan. It costs nothing. Decker & Jean, Grand Rapids, Mich. Established 1892. Reference: Any bank in Grand Rapids. 279

Have 480-acre Manitoba farm, 60 miles from Winnipeg and six miles from market. Will sell or exchange for clean stock of merchandise and put in some money. J. R. Haslam, Owner, Devil's Lake, N. D. 283

630 acres irrigated land (good apple land), near Spokane, or parts of it, for sale or exchange for merchandise or improved property; city or farm; latter preferred. Benj. Lindsay, 114 Washington St., Spokane, Wash. 275

Real estate mortgages net you 6% to 8%. Any amount. Safest investment. The West has the opportunities, you have the money. Write Marcus W. Robbins, Grant's Pass, Oregon, for information. Bank references. 248

## SPECIAL FEATURES.

Notice—Cash paid for dry goods, furnishings and shoes. 177 Gratiot, Detroit, Mich. 284

Wanted—Location for hardware in good town. Would buy small stock. Address B., care Tradesman. 277

Extraordinary Business Opportunity—Advertiser can deliver control in a corporation owning the United States and Canadian patents for one of the very best manufacturing propositions ever offered; unlimited market and large profits. Investment necessary, \$20,000, which can be furnished either by one man or several men, one of whom should be capable of assuming management at a good salary. The proposition is a clean, fair business deal that stands the closest investigation, and will appeal to the highest class of business men. Principals only need apply. Address 907 Majestic Bldg., Detroit, Mich. 276

Safes Opened—W. L. Slocum, safe expert and locksmith. 114 Monroe street, Grand Rapids, Mich. 104

We pay cash for stock or parts of stocks of dry goods, groceries, shoes, clothing and all general stocks of goods. Must be cheap. Redfern Bros., Lansing, Mich. 252

Wanted—By northwestern hardware jobber, young men, high school graduates, two years or more retail hardware experience. Address No. 165, care Tradesman. 165

Wanted—To buy stock shoes, clothing or general stock, give price, description, first letter. W. F. Whipple, Galesburg, Ill. 134

Want Ads. continued on next page.

**Office Stationery**  
LETTER, NOTE AND BILL HEADS  
STATEMENTS, TRADESMAN  
ENVELOPES, COMPANY,  
COUNTER BILLS. GRAND RAPIDS.

**FIRE AND  
BURGLAR  
PROOF**

**SAFES**

**Grand Rapids  
Safe Co.**

Tradesman Building

# Here Is a Pointer



Your advertisement,

if placed on this page,

would be seen and read

by eight thousand of

the most progressive

merchants in Michigan,

Ohio and Indiana. We

have testimonial let-

ters from thousands of

people who have

bought, sold or ex-

changed properties as

the direct result of ad-

vertising in this paper.

**Manufacturing Matters.**

**Jackson**—A new company has been organized under the style of the P. A. Gordon Lumber Co., with an authorized capital stock of \$20,000, of which \$10,000 has been subscribed and \$2,800 paid in in cash.

**Middleville**—The Middleville Co-Operative Co-Partnership Creamery Association, Ltd., has engaged in business, with an authorized capital stock of \$2,820, all of which has been subscribed and paid in in cash.

**Detroit**—The Wavenlock Co. has been incorporated to manufacture and sell hair and scalp tonics, etc., with an authorized capital stock of \$20,000, of which \$15,000 has been subscribed and \$5,000 paid in in cash.

**St. Clair**—The Nelson Mills Lumber & Manufacturing Co. has been incorporated with an authorized capital stock of \$75,000, of which \$50,000 has been subscribed, \$600 being paid in in cash and \$49,400 in property.

**Sault Ste. Marie**—The Lake Superior Wrench Co. has been merged into a stock company with an authorized capital stock of \$50,000, of which \$40,500 has been subscribed, \$500 being paid in in cash and \$5,300 in property.

**Saginaw**—F. H. Mertz has merged his cigar manufacturing business into a stock company under the style of the F. H. Mertz Co. The corporation has an authorized capital stock of \$12,000, all of which has been subscribed and paid in in cash.

**Portland**—C. A. Aldrich, formerly connected with the Ramsey-Alton Manufacturing Co., has purchased a half interest in the washing machine and marble business of E. L. Goodwin and the work of manufacturing the washer will soon begin in the firm's own building on Maple street.

**Au Sable**—When the H. M. Loud's Sons Co. bought a big interest in a large tract of hardwood timber land in Presque Isle county of Herman Hoeft & Sons, of Rogers City, it was not the intention to lumber it to any extent right away. Heavy forest fires got into the tract, however, and it became advisable to lumber extensively. No doubt the favorable outlook for the hardwood industry and existing excellent prices helped stimulate the concern to action.

**Plainwell**—With partnership liabilities scheduled at \$2,309.65 and assets at \$863.34, the matter of the Plainwell Creamery Company, James A. Stout and Barton C. Shayler, adjudicated voluntary bankrupts, has been placed in the hands of Judge Henry C. Briggs, referee in bankruptcy. Stout's liabilities are \$2,126.02, assets \$123.49 and Shayler's liabilities are \$470.28, assets \$724. A first meeting of the creditors, mostly milk producers in Allegan county, is called for Jan. 22.

**Marquette**—The Marquette branch of Armour & Company will be ready for business on Jan. 10. For a number of weeks the building on Lake street, which was put up a number of years ago but never used, has been undergoing extensive repairs and remodeling and the work is now approaching completion. Within the

last few days the building has been made resplendent with a coat of yellow paint and across one side in large letters is the firm name, "Armour & Co." The interior has been even more changed and when fully completed the building will be one of the best equipped branch houses of the company in the Upper Peninsula.

**Detroit**—Lumber dealers report no improvement in terminal conditions. One concern is waiting for the delivery of a carload of lumber that reached the city November 29. Another has waited since November 11. Ordinarily these transfers are accomplished within twenty-four hours. The Detroit Traffic Association and other organizations interested are doing their best to secure relief for the shippers. The situation has been complicated by an ice blockade in the river which has seriously interfered with the transmission of freight be-

tween Detroit and Windsor, but this finally has been broken and the car ferries are now doing their best to keep a channel open.

**Saginaw**—Local lumber concerns closed the year with a satisfactory business to their credit. The Bliss & Van Auken plant manufactured about 13,000,000 feet of lumber, a large portion of which goes into hardwood flooring. The Thomas Jackson Co. has been a heavy manufacturer of doors and other inside work and as usual has been successful. E. Germain is heavily interested in the Germain-Boyd Lumber Co., operating a large sawmill at Atlanta, La. The Booth & Boyd Lumber Co. has handled over 8,000,000 feet of lumber in its planing mill and factory.

The American Motor Car Manufacturers' Association reports that 82,000 automobiles of all grades were built in America in 1909, which is more than 50 per cent. more than last year and about four times as many as in 1907. There are about 275,000 cars in private ownership in this country, with a list value of about \$410,000,000. It is estimated that next year there should be 450,000 with a list value of \$650,000,000. Of the \$200,000 cars which manufacturers will turn out in 1910, 165,000 will be pleasure cars, 30,000 will be the high-wheel buggy type and 5,000 will be commercial vehicles.

A fertile imagination often mistakes itself for a generous heart.

**BUSINESS CHANCES.**

Wanted—Shoe clerk at once. Must be honest, reliable and know how to sell shoes. References required. Address No. 294, care Tradesman. 294



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are  
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## The Old Way or The New Which?

In the old days your fathers and grandfathers had their merchandise hauled with ox carts. They weighed their goods with the old steelyards. They kept their accounts on a slate.

Later the horse was substituted for the ox, the spring balanced scale for the steelyards, the day book and ledger for the slate.

Today many merchants are using the automobile.

The automatic computing scale has displaced the spring balance.

The McCASKEY ONE WRITING CREDIT REGISTER SYSTEM has displaced over 50,000 day book and ledger systems among the up-to-date progressive merchants of the United States and Canada.

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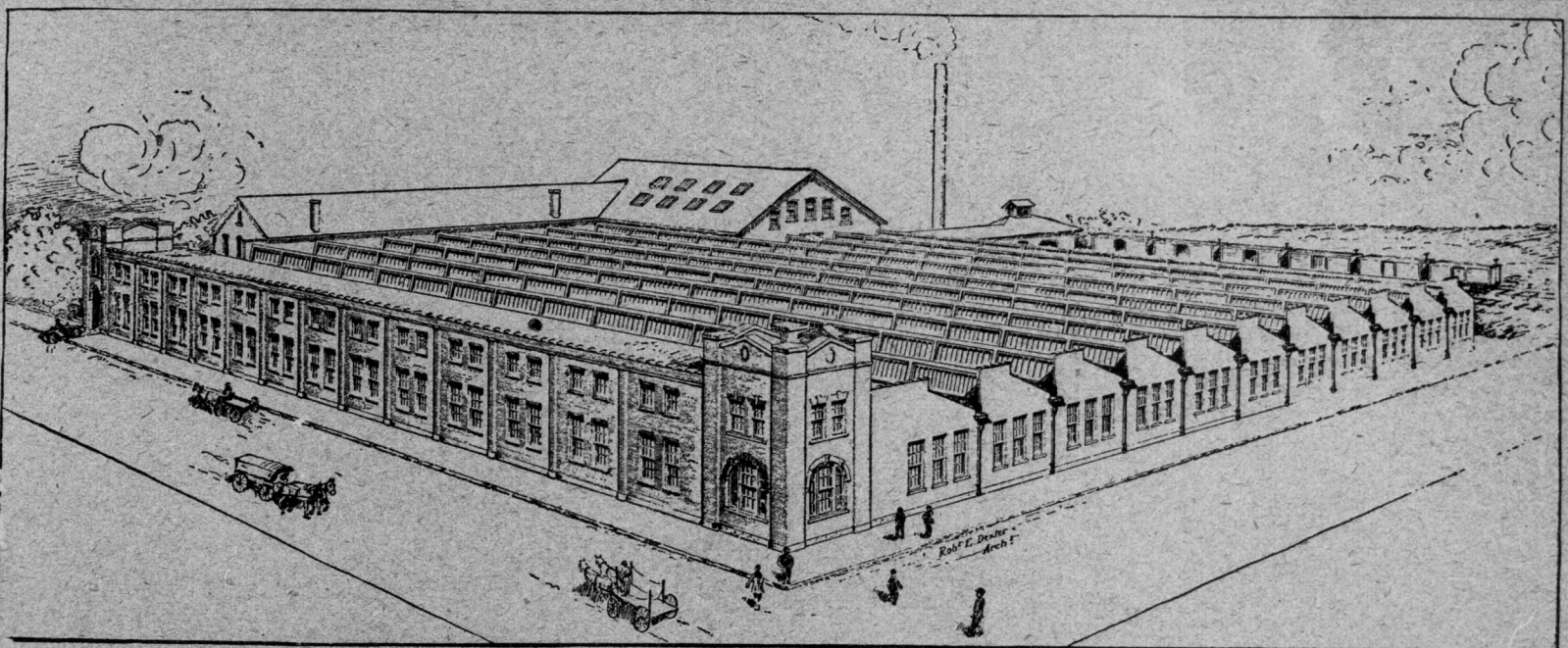
The tremendously increasing sales of "White House" Coffee point to the evident conclusion that its superb quality is being recognized all along the line, and that folks are using IT in preference to other available coffees. IT has become the favorite of thousands upon thousands of people who drink it every day in the year and find pleasure and solace in it. All this suggests that YOU, Mr. Grocer, may find "White House" just THE coffee with which to completely satisfy not only your **critical** customers but **that other** type of patron which believes in you and trusts you to give him the best and most reliable coffee the market affords—that's

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## Symons Bros. & Co.

Wholesale Distributors

Saginaw



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250 x 410 ground space. 150,000 square feet of floor space.

The construction will be of the most modern for factory purposes. The roof is of the well known saw-tooth style, assuring the greatest amount of daylight without the heat and blinding glare of direct rays of the sun. This style of construction also facilitates the securing of perfect ventilation.

### FIRE PROOF CONSTRUCTION THROUGHOUT

Part of this structure is already in use and the balance is being rushed to completion with all possible haste.

All machines, assembling and adjusting tables will be placed on separate foundations. This eliminates all vibration from the building and makes conditions most ideal for accurate, careful and precise work; a condition absolutely essential in the manufacture of perfect weighing devices.

New building, new location, new machines, new tools and dies, new plating works, new enameling ovens and the old experienced mechanics and employees.

What better prospects could we have for the supplying of the ever increasing demand for the famous DAYTON-MONEY WEIGHT SCALES?

Shipment of our goods will be greatly facilitated by our own private switch track making direct connection with the Pennsylvania Railroad.

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The Computing Scale Co.  
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# The Only Reason Someone Doesn't

Make as good a ketchup as Blue Label is because they can't.

## The Only Reason We Don't

Make Blue Label Ketchup better is because we can't.



As long as we have the finest ketchup on the market we are satisfied. As long as we create an enormous demand for it by our advertising and keep your customers buying it on account of its quality and give you a good profit, we believe you will be satisfied.

When you are satisfied,  
When your customers are satisfied,  
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## CURTICE BROTHERS CO., Rochester, N. Y.



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You cannot expect your town to furnish an officer whose business it shall be to stand in front of your store every night in order to keep the man with the

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You must protect yourself and your own property.

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and you will feel a heap more comfortable with your money in it than you do by hiding it in a tea chest or bolt of cotton. There are certain chances you cannot afford to take, and going without a safe is one of them.

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