

Our Business Creed



TO DO the right thing, at the right time, in the right way; to do some things better than they were ever done before; to eliminate errors; to know both sides of the question; to be courteous; to be an example; to work for the love of work; to anticipate requirements; to develop resources; to recognize no impediments; to master circumstances; to act from reason rather than rule; to be satisfied with nothing short of perfection. ~ ~ ~ ~ ~



"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.

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 Sealship Agent.

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

**The Sealship
Oyster System, Inc.**

South Norwalk
Connecticut

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.

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. ❖ ❖

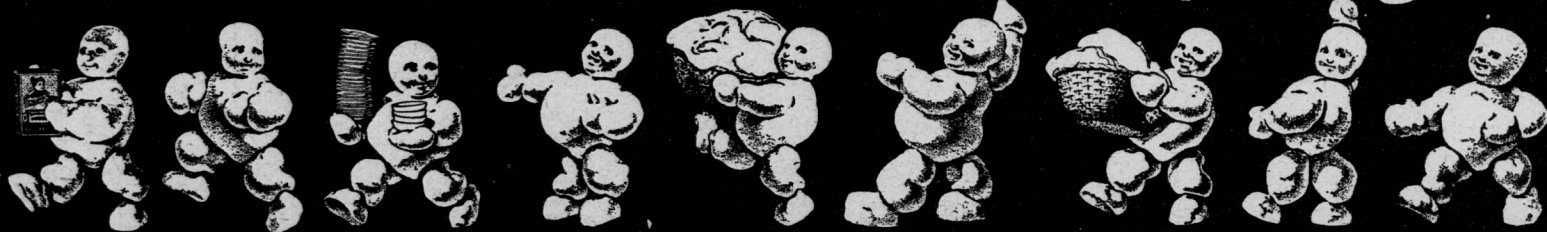
The Williams Bros. Co.

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 12, 1910

Number 1373

SPECIAL FEATURES.

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WHAT ADVERTISING DOES.

Who was the first advertiser? is a question which has been considered some but never settled. Whoever he was, it is certain he was a little ahead of his competitors and his added enterprise brought him added business. Probably the first advertiser was the first man who ever hung out a sign over his place of business. That is one form of advertising and perhaps was the initiative in that direction. The sign was hung out for the purpose of telling possible purchasers where the dealer and his goods could be found. It also served to suggest to passers-by that within they might find something of interest. All that any advertisement can do for a merchant is to bring the people to his store. It can not make them buy goods. That is for the dealer to do. The advertisement apprises the people of what there is to see and where it can be seen, what there is to have and where it can be had, and sometimes gives the prices which make the commodity appear a bargain. Advertising helps to make the first sale. It is for the merchant to so impress and satisfy the customer as to induce the second and subsequent calls.

Accepting as the first advertiser the man who first put out a sign in front of his building, the inference is that he put it where he thought the most people would be apt to see it. A store might be just as large and just as well stocked on some side street as elsewhere, but the merchants insist upon coming to the centers because there are the most people and the larger opportunities to attract trade. Just as the store is put where it is most accessible and as the sign is put where it will be seen by the most people so the advertisement with modern methods is put where it will attract most attention and where the largest number will be apt to see it.

Once it was thought that dodgers and posters and handbills would serve this purpose acceptably, but now all these are out of date and every enterprising, intelligent advertiser knows that the regular publications afford the best facilities of this sort. Everybody reads them and many read them from start to finish. It is said that every copy of a paper or magazine is perused on the average by five people. Advertisers long ago came to

appreciate the fact that the very best medium for reaching prospective customers is through the columns of an up-to-date paper and the larger its circulation the more they are willing to pay for the use of its space. It has come to pass that those who want to make purchases look to the newspapers and trade journals especially for the announcements in which they think they may be interested and are largely governed in choosing a trading place by what they see in print. It is a long way from the pioneer advertiser to the present time where millions daily follow his example in the most approved and modern fashion. Business men who have things to sell realize that when their goods are bought there is no better investment than printers' ink and that without it they can not gain the notice of the public. Immense sums of money are annually expended in this way and when judiciously invested are absolutely sure to bring satisfactory results.

A good many people are looking for the prophet who said that this was surely going to be a mild winter and who based his forecast on the breastbone of the goose, the fur of the squirrel, the procedure of the muskrat, etc. As a matter of fact it has been quite the reverse, but after all it is fine winter weather and nobody has very much reason to complain except those who have had difficulty in procuring coal enough to keep warm. Think of the joy it brings the iceman, for now cutting can begin and continue until the harvest is completed. After this cold snap it will take a long time of warm weather to spoil the ice for preservation purposes. It is good sleighing, so that freight can be easily transported around the country, and in the city the snow makes work for men who otherwise might be out of a job. Blizzards are reported from various sections of the country and the Weather Bureau at Washington frequently sends bulletins to the effect that more snow is on the way and that heavy storms may be confidently expected. In several sections the snowfall has been record breaking. The heavy winds have made a particularly disastrous season for the coasting vessels on the ocean and the number of wrecks has been far in excess of the average. The weather is always an interesting theme for discussion, but after all it must be accepted as it comes.

The fact that you can not get along with this universe does not indicate that you are ordained to rule in another.

No man gets far in the business of living who lives only for business.

THE GIRL FRIEND.

A woman recently came home from a shopping expedition thoroughly tired and a little out of humor. In answer to the query as to a shortage of clerks during the holiday rush, she replied that they had enough clerks but that each was busy entertaining a girl friend.

It seems a bit strange that clerks would expect to entertain or that their friends would consent to be entertained when customers stand waiting to be served. Yet "when the cat's away" such things really do happen more than once.

The manifest reluctance to leave a jolly good friend to wait upon a stranger, whose wish is, perhaps, interpreted in advance as only a trifling purchase, is all too prevalent. It is needless to say that the more humble customer is just the one to be more quickly affected by a slight and to carry it back to her neighbors. It may be a small matter, but it is a big principle and one which will soon work damaging features in any trade.

If girl clerks most commonly err in this matter it is not so much from an inclination to shirk as from thoughtlessness or a lack of self-assertion and tact when friends inadvertently or otherwise strive to consume time which lawfully belongs to the employer. The experienced clerk would say, "Excuse me, but I must attend to the lady," with a courteous cordiality which gives no suggestion that she is a bore. To be busy should be sufficient excuse for not loitering, and soon the gossiping girl will seek other quarters, confining her attentions to one outside of office hours. There is no need of giving offense in the mere mention that during the hours employed you are at the service of the public and no sensible girl should object to the tactful reminder.

In recent years there has been a good deal said and a good deal done about agricultural schools. Some colleges make a great point of this department and there are institutes held around in different parts of the country for the purpose of providing this form of education. It is susceptible of proof that, other things being equal, the educated farmer will prosper better. That Columbia College, situated in the City of New York, should add an agricultural department is attracting considerable comment. Its students for the most part come from the metropolis and most of them know absolutely nothing about farms or farming, and some of them never saw a plow in operation. Columbia now proposes to educate these young men in agriculture if they wish to take that course. Elihu Root once said that the ambition of

every young Jew in New York City is to graduate at Columbia College and own real estate. Land is much cheaper in the country than in the city and that part of the ambition can be the most easily attained. The best thing that could happen to some of these metropolitan youths would be to get out on a good farm and work on it with the idea of owning it and making its management their life work. It will be interesting to watch the development of this Columbia course and its results. Before very long at this rate we ought to hear no more talk about abandoned farms in New York State.

Q. T. Simpson read a paper at a recent meeting of the American Association for the Advancement of Sciences in Boston, in which he claims that the negro can be changed to a white man and the great race problem satisfactorily solved. "My experiments with plants and animals," said Mr. Simpson, "have shown me that once a perfect control can be made over chromosomes, the life giving forces of color, injections or baths can be made which will result in future generations becoming lighter or darker as may be desired. The blackest negro can be made into a perfect albino by this process. We find that one sort of bacteria in a starch solution makes red pigment, another makes black and yet another white. Some of them throw down sulphur, while other products would grow hair, hoof and horns. Some cause albumen to form in sheets, which with a lime phosphate would form bone."

Ex-President Roosevelt has at last made a capture in the wilds of Africa which gives him a claim to the title of the great faunal naturalist of the age. He has discovered a new species of wild animal, which the officers of the Smithsonian Institution have registered and classed as the stoegon vergatus. What the creature looks like, or what purpose it can be made to serve for the good of the human race is not stated, but the great and mighty hunter may now return to his native land with the assurance that he has reached the pinnacle of fame as a faunal naturalist and must be recognized as a leader in the inner circle of scientific culture.

President Taft says that "educated palates" are responsible for the present high cost of living. He is probably as near it as any of the experts who are figuring on the problem. Our ancestors could live and thrive on hash and hominy, but the prosperous American of to-day wants the best and biggest menu that the professional chef can prepare.

JANUARY SALES.

The Furniture Season Has Auspicious Start.

The new furniture season opened with the new year, and it has been long since a season had a more auspicious start. The manufacturers are confident, the buyers optimistic and every indication points to prosperity in the industry. Prices are higher, but the buyers have been anticipating the rise and come to market prepared to pay more. They will pass on the increase to the consumer and conditions in the furniture trade are such that the consumer will never know the difference. It is so rarely that a man buys a piece of furniture that he does not keep track of the prices, and whether they are up or down may make a difference with his pocketbook but he can not explain why or where. Eggs, butter, potatoes and such things as are of daily consumption are more easily followed, and a cent one way or another is instantly noticed, but furniture can fluctuate in dollars and no comment is caused. This is where the furniture dealer has the advantage over the grocer and the dry goods man.

There are few changes in furniture styles this year. The Flanders and Early English types are more in evidence than in July, but the Colonial and the well-established English and French period patterns still predominate. The Early English and Flanders goods are attractive, but the Colonial, New England, Dutch and Virginia alike, and the Sheraton and Chippendale of England and the Louis XV. and Louis XVI. of France have artistic merits that make them standards or staples, and they will continue to be popular. They have the essential elements of grace and beauty, dignity and character and those who buy them have the satisfaction of knowing that what they buy now will be good a hundred years hence.

The rise of the Flanders is interesting as showing how furniture "styles" are made. Berkey & Gay brought out a few pieces in this style in July, 1908, and showed them in a display room by themselves. The trade, hungering for "something different," bought so freely that the line was greatly enlarged for the January, 1909, season and was featured. The goods made a decided hit and the line was further enlarged for July and this season it is larger still. In the meantime other manufacturers, noting the success of Berkey & Gay's new idea, took it up and several of them had Flanders pieces in their July lines, and this season nearly all of them have something in this style to show.

The Flanders style represents the Early Elizabethan period in English history as expressed in furniture. The Dutch artisans, driven out of Holland and Belgium by the Spanish persecutions, brought their furniture-making skill with them. The Dutch ideas were gradually modified to suit the new environments and gradually the styles that are now reproduced

as Flanders, Elizabethan, Jacobean, and William and Mary were evolved. The difference between these various periods is in detail rather than general character. They are all solid, substantial and dignified, and all have square lines. The American Mission could easily be evolved into the early English periods by substituting turned posts and putting on a few simple ornaments.

The Early English period furniture, to be true to type, should be in oak, for that was the material in which the original artisans worked, and they made their designs accordingly. Some of the modern furniture makers put these styles into mahogany and one exhibitor has pieces in Circassian walnut, and the discriminating observer weeps at the incongruity. The effect, however, is not quite as bad as that of a Sheraton suite in oak, as was displayed last season.

Mahogany leads all the cabinet woods in popularity, just as it has for several seasons, and more of it is seen probably than all the other woods combined. Circassian walnut holds second place, although there are said to be signs of its waning popularity. In the Early English and Flanders styles a very fine quality of quarter sawed oak is used, and oak has reached such high levels in cost that mahogany is about the same price. Some bird's-eye maple is used for special purposes, but it does not occupy its old place in the affections of the trade. Birch, which was once cheap, but is cheap no longer, has almost dropped out of sight. For the cheaper goods oak, used mostly in veneer, and red gum, both natural and stained to imitate walnut, are used. Not much of the cheap stuff is produced in this market, but the Southern manufacturers are "long" on it. There are no material changes in the finishes. It may be remarked that mahogany in its natural color is light, like cherry, and to the trade is known as tuna. The popular conception of mahogany, however, is that it is a dark wood, and to satisfy this popular conception the manufacturers stain it.

The Sligh Furniture Co. has a few suites in rosewood and brings them out this season in a new finish. The first production was with a dull finish. Now they are given a polish, and this greatly enhances the beauty of the wood, its rich colors and wonderful figure. The polish makes the goods more attractive to the eye, but may not prove popular because it takes little more than a glance of the eye to mar the surface.

The Sligh Furniture Co., by the way, is this season celebrating the thirtieth anniversary of its organization. The company filed its articles of incorporation on Feb. 27, 1880, and began operations in a three story frame factory at the north end of its present big plant. The cash capital actually paid in was only \$29,000. The capital now is \$400,000, and it has been increased to this figure in thirty years by a long succession of stock

Steel Carpet Sweepers

Made entirely of cold rolled, drawn, sheet steel, it presents the handsomest finish ever shown in sweeper construction.

Bail of cold rolled steel rod is brazed into handle ferrule.

A steel screw fastened in wood handle with a pin-locked ferrule prevents splitting of handle.

Case ends being made of steel allows sweeper to clean closer to wall than with old style construction.



Independent dumping dust pans, opening full, made of heavy tin.

Anti-clogging end cap, preventing hair, ravelings, etc., from coming in contact with working parts.

Anti-tipping device, doing away with tipping of sweeper when drawn back quickly.

All working parts protected from dust.

Guaranteed to sweep when others fail.

Prices absolutely maintained.

No argument necessary. Sell on sight.

Sterling and Streator Carpet Sweepers

Guarantee

The Streator Metal Stamping Co.

Streator, Ill.

Agreement with the Purchaser: We agree, at any time, to make good, by repair or replacement, any part or parts that show any defect in material or workmanship, provided that such defect is not caused by misuse or neglect on the part of the purchaser.



The Streator Metal Stamping Co.

By P. C. FORRESTER, Pres.

WRITE FOR ILLUSTRATED CATALOGUE

Manufactured by

The Streator Metal Stamping Co.
Streator, Ill., U. S. A.

dividends in addition to regular annual cash disbursements. Chas. R. Sligh, who began life as a tinner and then was a traveling salesman for Berkey & Gay for six years, has been manager of the enterprise from its inception and much of its great success has been due to his energy and ability. The company intended to celebrate its anniversary by making its January exhibit in its new 96x132 feet four-story building on Prescott street. Construction on this building was begun last fall, but deliveries of material were slow and the building is not yet complete. It will be finished in time for the July exhibit, however, and the showroom will contain 60,000 square feet of floor space. In the basement of this building will be a diningroom for the factory hands, reading and smokingrooms, showerbath and gymnasium. The company will not try to exercise too much supervision over this basement, but will turn it over to the men to manage in their own way through committees they will themselves select.

A davenport in the Century Furniture Co.'s line has an interesting history. It is an exact reproduction of a davenport that was once the property of the Washington family in Virginia. It was made in the Netherlands and brought to this country late in the eighteenth century, and from the Washington family it descended by inheritance to Mrs. E. R. Metcalf of this city, and from her passed to Mrs. T. Stewart White, and is now a prized piece of furniture in the White household. It is in mahogany

with finely carved legs and carved back and has much beauty of line. This davenport, reproduced, has found much favor with the trade, which is about as high a tribute as can be paid to its artistic merits.

The Century Co. has many reproductions in its line and is especially strong in reproductions of old New England Colonial furniture. Designer Somes was born and brought up in New England and has family and social connections that give him the entre to many of the oldest and most exclusive homes. He has discovered many a rare bit of old furniture, but because a piece is old does not always mean that it is artistic. He has the taste, however, to pick out that which has merit, and this has helped make the Century line what it is. In the company's catalogue the history of each reproduction is given, and the utmost care is taken to make the reproduction exact, even to the fabrics used for covering.

Two new Grand Rapids lines are shown this season and this is a larger addition than has occurred in several years. One of the new ones is the Marvel Manufacturing Company's, which moved to Grand Rapids from Ionia last summer and remodeled the old Harrison plant for factory purposes. Its line is rockers in about 100 different styles, ranging in price from cheap to medium. The other addition is the Kiel-Anway Co., manufacturing leather upholstered chairs in about forty patterns. The

Marvel Co. already has an established trade, but the Kiel-Anway Co. is an infant industry; however, it is an infant that promises rapid growth.

The Mueller & Slack Company is making its exhibit this season for the first time in its own showrooms instead of occupying space in one of the exposition buildings. The second floor of the company's new building on Canal street is used as a showroom, and it is as handsome a showroom as could be desired, with an abundance of space and special fittings in which to display the goods to the best advantage.

It is a sign of development, growth and strength when a manufacturer shows in his own factory instead of in the exposition buildings. It means, as a general rule, that the line is strong enough to attract the buyers to the factory and that it is no longer necessary to bring the goods to a place that is more easily reached. There are exceptions to this rule, of course. The John Widdicomb Company, for instance, uses exposition building space because it has not room at the factory for its display. This is true also of the Stow & Davis Table Company and the John D. Raab Chair Company. Stow & Davis will have their own showrooms in the new building that will be erected in the spring. The Century Co. and the Chas. S. Paine Co. were graduated from the exposition building class a year ago, and it may be expected that some of the others will

break away another year. There are about fifteen Grand Rapids lines in the exposition buildings this season, which include those that lack room in the factories. The outside exhibits number 215, and they completely fill five big buildings. The Klingman, the Manufacturers', the Exchange and the Blodgett buildings were filled last July. This season the Leonard is also full, with twelve exhibitors occupying the space. There are half a dozen outside lines displayed in various places outside of the big buildings. These outside lines, in connection with the Grand Rapids, cover the entire range of domestic furniture from the cheapest to the most expensive, and for all parts of the house from the kitchen to the parlor and out on the porch and lawn.

Self-Expression and Self-Development.

To do something in one's very best method and manner, to do the very best one can at anything, to finish a job, to complete any work, is self-expression and self-development. That skill comes with doing is an old idea that is true and always must be, because "practice makes perfect," to use another homely phrase.

This applies just as much to the selling of goods as it does to anything else. The salesperson behind the counter on the floor or out on the road that doesn't sell more this year than he did last, that won't sell more next year than he does this, is not using his own power for development.

Your Customers Want Dandelion Brand

Everyone of your buttermaking customers wants Dandelion Brand Butter Color, because Dandelion Brand has been proved the best by long years of trying tests.

Over 90% of the buttermakers in the country insist on Dandelion Brand, for it makes perfect butter—gives the rich, golden June color that appeals to the consumer and doesn't interfere with the butter's natural taste or keeping qualities.

Somebody in your neighborhood is selling Dandelion Brand to your customers—getting profits that are rightfully *yours*.

Better send a trial order in today and begin to get *all* the profits that belong to you.

**Dandelion Brand Butter Color Is
Endorsed by All Authorities**

**Dandelion Brand
Purely**

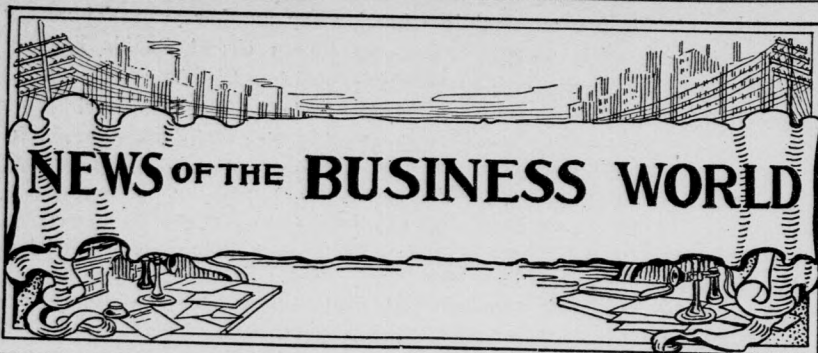


**Dandelion Brand Is the Safe and
Sure Vegetable Butter Color**

**Butter Color
Vegetable**

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

WELLS & RICHARDSON CO. = = Burlington, Vermont
Manufacturers of Dandelion Brand Butter Color



Movements of Merchants.

Chesaning—A. J. Perrot has opened a grocery store here.

St. Ignace—R. H. Stevenson has opened a jewelry store here.

Gobleville—Woodhouse & Brewer have engaged in the meat business here.

Clio—W. H. Stout & Co. succeed Glenn Williams in the grocery business.

Pentwater—D. A. Krauss succeeds Daggett & Gregwer in the meat business.

Climax—Carl Schneebelt is succeeded in the bakery business by John Schwartout.

Howard City—Merrifield Bros. succeed Wm. H. Westbrook in the feed mill business.

Grand Ledge—Clarence Dean has sold a half interest in his bakery to Worthy Parker.

Allegan—H. E. Elliott has added a line of wall paper to his stock of second hand furniture.

Holly—E. E. Kohler has sold his stock of hardware to F. B. Ensley, recently of Howard City.

Petoskey—J. D. Andrews is closing out his grocery stock and will devote his time to farming.

Kalamazoo—The Kalamazoo Savings Bank has increased its capitalization from \$100,000 to \$200,000.

Highland Park—The Braun-Erb Lumber Co. has increased its capitalization from \$10,000 to \$18,000.

Traverse City—N. H. Herron has sold his stock of groceries to William Gerst, who will continue the business.

Buckley—E. H. Cutler has sold his meat market and taken a position with the Cummer & Diggins Lumber Co., of Cadillac.

Sears—Davy & Co. will erect and equip a grain elevator here with a capacity of from seven to eight thousand bushels of grain.

Geneva—L. S. Sanford has purchased the general stock of Eugene A. Clark and will continue the business at the same location.

Lake City—The Lake City Hardware Co. has purchased the furniture stock of Jay W. Carr and combined it with its stock of hardware.

Chelsea—At a recent meeting of the stockholders in the Bacon Co-Operative Co. Jay Wood, of Lima, was appointed manager in place of Jabez Bacon.

Midland—C. H. Smith, who conducts a bakery at Reed City, has purchased the F. V. Sayles bakery here and will divide his time between the two.

Saginaw—E. E. Scott, dealer in plumbers' supplies, has merged his business into a stock company under the style of E. E. Scott & Sons, with

an authorized capital stock of \$2,000, all of which has been subscribed and paid in in property.

Luther—J. W. Paterson has bought the remainder of the Ira J. Gilbert clothing stock, at Reed City, and is having the store here remodeled for its reception.

Frankfort—Harmon & Co. have sold their stock of meats to the City Grocery Co., which will continue the business under the style of the Vorce-Frederick-Sayles Co.

Houghton—The Houghton Copper Co. has engaged in business with an authorized capital stock of \$2,500,000, of which \$625 has been subscribed and \$125 paid in in cash.

Chesaning—Bert Vansickles has sold his stock of groceries to Bert and Guy Cantwell, who have formed a copartnership and will continue the business at its present location.

Conklin—Charles Wolter has sold his interest in the wagon and blacksmith business of Wittenburg & Wolter to his partner, who will continue the business under his own name.

Sturgis—John A. Gephart has sold his stock of meats to Charles Reed and Hudson Porter, recently of Blissfield, who will continue the business under the style of Reed & Porter.

Casnovia—Bonner & Albaugh, dealers in meats, have dissolved partnership. The business will be continued by W. H. Albaugh, who has purchased the interest of his partner.

Allegan—Charles Ogden has sold his interest in the implement and vehicle business of Bentley & Ogden to D. J. Tiefenthal, of Hopkins. The new firm will be known as Bentley & Tiefenthal.

Grand Ledge—F. T. Coppens has sold his interest in the firm of Coppens & Byington, dealers in shoes, to his partner, H. M. Byington, who will continue the business under his own name.

Morenci—H. D. Pegg, who retires from business about as often as a prima donna retires from the stage, is behind the counter again, having purchased from the creditors the Barden grocery stock.

Jackson—George A. Nichols has resigned his position as manager of the Union Wall Paper & Paint Co. and will engage in the same business under his own name at 126 West Cortland street.

Petoskey—A new company has been organized under the style of the Walloon Investment Co., with an authorized capital stock of \$4,500, all of which has been subscribed, \$1,000 being paid in in cash and \$3,500 in property.

Detroit—Hiram C. Goldberg, clothier, has merged his business into a

stock company under the style of the Hiram C. Goldberg Co., with an authorized capitalization of \$10,000, all of which has been subscribed and paid in in cash.

Belding—Guy Leonard, of Pellston, has been in the city recently negotiating for the dry goods stock of Spencer Bros. It is expected that he will assume control of the store in the near future. An inventory of the stock is now being taken preparatory to the change.

Detroit—Wm. S. Haight, formerly organizer of the international typographical union, has acquired a grocery store and saloon at 88-90 National avenue. He says it is more fun to stand behind the bar than it is to stand in front of it, as most union men do; besides, it is more profitable.

Flint—Messages were received here Monday announcing the death at Pasadena, Cal., of L. H. Hayt, proprietor of a dry goods store in this city and formerly of Alma, Ithaca and Saginaw. He went West four years ago for the benefit of his health. The cause of his death was typhoid fever. He was 48 years old.

Escanaba—S. J. Peterson, of Foster City, and Frank Finman have purchased the interest of the late F. W. Dahlgren in the North Star Mercantile Co. and with C. A. Carlson, the senior member of the firm, will close out their stock of dry goods, clothing and shoes and add a line of meats to their stock of groceries and provisions.

Detroit—Following a long illness John Downie, formerly a well-known grocer here, died recently at his home, 246 Seventeenth street. Mr. Downie was 59 years old. He was born in this city, and for more than thirty-five years conducted a store at 117-119 Michigan avenue. He had stores, also, on West Fort street and Woodward avenue. Mr. Downie retired from the grocery business about six years ago and of late had been engaged in the poultry business.

Milford—Charles E. Lovejoy, Milford's pioneer grocer, has withdrawn from merchandising, to be succeeded by his eldest son, W. Scott Lovejoy. Mr. Lovejoy started in business in 1870 and has been at it continuously since, and steps out now only through the press of justice and probate affairs which need his personal attention. Mr. Lovejoy is one of the first men in Oakland county, always active and prominent in business and politics. He has held every township and corporation office of importance and has been justice of the peace twenty-six years.

Manufacturing Matters.

Detroit—The Detroit Socket Co. has increased its capital stock from \$15,000 to \$40,000.

Saginaw—The Saginaw Pure Ice Co. has increased its capital stock from \$60,000 to \$100,000.

Kalamazoo—Boylan-Mills & Co. have changed their name to the Kalamazoo Implement Co.

Bay City—The Michigan Turpentine Co. has increased its capital stock from \$100,000 to \$120,000.

Detroit—The Whitehead & Kales Iron Works has increased its capital stock from \$100,000 to \$250,000.

East Jordan—The East Jordan Chemical Co. has increased its capital stock from \$150,000 to \$450,000.

Detroit—The Michigan Crucible Steel Casting Co. has increased its capital stock from \$30,000 to \$60,000.

Milford—The Detroit-Milford Sanitary Manufacturing Co. has changed its name to the Michigan Auto Body Co.

Traverse City—The Queen City Electric Light & Power Co. has increased its capitalization from \$60,000 to \$100,000.

Marshall—Frank Williams has purchased stock in the Dobbins Furniture Co. and will act as its Secretary and Treasurer.

Bay City—The sawmill operated by Knapp & Stout, formerly the Hargrave mill, has started on a day and night run for the winter with a full crew.

Cooks—The Inwood Creamery Co. has been organized with an authorized capital stock of \$5,000, of which \$3,200 has been subscribed and paid in in property.

Detroit—The Lotz Auto Co. has been incorporated with an authorized capitalization of \$300,000, of which \$150,000 has been subscribed and \$30,000 paid in in cash.

Detroit—The Weisgerber-Lowther Paint Co. has engaged in business with an authorized capital stock of \$5,000, of which \$2,700 has been subscribed and \$1,500 paid in in cash.

Watervliet—A new company has been organized under the style of the Watervliet Paper Co., with an authorized capital stock of \$250,000, all of which has been subscribed and paid in in cash.

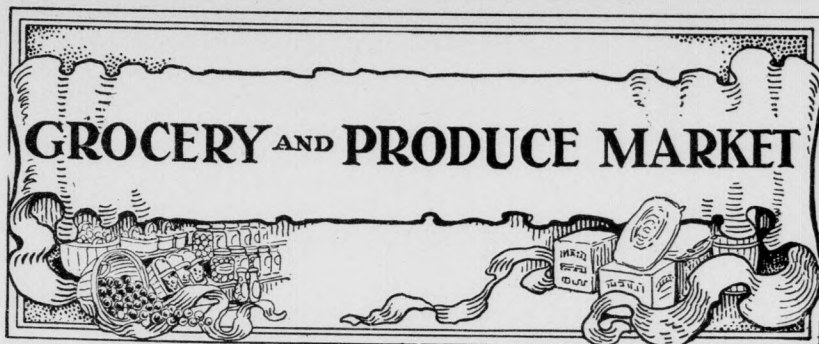
Hancock—A new company has been incorporated under the style of the Hancock Concrete Co., with an authorized capital stock of \$5,000, of which \$2,500 has been subscribed and \$1,000 paid in in cash.

Battle Creek—A new company has been organized under the style of the Cronk-Andrews Music String Co., with an authorized capital stock of \$1,000, all of which has been subscribed and paid in in cash.

Detroit—The Chicago Hosiery Co. has merged its business into a corporation under the same style, with an authorized capital stock of \$75,000, of which \$37,500 has been subscribed and \$7,500 paid in in cash.

Marshall—There is a strong possibility that the Homer Gas Engine Co. may be removed to this place within a short time. Supt. Reek, who is the inventor of the engine, has already leased a local block with the privilege of five years.

Bay City—The maple flooring business has improved much more than manufacturers expected during the summer, both in the matter of prices and in the selling of the stock. There is a heavy export demand and meantime the home trade has picked up. Building operations promise to be exceptionally brisk during 1910 and manufacturers express confidence in the future of the trade.



The Grocery Market.

Sugar—The refiners advanced their quotations 10 points last week and the market is strong at the advance. This somewhat improved the demand from first hands, but has not affected the consumptive demand, which is dull. It is a little early for sugar to advance, and whether the refiners will be able to hold the market up just now remains to be seen. It is reported that the Warner Sugar Refinery will from now on make a dead set for business. They have acquired two of Arbuckle Bros.' most valuable practical men, and have a daily capacity of around 2,000 barrels.

Coffee—The demand is light, although an improvement in the demand and prices is looked for by many in the next thirty days, as reports from the Eastern jobbers say the stocks, although heavy, are firmly held at present prices. Mild coffees are wanted to some extent at firm prices. Java and Mocha are quiet and unchanged.

Canned Goods—The buying has been very light in canned vegetables during the holidays, but is expected to improve as soon as inventories are taken, as a great many merchants have held off buying until after that. Corn is very firm and some grades are not very plentiful. Cheap peas have been and are still an object of much interest among jobbers, but there is not much business of importance at present. Pumpkin, squash and asparagus are steady but firm. There is little new in canned fruits, but advices from the Coast reflect a firmer feeling, particularly on extra choice grades, supplies of which are limited. The Twin City market is dull at the present time, as is usual at this season of the year. Some of the advances have not been put on canned goods as yet on account of the light demand. The market is steady. Salmon continues to sell remarkably well, although chiefly in small lots. Some of the jobbers think there will be trouble next spring in getting the good grades of salmon. Sardines are quiet, with no new features.

Dried Fruits—Apricots are quiet and unchanged. Raisins are dull, weak and unsettled. Currants are in light demand at ruling prices. Fard dates are scarce and firm, but Hallowiis are in ample supply and no so strong. The demand for dates, figs and citron is moderate. Prunes seem to be a trifle easier and have gone back to the 23½c basis. The demand is light. Peaches are dull, although well maintained as to price.

Cheese—The market remained stationary during the past week. The stock of cheese is very short and the

trade is very light. There is not likely to be any change in the market during the coming week.

Spices—Some kinds have advanced considerably the last sixty days, especially peppers, the supply being limited. Ginger is the next strongest in price. The demand has been very good on the whole line, with the exception of the week between Christmas and New Years.

Rice—Prices hold about the same as for some time past, but the demand is expected to increase as soon as the effects of the holiday trade are passed. It is reported that about 40 per cent. of the crop has been marketed and at the same ratio of movement the whole crop will be marketed by May 1. Planters, for this reason, are insisting on higher prices for their rough rice.

Syrup and Molasses—Glucose shows no change for the week. Compound syrup is unchanged and in fair demand. Sugar syrup is scarce and high. Molasses is firm. Good molasses is hard to buy in New Orleans at a satisfactory price. The production so far is about 10 per cent. short of last year, and this is bound to make the season firm, especially on fine grades.

Fish—Cod, hake and haddock are in fair demand at unchanged prices. Salmon is quiet and steady. Domestic sardines show no change in price and but very small sales from first hands. There is some selling from second hands at shaded prices. Imported sardines are unchanged, steady and quiet. There is still no demand for mackerel to speak of, although it should resume almost any day. Prices of Norway and Irish mackerel are about steady.

Provisions—Barreled pork, canned meats and pure lard are firm at unchanged prices. Compound lard is firm at ¼c advance over one week ago.

The Drug Market.

Opium and Morphine—Are unchanged.

Quinine—Is firm.

Cocoa Butter—Has declined.

Sperm Oil—Has advanced. Stocks are very light.

Able and Willing.

There is no service so low and simple, neither any so high, in which the man of ability and willing disposition can not readily and almost daily prove himself capable of greater trust and usefulness. Andrew Carnegie.

Much religious speculation is like trying to explain the world's anthems by the ether waves that carry them.

The Produce Market.

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

Beets—\$1.25 per bbl.

Butter—The receipts have increased the past week and, as a result, the market is not quite so strong as it was a week ago. Local dealers hold creamery at 35½c for tubs and 36½c 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 receipts of fresh eggs continue to run very light, on account of the continued bad weather, and owing to the good consumptive demand the market advanced 2c per dozen. The stock of storage eggs is gradually decreasing. The future price depends entirely upon weather conditions. There is not likely to be any further advance at this time. Storage stock is steady at 29@30c. Local dealers pay 29@30c per doz. for country fresh, holding candled at 32c and fancy candled at 33c.

Egg Plant—\$1.50 per doz.

Grape Fruit—Florida is steady at \$3.50 per box for 54s, 64s and 80s and \$3.50 for 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 \$4.25 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.

Battle Creek Travelers Open Charity Quarters.

"Charity Headquarters" is a name displayed over a store in the Ward building where the traveling men are receiving gifts and donations for the city's poor, sick and needy. Arrangements have been made with the city delivery line to deliver all packages at their destination. A considerable list, larger than at first anticipated, has been gathered of families which are in need of help.

The traveling men will donate shoes, stockings, potatoes, coal, etc., to such sufferers and the public is asked to co-operate. Heads of departments in stores are requested to collect a fund, such as the clerks can afford to give, to help in the cause. A committee from the traveling men will call on the stores and various places of business Saturday to receive their offering.

The movement has gained in popularity already. The plan to have the city delivery line make the deliveries is accepted as exceptionally good, as the neighbors will never know, when one of those wagons calls, whether it is charity that is being extended or the result of a purchase. The Committee sticks to the original intention that no names shall be mentioned in connection with the movement.—Battle Creek Journal.

The feature of the week has been the failure of the Levinson Department Store at Petoskey. On Jan. 6 Mr. Levinson uttered a trust mortgage to P. B. Wachtel, the Petoskey attorney, but the document was so drawn that the creditors could not take any action under it for a period of six months. In the meantime the creditors had become alarmed through the action of Levinson in not paying any merchandise accounts and had instructed Hon. Peter Doran to put the business into bankruptcy, which he did, securing the appointment of Edward E. Gilbert as trustee. Under the direction of Mr. Gilbert a careful appraisal of the assets is being made. Less than a year ago Levinson filed a report with the Secretary of State, showing an indebtedness of only \$500 and assets of \$25,000. Conditions have evidently changed somewhat since then, because he owes about \$37,000, with about \$15,000 actual assets. The creditors number 233. Among them are Marshall Field & Co. for about \$4,000 and Hart, Schafer & Marks for about the same. Levinson made no payments to his merchandise creditors to speak of after December 1. He did, however, pay several notes at one of the banks in Petoskey, which were endorsed by a relative.

A. B. Wootan, the Bellaire druggist, is in town for a day or two, accompanied by his bride, Mrs. Frank Willett, of Vermontville. Mr. Wootan is receiving many congratulations—all of which are richly deserved.

A new company has been organized under the style of the Michigan Pipe Covering Co., with an authorized capital stock of \$10,000, of which \$5,100 has been subscribed, \$1,100 being paid in in cash and \$2,500 in property.

The Sands-Heydon Lumber Co. has been incorporated, with an authorized capitalization of \$100,000, of which \$50,000 has been subscribed and \$10,000 paid in in cash.

Some men come near proving the devil when they argue on their god.

He can never know men who will not stop to know children.

THE THRIFTY SWISS.

They Have the Most Beautiful Scenery in Europe.

Geneva, Switzerland, Dec. 27—The small country lying in the center of Europe known as Switzerland is composed almost entirely of rugged and precipitous mountains piled together in wild and grand confusion.

Only for two exceptions, the valley along the Rhine and the district in which Lake Maggiore lies, one could not say this little country had any lowland whatever. It is practically the reverse of its small neighbor, Holland, with her low flat country, in being nearly all high and mountainous.

As is well known, the famous Alps are the mountains which are celebrated for having the highest peaks of Europe, those of Jungfrau and a neighbor (an unpronounceable name) reaching a height of over two and a half miles above the sea level, while Mont Blanc towers three miles high nearby. Known by different names, as Jura Hills, Western, Middle and Eastern Alps, Pennine, Lepontine and Rhetian ranges, they are all the same Alpen range.

These form various districts for the shedding of the water from their tops and sides and the most important of these is the famous St. Gothard, in whose glaciers the Rhine, Rhone and the Ticinus have their origin.

Many other smaller ones empty into and form the many lakes of which this country is justly proud, such as Constance, Geneva, Lucerne, Zurich, Brienz and Thuner Seas. Many of these have sufficient size to support considerable traffic on their waters, and of these mentioned all have a line of passenger boats doing a profitable business, running in connection with the railways in most instances.

There are a little under 3,500,000 inhabitants and they are distributed over twenty-two cantons, or small states, into which this country is divided. Its chief cities, from a commercial standpoint as well as population, are Zurich, 175,000; Basel, 130,000, and Geneva, slightly over 100,000. The latter two are noted as the largest manufacturing towns, the former being noted for its silk and ribbon factories, while the latter has watchmaking as its chief industry, with the manufacture of jewelry of no small importance. There are but twenty-one towns of over 10,000 inhabitants in the whole of Switzerland, strictly speaking. However, if one were to be here during the summer season they would have to raise the estimate considerably for the lake and mountain resort towns are then quadrupled in size.

Its mountains yield neither minerals, coal nor even a fair quality of building stone. Its iron, cotton and raw materials generally are imported, as is its furnace coal, which is selling at \$12 per ton at the present time for the quality burned in the homes.

The Swiss are an educated and wide-awake people. Every male must not only serve in the army of defense, under regulations, however, far different from those imposed by

neighboring monarchies, but before doing so must pass a thorough educational test, failure being punished. This people have not only developed every natural resource, but, importing raw materials have transformed a grazing and limited fruit region into a manufacturing proposition. Its high standard of citizenship, applied to industrial and commercial pursuits, has not only developed a necessity for all the better things of life but created a discriminating knowledge of the best and cheapest methods to obtain them.

Swiss shops, even in the smaller towns, are filled with the best products of the world, the best and the latest from every country; but the American or any other manufacturer must not presume too much on this point, for while the Swiss merchant wants the latest he much prefers to help his brother countryman sell an American an imitated article, and in this they are said to be very clever in copying American styles and novelties. The manufacture of shoes and furniture, we learned, suffers the most in this regard.

Switzerland possesses an excellent railway system, it forming a veritable network in this small country. In the building of railways wonderful engineering feats have been accomplished, such as the cutting of the tunnel of St. Gothard and the Simplon, affording a quick mode of transportation from Northern Europe to Italy, the former from the eastern parts, while the latter affords quick passage from western parts. A tunnel now in process of construction through the Central Alpen range, leaving the main line of travel at Spiez, a town on the southern side of Thuner Sea, and using an already constructed road part of the way, will shorten the distance for travel through the central part of Europe by several hours and will be ready for use in another year, it is thought.

It will be the longest tunnel in the world, being about fourteen miles in length. The Simplon, with its thirteen mile hole through the Alps, holds this honor at the present time.

With the nine mile St. Gothard and the four mile Albula, together with many others of smaller length, this country holds the prize for expensive railway construction.

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much that has made history, and the names of some great men are closely identified with it, either in that their birth occurred here or that some portion of their life was here spent. The name of Voltaire is closely associated here and a fine statue of him has been erected at Ferney, a place that will be forever associated with his name, for in reality he founded the town. He bought the land in 1759, got together some colonists, set up some manufactories and built a hall. This has been modified on several occasions, but it still contains some interesting portraits and souvenirs of this patriarch of Ferney.

Here also John Calvin lived for over a quarter of a century, who was famous in the Reformation movement. The doctrine of the Reformation, which was first preached by Farel, found a zealous champion in this grand man, who was born at Noyon, Picardy, France, but moved to Geneva in middle life, that he might be in a better position to use his powerful influence, which he soon acquired after espousing the cause and which soon extended over the whole of Europe. He organized not only the Reformed church but also the State; developed public instruction, already in a flourishing condition; founded the Academy at Geneva, to which place he moved in 1536 and remained until his death occurred in 1564. A street (Rue de Calvin) is named after him and on the site of his old home there has been a memorial stone set in the building.

Switzerland gave to the world the famous engineer, Charles Favoe, who devoted his life and all the wonderful resources of his genius to one of the most gigantic enterprises ever undertaken by man—that of boring through the Alps in the successful construction of the St. Gothard tunnel.

She also gave Jean Jacques Rousseau, the great author and philosopher, who was born in Geneva.

Then, to crown all, from the standpoint of the Swiss, is the immortal Tell. A large and beautiful monument has been erected at Altdorf which shows this half mythical person with his bow slung across his shoulder, his right hand holding the bow, while the left rests upon the shoulder of his son, who stands by his side.

During the summer season at a theater close by there is put upon the stage a play representing Tell shooting the apple from the head of his son.

Although this little country has considerable of a handicap, yet she has much of which to boast. She has done well in the gift of eminent men; has overcome many obstacles in order to place herself on a par with surrounding nations in a commercial sense; excels all in several manufactures, notable of which are watch-making and chocolate. We not alone admire her for the pluck and energy displayed but for her natural beauty and the grandeur of her scenery.

If we were asked what country was found to be the most wonderful to us from a scenic standpoint up to the

present time we should have to answer Switzerland and add that the mountains make it so.

A trip from the center of the country, either in an eastern, western or southern direction, will make one enraptured with the grand beauty, thrilled at the great heights of the mountain peaks and astounded at the marvelous engineering skill displayed in overcoming obstacles that lay before the builders of the railways to make possible the coming of the iron horse.

Particularly is this true of the trip from Lucerne to Interlaken, a distance of but fifty miles, yet taking five hours to complete. Mountain sides are so very steep that the regularly constructed track or engine will not suffice and a cog wheel arrangement running midway between the rails is used. This makes it possible for the powerful little engine, with a load of four cars, to climb the steep incline (sometimes close to 50 per cent.), but, as one would understand, at a slow speed.

About the middle of this trip a point is reached where it would seem as though it would have been better

to have bored a tunnel. The rock has been cut away and bridges constructed over chasms to make possible the laying of the track along the side of the mountain, which towers so high and precipitously, in many places being hung overhead with massive rocks on one side, while on the other lies a deep gorge, the looking down into which makes one shudder to think what might happen if anything should go wrong with the train.

Equally thrilling is the trip through the Engadine Valley, which lies in Eastern Switzerland, where steep ascents have to be made, high bridges crossed and winding paths traversed in order to reach the end of this line, St. Moritz. It is on this run that the Albula tunnel is pierced and on these mountain sides can be seen the strange spectacle of looking up and seeing the track over which you have just passed, making the railway, as will be seen, a veritable corkscrew in appearance.

In our next letter we shall treat this country from a commercial standpoint.

Chas. M. Smith.

The world gets no light out of a pyrotechnic sermon

Announcement for 1910

The GLOVE COMPANY has just closed the most successful season in its history. Never before was it favored with such generous patronage by the Trade, and responding to the demands from its expanding clientage the GLOVE COMPANY announces that it has increased its facilities for the current season so that it will be able to give prompt, satisfactory service.

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Hirth-Krause Co.

Shoe Manufacturers Grand Rapids, Mich.

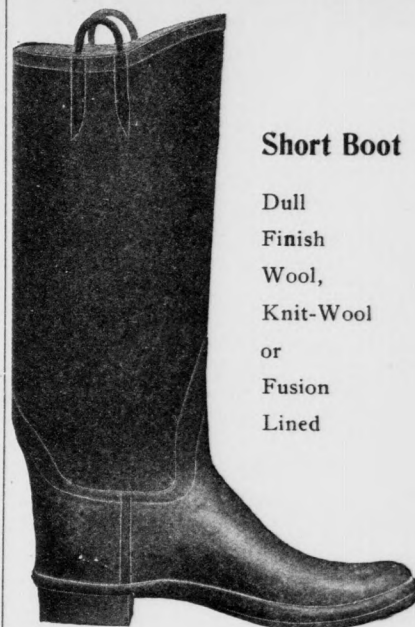


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Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

Wednesday, January 12, 1910

AN APPETITE FOR NASTINESS.

There is something rotten not in Denmark this time but in England. A storm of indignant protest has been aroused in the English press by the recent publication of certain fiction and of personal recollections of Lady Somebody, and outraged public opinion has concluded that it will have no more of it. Such publications are demoralizing and any agency that tends to the circulation of such literature should be held strictly to account for such misdemeanor. There the circulating libraries are looked upon as so many centers from which are radiating the debasing influences and the management of these centers have felt called upon to announce that they will not place in circulation any book which, by reason of the personally scandalous, libelous, immoral, or otherwise disagreeable nature of its contents, is in their opinion likely to prove offensive to any considerable section of their subscribers; whereat a writer, high on the list of authorship, considers any restraint of the press in regard to these publications as "unheard-of tyranny," involving "a serious danger to literary liberty."

Taking it for granted that such literature appeals "solely to the appetite for nastiness," as one English periodical states it, the question comes promptly to the surface, whether, if this restraint of the press is an "unheard-of tyranny," involving "a serious danger to literary liberty," it would not be a good plan to exercise such "unheard-of tyranny," and if literary liberty suffers thereby so much the better for that kind of liberty and a hundred-fold better for the community and for the country especially whose sense of decency has been outraged in order that "the appetite for nastiness" may be continually appealed to. There is no doubt that the liberty of the press is sacred and should be kept inviolate, but when that liberty has been abused the abuse must be taken care of and the author of it should be given distinctly to understand that liberty is liberty only when its exercise does not interfere with the righteous happiness of another. When, then, literary lib-

erty exercises its sacred right in appealing solely to the public appetite for nastiness it remains to be seen whether the English people will tolerate such liberty to any great extent. It is an abuse of power, and history in more instances than one has recorded what such abuse always amounts to.

It is much to be feared that this appeal to nastiness is not limited to England and the English. There are manifestations which indicate in no uncertain way that this same appeal to this same condition is made on this side of the stormy Atlantic. Instances are plenty as blackberries and here is one of them: A certain lady, let us say of this city, on the approach of the Christmas holidays ordered from a book store, among other intended presents, half a dozen volumes of fiction. Desirous of knowing what she was giving she read the stories and sent substitutes. As she described them these novels are filthy as well as irane and yet they are the products of what are called popular writers—good sellers, anyway, which means, if it means anything, that nastiness is abroad in the United States of America and that the mighty and sacred power of the press is appealing to that nastiness.

The English public fixes the blame upon the libraries with the intention, it seems, of holding the management of the libraries responsible. It is doubtful if the intention amounts to anything. We took the theaters to task as so many pest-centers of appeal to the depraved appetite. Certain plays were suppressed and public opinion approved the suppression. Tongue and pen and printing press did each its best to purify these plague spots, the muck-rake was resorted to as a cleansing agent and the moral atmosphere was apparently rendered fit for breathing; but does not personal experience tell us that for all this cleansing it is a pretty risky business to take to the play almost anywhere a lady who does not want to be appealed to by this appetite for nastiness?

The fact of the case is the human system, irrespective of nationality, is morally out of order. The tongue, upon examination, shows the disorder to be general. A bad condition of the blood prevails. The vitality is low and—the phrase is a common one—we "are all run down." A cathartic is needed. The moral condition of the country as a whole is calling earnestly for copious doses of sulphur and molasses, an old time medicine of the New England farmhouse and taken with extreme reluctance, but a medicine that did its work well by a thorough accomplishment of its purpose. That done, the individual was better, the community was better and, so purified and uplifted, the world at large was better and furnished better instances of its uplifted life.

Let us hear the conclusion of the whole matter: the individual of the whole mass must attend to its own restoration and, that done, the appeal of book or theater or any other agent of evil to the appetite of nastiness will fail of its purpose because the

system is in a condition too healthy to be harmed by it.

DIRECTLY ANSWERED.

Great anxiety is again expressed in regard to whisky. It is found that after years of use and earnest enquiry no one knows what it is and, therefore, can not tell what it is. Chemically speaking, it is made up of carbon, hydrogen and oxygen and used to be distilled from grain, potatoes and malted barley. Recent years have disclosed the fact that modern methods have been devised, so that a compound "just as good" has been secured and that this "just as good" concoction has all the qualities of the original article and is sure to produce the same results.

First, then, whisky is a poison. It is not considered so violent as prussic acid, for example, but in the long run it is as sure to get its victim to the graveyard. Persistency, its only quality to be commended, the centuries have exemplified since time began. Like any pestilence it kills without fear or favor, but its most appalling destruction is among the young. Having once found its way into a community its work at once begins. Silently as the thief in the night it sets its entangling nets and long before the world is aware of it it has gained its victims, who are rarely given up. Attacking the physical first, it is soon found that it is the whole human being that is assailed. It weakens the will; it destroys the self-respect; it paralyzes every noble impulse and finally, when it has done its worst, the dust returns to dust, "unwept, unhonored and unsung."

It is an incentive to mischief of every character and degree. Crime finds in it a ready and willing panderer and depends upon it for both intrigue and execution. Is society to be shocked by a revolting murder? "But screw your courage to the sticking point and we'll not fail," and whisky is largely depended on to accomplish that purpose. Trace to its source the villainy of passion for a single year and the path followed will lead straight to the whisky still. The terror of lynching and the horror of the lamppost were unable to accomplish what prohibition has already brought about, and the South by suppressing the whisky traffic is experiencing a relief she has not enjoyed in years.

There is little need of going on with this. It is an old, old story, told always with tears and sorrow. From beginning to end it is a record of the wreckage of human life, limited to neither clime, age nor, pitiful to say, to sex. It is a despoiler of homes; it is a mischiefmaker, morally, mentally and physically. In a word, it is a liquid death, a something to be labeled with skull and crossbones, if it is to be kept at all, to be neither touched, tasted nor tolerated, with no more idea of its ever being a benefit than its history shows, and it has never been anything but a curse. That is whisky, and neither the President, the Pure Food Commission nor the distiller will find it to be anything else, if they puzzle over it from now until doomsday.

AN UTTER ABSURDITY.

Among the many resolutions of the year the one most needed and least thought of is the baneful habit of worrying. In season and out of season once it has the upper hand it never gives up. Morning, noon and night and between times it comes to us and stays with us and always attended with that ominous "if" which never seems to see the bright side of anything, which denies even the idea of a silver lining to the cloud, and asserts with a great deal of insistency that if there be sunshine on the other side of the clouds, so long as we are not getting any of it there is no particular benefit in having it there. In the fret and friction that make up the daily round of business, when everything goes wrong and one annoyance steps on the heels of another, there may be something of an excuse for the impatience that finds expression; but when the day is done and rest and recuperation come in to repair, when the office door is locked and "the cares that infest the day" ought to betake to themselves wings and fly away, closer than a brother the worrying clings and the day's torments still go on.

Nobody knows why. The victim of the worry has done his best, and yet the overshadowing "if" envelops him. It spoils his dinner; it casts a gloom over the pleasures of the evening; he takes it with him to bed and sleep, frightened, leaves the worry the master of the situation. So from day to day the worry goes on until, the cause of it over, sunshine does break through, and then the exasperating fact appears that there was no reason for the slightest worry anyway!

The utter absurdity of the whole business was well illustrated the other day when Williamson, having reported that Johnston was in the dumps and having been asked the cause of it, replied, "He's worrying about what would happen if his mother-in-law shouldn't get into the kind of heaven." "Mother-in-law? Johnston isn't married," was the reply. "That's just it; he isn't, but he is worrying about it just the same!"

What is to be done about it? The best answer so far given is this: If the cause of the worry can be removed, remove it; if not, all the worrying in the world will never make any difference. Then stop it; for your own sake first, because you are the principal sufferer and, second, for the sake of everybody in your immediate neighborhood; for of all the needless unhappiness which has so far cursed the world worrying can easily be ranked first. Based upon a fancied fear, it foretells and foreshadows only the most gloomy anticipations and when the worst comes to the worst the result is as senseless as any other fabrication of an unbalanced brain. There has been many a man who has worried himself into his grave and there are men now wondering what will happen "if," who if they would cease their wondering and put a stop to the death-dealing worry attending it would have every prospect not only of a happy life but a long and prosperous one.

WORK TOGETHER.

Only Way Civic Betterment Can Be Accomplished.*

Has it ever occurred to you, my friends, that we are, all of us, too much in the habit of apologizing first and regretting afterward, like the careless chap who, picking up a double barreled shotgun, points it at and fills his friend full of buckshot or blows the top of his head off?

"Excuse me!" we cry and then we assert, tearfully and full of horror, that we "didn't know it was loaded."

It is our business to "know that it is loaded;" that every proposition is loaded from the time we begin plowing our winter way through the snow on the section line road to the district school house until, followed by our weeping kinsfolk and friends, we take our last mysterious ride into eternity.

And the singularly unknown oddity about this fact is that every one of us helps continuously in ramming each load home for the other fellow. No matter how trifling and insignificant may be any act of any individual, that act, whether great or little, contributes to the load that is being put into the universal shotgun for others.

For this reason was it that Matthew, ex-publican or tax collector and the author of the first Gospel of the New Testament, could not, had he wished to do so, omit from his record that greatest utterance of all—the Golden Rule—the root and foundation, the concentrated lesson, essence and entity of the wondrous Sermon on the Mount.

For that reason, also, it is the duty of every individual to keep himself informed to the very best of his ability and in accord with his surroundings as to what are the conditions in his neighborhood, his town, his State and his Nation, so that he may, so far as possible within his resources and power, know just what is going on; just how his actions may affect others and just how that which others may be doing may influence him and his interests.

There is no normal man nor woman living who does not know instinctively when he violates the spirit and text of the Golden Rule, and all such do not need to be told that I am not now advocating the practices of eaves-dropping, thoughtless gossiping or cruel slander.

And all such persons, comprehending in its completeness the spirit and purpose of the Golden Rule, know that it prohibits selfishness, jealousy, avarice, laziness and every other sort of pretense.

Two weeks from to-day — on Wednesday, Jan. 19—in the Belasco Theater, Washington, D. C., will be held the last session of a three day conference under the auspices of the National Civic Federation. There will be about 600 delegates at this conference, coming from all parts of the United States, and representing what?

Those delegates will represent the National Grange, the Farmers' National Congress, the National Asso-

ciation of State Boards of Arbitration, the National Association of Life Insurance Companies' Presidents and other similar National organizations.

What is the National Civic Federation under whose auspices this conference is being held?

It is an association of men and women representing voluntary, enthusiastic, thoroughly sincere and splendidly intellectual bodies all over the land—in all large cities and most of the smaller ones—which are engaged in co-ordinate educational work to the end that our Nation may, as a Nation, attain a more intelligent, widespread and effective condition of civic righteousness.

Why is the conference to be held?

Primarily it is to secure for our country more uniform legislation in the various states, or, in other words, to secure more general, more generous, more righteous co-operation between the legislatures of the different states in behalf of the general welfare.

"Oh, it's easy enough for you to go on preaching," I think I hear someone say in an undertone and I agree with the declaration so that someone else thereupon asks, "Why are you filling us full of facts which do not interest us?"

That is just the point. The coming conference at Washington is loaded, loaded for you and for every other community, and I want you to realize that fact.

Once upon a time a young man was gaining his first experience as a salesman in a general store down in Alabama and shortly after dinner, while the proprietor of the store was busy at his desk, the young man was required to wait upon a lady, who made known her wants, at which the clerk replied that he was sorry, but that they did not have the article in stock.

The lady thanked him and passed out into the street.

"See here, my boy," put in the employer pleasantly, "if you expect to become a successful salesman you must remember always, when you have an enquiry for some article you do not have, that it is frequently possible to sell a substitute—something that will answer the enquirer's purpose quite as well."

The clerk absorbed the advice and did not forget it—you see he saw the force of the instruction he had received.

A day or two later a fat, rollicking, big-eyed negro mammy entered the store, the broad good-natured smile on her face showing that she had an unusual errand on her mind, and leaning confidentially over the counter—that the boss back at the desk might not know her mission—she whispered to the clerk: "Does you all have face powder for sale?"

In a judiciously low tone the clerk said: "I'm sure sorry, Auntie, we haven't got it, but we have some excellent Seidlitz powder and insect powder that can't be beat."

The explosion which followed showed the clerk and the merchant that the advice given as to salesman-



THE NEW FLAVOR

MAPLEINE

Better
Than
MapleThe Crescent Mfg. Co.,
Seattle, Wash.

"MORGAN"

Trade Mark. Registered.

Sweet Juice Hard Cider
Boiled Cider and Vinegar

See Grocery Price Current

John C. Morgan Co.

Traverse City, Mich.



Mail orders to W. F. McLAUGHLIN & CO, Chicago

Sawyer's
CRYSTAL50 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.

IF A CUSTOMER

asks for

HAND SAPOLIO

and you can not supply it, will he
not consider you behind the times?

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

*Address delivered by E. A. Stowe at annual banquet of the Freeport Business Men's Association.

ship and the manner in which the advice was received were both "loaded." The merchant had not been sufficiently explicit and the clerk did not have his wits working.

There is no time nowadays when any person can afford to be indifferent as to what is going on in all directions; no time when one can afford to be lazy; no time when, with our schools, the daily and weekly newspapers, the rural free delivery, the steam and interurban railways and the multitude of aids afforded by gas, electricity and steam, that one can decently plead ignorance.

Again, I say, it is our business to know that it was "loaded" and particularly that such a co-operative event as the one down at Washington two weeks hence is loaded with matters of deep interest to every man and woman in the United States.

It is our business to assume that every concerted effort of the Grange, the Farmers' Alliance, the Merchants' Association, the Board of Trade, the Chamber of Commerce, the Civic Association, the Anti-Tuberculosis Association and of all other organizations having the betterment of civic conditions as their purpose is of interest to ourselves.

Why do I make this plea?

Because of considerable experience, study and observation along the lines of co-ordinate effort in behalf of the public welfare; because I believe most firmly in the principle and practice of co-operation and because I know that while here and there in such work one will find self-seeking pretenders, the enormous majority, the great rank and file of such workers, know no politics, creed nor party; no personal, individual interests, no purpose nor cause except the development of individuals and conditions which shall be representative of the best there is or can be in America.

Not so very long ago in one of the smaller cities in Michigan a very able, sincere and enthusiastic lady, full of a desire to help her local civic organization, which just then needed the influence and efforts of every citizen having resources mental, social and financial, met an old and esteemed friend on the street, a gentleman who owns and successfully conducts a large farm just outside the city's limits, besides operating, very profitably, the largest store in the city.

And she urged him to join in the work of the Public Welfare Association. "We need your help tremendously," she declared.

"No, you don't," replied the farmer merchant with a smile, "I am not in the swim. You want somebody that's in the swim."

"What swim?" asked the lady with just a show of impatience.

"Oh, you want somebody that's in society, somebody that can put on style and get up and talk and get his name in the papers and—"

"Will you please stop right there," interrupted the lady, and she continued: "Your remarks show that you are just exactly the chap we need. We want you that we may disabuse your mind of the silly ideas you have expressed. We want you so that you

can learn something of the value of co-operative community work."

"There you go," said the man, testily, "with your co-operative twaddle. I've heard about that stuff until it makes me tired. What do you mean by co-operation anyway?"

"It means, Mr. ———," was the woman's answer, "the living up to the Golden Rule so far as possible; it means the bestowal of time, ability and money within the limits of a person's resources in behalf of the public welfare and with no thought of direct or tangible return therefor. It means good citizenship."

The stubborn farmer merchant saw that the lady, although very calm and self-possessed, was irritated and responded, "Well, I won't join now, but I'll think it over. Good afternoon," and lifting his hat he went his way.

Hardly had the lady taken six steps when she was hailed with, "Pardon me, Mrs. ———, but I s'pose William (the lady's husband) will be on hand to-morrow with his team."

It seems that there had been a break in the banks of a neighboring stream caused by an ice jam and high water, the result of which was the flooding of about forty acres of bottom lands owned by the speaker and the washing out of about 800 feet of highway, and a public "bee" had been arranged for the following day to repair the break. And so when the lady responded: "Yes, Will and our hired man with both teams are going. You see Will believes in co-operation," the man replied, "That's good," and with a "flea in his ear" resumed his journey thoughtfully.

And, moreover, two days after this incident, the bigoted old man joined the local Association.

Don't you see clearly that this gentleman did not know, when he turned to make his enquiry, that "it was loaded?"

Education along the lines of civic righteousness is not nearly so ponderous and difficult a matter as is assumed, seemingly because of the four-syllabled words in the sentence. It is entirely within the reach of any man who is able to differentiate as to right and wrong; who is able to read and comprehend the Golden Rule. There's no trouble about it except the tremendous difficulty of eradicating individual characteristics which we know full well are harmful to ourselves.

And every man and woman in such an effort constitutes an important factor in the welfare of our Nation because every act performed by Congress at Washington or by our Legislature at Lansing has a National aspect and must be judged from that standard, whether it affects you directly or otherwise, so it must be judged by each individual who hopes to reach really good citizenship. So it is or will be as to the proceedings of the convention in Washington two weeks hence, or the proceedings of any other National convention.

Get out of the rut of seeing things small. Look widely and far that you may reach a fair estimate as to your own value as an American citizen. In that way only will you be able to see

things at home fairly and act righteously.

Edward A. Ross, Professor of Sociology in the University of Wisconsin, has invented a new phrase and a catching one—"Sinning by Syndicate."

The prime or original definition of the word "syndicate" is a body of syndics or judges appointed and with authority to hear and weigh testimony and render decisions thereon. But this is not the sense in which Prof. Ross exercised his ingenuity—his reference being to great associations of industrial, traction and financial interests.

The phrase holds good in its original meaning, however, as applying to those self-appointed, self-seeking masses who, indifferent to local progress and so careless as to our National development, are given to satire, misrepresentation and opposition to co-operation in behalf of the general good. As an entity this body is guilty of sinning by syndicate.

Beyond any question whatever there is in evidence all over the world the presence of a great moral awakening—in China and Russia as well as in Europe and the United States; in Freeport, Hastings and Grand Rapids as well as in New York, Chicago and St. Louis. The size or location of the community has but little bearing on the fact. New standards of character are being accepted; higher and better motives and purposes are in operation and more exalted, more permanent results are to follow.

You may have gathered from what I have said that I am an optimist. I am that through and through. This good old world is a better one than it was twenty-five years ago and it will be still better twenty-five years hence. Individuals are better educated to-day than ever before in the history of education and individual estimates and judgments are better to-day than ever before since men and women began to think and reason.

Recently it happened that I was called to a little four-corners settlement in Michigan and was surprised by the presence of good roads extending into the countryside as far as I could see, north, east, south and west; by the presence in front of the thirty or forty homes around the corners of neat concrete walks and horseblocks; that every barnyard and backyard was neat and clean, while the lawns were as beautiful and restful as could possibly be imagined. "How does it happen," I asked the merchant I was visiting, "that so small a place is so well groomed and attractive?"

"Well, it's funny," he replied, "but a couple of years ago four ladies, old friends and mothers of families, began systematically to slick up things around their respective homes. As each lady lived on different arms of the two streets and as their work was coincident with the building of our four miles of good roads, their initiative invited and inspired imitation. At first we had four rivals as to results, but presently the entire settlement, taking sides and working hard, got together and worked as one body. And

now even the children are watching things and working willingly and cheerfully."

That is the one prime secret of good community work. Get together. Forget that you are an individual when community interests are at stake. Get together and work for your town as if its conveniences, its beauty, its prosperity and its growth depended chiefly upon yourself.

My own city has during the past three years and through the efforts of its Board of Trade made splendid progress in the direction of education and the creation of public opinion in behalf of civic improvement. There are hundreds of our citizens sincerely interested and well informed upon matters of sociological value and working hard in that direction to-day who four or five years ago and because they had given the problem no thought sneered at the idea of co-operative effort toward such results.

And Grand Rapids has but barely made a beginning. Years of continuous effort will be necessary to achieve the beautiful ends that are aimed at. Meanwhile, and you must not lose sight of this fact, the holding of civic revivals, the presentation of truths as to what other cities and towns are doing, the enlightenment of our citizens, the broadening and refinement of their views as to the essentials for good citizenship, the influence of such work upon adjacent cities and villages and the widespread publicity given to our city and her interests embody an ample reward for every dollar spent and every effort put forth.

Proportionately as to population—for wealth counts for less than character and individual souls in such a case—it is possible for the men and women of Freeport to register a like achievement.

Get together as one individual and work for your town and your triumph is assured.

A Pink Tea Swindle.

It was prohibition country. As soon as the train pulled up a seedy little man with a covered basket on his arm hurried to the open windows of the smoker and exhibited a quart bottle filled with rich, dark liquid.

"Want to buy some nice cold tea?" he asked, with just the suspicion of a wink.

Two very thirsty-looking cattlemen brightened visibly, and each paid a dollar for a bottle.

"Wait until you get outter the station before you take a drink," the little man cautioned them. "I don't wantter get in trouble."

He found three other customers before the train pulled out, in each case repeating the warning.

"You seem to be doing a pretty good business," remarked a man who had watched it all. "But I don't see why you'd run any more risk of getting in trouble if they took a drink before the train started."

"Ye don't, hey? Well, what them bottles had in 'em, pardner, was real cold tea."

The supernatural may be but the natural in its incomprehensible operations.

A Gain of 31,587 Barrels

We sold 31,587 more barrels of flour the last six months than we did the same six months last year.

This gain is equal to the entire year's output of a 100 barrel mill.

It makes 157 carloads of 200 barrels each.

It takes about 145,000 bushels of wheat to make it.

It required over 9,000 acres of land to raise the wheat.

This constant gain in sales shows the great and steadily increasing popularity of

LILY WHITE FLOUR

"The Flour the Best Cooks Use"

Remember, we sold this much more flour than for the same period last year and last year showed a gain over the previous year of 13,538 barrels.

Our total sales were over Two Million Dollars last year.

Our city sales for December show a gain of more than twenty per cent. over last December.

Won't you be one of "the best cooks" and help us make it larger next month?

Every sack of the genuine Lily White Flour is sewed.

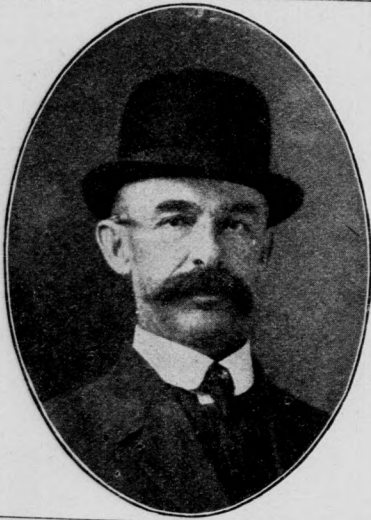
Valley City Milling Company
Grand Rapids, Mich.

REPRESENTATIVE RETAILERS.

John W. Modders, General Dealer at Moddersville.

John W. Modders was born at a city on the South Sea called Harlingen, in the Province of Vriesland, in the year 1861. He is one of seventeen children born to Wynand Modders and Dora, his wife.

His grandparents were Huguenot French, who fled to the Netherlands during the persecution of the Christians. His parents came to Grand Rapids in 1872, where John was sent to school on Wealthy avenue for a short time. Then his father started in business on Center street, now called Central avenue, and John traveled the streets of Grand Rapids on



the delivery wagon in the grocery line.

He lived in Grand Rapids five years, when his parents moved to the place now called Moddersville. The Modders family started a postoffice and Uncle Sam consented to have it called Moddersville. They also started a school district, where John for years has been and still is director. Like all good boys, he got married—to Miss Minna Wyma, who died in 1889. Later he heard that of old it was not good that man should live alone and he married a sister of his first wife, Miss Alice Wyma. They now have six children, one girl and five boys. He has been a farmer for a long time and bought and sold farms and is still in that business. He has held the office of school director, notary public, highway commissioner, Sunday school superintendent and postmaster. John started in the mercantile business seven years ago and he knows he has a fair business. When asked by the public what he keeps, he always has this to say, "I do not keep things—I sell them, from a toothpick down to a good steak." The drummers who call on him from Grand Rapids all know that Mrs. John Modders is a good cook.

John is also a telephone man. He had a line built from Vogel Center to his store. Then he started and organized farmers' lines. He now has one to Dolph, Houghton Lake and Butterfield. He also built a line to Leota for the Citizens Telephone Company. He also organized a farmers' line from McBain to Vogel Cen-

ter in a fine farming country. He now has a telephone central in his store connected with all the main lines. Moddersville is eight miles from the railroad at Falmouth and six miles from the railroad at Leota. There are fine farming lands in the vicinity covered with hardwood timber, which is now being cut off by sawmills, of which John Snitseler, of Grand Rapids, owns some of the best, and Mr. Modders is looking after his interests there.

Something or Somebody Is at Fault.

This is so every time a customer comes into the store, goes to a certain department and goes away without buying. Of course, there will be those who will look here and there and after a while make up their minds as to just what they want, but as a general proposition it is safe to say that when we don't sell there is something wrong.

In such cases do you stop to analyze why that customer did not buy? Do you try to place the blame? Are you perfectly frank with yourself? Do you take your share of the responsibility, or are you mean and small enough to lay it altogether on the house, altogether on the merchandise that is given you to sell? Remember whatever you do, either way, for or against the house, is an expression of you.

How do you want yourself to sound—"fer or ferninst?"

John L. Hunter.

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
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"The Taste Lingers"

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These Be Our Leaders

BUICKS LEAD

CARS \$1,000 AND UP

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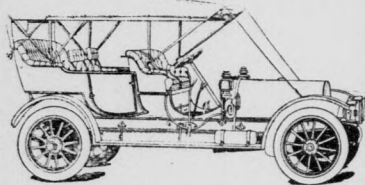
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Auburn, Ind.

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.

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West Michigan Distributors

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Manufacturers of the famous
Brilliant Gas Lamps and Climax
and other Gasoline Lighting
Systems. Write for estimates
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Columbia Batteries, Spark Plugs
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C. J. LITSCHER ELECTRIC CO.
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Mill, Steam, Well and Plumbing
Supplies
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Established in 1873

Best Equipped
Firm in the State

Steam and Water Heating
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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.

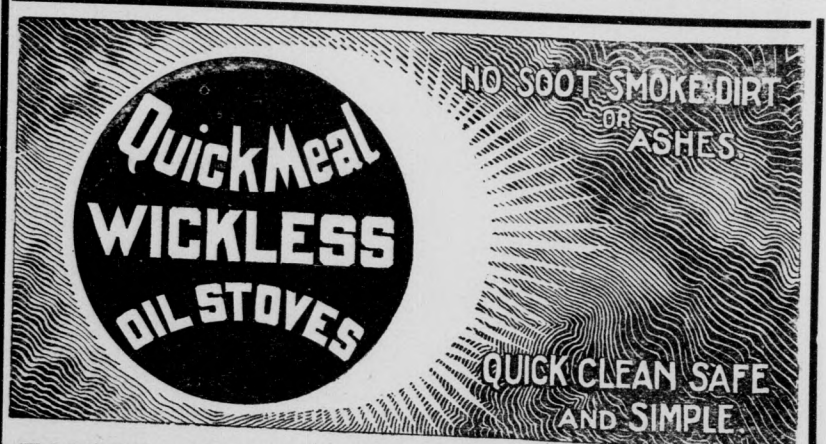
STANDARD OIL CO.
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TRACE YOUR DELAYED
FREIGHT Easily
and Quickly. We can tell you
how. BARLOW BROS.,
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Acorn Brass Mfg. Co.

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Makes Gasoline Lighting Systems and
Everything of Metal



FOSTER, STEVENS & CO.

Grand Rapids, Mich.

Exclusive Agents for Michigan. Write for Catalog.

The Good Roads Campaign Goes On.

Written for the Tradesman.
The Road Commissioners of Wayne county have organized for work next summer and many miles of highway will be improved. State rewards paid on Wayne county's roads during the past year reached a total of \$11,733. E. N. Hines, of the Wayne Good Roads Commission, calls attention to the importance of building permanent bridges and culverts by use of reinforced concrete.

Marquette and Dickinson counties will build jointly two miles of highway connecting the two counties and bids for the same are being received.

The Michigan Railway Commission has decided in favor of the Wayne County Road Commissioners in their contention with the railroads over demurrage bills that have accumulated in past months. Only two days of free time were allowed by the carriers for unloading cars of crushed stone, which, in comparison with the three to six days allowed in unloading coal, was deemed unjust.

Kalamazoo county has just asked the State for \$10,000 as reward money on twenty miles of improved roads.

Georgia is employing some 4,500 prisoners in constructing permanent roadways and marvelous progress is being made. Carroll county, for example, has 1,200 miles of first class roads, 800 miles of second class and no third class. The little county of Stevens, in Southeastern Georgia, has more than 150 miles of first class road. Counties desiring prisoners for road work must make application to the Prison Commission in February and all except about twenty counties have been using prison labor during the past year. It is expected that every county will make use of the system in 1910. Georgia abolished its prison lease system less than a year ago and the working of prisoners on the roads, with plenty of food, good quarters to live in, fresh air and wholesome work, has improved the men as well as the roads.

South Carolina is coming to the front as a road building State. Reports from twenty-four counties show a total of 560 miles of fine sand-clay roads built in 1909, also fifteen miles of shell and three miles of macadam.

The New Jersey State Highway Commission will recommend to the Legislature the building of about 800 miles of improved roads, to be paid for by the State and placed under its absolute control. This is in accord with the Governor's recommendation of a system of highways connecting all the county seats. There are now about 1,400 miles of road built by State aid and nearly as many were built by the counties without such aid. It is the plan for the State to take over all such roads as now connect the county seat towns and treat them with a heavy dressing of the new road metal, a mixture of asphalt and crushed stone. The cost of building such improved roads is from \$8,000 to \$10,000 per mile.

The winter course for farmers at the State Agricultural College, Raleigh, North Carolina, provides for practical instruction in road building.

A movement is on foot to bring to-

gether soon all the road organizations of this country under the name of the American Road Builders' Association. Every state will be represented and a more uniform movement for a network of good roads over the United States will be inaugurated.

Sacramento county, Cal., will complete during 1910 about 100 miles of stone road. Oil is introduced in the top courses, about three gallons to the square yard, at a cost of about \$1,200 per mile. The voids of the rock are filled with rock screenings, sand or some binding material which will permit of a compact, solid body, which holds the oil in place and prevents it from percolating to the subgrade. Such a road will bear heavy traffic and automobile travel without disintegration. The cost of grading and macadamizing these roads ranges from \$5,000 to \$6,000 per mile.

Duval county, Florida, where Jacksonville is located, has appropriated a million dollars for road building during the coming year.

Kentucky is wheeling in line. The Kentucky Good Roads Association held a big banquet in Louisville recently to celebrate the victory of the good roads amendment to the State constitution, which provides State aid for the counties.

The Pennsylvania State Grange makes broad insinuations of graft in connection with the operations of the State Department of Highways and calls for a reorganization of that department. The Grange also wants to know why the appropriation for township roads was cut by the Governor when there are ten to fifteen million dollars in the treasury.

The Pennsylvania Good Roads Association has been organized to conduct a campaign for bringing the 90,000 miles of unimproved highways in the State up to the standard of the 4,000 miles that have been improved.

A new compound in which coal tar oils are the main ingredient is being used with success in Germany for al-laying dust and improving the surface of roads. Almond Griffen.

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.

MINUTE TAPIOCA
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.

Commercial Credit Co., Ltd.

Credit Advances and Collections
MICHIGAN OFFICES
Murray Building, Grand Rapids
Majestic Building, Detroit
Mason Block, Muskegon

GRAND RAPIDS FIRE INSURANCE AGENCY

THE MCBAIN AGENCY

Grand Rapids, Mich. The Leading Agency

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

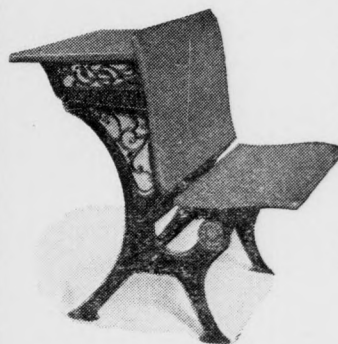
CHAMPION 70 TO 72 GRAVITY

Pure 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.

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.



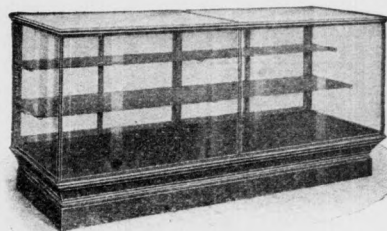
CHICAGO, ILL.

GRAND RAPIDS

NEW YORK

BOSTON

PHILADELPHIA



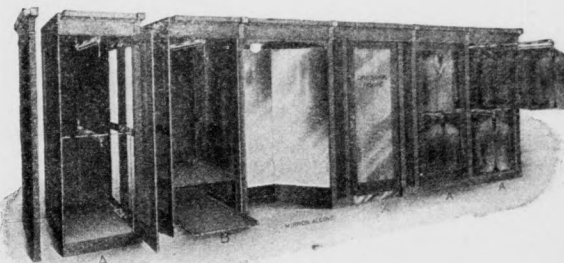
Prompt Deliveries

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

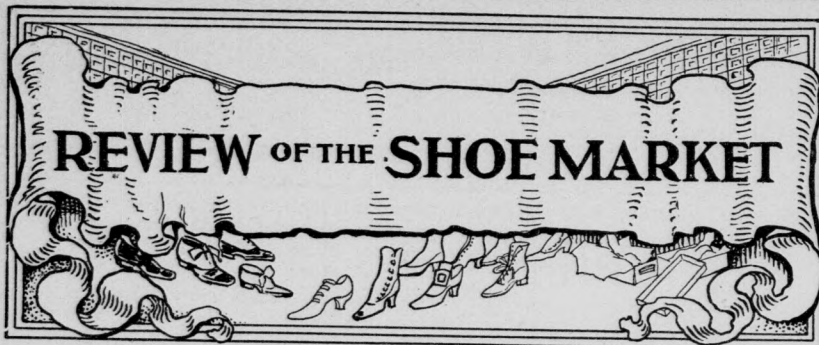
This has been due to one cause only—too many orders for our capacity—but this refers to the past.

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.



Simple System for Taking Inventory of Stock.

The writer has run across merchants who have been in business many years but who have never taken an inventory. Other merchants are content to take an inventory every two or five years. On the other hand the large department stores often take inventory every quarter and none less often than twice a year.

There are a number of important reasons why a retail dealer should take an inventory and accurately figure just how much money he has made since the last inventory was taken. One particularly good reason for taking an annual inventory, no matter how small the stock may be, is that in case of fire it will be an easier matter to prove a loss and effect a settlement.

No matter how small or how large a business may be, an accurate record should be kept of all its transactions. Each year an exact inventory of all goods should be taken and the books balanced so that the present worth of the business may be ascertained.

There are many businesses running along to-day that are apparently making money for the proprietors, but as no inventories are taken the actual solvency of the firms can not be stated—in many cases they are insolvent.

Another reason why an accurate inventory should be taken is found in the fact that all men are not honest. Men who have been employed for many years in one store sometimes become involved in their private affairs and in desperation begin to appropriate money or merchandise of their employers. An inventory taken regularly will soon bring such speculations to light.

The necessity for an annual inventory being granted, the manner in which it is taken may well be discussed. In most cases there should be two inventories. One should show the actual invoice prices, while the other should show the actual value of the goods at the time of inventory. That is, all goods that may have depreciated should be ascertained and the amount of depreciation deducted from the original inventory so that both original and depreciated values are shown.

The usual practice in some stores is somewhat after the following: The store is about equally divided among the clerks and each is given a part of the stock to "take." They begin with a pad and pencil and count so many pairs at so much a pair, so many more at so much, and so on. In most cases the shoes are not even

looked at to see whether they are mated or in their right cartons. When inventory is taken in this way there is absolutely no check upon the work at all and there are sure to be inaccuracies. Some clerks will work carefully and conscientiously over the inventory because they may recognize its value to the merchant, but others, anxious to get the work done and off their hands, will deliberately guess at results instead of taking the trouble to count the number of pairs.

If any portion of an inventory is inaccurate it means that the whole is deceptive. Hence, it is perfectly plain that there should be a double check on the work. Here is a method that may be followed, one that can be used by any firm, large or small:

Every pair of shoes should be ex-

The Best Work Shoes
Bear the Mayer Trade Mark

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.



Shoes That Stand Strenuous Wear

The kind of footwear we produce in our factory is especially built to stand hard usage.

Our trade mark is a positive assurance of this fact to the wearer.

The margin of profit on our shoes is excellent. The sales are quick and the volume of them large.

If a live merchant sends in a trial order it usually means we gain a permanent and satisfied customer.

If you will write us where you live we will bring our samples and show you why.

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

Watch For Our New Types



Our unequalled manufacturing conditions in strictly modern factories located in a town where the best labor is procurable, and our close touch with the metropolitan conditions provide us unusual opportunity to supply the best in shoe making and style at medium prices.

Our shoes are recognized all over the country as leaders in style and quality. Our special tannage is distinctive in finish and has great wearing life; and the other leathers used in our product are of extra selections.

Our leading styles are kept in stock for the convenience of our customers, and we are prepared to fill orders on all styles at short notice.

For quality and unusual style in shoes at medium prices our line is in a class by itself.

Send for samples of our newest styles of goods in stock.

Watson-Plummer Shoe Co.
Chicago, Ill.

amined to see that they are properly mated, in good condition and in their right carton. Each line should be assembled and, for the time being, kept separate. A slip of paper may be attached to one of the cartons or merely slipped in under the cover so that it may be quickly removed. On this slip should appear the number of pairs, the cost and the selling price. If it is desired, and the writer considers it very important, the sizes and widths may also be shown.

The clerks make out these slips and attach them to the cartons. If during the meantime a pair has been sold it is checked off the list. Everything being ready on the morning of January 2, the dealer starts in and himself counts the lots to see that they compare with the lists. As the manager or proprietor calls them off a clerk enters them in a book. The slips are removed and placed on file and later compared with the book. If there are any inaccuracies in the book the slips are taken as being the correct count.

Now this is a method that is open to criticism in this way: A clerk who wished to inflate the inventory to cover up his peculations could do so, but it should be observed that there is one thing that might deter him, and that is the fact that every so often a lot is carefully examined, pair by pair, to see that the shoes supposed to repose in the cartons do actually exist and are there. This would obviate any false count of the stock.

By this method the inventory would be as accurate as it could be made unless the dealer himself examined every pair and entered them himself—and he is not infallible. He might make a mistake. As the dealer goes from one lot to another he should examine at least one shoe of each to see that they are of the value listed. Odds and ends and unsalable and depreciated goods should be listed, the amount of the depreciation noted on the slip and another slip showing the new cost price and selling price inserted in place of the one taken out. After inventory is over these goods should be carefully gone over and re-marked at reduced prices and put on the shelves in the most convenient places.

These goods should receive the careful attention of clerks and be disposed of as quickly as possible. When inventory is carefully taken, and the assets and liabilities figured, the merchant may rest with some satisfaction that figures secured are correct. The results may be disappointing, but the results are accurate and not to be looked upon as being merely approximate. The recapitulation should show the present worth of the stock and a comparison with former inventories will show whether the business has been carefully and successfully conducted or the reverse.

If a loss is shown the merchant should not sit down and say, "The times are out of joint," or "The shoe business is going to the dogs." He should do some sober thinking. He should carefully go over the year's business and compare it with that of other years. Let him examine his cash account and his sales. He should

carefully look to his expense account also. If he finds these compare favorably with those of previous years then he can make up his mind to one of two things: The last inventory was grossly inaccurate, or some one is pilfering.

We would not have the retail salesman looked upon with suspicion, but under these circumstances the merchant has a right to be suspicious. A wrong has been done him somewhere. If, however, he finds his year's business does not compare as favorably as it should with the figures of other years, he should begin to tear his business policy to pieces in an endeavor to find out why he is losing his grip. It may have been a lean year. If that is so all merchants, including his neighbors, will probably

be in the same boat with him. At any rate, he should very carefully examine his expense account. In many cases this account will reveal the road to wealth if the merchant will only heed the indications.

In conclusion, the writer can only urge the reader to see that his inventories taken now are as absolutely accurate as a good sensible system will make them. Then he may figure with comfort and enjoy his gains.—Shoe Retailer.

A Good Speculation.

"There come Jones and his new wife out of the mansion Jones bought the day after the wedding!"

"A good speculation that!"

"You—er—mean the mansion?"

"No; I mean the wife!"

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

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. * * * * *



**A
Bertsch
Shoe**

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.

PRICE MAINTENANCE.

What It Means To All Branches of Trade.*

I esteem it a great honor as well as a privilege to be requested for the second time to address so notable a body of business men as your organization comprises, on the subject of "Price Maintenance," and I can not help but feel that this augurs well for the growing sentiment in favor of this system of business policy.

My talk to you to-day will necessarily be brief, and as we say that advertising is not literature, so the treatment of a business topic may wisely be couched in plain phrase and not raised to the dignity of oratory. Candidly speaking, if I should attempt a serious oration I am afraid I would be in the position of the man who was called upon to make an after-dinner speech and who said something like this: "My friends, it is alleged that, according to the Darwinian theory, it took the monkey four thousand years to evolve into man. Now, if I should attempt a speech, I would show you how man can make a monkey of himself in five minutes."

From my point of view the policy of price maintenance or restricted prices is so broad in scope, so far reaching in salutary results, as to be worthy of the thoughtful consideration and earnest support of every manufacturer, jobber and retailer in this country. From an ethical standpoint price maintenance typifies one of the best moral elements in the conduct of business; it is fundamentally sound in principle and pre-eminently just and beneficent in practice, fostering and stimulating as it does the best ideals in commercial life; promoting character in business and securing to its devotees the confidence of the public which is in itself a valuable commercial asset.

There are certain inevitable laws in trade that affect in common the manufacturer, the jobber and retailer, and price maintenance recognizes the basic principle of commercial justice and equity, namely, that the manufacturer, jobber and retailer in the process of distribution are entitled to a fair living profit in the sale of any commodity. Experience has taught, and I believe you will all bear me out in this statement, that the maintenance of prices will more nearly insure the maintenance of the quality of an article than any other factor contributing to its sale. Not only will the maintenance of prices insure the high quality of an article, but also its very permanence on the market as well. A hardware merchant of my own city told me some time ago that price cutting to his knowledge had driven from the market many an article of hardware of the highest merit; and the reason for this is perfectly obvious.

In the beginning I said there were certain inevitable laws of trade that affect in common the manufacturer, jobber and retailer and that work out with mathematical certainty; and one

of these is that the article that is placed on the market without the stipulation that it must be sold at uniform prices, both wholesale and retail, will in a short time, be retailed at such low prices as to destroy all profit in its sale, thus killing the demand for it with both jobber and retailer, leaving open to the manufacturer, as a last hopeless course, the lowering of his prices, which means the deterioration of the quality of the product; and so it seems to me that it can be logically maintained that price cutting is demoralizing from beginning to end, working detriment, disappointment and loss to all concerned, manufacturers, jobbers, retailers and consumers.

In order to expound the practical application of a sound, rigidly en-

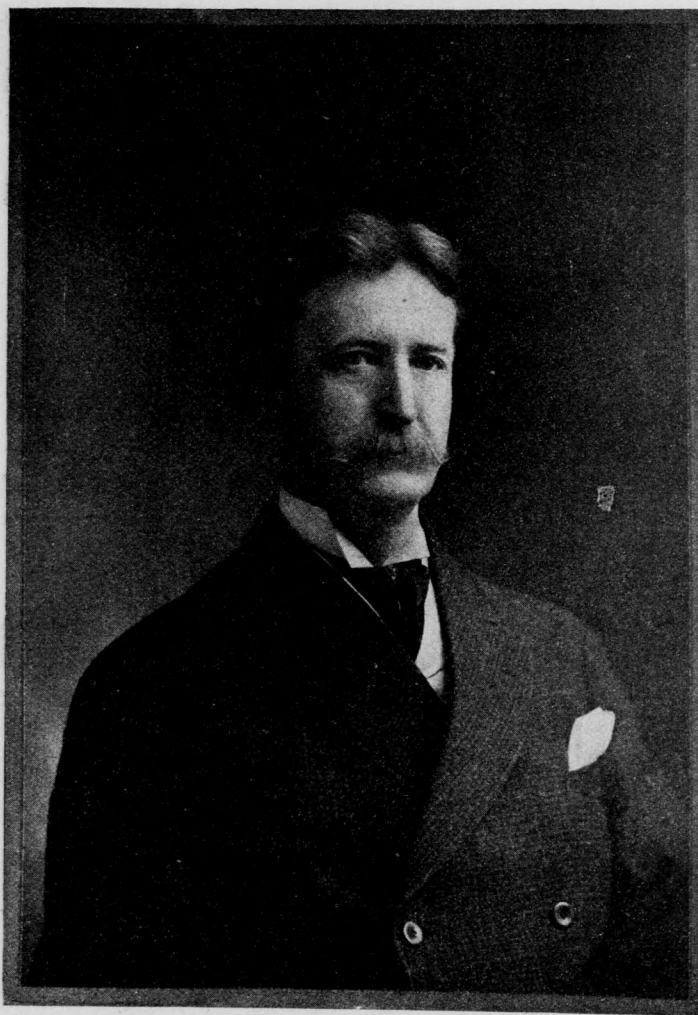
ever conceived the idea of establishing fixed retail prices on his goods, and what has been the result? Except that an intelligent presentation of this subject demands a reference to our competitors and their business policy, I would not make such reference at this time; therefore, I trust I may be pardoned for making comparison to more clearly convey to you the things that lie at the bottom of this question, and that will serve to make clear the effect of price maintenance upon a business.

Carpet sweepers were manufactured and marketed long before the introduction of the Bissell, but the policy of our competitors from the beginning to the present time has been to seek recognition through the offering of lower prices, totally disre-

an exclusive line of manufacture, and second, their selling policy has from our point of view been greatly imperfect.

Considering that we have had competition all the time we have been in business; that our competitors in many instances have been men of unquestioned ability and pronounced successes in other lines, and that they have had in many instances more capital than ourselves to prosecute their business; that they have always claimed to have a superior product to ours; always offered it at a lower price than ours, what should be the reasonable conclusion as to the causes that have made the Bissell sweeper the recognized leader throughout the world? Simply this: With the beginning of our organization we established our business on a sound system of price maintenance, and saw to it that our prices were strictly enforced. The best proof I can give you as to the vital force and far reaching effect of price maintenance in our business, supplemented by strong, consistent advertising, is to say that we are to-day manufacturing and marketing fully 75 to 80 per cent. of the entire world's consumption of carpet sweepers. The foregoing statement is not made boastfully or egotistically, nor is it intended to show the brilliancy of our organization. What is intended is to demonstrate to you through facts and figures what I conceive to be the power of a well defined price maintenance policy supported by strong advertising.

And now I take it that a brief outline of our methods of price maintenance will be of interest to you: As we sell the jobber as well as the retailer, you will appreciate that the task of maintaining our prices is more complex and difficult of accomplishment than if we passed our goods through but one channel of distribution. It should be gratifying to any manufacturer contemplating the adoption of a price maintenance policy, when I tell you that we have no great difficulty in obtaining the co-operation of both jobbers and retailers in the strict maintenance of our prices. It is true that in the beginning when the policy of restricting prices had been little advocated, and when it was not generally understood, many dealers felt that it was a direct invasion of personal liberty and a positive usurpation of the dealer's prerogative to attempt to tell him the price at which he must sell a piece of merchandise which he had bought and paid for. We have had many interesting as well as amusing experiences in the promulgation of price maintenance. A few years ago one of our customers in a remote Western city informed us that one of his competitors, a sturdy German, was cutting the price on our goods, earnestly requesting us to have it corrected at once. We immediately wrote the recalcitrant merchant, and his Teutonic blood was deeply aroused and his reply was as follows: "Gentlemen, I bot them sweepers, unt d'are mine, unt I sell them at any brice I blease, or gif dem away, or



Robert E. Shanahan

forced system of price maintenance I hope I may be pardoned for using in the main the Bissell Carpet Sweeper Co. as an exponent of this principle, for as I have never been connected with any other business, for accuracy of detail I must necessarily confine myself to what I know about the policy of price maintenance as exemplified in our business.

When the Bissell sweeper was introduced on the market thirty-three years ago the policy of price maintenance, of fixed wholesale and retail prices, same to be rigidly enforced, was practically unknown, especially in connection with the sweeper business. No manufacturer of carpet sweepers except ourselves (until within the last few years when they have been forced to follow our lead)

garding the retail prices, with the result that their product has been sold at any price suiting the whim of the dealer, killing the profit for every other merchant handling the goods, and finally doing the inevitable, killing the demand for the goods thus loosely marketed.

I want to emphasize here that it must not be assumed that our competitors have been men of mediocre ability, with limited capital, thus accounting for any little success we have had. On the contrary, we have had competitors made up of the ablest business men in our own and other cities, backed by vastly more capital than ourselves; but failure to obtain prominence in the business has been due primarily to two things; first, they have never made the carpet sweeper

*Address by Robert E. Shanahan before American Hardware Manufacturers' Association.



It's Not What You Earn But What You Save

You should be able to show a profit on the business you have done. Some merchants show a greater profit than others and their sales have been no larger. What's the reason? The most successful merchant is the one who knows just how his business stands every day and does not spend his valuable time or the expense of valuable or high-priced help to give him the information. His losses have been reduced to the minimum by System.

THE McCASKEY CREDIT REGISTER SYSTEM

Handles accounts with but ONE WRITING
It eliminates errors and disputes
It stops all forgetting to charge goods
It pleases the customers and draws new trade
It is an automatic collector
It puts the merchant in complete touch with every detail of his business, both accounts receivable and accounts payable
It handles credit sales as quickly as cash sales
Over fifty thousand McCASKEYS in use
Drop us a postal for free information.

THE McCASKEY REGISTER COMPANY Alliance, Ohio

Mfrs. of the Famous Multiplex, Duplicate and Triplicate Sales Books also the different styles of Single Carbon Books

Detroit Office, 1014 Chamber of Commerce Bldg.
Phone Main 3565

Agencies in all Principal Cities.



THE SYRUP OF PURITY
AND WHOLESOMENESS

There's a
good profit for you
in Karo—

There's satisfaction for
every customer in Karo.
It is good down to the
final drop. Unequalled
for table use and cooking
—fine for griddle cakes—
dandy for candy.

Karo

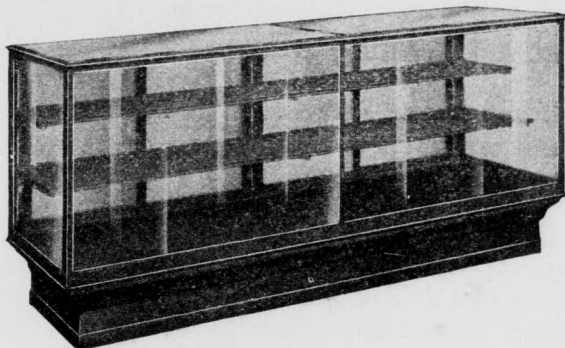
on your shelves is as good as gold itself—
doesn't tie up your money any length of
time, for the steady demand, induced by its
quality and by our persistent, widespread
advertising keeps it moving.

Develop the Karo end of your
business—it will pay you hand-
somerly.

Your jobber will tell
you all about it.

**CORN
PRODUCTS
REFINING CO.
NEW YORK.**

The Best Narrow Frame Case on the Market



This is our No. 463

A narrow frame case suitable for the display of nearly any line of goods and which is the result of fifteen years' experience in show case building.

If you want a case with as little woodwork as possible and yet one that will be absolutely rigid when set up for use, you will not be disappointed in this case. The frame is made just as narrow as it is possible to build it and have a perfectly rigid case. This case, as well as our other patterns, bears the trade mark given below, which is your guarantee of high quality, excellence in design and moderate price.

Wilmarth
THE CASE WITH A CONSCIENCE

We have over 1200 cases of our different styles in stock ready for immediate shipment. We can fill your order promptly and give you the finest goods that it is possible for a factory to produce.

WRITE FOR OUR PRICES—THEY WILL INTEREST YOU.

Wilmarth Show Case Co.

936 Jefferson Ave., Grand Rapids, Mich.
134 South Baum St. 40 Broadway, Detroit, Mich.
Saginaw, Mich.

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

cat 'em. Now what you say?" We replied that however it might distress his alimentary canal, derange his digestive machinery, or test his fealty to Fletcherism, we could offer no valid objection to his eating the sweepers, nor could we consistently object to his giving them away; but that when it came to selling them at cut prices, we did interpose most emphatic objection, and that we hoped to have his early assurance that our fixed retail prices would be strictly maintained. Not hearing from him for some little time, we wrote again, and here is his reply: "Gentlemen, You t'ink you can dictate to me. I tell you I gif away every one of dem d—n sweepers," and here the incident closed.

Mark the change of sentiment on price maintenance. To-day we are having the loyal support and co-operation of all the best jobbing and retail trade in this and foreign countries; and right here I want to say that in my judgment there never was in the history of merchandising a more opportune moment to inaugurate a price maintenance policy than the present. Price maintenance has been adopted by so many manufacturers during the past few years, and the principle has been so productive of good results, and has been approved so generally by the best jobbing and retail trade of the world that I would strongly urge and recommend to any manufacturer who is producing an article of quality, protected by either patent or trademark, to lose no time in adopting a policy of restricted prices as far as this is possible in the conduct of his business.

This is the most wonderful age of merchandising that the world has ever seen; never was competition as keen as it is to-day; never did the conduct of business demand a higher order of talent than to-day; and so it seems to me the policy of price maintenance should appeal to every manufacturer who can possibly adopt it, for its value to a business has been so many times demonstrated as to make it hardly debatable. Of course, it is a fact with which you are entirely familiar that the ideal condition necessary to the successful carrying out of a price maintenance policy is to have the article thus sold protected by patent or trade-mark. Personally I am so thoroughly imbued with the benefits accruing from a policy of uniform prices, and knowing as I do what a small percentage of jobbers or retailers are disposed to cut prices, if I were manufacturing an article not protected by patent I would still surround the sale of my commodity with a well defined scheme of restricted prices, appealing to the best business judgment of the jobbers and retailers of the country to secure their co-operation in the maintenance of my prices. I would supplement this with a campaign of advertising that would create a demand for my product, and by constantly pointing out to the jobber and retailer the profits to be secured by co-operation, in the maintenance of my prices, I would count upon results that are not obtainable when an

article is sold on a haphazard plan, with no well defined selling policy back of it.

A carefully devised and rigidly enforced policy of price maintenance means lots of thought and hard work; but once it is properly launched, the work becomes comparatively easy and the benefits accruing more than compensate for the labor expended.

To demonstrate how thoroughly the trade now understands that the manufacturer of a patented article has the legal right to fix the price on his commodity we have never once been obliged to go into the courts in this country to enforce the maintenance of our prices; and only a few cases have arisen where a dealer ever threatened to cut our prices and take

the matter to the courts in defiance of our policy. A few years ago one of the largest department stores in Buffalo threatened to go into the courts in opposition to our policy and spend \$10,000 if necessary to defeat us; but after they took time to investigate with their attorneys they concluded that it was best not to go into litigation, and to-day they are one of our best customers in Buffalo and are selling our goods at correct prices. Only recently one of the largest department stores in Chicago threatened to cut our prices on our regular line of goods, if we would not agree to brand the goods especially for them, they to cut on the special brands. We discussed the question with them on the broadest lines we could command, politely refusing to

accede to their request and giving them to understand that we would defend our policy of fixed prices to the last ditch, with the result that they receded from their position and will continue to sell our goods and maintain our prices.

There have been some notable decisions during the past few years sustaining the right of the manufacturer of a patented article to fix the price on his commodity.

We had occasion some time ago to proceed against an English merchant for cutting our prices, and the court granted us an injunction and the decision of the English Justice was most sweeping in the recognition it gave to the right of the manufacturer of a patented article to fix the price on his commodity. Justice Wills, of



Put the "Bell"
on
Your Pay Roll
as a traveling salesman

It can cover sixteen cities and six times sixteen, if necessary, in one day.

The many who have sold goods by using Long Distance and Toll Service have had astounding results at low expense.

Wholesale merchants take orders from a dozen stores in as many towns in less time than a man could go to one place, and at much less cost.

To reach anyone, any time, anywhere
USE THE BELL

Michigan State Telephone Company



the English Court, in summing up the case, stated as follows: "The sale of a patented article carries with it the right to use it in any way that the purchaser chooses to use it, unless he knows of restrictions. If he knows of restrictions, and they are brought to his mind at the time of sale, he is bound by them. He is bound by them on this principle: the patentee has the sole right of using and selling the articles; and he may prevent anybody from dealing in them at all. Inasmuch as he has the right to prevent people from using them or dealing in them at all, he has the right to do the lesser thing, that is to say, impose his own conditions. It does not matter how unreasonable or how absurd the conditions are; it does not matter what they are; if he says at the time the purchaser proposes to buy, 'Mind, I only give you this license on this condition,' the purchaser is free to take it or leave it as he likes; if he takes it he must be bound by the conditions. This seems to be common sense and not dependent on any patent law or any other particular law."

The Ingersoll watch people, who maintain a policy of restricted prices, have had numerous decisions in their favor. The two most notable decisions which I recall and which have occurred recently, sustaining the right of the manufacturer of a patented article to fix his price, are those of the Victor Talking Machine Co. vs. the Fair, and the Dover Manufacturing Co. vs. the Fair. These cases were fought bitterly and carried to the Supreme Court, decisions being rendered favorable to the manufacturers.

In all the decisions that have thus far been rendered the courts have made it perfectly clear that when the Government grants a patent it intends to do something more for the patentee than to merely give him the exclusive right to make and vend his invention for a limited term of years. The only object that the Government has in granting patents is to stimulate invention for the general good, and there can be no stimulus to invention unless the inventor is able to enjoy some profit from his invention. If he can not fix the price on his commodity and if every jobber and dealer can cut the price, thus killing the demand for the article, it is evident that the patentee would be robbed of his profits, the very thing the Government expected him to enjoy when his patent was granted.

And now a word in regard to the effect of price maintenance on other lines. Consider the commercial standing of such products as the Knox and Dunlap hats; consider the prestige of the E. & W. collar through their price maintenance policy. A good example of the virtue of this policy is shown in our own city through the present status of the Macey Co. A few years ago this business was established by Fred Macey, a young man of unusual ability, but who in his ambition gave more thought to building up a business rapidly than safeguarding it through a carefully devised selling policy. Although Mr. Macey was a

most skillful advertiser, and although he made most marvelous strides within a short period in building up a business, things did not go right and finally Mr. Macey died. Mr. Wernicke, the so-called father of the sectional bookcase idea, was called to take the management of the business, and in his reorganization of this business he put into effect price maintenance and has rigidly adhered to this policy, with the result that while the business was in bad shape when he took hold of it, it is to-day in the healthiest kind of a condition, the preferred stock paying 6 per cent. and the common stock paying 10 per cent.

The policy of price maintenance, to be fairly and honestly carried out, entails upon the manufacturer the same obligations to strictly maintain prices as it does upon the jobber or retailer. A salesman of ours would no more think of taking an order at a cut price than of sending in his resignation. A manufacturer advocating price maintenance must practice what he preaches; he must keep faith with the jobbers and never take an order, however tempting, at cut prices. This policy has won for us the confidence and co-operation of the best jobbing trade in this country, and I can say in all candor that the time is past when we ever hear of a jobber cutting our prices. Price cutting is a species of commercial debauchery that rests upon the relentless doctrine of the survival of the fittest, upon the narrow, cold blooded principle that merchandising is a sort of commercial warfare; that "all's fair in war" and "the devil take the hindmost." Price cutting lowers the commercial standing of the manufacturer, jobber or retailer who practices it, destroys profits, breeds distrust, fosters prevarication, forfeits confidence and finally robs the consumer by debasing the quality of the commodities upon which prices are cut, if not actually driving many of them from the market.

When you analyze it, the motive of the price cutter is always bad. Did you ever happen to notice that he usually selects an article for cutting that is well known and well advertised? He knows that the general public are better acquainted with such an article, and he figures that by selling such a well known article at a cut price it will give the impression to the buying public that he is selling all other commodities at equally reduced prices. Whenever we run on to a commercial freebooter of this class who attempts to cut the price on our product we invariably give him the opportunity of a limited number of rounds or a finish fight as he may prefer.

In contradistinction to the blighting effect of price cutting, price maintenance is in harmony with the soundest principles in business to-day. The manufacturer, jobber or retailer conducting his business under a broad, equitable system of uniform prices commands confidence and respect and establishes for a business that fine personality that we all prize so much in the individual.

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

You can do your banking business with us easily by mail. Write us about it if interested.

Child, Hulswit & Company

BANKERS

Municipal and Corporation Bonds

City, County, Township, School and Irrigation Issues

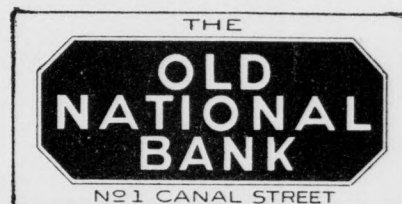
Special Department
Dealing in Bank Stocks and Industrial Securities of Western Michigan.

Long Distance Telephones:
Citizens 4367 Bell Main 424
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Many out of town customers can testify to the ease with which they can do business with this bank by mail and have their needs promptly attended to

Capital
\$800,000



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THE NATIONAL CITY BANK

GRAND RAPIDS

WE CAN PAY YOU

3% to 3½ %

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

49 Years of Business Success

Capital, Surplus and Profits \$812,000

All Business Confidential

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.

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The Grand Rapids National Bank

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We Solicit Accounts of Banks and Individuals



Managing Mamma Not a Term of Reproach.

A woman writes to me who says: "I have a young daughter who is about to make her entrance into society. She is neither very beautiful, very rich nor very brilliant, but just a pretty, sweet, wholesome American girl, yet I desire her to be a social success and, as I believe matrimony to be the happiest destiny for a woman, to eventually make a good match. Will you tell me how best to achieve this end without incurring the odium of being called a 'managing mamma?'"

In every game the chief element of success is having a good backer—an angel, as they say in theatrical circles—and there can be no doubt that a mother who knows her business can do more toward making a girl a belle than any amount of beauty or wit. She stands behind the curtain and shifts the scenes; she turns on the lime light at the proper minute; she knows how to cut out faults and work up strong passages, and, above all,

discreetly, unperceived, she leads the claque and the audience joins in and gives the girl the glad hand. Success in society always appears to the outsider to be a spontaneous outburst of enthusiasm over charms, but ninety-nine times out of a hundred it is a round of carefully-worked-up applause.

In the first place, my dear lady, do not shrink from being called a managing mamma. Instead of being the stigma of shame, it ought to be a badge of honor. Any mother who is not a managing mamma—who leaves her daughter's fate to chance, instead of steering her into the safe haven of a good marriage—has failed in her duty. It is impossible that any young girl should have the knowledge of life, the experience of the world, the tact and diplomacy to know how to conduct a social campaign, and she has just as much right to expect her mother to save her from the blunders she would make in society if left to her own guidance as a little child has to look to its

mother to keep it from being bruised and wounded by falling.

If I had a young daughter who was about to make her entrance into society I should begin by trying to classify her. I should sit dispassionately down and study her defects and her beauties, and then I should devote all of my energies to trying to build up her strong points. There are many different types of girls and they are all charming in their different ways, but there is not one of them who is universally charming. Many mothers spoil the one attraction that their daughters have by trying to make them something else that they can never be. It not infrequently happens that the gay mother who is fond of society has a daughter who is a prim little saint, or the literary woman's daughter is a girl who is really interested only in the cook book, or the woman who admires dashing girls is afflicted with rolly-polly offspring.

In such cases the mistake the mothers commit is in trying to make over their daughters according to their own ideals. This can never be done. You can not set a psalm to ragtime nor make an apple dumpling as light as an omelette souffle; but, after all, an anthem is better than a coon song and there are plenty of people whose tastes run to dumplings. Therefore, the wise mother will waste no tears over the impossible, but set to work to make the best of the material she has on hand. If a girl is "serious," she will not drag her around to parties for which she has no aptitude and

where she is always a wall flower; if she has no fondness for books, her mother will not make her ridiculous by pretending she knows things of which she is ignorant.

On the contrary, she will throw a halo around her saint and let her tread the congenial path—and there are many eligible widowers interested in the new thought and the higher life—while she will gild the wings of her butterfly and let her flutter about in that brainless, graceful, merry, light hearted way that even the most sedate of us find so attractive in youth, while as to the domestic girl, surely heaven itself has pointed the way she should go and devised the frilly-white apron and the chafing dish for her weapons of conquest.

The next important point is to make the house attractive. The girl with one beau is like the poor in the Scriptures—even that one which she hath shall be taken away from her. Men are mere sheep and they follow each other when it comes to admiring a woman. Whether this is because a man distrusts his judgment and feels the need of having another man back it up, nobody knows. It is a fact, nevertheless, and it is absolutely necessary to give a girl the appearance of being a belle if you want her to be one.

To do this requires tact and discretion on the mother's part. She must be neither like the old hen with one chicken, nor yet like a recruiting sergeant. She must make men welcome and yet not have the appear-



You've Just Got Time to Put It On Your Shelves

Our extensive advertising has met with instant success---sales are increasing---we know it from the increased orders from wholesale men. Let people know you have it and reap the profits.

We have done our work, now it's your turn---lay in a good stock to supply the demand you are sure to have. People know all about it. You can sell it "without trying."

J. W. Beardsley's Sons, New York

ance of drumming up beaux for her daughter, for men are suspicious of the mother who gushes over them. They are afraid she is trying to work off her daughter on them. Above all, the mother must know how to be attractive herself and give her home the proper atmosphere, for men are not such fools as they appear and many an attractive girl has lost a good husband because the man feared she might grow into a duplicate of her mother. It takes an idiot or a hero to marry a girl who comes out of an ill-kept house.

If I were a mother and wanted to make my daughter popular in society I should establish an ironclad rule of no presents, with the certainty that a grateful constituency of much-robbed young men would flock to my standard. Most of the young men who compose society are struggling along on salaries that are barely sufficient for their support, and that out of this they should be expected to make presents to the girls they visit is more than an imposition—it is a high-handed outrage. Of course, every woman will say that the presents her daughter receives are free-will offerings, but unhappily we know quite otherwise, and there would be a blessed peace and restfulness and security about a house where presents were not only not expected but were absolutely tabooed. Besides, it would give a girl a certain cachet. It would be a distinction.

A wise woman in advising her daughter about how to manage her husband said, "Feed the brute," and

the tip is just as good in dealing with other men as it is with husbands. This is both troublesome and expensive, but success in this world always has to be paid for. A few years ago a woman complained to me that nobody came to her Sunday evenings since she had quit having supper for her guests. "Why do you not resume the suppers?" I asked. It is unromantic, but true, that human beings are always at their best over something good to eat, and men always think tenderly of the woman who is associated in their minds with irreproachable cooking.

The formal affairs, the coming out teas, the "duty" dinners and lunches are the A, B, C of entertaining that every woman knows. Where the real art of the thing comes in and where the discreet mother shows her fine Italian hand is in the merry little supper that is waiting at home after the play, the cosy bite by the library fire on a cold night, the long, cool drink and the seductive sandwich on a hot evening. It is things like these that make a girl "popular" and incline a man's heart to matrimony, for he beholds the daughter through the savory incense of her mother's housekeeping.

That the mother of a young girl should absolutely supervise her visitors seems so much a matter of course that it is a wonder it should be called in question, but it is. One would think that a woman was a candidate for a lunatic asylum who permitted men to visit regularly at her house whom she was not willing to

let her daughters marry, yet we see this stupid little tragedy being enacted every day. Mothers let worthless, dissipated men fairly camp on their parlor chairs, and then, when they find out that their adored Maud wants to marry a hopelessly ineligible young fellow, they are horror stricken. Why? What right have they to expect anything else? It is the logical outcome of propinquity and just what every one else was looking for.

The mother is a purblind fool who lets any man visit regularly at her house that she would not welcome as a son-in-law. More than that, she is doing her daughter a great injustice and cruelty, for she is running the risk of breaking her heart. Nor is this all: just as much as she should be protected from the bad match, the girl should be protected from the man who does not marry and whose attentions are without intention. In every city there are a number of old beaux, men who have been in society year after year, who make it a practice to single out every season the most attractive debutante and devote themselves to her.

They are connoisseurs in beauty, adepts in flirtation, past masters of the art of flattery, and the girl, young and inexperienced, is proud and pleased at their attentions. They make younger and more honest men seem commonplace and she allows herself to be monopolized by them until she finds out that she has been driven into a kind of social pocket. The men who might have married her have been kept away and by and by she

drifts into old maidenhood and is relegated to the chaperone seats at parties and realizes that her day is past. No girl could be expected to know all this, but every middle aged woman has seen it happen a thousand times, and the wise mother maintains a strict quarantine against these social deadbeats.

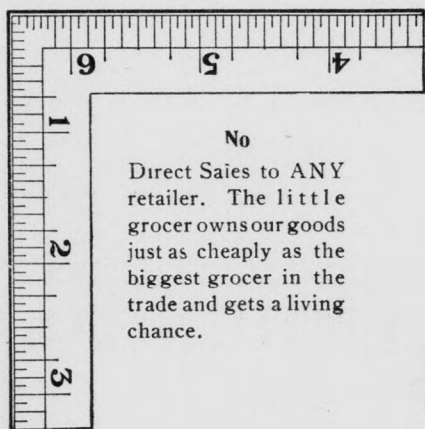
Just how far a mother is justified in interfering in her daughter's marriage is a question that must be settled by individual cases, but we are not talking marriage now, but of girlhood and how to make it happy and brilliant. Girls do not realize it, but the little interval between the schoolroom and the altar is the fairy-time of a woman's life. It is the feast of existence where the roses lie red upon the table and the lights glitter and the wine foams over the beaker and all the world is full of youth and music and laughter—it is the playtime, the hour of sunshine, before they give themselves up to go out and meet the storm and stress of the world, and the pity of the thing is that so many foolish young creatures should be in such a haste to leave it.

Happy the mother who can secure her daughter such a girlhood! Thrice happy the woman who has such a golden memory to look back upon!

Dorothy Dix.

So long as truth is alive it will outgrow all your tape lines.

The lamb never converts the lion by leaping into its jaws.



No
Direct Sales to ANY
retailer. The little
grocer owns our goods
just as cheaply as the
biggest grocer in the
trade and gets a living
chance.

Four Points

of the

Square Deal Policy

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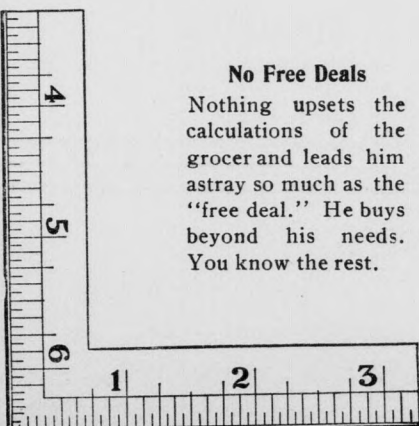


PROFITS SURE AND CONTINUOUS

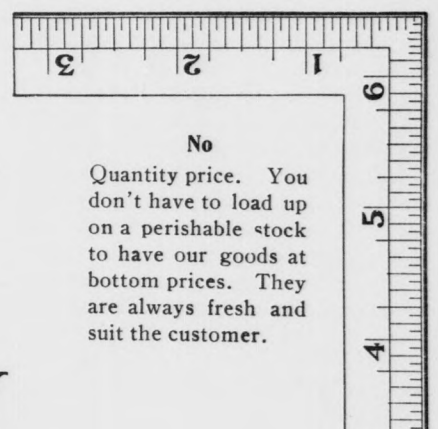
W. K. Kellogg

Kellogg Toasted Corn Flake Co.

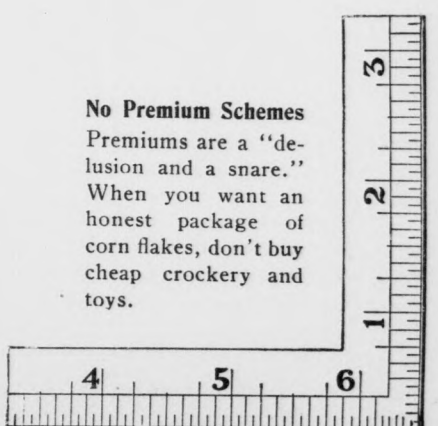
Battle Creek, Mich.



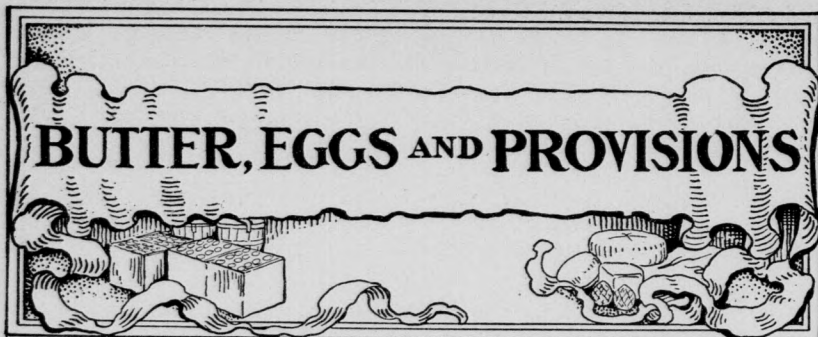
No Free Deals
Nothing upsets the
calculations of the
grocer and leads him
astray so much as the
"free deal." He buys
beyond his needs.
You know the rest.



No
Quantity price. You
don't have to load up
on a perishable stock
to have our goods at
bottom prices. They
are always fresh and
suit the customer.



No Premium Schemes
Premiums are a "de-
lusion and a snare."
When you want an
honest package of
corn flakes, don't buy
cheap crockery and
toys.



The Modern Farming by Machine Methods.

The farmer of the hour proposes to use less brawn and more brains, giving the drudgeries to machinery and leaving himself time to solve the farm problems which can turn loss into profit. Throughout the Great Northwest the gang plow drawn by a gasoline tractor plows one and a fourth acres in an hour at a cost of 75 cents an acre. If the plow is drawn by a steam tractor the cost is \$2 an acre. With the old style plow two acres a day could be plowed, at a cost of \$2.50 an acre.

On a large farm, where three or four sixteen inch plows are drawn by a twenty horse power traction engine, thousands of acres of wheat land can be plowed, harrowed and seeded within a short time, for tractors are used also in operating seeding machines, both the pulverizing and seeding being done in one operation. The threshing outfit of thirty years ago consisted of an old fashioned separator and horse power. There were one or two band cutters and one or two feeders, according to the width of the cylinder, to feed the grain into the machine. Three or four men measured and sacked the grain, while three to six men stacked the straw in a cloud of choking dust.

The modern threshing machine is equipped with an automatic band cutter, self-feeder, automatic weighing and sacking device and pneumatic swinging straw stacker, all operated by a gasoline or steam traction engine. By the old method of wheat growing three hours were needed to produce a bushel, and at a cost of 17¾ cents. The modern machines do it in ten minutes for 3½ cents. The old threshing machines had a capacity for 175 to 225 bushels a day, the new for over 2,000.

The cream separator enables the farmer to double his dairy products with less than one-third of the work involved in handling the milk the old way. The modern improvements in corn machines make it possible for the farmer to save 200,000,000 tons of corn fodder. At the modest estimate of \$5 a ton the husker and shredder alone, if the whole corn crop were shredded, would annually add \$1,000,000,000 to the agricultural wealth of the country.

The corn sheller enables the farmer to shell his corn quickly when he does not wish to market the crop in the ear. The gasoline engine transforms drudgeries into pastimes. It operates the cream separator, churns, saws wood, shells corn and does numberless other chores that were full of terrors for the average farm boy,

thus contributing more than anything else to keep the boy on the farm.

The Upright Business Man.

A sacred regard for the principles of justice forms the basis of every transaction and regulates the conduct of the upright man of business. He is strict in keeping his engagements; does nothing carelessly or in a hurry; employs nobody to do what he can as easily do himself; keeps everything in its proper place; leaves nothing undone which ought to be done and which circumstances permit him to do; keeps his designs and business from the views of others; is prompt and decisive with his customers and does not overtrade for his capital; prefers short credits to long ones and cash to credit transactions at all times when they can be advantageously made, either in buying or selling, and small profits with little risk to the chance of better gains with more hazard.

He is clear and explicit in all his bargains; leaves nothing to the memory which he can and ought to commit to writing; keeps copies of all important letters which he sends away, and has every letter, invoice, etc., belonging to his business titled, classed and put away. He never suffers his desk to be confused by many papers lying upon it; is always at the head of his business, well knowing that if he leaves it it will leave him; holds it as a maxim that he whose credit is suspected is not safe to be trusted, and is constantly examining his books, and sees through all his affairs as far as care and attention enable him; balances regularly at stated times, and then makes out and transmits all his accounts current to his customers and constituents.

He avoids, as much as possible, all sorts of accommodations in money matters and lawsuits where there is the least hazard; is economical in his expenditures; always living within his income; keeps a memorandum book in his pocket, in which he notes every little particular relative to appointments, addresses and petty cash matters; is cautious how he becomes surety for any person, and is generous only when urged by motives of humanity.

Freeman Hunt.

A man's force depends much on the friends he can make.

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

Hart Brand Canned Goods

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

Michigan People Want Michigan Products

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

BEANS

We handle all kinds. If any to offer mail sample, state quantity and we will make you an offer for them.

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

The Vinkemulder Company

Jobbers and Shippers of Everything in

FRUITS AND PRODUCE

Grand Rapids, Mich.

WANTED

White Beans
Red Kidney Beans
Brown Swedish Beans

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

A. J. Witzig

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.

REFERENCES—Marine National Bank, Commercial Agents, Express Companies, Trade Papers and Hundreds of Shippers.

Established 1873

C. D. CRITTENDEN CO.

41-43 S. Market St.

Grand Rapids, Mich.

Wholesalers of Butter, Eggs, Fruits and Specialties

FOOTE & JENKS' COLEMAN'S (BRAND)

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.

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.

Lemon Oil Product of Sicily.

All the world goes to the Island of Sicily in the Mediterranean Sea when it wants extract of lemon, or lemon oil, more properly termed. This Island is the greatest lemon producing region on earth, and all parts of the world receive their supply therefrom. The oil is the essential oil secreted by cells lying near the outer surfaces of the rind, and is a by-product of the crop from the lemons, those which can not be shipped.

The sponge methods for obtaining the oil the lemons are cut in pieces by women and children. The work is carried on most rapidly, the knife being started through the rind and the fruit cut in two and thrown into storage tubs by one motion of the arm. The pulp is separated from the skins by older girls and women, who insert a spoonlike instrument between pulp and rind, and with one twist cleanly scoop out the pulp and deposit it in the trough, all in the twinkling of an eye.

The baskets of rinds are immersed in water four or five hours and sent to the spongers, who are always men, and have the laborious task of pressing out the oil. Each half rind is handled separately and receives three or four pressings. About 2,000 half rinds produce about a pound of oil, the exact quantity depending on the size, ripeness and freshness of the lemons. The green fruit produces more oil than the ripe. A good workman can squeeze out two or three pounds of it a day and then receives about 50 cents. This oil is worth about a dollar a pound.

For making lemon extract the oil is dissolved in strong alcohol in the proportion of five parts oil and ninety-five parts alcohol. It is then filtered and bottled. Five barrels of lemon oil and ninety-five barrels of alcohol make a hundred barrels of pure lemon extract.

The use of machines in producing lemon oil is confined to the Province of Calabria in Italy. This oil forms but a small percentage of the total product. It has a deeper color than the hand pressed article and is used to deepen the hue of the latter. The lemons fed to the machine must be of uniform size and in small quantities. The machine method is crude and no faster than the sponge processes of the hand workers.

Wonders of the Ant Kingdom.

Slave kidnapping raids are made by the Amazon ant upon the workers of other nests to compel them to work for their own community. An advance of scouts always precedes the storming of a castle. A small vanguard of a few individuals makes the preliminary assault to draw brown garden ants forth from their nests. Then the main body of invaders rush into the inner recesses, to emerge again each one with a worker pupa in its jaws. An orderly retreat is made to their own quarters, where the kidnapped workers finally emerge into a state of utter slavery. For they have to perform the whole work of the red ants' nest.

They build the passages, make the

repairs and care for the pupae. All ants keep cattle in the shape of the aphides, which they carefully tend and draw a supply of milky fluid from. The working ants, whether of their own or of another species, always are in slavery. Guests frequently are entertained, certain beetles being always found in their nests, where they apparently serve no useful purpose, but are fed by their hosts with liberal hospitality.

The large horse ant allows a smaller species to occupy its home. And a species known as the Lasius maintains in its nest a curious lobsterlike creature, which frequently seems to reward its hosts by stealing food from out of their mouths and then beating a hasty retreat. The Lasius appears to be remarkable for its kindness to uninvited guests, for it treats with wonderful toleration certain mites which it carries about in its body, feeding and tending them most carefully and for no known purpose.

HIGHEST IN HONORS**Baker's Cocoa & CHOCOLATE**

Registered,
U. S. Pat. Off.

A perfect food, preserves
health, prolongs life

Walter Baker & Co. Ltd.

Established 1780 DORCHESTER, MASS.

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HIGHEST
AWARDS
IN
EUROPE
AND
AMERICA

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.

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

CONSIGN YOUR EGGS TO
GEORGE E. CUTLER
22 HARRISON ST. NEW YORK
OUR 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 Penbody, 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.

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Have you plenty of all sizes in Crescent flour?

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Leaf Lard
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Special Mild Cured
Hams and Bacon

are on sale by all live, wide-
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The Lard is pure leaf and
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Advisory Counsel to manufacturers and
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spondence invited.

2321 Majestic Building, Detroit, Mich.

Reportorial Scoop Secured by Dangerous Undertaking.

Written for the Tradesman.

The elections held in the year 1890 resulted in the choice of the Democrat candidates for State officers and a majority of the members of the Legislature were of the same party. Soon after the Legislature assembled Senator Peter Doran introduced a bill for an increase of the tonnage tax levied upon the iron ore and copper mines in the State. The bill created an uproar among the owners of the mines, and a conference was asked with the Democrat members of the Legislature. Don M. Dickinson, then the leading Democrat of the State, George W. Hayden, a prominent attorney of the Upper Peninsula, and other legal representatives of the interests were ordered to Lansing and after much time had been spent in lobbying a caucus was called to meet in the hall of the State Historical Society in the Capitol. The bill was a just one and should have passed. When the caucus assembled the door was locked and representatives of the newspapers refused entrance. A young reporter, William C. Graves, a brother of Dr. Schuyler C. Graves, of Grand Rapids, determined to obtain a report of the caucus, and by visiting the fifth floor of the Capitol discovered that a stone cornice projecting about two feet from the body of the building followed around the wing of the structure and that by raising a window in the corridor leading to the caucus room he could crawl along on the cornice to the east facade of the building, where he would be enabled to look through a window and hear the discussion within. The weather was very cold and the projection over which he must pass covered with ice. The stone pavement lay 90 feet below and the slightest slip or misstep would cause the bold reporter to plunge to the flagging below. Mr. Graves possessed a steady nerve and great courage and when the caucus assembled he undertook the perilous passage to the window. The room was hot and for their comfort the window was raised 3 or 4 inches by one of the members of the caucus. Don Dickinson delivered a long speech, in which he predicted loss of prestige and strength by the party if the bill should pass. Mr. Hayden followed in an argument in which he attempted

to prove that the mine owners were paying all that they ought to pay in the nature of taxes. Members of the Legislature joined in the discussion and finally a vote was taken, resulting in the determination to pigeon-hole the bill.

Through the open window Mr. Graves heard the speeches delivered and made a complete list of those present. At 2 o'clock on the following morning he wired a long report to the Detroit Tribune and when the train arrived at Lansing a few hours later copies of the paper were received at the Capitol and a great sensation resulted. In order to accomplish his purpose Mr. Graves had been obliged to crawl along the cornice a distance of sixty feet and return, after passing two hours in the wind and cold.

Mr. Graves' "scoop" was the talk of the session. Arthur S. White.

There's Nothing Hurts So Much As the Truth.

Evansville, Ind., Dec. 31—A two-line item, which appeared in the Dec. 29 issue of the Michigan Tradesman, impressed me very much:

"No man helps people much who thinks only of pleasing them."

He is gifted, sincere, graceful and rich with the power of intelligence who will accept new and generous ideas from a friend if they do create displeasure for a time.

There is nothing so disgraceful as to be two faced. Let us learn to speak the truth for the sake of the truth if it does cause the whole world pain.

People who wish to be entertained and have no other thought in their minds are still children and they must expect to be corrected, it matters not whether they like it or not.

Nature promises the soul innumerable fulfillments, many joys and new wants, but before we can attain these things we must learn to endure the pain of correction.

The unwise seek to dodge unpleasant inevitable conditions which are sometimes caused by truth.

Life must be understood and those who can realize that the attacks we are subject to are necessary are the ones who will be glorified in accepting them, for it is true that we can not escape the truth.

There is nothing that hurts so

much as the truth. We are generally very much pleased if our friends are silent on all things that they know we are all wrong on, but, if the truth were known, our friends are all making a great mistake by keeping silent. We should learn that there are no secrets.

We should learn that we are never a real sufferer except by our own faults. There is a serene and eternal peace, but we will never attain this much-desired comfort until we have learned that nature never puts a tax on the good and the true.

Most of us are trying to be tax dodgers and we know every one knows this. Still we get real angry if some one happens to mention it.

Nature puts us here to study out her laws. She makes us suffer if we are too lazy to work with her. We get angry with her because she does not try to please us, but that does not change matters in the least—she just keeps on doing things that cause us pain, and we can cry our eyes out if we want to, but that will not do any more good than if we would get angry at our real friends.

We shun the practical forces of our being and lean on what most of us would call the customs of society.

Edward Miller, Jr.

When you see a traveler
hustling extra hard make
up your mind his object
is to reach Grand Rapids
by Saturday night. Sunday
passes quickly at

Hotel Livingston

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.

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DOCTOR FREEMAN,

Who Prescribed Effectually for a Chicago Jobber.

Written for the Tradesman.

I can see, even now, the dear old gentleman's splendidly large and round head, thatched with its iron gray, rather coarse and always well-combed hair and, as I smile over the forty-year old vision and meet the kindly, genteel glow of his ruddy face and catch the wholesome gleam of his eyes, I remember how uncomfortable and impatient was my boyish spirit whenever I heard his less dignified, less intellectual, less genuine neighbors and friends address him as "Doc."

And not without reason, either, for were not his tiny little drug store and its well-nursed, always-orderly corner, the postoffice, in his charge? And was he not only the postmaster of the village but the family physician for a major portion of the population? And who in the village knew more about everything under the sun than did the courtly old Doctor Freeman? And when General Dix ordered: "If any man hauls down the American flag shoot him on the spot!" Wasn't the Doctor a practicing surgeon in New York? And, besides, there wasn't any one in the entire township who was a more accurate, authentic and entertaining discourser upon cattle, swine, poultry and dogs and how to raise them nor one who could give to us boys more valuable advice as to snaring rabbits, netting pigeons, spearing bullfrogs, catching fish or hunting game of any sort.

Thus it is not strange that all of the girls and boys in the village resented the too common and vulgar greeting of "Doc." that was bestowed upon their good old friend and which permitted, nay enticed, familiarity. But "Uncle Doctor"—the old gentleman liked that title. "I would rather have the good will of all the children," he assured me one day when he was dispensing a cough mixture—one of his own prescribing—for our hired man and to get which I had been commissioned, "in any community than to bank on the friendship of half the adults in such a community."

Of course, I asked the reason for such a preference. His answer was, "Because they are nearer to Nature and her truth," and then when I wanted to know what he meant by that he continued, "Children—that is, nearly every child I have known—are honest in their likes and dislikes. Unless they are misled by careless fathers, mothers, aunts and uncles who thoughtlessly and cruelly prohibit, contradict and nag in every way the average child may be relied upon to speak the truth."

One time in the long ago, after half a day of hard work among my 'wines'—Uncle Doctor was a Staten Gland Dutchman and clung to the practice of an uncommon use of "w" in place of "v"—"I was called to see a youngster whom I found with a temperature and who, his parents feared, was threatened with serious illness—From them I learned that on

the preceding day the boy—he was about fourteen years of age—had been out boating and, his boat capizing, he had taken an involuntary bath and so 'caught his death of cold,' as the mother informed me. This was not enough to satisfy me, because I knew the boy. I knew he was strong, of ardent temperament and had always been an active out-of-doors fellow, and so I questioned him.

"How did it happen that your boat tipped over?"

"And in a nervous manner, with timidity strongly in evidence, he told me how, while rowing, he had been hailed by a young woman, who offered him 25 cents if he would 'set her across the river.' 'She was a total stranger to me,' the boy went on weakly, 'and if I hadn't 'set her across' it would mean a walk of over two miles, down to the bridge and back, before she could reach town, and, besides, 25 cents does not grow on every bush, so I 'set her over,'"

he concluded.

"Is that all?" I asked.

"No, it isn't all," put in the mother, impatient in spite of her anxiety for the boy, at which I urged the lady to avoid exciting her son and to let Tommy—that was his name—tell the story.

And then "Uncle Doctor" revealed the fact that the woman for whom Tommy had performed the service was a criminal—had stolen goods of considerable value from the leading store in a nearby town; that, knowing the police were searching for her, she had fled alone and on foot, and quickly learning that they had taken up her trail, she had resorted to the lonely and wierdly-picturesque river road, expecting to be captured sooner or later. Overtaking Tom in his boat, she had made an abrupt, trackless turn in her flight and half an hour after leaving the boy had the satisfaction of seeing her pursuers across the river traveling swiftly in a direction opposite that to which she was holding.

Meanwhile and wholly unrelated to the ferrying across the river of the distinguished (?) passenger, Tom had capsized his boat in an effort to tow ashore a huge piece of driftwood he had encountered and had taken his bath.

"It wasn't the bath that gave the boy his temperature," "Uncle Doctor" continued, "and I told the mother so in no uncertain terms. He had been unmercifully scolded for his carelessness and sent early to bed with only a piece of bread for supper. And the next morning, the thief having been captured and having told the story of her doubling on her trail through being ferried across the river by a boy with a white rowboat, the parents, identifying the boat and so their son, had been hammering into his excited, tired and resentful brain the enormity of his offense in helping a wicked thief to escape punishment. 'And he never mentioned the woman nor the 25 cents!' said the mother triumphantly, as though she had uttered a sufficient explanation of their tactics."

"Of course he didn't," I responded

indignantly. 'He was afraid to commit himself as soon as you began your quick tempered, thoughtless punishment for his accident. Had you regretted the drenched clothing, provided dry garments for him at once and permitted him to eat his supper as usual you would have heard the entire story almost immediately and you would not now have a sick boy on your conscience.'

"Did the boy die?" I asked, full of interest in the story, at which "Uncle Doctor," who had long since wrapped the cough mixture in a neat package, continued:

"No, and he didn't take a bit of medicine—other than the talking to I bestowed on his mistaken mother. Yes, he got well at once; and within six months after this experience he was at work as storeboy—swept out, packed and unpacked goods, slept in the store, run errands, delivered packages and all that—in the very store from which the thief secured her plunder!"

"Uncle Doctor" went no farther with his story at that time, because I knew our hired man was waiting anxiously for his medicine; but last week when my wife and I were enjoying the family reunion at the Christmas table my father-in-law, now a prosperous wholesale merchant in Chicago, asked, "Would you like to hear the concluding chapter of that story 'Uncle Doctor' told you many years ago?"

Of course, I was enthusiastic over the thought and my wife joined in the demand for the denouement.

"Well," said my father-in-law as he readjusted himself to a comfortable, story-telling attitude at the head of the table, "I was the boy who 'set the woman across the river' and who got wet and went to bed practically without any supper. And my mother" (here we all paused reverently for the sweet-faced old octogenarian who had a seat opposite her son) "is the wonderful woman who reformed and who worships the memory of 'Uncle Doctor'!"

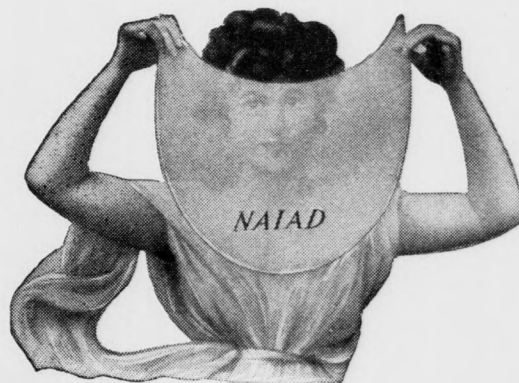
"Yes, I do," sincerely agreed the dear old lady. "We were a thoughtless, impatient, selfish pair, living entirely within and for ourselves alone. And after Thomas had heard me repeat the very wise and rational prescription that good old Doctor Freeman gave me when our boy there fell into the river we had an awakening. We were poor and the boy was ambitious. Through 'Uncle Doctor's' influence and kindness Thomas II.—the great big, goodnatured, selfsatisfied chap who has set his mother going—secured a position in the store where that thing operated. And Thomas II. has 'made good,' concluded the grand dame, abruptly, as though surprised into silence by her use of a bit of modern slang.

Of course, everybody about the family board cheerily applauded the joint confession and boost, at which Thomas II. arose in his place and said, "Every one here present, arise and in silence drink to the memory of Doctor Freeman."

Charles S. Hathaway.

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Supreme in Beauty, Quality and Cleanliness

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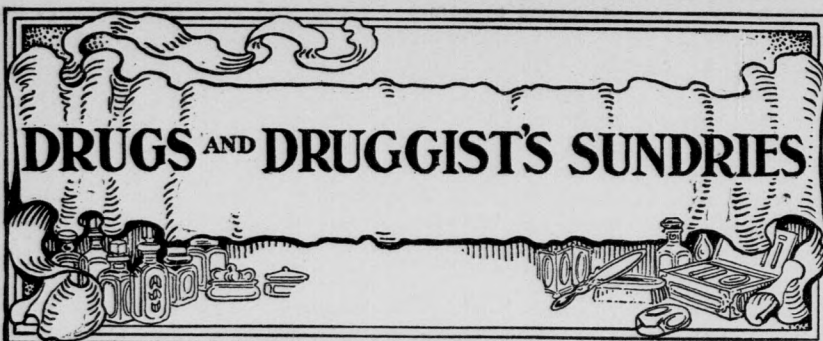
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Some Popular Remedies of Old Times.

There has of late been a tendency among some, lay and medical, to abolish altogether the use of medicinal agents. This attitude of mind has arisen in part from the utterances of medical men whose work has been chiefly in the laboratory, or who spend their time mainly in the diagnosis, not in the treatment of disease; partly, also, in the nonmedical, from the idea that all drugs must be poisons. Now, the term poison in this relation is a relative term. Whether anything is a poison depends mainly on its dosage. A teaspoonful or two of whisky will have a beneficial effect if you are fainting; a quart would probably kill you. Two or three grains of strychnine will end life; 1-60th of a grain will simply make you feel stronger. It depends on the amount you take.

Most physicians would be pleased to dispense with drugs, but it seems quite as foolish to make a rule never to use them as it is in some to buy and take indiscriminately whatever anyone may recommend. If scriptural authority is desired, turn to the Book of Ecclesiastes and read: "The Lord has created medicine out of the earth; and he that is wise will not abhor them."

The art of medicine is most catholic. Oliver Wendell Holmes thus puts it: "Medicine appropriates everything from every source that can be of the slightest use to anybody who is ailing in any way. It learned from a monk how to use antimony, from a Jesuit how to cure agues, from a soldier how to prevent smallpox. It stands ready to accept anything from any theorist, from any empiric who can make out a good case for his discovery or his remedy."

Some of the remedies which were popular in past times are rather curious. For example: To cure malaria

keep a three-colored cat in the house. For epilepsy take seven drops of blood from the tail of a cat. Why the tail? Nor are the cat's feelings recorded. For a felon hold the finger in a cat's ear for half an hour. One wonders who held the cat. For toothache kiss a mule. For gout wear a copper ring or carry a potato or a chestnut in the pocket. Physicians will tell you that apparently this belief still survives. To cure a wart rub it with a potato and feed the potato to a pig. This is an economical remedy—the potato is not wasted. Here is an incentive to early rising after a summer vacation: Freckles may be removed by washing in water contained in a hollow stump three successive mornings before sunrise. Clentworth R. Butler.

New Swindling Scheme.

A druggist at Spokane, Wash., reports the following clever scheme and wishes to put other pharmacists wise to the situation.

"This man entered my store, made a purchase amounting to \$7 and offered in payment a \$30 check on a local bank. I gave him \$23 in change, presented the check to the bank and in due season it was returned to me marked 'not sufficient funds in bank.'"

"The maker of the check, I found, had \$26 in the bank. I got into communication with him and he called in person, pretending to be greatly offended and redeemed his check for \$30 in cash and I gave him the check."

"Of course, when I presented the check at the bank I endorsed it and this party now raised the check to \$300, presented it for payment and I had to stand the loss."

"Whether this bank was a party to the fraud I am unable to say, but it does look queer to me. Should any pharmacist ever have a similar experience I would advise him to scratch off his endorsement before he returns the check."

"Jeff" Keate's Last Run on a Locomotive.

Written for the Tradesman.

E. J. Keate, local contracting agent of the Grand Rapids & Indiana Railroad, an Englishman by birth, earned his citizenship by rendering long and faithful service to his adopted country in the United States Navy. Mr. Keate is an engineer and when "war's dread alarms" had ceased he sought employment in running a locomotive. To engage in that occupation he came to Michigan and found employment on the Grand Rapids division of the Michigan Central Railway.

Mr. Keate recently related an experience that caused him to abandon his occupation for all time. He was driving a locomotive drawing a heavily loaded night passenger train running from Grand Rapids to Jackson. The night was dark and rainy and the engine did not make steam as well as usual. A standing order directed the conductor and engineer to run to Rives Junction, where the westbound night train would pass. When Mr. Keate's train arrived at Rives Junction on the night in question the westbound train was not in sight. In such an emergency the conductor expected to find orders at the Junction advising him of the whereabouts of the train running west and instructing him when to proceed. In the absence of such instruction the rule of the company required that the train continue in motion until it reached its destination. No orders were received at the station and, with many misgivings, the conductor signaled Mr. Keate to continue the run to Jackson. Mr. Keate knew that if the westbound train had departed from Jackson a collision could hardly be averted. The whistles of moving trains can not be heard by an engineer or fireman of an approaching train on account of the noise of the machinery and the rumbling of the cars, but Mr. Keate resolved to sound his whistle continuously while advancing in the hope that the westbound train might possibly hear it.

In the meantime Conductor Baker, formerly a locomotive engineer, had been delayed in starting his train at Jackson, but finally received his clearance order and, while going to the locomotive of his train for the purpose of conferring with the engineer, heard Keate's whistle. "I heard a whistle sound just now; I think we should wait a few moments," he remarked. A moment later Keate's whistle was heard again. The railroad tracks north and near the State Prison at Jackson are very crooked and had Baker's train started immediately upon the sounding of the station gong a collision could scarcely have been avoided. When Mr. Keate rounded the curve just west of Mechanic street and commenced ascending the steep grade leading to the station he saw the headlight of Baker's train glaring down the track like a full moon. The strain upon the

nerves of Mr. Keate during the run from Rives Junction to Jackson was so great that he resolved to resign his position, which he did a few days later. Arthur S. White.

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; 1,000 repeat orders. 50c credit for return of this adv. C. V. King, Collection Attorney, Williamston, Michigan.



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Jennings Flavoring Extract Company
Grand Rapids, Mich.
Established 1872

Why not a retail store of your own?

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.

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14 West Lake St., Chicago.

Putnam's Menthol Cough Drops

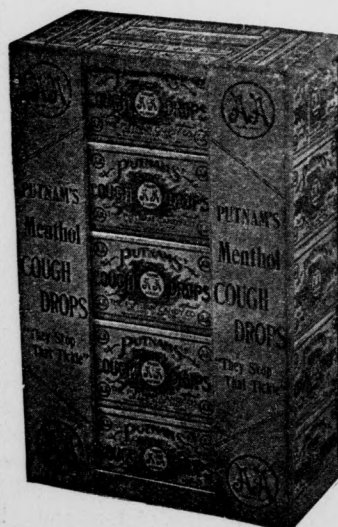
Packed 40 five cent packages in carton. Price \$1.00.

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

One Full Size Carton Free

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WHOLESALE DRUG PRICE CURRENT

Acidum		Copaiba	1 75@1 85	Scilla	@ 50	Rubia Tinctum	12@ 14	Vanilla	9 00@10 00
Aceticum	6@ 8	Zubebae	3 00@3 25	Scilla Co.	@ 50	Saccharum La's	18@ 20	Zinci Sulph	7@ 10
Benzoicum, Ger.	70@ 75	Erigeron	2 35@2 50	Tolutan	@ 50	Salacin	4 50@4 75	Oils	
Boracie	16@ 20	Evechthitos	1 00@1 10	Prunus virg	@ 50	Sanguis Drac's	40@ 50	Lard, extra	bbl. gal. 35@ 90
Carbolicum	42@ 46	Gaultheria	2 50@4 00	Zingiber	@ 50	Sapo, G	@ 15	Lard, No. 1	60@ 65
Citricum	3@ 5	Geranium	oz 75	Tinctures		Sapo, M	10@ 12	Linseed, pure raw	70@ 75
Hydrochlor	14@ 15	Gossippi Sem gal	70@ 75	Aloes	60	Sapo, W	13 1/2@ 16	Linseed, boiled	71@ 76
Oxalicum	8@ 10	Hedeoma	2 50@2 75	Aloes & Myrrh	60	Seidlitz Mixture	20@ 22	Neat's-foot, w str	65@ 70
Phosphoricum, dil.	14@ 15	Junipera	40@1 20	Anconitum Nap's F	50	Sinapis	18@ 20	Turpentine, bbl.	62 1/2
Salicylicum	44@ 47	Lavendula	90@3 60	Anconitum Nap's R	50	Sinapis, opt.	@ 30	Turpentine, less	67
Sulphuricum	1 1/2@ 5	Limons	1 15@1 25	Arnica	60	Snuff, Maccaboy,	@ 51	Whale, winter	70@ 76
Tannicum	75@ 85	Mentha Piper	2 25@2 50	Asafoetida	50	De Voes	@ 51	Paints	
Tartaricum	38@ 40	Mentha Verid	2 75@3 00	Atrope Belladonna	60	Snuff, S'h DeVos	@ 51	Green, Paris	21@ 26
Ammonia		Morrhuae, gal.	1 60@1 85	Aurant Cortex	50	Soda, Boras	5 1/2@ 10	Green, Peninsular	13@ 16
Aqua, 18 deg.	4@ 6	Myrcia	3 00@3 50	Barosma	50	Soda, Boras, po	5 1/2@ 10	Lead, red	7 1/2@ 8
Aqua, 20 deg.	6@ 8	Olive	1 00@1 10	Benzoin	60	Soda et Pot's Tart	25@ 28	Lead, white	7 1/2@ 8
Carbonas	13@ 15	Picis Liquida	10@ 12	Benzoin Co.	50	Soda, Carb	1 1/2@ 2	Ochre, yel Ber	1 1/2@ 2
Chloridum	12@ 14	Picis Liquida gal.	@ 40	Cantharides	75	Soda, Bi-Carb	3@ 5	Ochre, yel Mars	1 1/2@ 2
Aniline		Picis Liquida gal.	@ 40	Capsicum	75	Soda, Ash	3 1/2@ 4	Putty, comm'l	2 1/2@ 2 1/2
Black	2 00@2 25	Ricina	94@1 00	Cardamon	50	Soda, Sulphas	@ 2	Putty, strict pr	2 1/2@ 3
Brown	80@1 00	Rosae oz.	6 50@7 00	Cardamon Co.	75	Spts. Cologne	@ 2 60	Red Venetian	1 1/2@ 2
Red	45@ 50	Rosmarini	@ 1 00	Cassia Acutifol	75	Spts. Ether Co.	50@ 55	Shaker Prep'd	1 25@1 35
Yellow	2 50@3 00	Sabina	90@1 00	Cassia Acutifol Co	1 00	Spts. Myrcia	@ 2 50	Vermillion, Eng.	75@ 80
Bacca		Santal	@ 4 50	Castor	50	Spts. Vini Rect bbl	@ 50	Vermillion Prime	
Zubebae 5	42@ 4	Sassafras	85@ 90	Catechu	50	Spts. Vi'i Rect 1/2 b	@ 50	American	13@ 15
Juniperus	10@ 12	Sinapis, ess. oz.	@ 65	Cinchona	50	Spts. Vi'i Rect 10 gl	@ 50	Whiting Gilders'	@ 95
Xanthoxylum	1 25@1 50	Succini	40@ 45	Cinchona Co.	60	Spts. Vi'i R't 5 gl	@ 50	Whit'g Paris Am'r	@ 1 25
Balsamum		Thyme	40@ 50	Columbia	50	Strychnia, Crystl	1 10@1 30	Whit'g Paris Eng.	
Copaiba	65@ 75	Thyme, opt.	@ 1 60	Cubebae	50	Sulphur Subl	2 1/2@ 4	Whiting, white S'n	@ 1 40
Peru	1 90@2 00	Theobromas	15@ 20	Digitalis	50	Sulphur, Roll	2 1/2@ 3 1/2	Varnishes	
Terabin, Canada	78@ 80	Tigilil	90@1 00	Ergot	50	Tamarinds	8@ 10	Extra Turp	1 60@1 70
Tolutan	40@ 45	Potassium		Ferri Chloridum	35	Terebenth Venice	28@ 30	No. 1 Turp Coach	1 10@1 20
Cortex		Bi-Carb	15@ 18	Gentian	50	Thebromae	48@ 50		
Abies, Canadian	18	Blechromate	13@ 15	Gentian Co.	60				
Cassia	20	Bromide	25@ 30	Guaiaca	50				
Cinchona Flava	60	Carb	12@ 15	Guaiaca ammon	60				
Buonymus atro.	20	Chlorate	12@ 14	Hyoscyamus	75				
Myrica Cerifera	15	Cyanide	30@ 40	Iodine	75				
Prunus Vtrgini	15	Iodide	2 50@2 60	Iodine, colorless	75				
Quillaia, gr'd.	24	Potassa, Bitart pr	30@ 32	Kino	50				
Sassafras, po 25	20	Potass Nitras opt	7@ 10	Lobelia	50				
Ulmus	20	Potass Nitras	6@ 8	Muxrh	50				
Extractum		Prussiate	25@ 26	Nux Vomica	1 25				
Glycyrrhiza, Gla.	24@ 30	Sulphate po	15@ 18	Opil	1 00				
Glycyrrhiza, po.	28@ 30	Radix		Opil, camphorated	1 00				
Haematox	11@ 12	Aconitum	20@ 25	Opil, deodorized	2 00				
Haematox, 1s	13@ 14	Althae	30@ 35	Quassia	50				
Haematox, 1/2s	14@ 15	Anchusa	10@ 12	Rhatany	50				
Haematox, 1/4s	16@ 17	Arum po	@ 25	Rhei	50				
Ferru		Calamus	20@ 40	Sanguinaria	50				
Carbonate Precip.	15	Gentiana po 15	12@ 15	Serpentaria	50				
Citrate and Quina	2 00	Glycyrrhiza pv 15	16@ 18	Stromonium	60				
Citrate Soluble	55	Hellebore, Alba	12@ 15	Tolutan	60				
Ferrocyanidum S	40	Hydrastis, Canada	@ 2 50	Valerian	50				
Solut. Chloride	15	Hydrastis, Can. po	@ 2 60	Veratrum Veride	60				
Sulphate, com'l	2	Inula, po	18@ 22	Zingiber	50				
Sulphate, com'l, by	70	Ipecac, po	2 00@2 10	Miscellaneous					
bbl. per cwt.	7	Iris plox	35@ 40	Aether, Spts Nit 3f	30@ 35				
Sulphate, pure	7	Isalapa, pr.	65@ 70	Aether, Spts Nit 4f	34@ 38				
Flora		Maranta, 1/4s	@ 35	Alumen, gr'd po 7	3@ 4				
Arnica	20@ 25	Podophyllum po	15@ 18	Annatto	40@ 50				
Anthemis	50@ 60	Rhei	75@1 00	Antimoni, po	4@ 5				
Matricaria	30@ 35	Rhei, cut	1 00@1 25	Antimoni et po T	40@ 50				
Folia		Rhei, pv.	75@1 00	Antifebrin	@ 20				
Barosma	80@ 85	Sanguinari, po 18	@ 15	Antipyrin	@ 25				
Cassia Acutifol,		Scilla, po 45	20@ 25	Argent Nitras oz	@ 12				
Tinnevely	15@ 20	Senega	85@ 90	Arsenicum	10@ 12				
Cassia, Acutifol	25@ 30	Serpentaria	50@ 55	Balm Gilead buds	60@ 65				
Salvia officinalis,		Smilax, M	@ 25	Bismuth S N	1 65@1 85				
1/4s and 1/2s	18@ 20	Smilax, off's H.	@ 48	Calcium Chlor, 1s	@ 9				
Uva Ursi	8@ 10	Spigella	45@1 50	Calcium Chlor, 1/2s	@ 10				
Gummi		Symplocarpus	@ 25	Calcium Chlor, 1/4s	@ 12				
Acacia, 1st pkd.	@ 65	Valeriana Eng.	@ 25	Cantharides, Rus.	@ 90				
Acacia, 2nd pkd.	@ 45	Valeriana, Ger.	15@ 20	Capsici Fruc's af	@ 20				
Acacia, 3rd pkd.	@ 35	Zingiber a	12@ 16	Capsici Fruc's po	@ 22				
Acacia, sifted sts.	@ 18	Zingiber j	25@ 28	Cap'i Fruc's B po	@ 15				
Acacia, po	45@ 65	Semen		Carmine, No. 40	@ 4 25				
Aloe, Barb	22@ 25	Anisum po 20	@ 16	Carphyllus	20@ 22				
Aloe, Cape	@ 25	Apium (gravel's)	13@ 15	Cassia ructus	@ 35				
Aloe, Socotri	@ 45	Bird, 1s	4@ 6	Cataceum	@ 35				
Ammoniac	55@ 60	Cannabis Sativa	7@ 8	Centraria	@ 10				
Asafoetida	80@ 85	Cardamon	70@ 90	Cera Alba	50@ 55				
Benzoinum	50@ 55	Carul po 15	12@ 15	Cera Flava	40@ 42				
Catechu, 1s	@ 13	Chenopodium	25@ 30	Crocus	45@ 50				
Catechu, 1/2s	@ 14	Coriandrum	12@ 14	Chloroform	34@ 54				
Catechu, 1/4s	@ 16	Cydonium	75@1 00	Chloral Hyd Crss 1	20@1 45				
Camphorae	60@ 65	Dipterix Odorate	2 50@2 75	Chloro'm Squibbs	@ 90				
Euphorbium	@ 40	Foeniculum	@ 18	Chondrus	20@ 25				
Galbanum	@ 1 00	Foenugreek, po.	7@ 9	Cinchonid'e Germ	38@ 48				
Gamboge	25@1 35	Lini	4@ 6	Cinchonidine P-W	38@ 48				
Guaicum po 35	@ 35	Lini, gr'd. bbl. 2 1/2	3@ 6	Cocaine	2 80@3 00				
Kino	@ 45	Lobelia	75@ 80	Corks list, less 75%	@ 45				
Mastic	@ 75	Pharlaris Cana'n	9@ 10	Creosotum	@ 2				
Myrrh	@ 45	Rapa	5@ 6	Creta	bbl. 75				
Opium	6 25@6 35	Sinapis Alba	8@ 10	Creta, prep.	@ 5				
Shellac	45@ 55	Sinapis Nigra	9@ 10	Creta, precip.	9@ 11				
Shellac, bleached	60@ 65	Spiritus		Creta, Rubra	@ 8				
Tragacanth	70@1 00	Frumentum W. D.	2 00@2 50	Cudbear	@ 24				
Herba		Frumentum	1 25@1 50	Cupri Sulph	3@ 10				
Absinthium	45@ 60	Juniperis Co.	1 75@3 50	Dextrine	7@ 10				
Eupatorium oz pk	20	Juniperis Co O T	1 65@2 10	Emery, all Nos.	@ 8				
Lobelia	20	Saccharum N E	1 90@2 10	Emery, po	@ 6				
Majorium	28	Spt Vini Galli	1 75@6 50	Ergota	60@ 65				
Mentha Pip. oz pk	23	Vini Alba	1 25@2 00	Ether Sulph	35@ 40				
Mentha Ver oz pk	25	Vini Oporto	1 25@2 00	Flake White	12@ 15				
Rue	39	Sponges		Galla	@ 30				
Tanacetum	22	Extra yellow sheeps'	@ 1 25	Gambler	3@ 9				
Thymus V. oz pk	25	wool carriage	@ 1 25	Gelatin, Cooper	@ 60				
Magnesia		Florida sheeps' wool	@ 1 25	Gelatin, French	35@ 60				
Calcined, Pat.	55@ 60	carriage	3 00@3 50	Glassware, fit boo 75%	@ 75				
Carbonate, Pat.	18@ 20	Grass sheeps' wool	@ 1 25	Less than box 70%	@ 13				
Carbonate, K-M.	18@ 20	carriage	@ 1 25	Glue, brown	11@ 15				
Carbonate	18@ 20	Hard, slate use.	@ 1 00	Glue, white	15@ 23				
Oleum		Nassau sheeps' wool	@ 1 00	Glycerina	22@ 30				
Absinthium	6 50@7 00	carriage	3 50@3 75	Grana Paradisi	@ 25				
Amygdalae Dulc.	75@ 85	Velvet extra sheeps'	@ 2 00	Humulus	35@ 60				
Amygdalae, Ama	8 00@8 25	wool carriage	@ 2 00	Hydrarg Amm'o'l	@ 1 15				
Anisi	1 90@2 00	Yellow Reef, for	@ 1 40	Hydrarg Ch. Mt	@ 90				
Aurant Cortex	2 75@2 85	slate use	@ 1 40	Hydrarg Ch Cor	@ 90				
Bergamit	5 50@5 60	Syrups		Hydrarg Ox Ru'm	@ 1 00				
Cajuputi	85@ 90	Acacia	@ 50	Hydrarg Ungue'm	50@ 60				
Caryophylli	1 20@1 30	Aurant Cortex	@ 50	Hydrargyrum	@ 85				
Cedar	50@ 90	Ferri Iod	@ 50	Ichthyobolla, Am.	90@1 00				
Chenopadii	3 75@4 00	Ipecac	@ 60	Indigo	75@1 00				
Cinnamoni	1 75@1 85	Rhei Arom	@ 50	Iodine, Resubi	3 85@3 90				
Conium Mae	80@ 90	Smilax Off's	50@ 60	Iodoform	3 90@4 00				
Citronella	90@ 70	Senega	@ 50	Liquor Arsen et	@ 25				
				Hydrarg Iod.	@ 25				
				Liq Potass Arsenit	10@ 12				

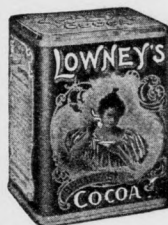
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Hammocks**

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BOSTON

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

ADVANCED

DECLINED

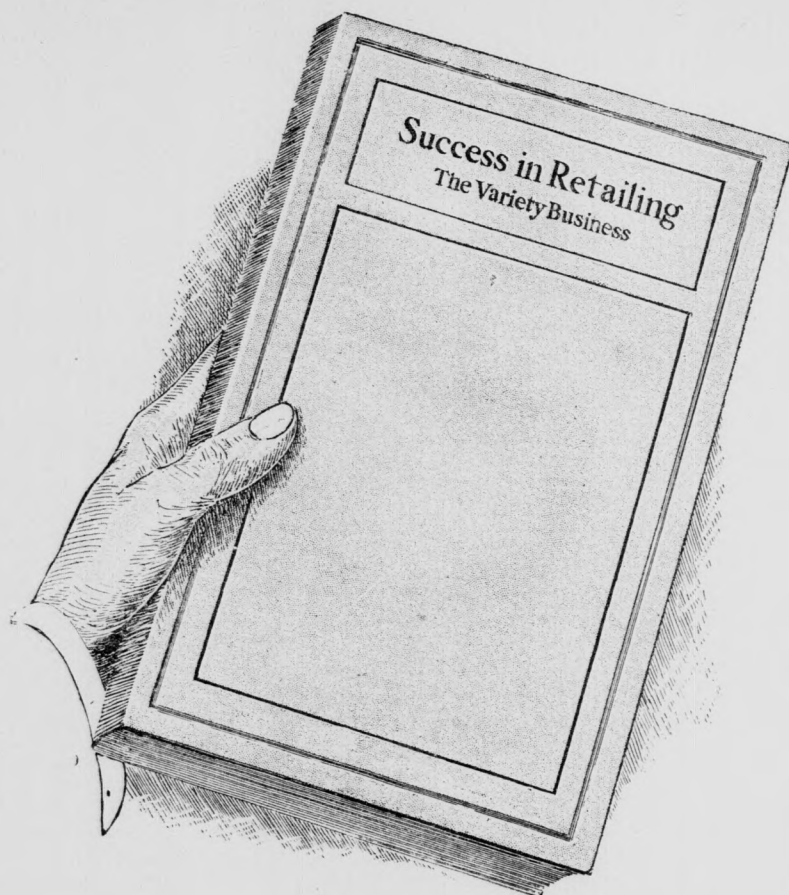
Index to Markets

By Columns

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CHEWING GUM		COCOANUT		FESTINO		CREAM TARTAR		DRIED FRUITS		SUNDRIED		EVAPORATED		CALIFORNIA		CORSICAN		IMP'D 1 lb. pkg.		IMPORTED BULK		LEMON AMERICAN		ORANGE AMERICAN		CLUSTER, 5 crown		LOOSE MUSCATELS 2 cr.		LOOSE MUSCATELS 4 cr.		L. M. Seeded 1 lb. 6 1/2		CALIFORNIA PRUNES		100-125 2 1/2 lb. boxes		90-100 25 lb. boxes		80-90 25 lb. boxes		70-80 25 lb. boxes		60-70 25 lb. boxes		50-60 25 lb. boxes		40-50 25 lb. boxes		30-40 25 lb. boxes		1/2 c less in 80 lb. cases		FARINACEOUS GOODS		Dried Lima		Med. Hand Pk'd		Brown Holland		Farina		24 1 lb. packages		Bulk, per 100 lbs.		Hominy		Flake, 50 lb. sack		Pearl, 100 lb. sack		Pearl, 200 lb. sack		Maccaroni and Vermicelli		Domestic, 10 lb. box		Imported, 25 lb. box		Pearl Barley		Common		Chester		Empire		Peas		Green, Wisconsin, bu.		Green, Scotch, bu.		Split, lb.		Sago		East India		German, sacks		German, broken pkg.		Tapioa		Flake, 110 lb. sacks		Pearl, 130 lb. sacks		Pearl, 24 lb. pkgs.		FLAVORING EXTRACTS		Foots & Jenks		Coleman Brand		Lemon		No. 2 Terpeneless		No. 3 Terpeneless		No. 4 Terpeneless		No. 5 Terpeneless		Vanilla		No. 2 High Class		No. 4 High Class		No. 8 High Class		Jaxon Brand		Vanilla		2 oz. Full Measure		4 oz. Full Measure		8 oz. Full Measure		Jennings D. C. Brand		Terpeneless Ext. Lemon		Doe.		No. 2 Panel		No. 4 Panel		No. 6 Panel		Taper Panel		1 oz. Full Measure		2 oz. Full Measure		4 oz. Full Measure		No. 2 Assorted Flavors		GRAIN BAGS		Amoskeag, 100 in bale 19		Amoskeag, less than bi 19 1/2		GRAIN AND FLOUR		Wheat		Red		White		Winter Wheat Flour		Local Brands		Patents		Seconds Patents		Straight		Second Straight		Clear		Flour in barrels, 25c per barrel additional		Lemon & Wheeler Co.		Big Wonder 1/2 cloth 5 50		Big Wonder 1/4 cloth 5 50		Worden Grocer Co.'s Brand		Quaker, paper		Quaker, cloth		Wykes & Co.		Eclipse	
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6	7	8	9	10	11
Kansas Hard Wheat Flour Judson Grocer Co. Fanchon, 1/2 cloth 50 Lemon & Wheeler Co. White Star, 1/2 cloth 50 White Star, 1/2 cloth 50 White Star, 1/2 cloth 50 Grand Rapids Grain Milling Co. Brands Purity, Patent 50 Wizard, Flour 50 Wizard, Graham 50 Wizard, Corn Meal 50 Wizard, Buckwheat 50 Rye 50 Spring Wheat Flour Roy Baker's Brand Golden Horn, family 50 Golden Horn, bakers 50 Duluth Imperial 50 Wisconsin Rye 50 Judson Grocer Co.'s Brand Ceresota, 1/2 50 Ceresota, 1/2 50 Ceresota, 1/2 50 Lemon & Wheeler's Brand Wingold, 1/2 50 Wingold, 1/2 50 Wingold, 1/2 50 Worden Grocer Co.'s Brand Laurel, 1/2 cloth 50 Laurel, 1/2 cloth 50 Laurel, 1/2 cloth 50 Laurel, 1/2 cloth 50 Voigt Milling Co.'s Brand Voigt's Crescent 50 Voigt's Flour 50 Voigt's Hygienic Graham 50 Voigt's Royal 50 Wykes & Co. Sleepy Eye, 1/2 cloth 50 Sleepy Eye, 1/2 cloth 50 Sleepy Eye, 1/2 cloth 50 Sleepy Eye, 1/2 cloth 50 Sleepy Eye, 1/2 paper 50 Sleepy Eye, 1/2 paper 50 Meal Bolted 50 Golden Granulated 50 St. Car Feed screened 50 No. 1 Corn and Oats 50 Corn, cracked 50 Corn Meal, coarse 50 Winter Wheat Bran 50 Middlings 50 Buffalo Gluten Feed 50 Dairy Feeds Wykes & Co. O P Linseed Meal 50 O P Laxo-Cake-Meal 50 Cottonseed Meal 50 Gluten Feed 50 Brewers' Grains 50 Hammond Dairy Feed 50 Alfalfa Meal 50 Oats Michigan carlots 50 Less than carlots 50 Corn Carlots 50 Less than carlots 50 Hay Carlots 50 Less than carlots 50 HERBS Sage 50 Hops 50 Laurel Leaves 50 Senna Leaves 50 HORSE RADISH Per doz. 50 JELLY 5 lb. pails, per doz. 50 15 lb. pails, per doz. 50 30 lb. pails, per doz. 50 MAPLEINE 2 oz. bottles, per doz. 50 MATCHES C. D. Crittenden Co. Noiseless Tip 50 MOLASSES New Orleans Fancy Open Kettle 50 Choice 50 Good 50 Fair 50 Half barrels 2c extra MINCE MEAT Per case 50 MUSTARD 1/2 lb. 6 lb. box 50 OLIVES Bulk, 1 gal. kegs 1 40@1 50 Bulk, 2 gal. kegs 1 35@1 40 Bulk, 5 gal. kegs 1 25@1 40 Manzanilla, 3 oz. 50 Queen, pints 50 Queen, 19 oz. 50 Queen, 28 oz. 50 Stuffed, 5 oz. 50 Stuffed, 3 oz. 50 PIPES Clay, No. 216 per box 1 25 Clay, T. D., full count 60 Cob 50 PICKLES Medium Barrels, 1,200 count 50 Half bbls., 600 count 50 Small Half bbls., 1,200 count 50 PLAYING CARDS No. 90 Steamboat 50 No. 15, Rival, assorted 1 25 No. 20, Rover, enam'd 1 50 No. 572, Special 1 75 No. 98 Golf, satin fin. 2 00 No. 808 Bicycle 2 00 No. 632 Tourn't whist 2 25 POTASH Babbitt's 4 00 PROVISIONS Barreled Pork Mess, new 22 00 Clear Back 24 50 Short Cut 21 50	Short Cut Clear 21 50 Bean 20 50 Brisket, Clear 24 00 Pig 24 00 Clear Family 21 00 Dry Salt Meats S. P. Bellies 16 Lard Pure in tierces 13 3/4 Compound Lard 9 80 lb. tubs, advance 1/4 40 lb. tubs, advance 1/4 50 lb. tins, advance 1/4 20 lb. pails, advance 1/4 10 lb. pails, advance 1/4 5 lb. pails, advance 1 5 lb. pails, advance 1 Smoked Meats 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 15 Boiled Ham 22 Berlin Ham, pressed 11 Minced Ham 11 Bacon 17 1/2 Sausages Bologna 8 Liver 5 Frankfort 10 Pork 11 Veal 11 Tongue 11 Headcheese 9 Beef Boneless 14 00 Rump, new 14 00 Pig's Feet 1/4 bbls. 1 00 1/4 bbls., 40 lbs. 2 00 1/2 bbls. 4 00 1 bbl. 9 00 Tripe Kits, 15 lbs. 80 1/4 bbls., 40 lbs. 1 60 1/2 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 32 Beef, rounds, set 25 Beef, middles, set 80 Sheep, per bundle 90 Uncolored Butterine Solid dairy 10 @ 12 Country Rolls 10 1/2 @ 16 1/2 Canned Meats Corned beef, 2 lb. 2 90 Corned beef, 1 lb. 1 65 Roast beef, 2 lb. 2 90 Roast beef, 1 lb. 1 65 Potted ham, 1/2 55 Potted ham, 1/2 55 Potted ham, 1/2 55 Potted ham, 1/2 55 Potted tongue, 1/2 55 Potted tongue, 1/2 55 RICE Fancy 7 @ 7 1/2 Japan 5 @ 6 1/2 Broken SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box. Arm and Hammer 3 00 Deland's 3 00 Dwight's Cow 3 15 L. P. 3 00 Wyandotte, 100 3/4 s. 3 00 SALT Common Grades 100 3 lb. sacks 2 25 60 5 lb. sacks 2 15 28 10 1/2 lb. sacks 2 05 56 lb. sacks 32 28 lb. sacks 17 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56 lb. sacks 24 Common Granulated, fine 80 Medium, fine 85 SALT FISH Cod Large whole @ 7 Small whole @ 6 1/2 Strips or bricks 7 1/2 @ 10 1/2 Pollock @ 5 Halibut Strips 15 Thunks 16 Holland Herring Pollock @ 4 White Hp. bbls. 8 50 @ 9 50 White Hp. 1/2 bbls. 4 50 @ 5 25 White Hoop mchs. 60 @ 75 Norwegian Round, 100 lbs. 3 75 Round, 40 lbs. 1 90 Scaled 13 Trout No. 1, 100 lbs. 7 50 No. 1, 40 lbs. 3 25 No. 1, 10 lbs. 90 No. 1, 8 lbs. 75 Mackerel 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. 90 No. 1, 8 lbs. 75 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. 90 No. 1, 8 lbs. 75 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 1/2 lb. cans, 3 dz. in cs. 1 90	No. 1, 10 lbs. 1 50 No. 1, 8 lbs. 1 25 Whitefish No. 1, No. 2 Fam. 3 50 100 lbs. 9 75 3 50 10 lbs. 1 12 55 8 lbs. 92 48 SHOE BLACKING Handy Box, large 3 dz 2 50 Handy Box, small 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85 SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rappie in jars 43 SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond, 50 8oz 2 80 Dusky D'nd 100 6 oz 3 80 Jap Rose, 50 bars 3 60 Savon Imperial 3 00 White Russian 3 15 Dome, oval bars 3 00 Satinet, oval 2 70 Snowberry, 100 cakes 4 00 Proctor & Gamble Co. Lenox 3 25 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 25 Lautz Bros. & Co. Acme, 70 bars 4 00 Acme, 30 bars 4 00 Acme, 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 40 Marseilles, 100 cx toilet 4 00 Marseilles, 1/2 bx toilet 2 10 A. B. Wisley Good Cheer 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Glow Dust, 24 large 4 50 Glow Dust, 100-5c 4 00 Kirkoline, 24 4lb. 3 80 Pearline 3 75 Soapine 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 30 Rub-No-More 3 85 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gro. lots 4 50 Sapolio, single boxes 2 25 Sapolio, hand 2 25 Scourine Manufacturing Co. Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/4 SPICES Whole Spices Allspice 10 Cassia, China in mats. 11 Cassia, Canton 16 Cassia, Batavia, bund. 25 Cassia, Saigon, broken 55 Cassia, Saigon, in rolls 55 Cloves, Amboyana 22 Cloves, Zanzibar 16 Mace 55 Nutmegs, 75-80 35 Nutmegs, 105-10 25 Nutmegs, 115-20 20 Pepper, Singapore, blk. 15 Pepper, Singp. white 25 Pepper, shot 17 Pure Ground in Bulk Allspice 14 Cassia, Batavia 28 Cassia, Saigon 55 Cloves, Zanzibar 24 Ginger, African 15 Ginger, Cochon 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singp. white 28 Pepper, Cayenne 20 Sage 20 STARCH Corn Kingsford, 40 lbs. 7 1/2 Muzzy, 20 lb. pkgs. 5 1/2 Muzzy, 40 lb. pkgs. 5 Gloss Kingsford Silver Gloss, 40 lbs. 7 1/2 Silver Gloss, 16 3lbs. 6 3/4 Silver Gloss, 12 6lbs. 8 1/4 Muzzy 48 lb. packages 5 16 5lb. packages 4 1/2 12 6lb. packages 6 50lb. boxes 4 SYRUPS 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 1/2 lb. cans, 3 dz. in cs. 1 90	Fair Pure Cane 16 Good 20 Choice 25 TEA Japan 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 Basket-fired, fancy 40@43 Nibs 26@30 Siftings 10@12 Fannings 14@15 Gunpowder Moyune, medium 28 Moyune, choice 32 Moyune, fancy 40@45 Pingsuey, medium 25@28 Pingsuey, choice 30 Pingsuey, fancy 40@45 Young Hyson Choice 30 Fancy 40@50 Oolong Formosa, fancy 45@60 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 25 Choice 30 Fancy 40@45 India Ceylon, choice 30@35 Fancy 45@50 TOBACCO Fine Cut Cadillac 54 Sweet Loma 24 Hiawatha, 5lb. pails 56 Telegram 30 Pay Car 30 Prairie Rose 49 Protection 40 Sweet Burley 41 Tiger 41 Plug Red Cross 30 Palo 35 Kyo 35 Battle Ax 37 American Eagle 37 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Homesty 43 Tiddy 34 J. T. 33 Piper Hildsick 69 Boot Jack 86 Honey Dip Twist 43 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 52 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I. X. L., 5lb. 27 I. X. L., 16 oz. pails 31 Honey Law 31 Gold Block 40 Flagman 40 Chips 33 Duke's Mixture 21 Duke's Cameo 40 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1 lb. pails 40 Cream 38 Corn Cake, 2 1/2 oz. 26 Corn Cake, 1 lb. 22 Flow Boy, 1 1/2 oz. 39 Flow 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 Self Binder, 16oz. box 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE 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 VINEGAR State Seal 12 Oakland apple cider 14 Morgan's Old Process 14 Barrels free. WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels 1 10 Bushels, wide band 1 25 Market 40 Splint, large 3 50 Splint, medium 3 00 Splint, small 2 75 Willow, Clothes, large 8 25 Willow, Clothes, me'm 7 25 Willow, Clothes, small 6 25	Butter Plates Wire End or Ovals. 1/4 lb., 250 in crate 30 1/2 lb., 250 in crate 30 1 lb., 250 in crate 30 3 lb., 250 in crate 40 5 lb., 250 in crate 50 Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 Clothes Pins Round Head. 4 inch, 5 gross 50 4 1/2 inch, 5 gross 55 Cartons, 20 2 1/2 doz. bxs. 60 Egg Crates and Fillers Humpty Dumpty, 12 dz. 20 No. 1 complete 40 No. 2 complete 28 Case No. 2 fillers 1 35 Case, mediums, 12 sets 1 15 Faucets Cork, lined, 8 in. 70 Cork lined, 9 in. 80 Cork lined, 10 in. 90 Mop Sticks Trojan spring 90 Eclipse patent spring 85 No. 1 common 80 No. 2 pat. brush holder 85 12lb. cotton mop heads 1 40 Ideal No. 7 85 Pails 2-hoop Standard 2 15 3-hoop Standard 2 35 2-wire, Cable 2 25 3-wire, Cable 2 45 Cedar, all red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 45 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 65 Rat, wood 80 Rat, spring 75 Tubs 20-in. Standard, No. 1 8 75 18-in. Standard, No. 2 7 75 16-in. Standard, No. 3 6 75 20-in. Cable, No. 1 9 25 18-in. Cable, No. 2 8 25 16-in. Cable, No. 3 7 25 No. 1 Fibre 10 25 No. 2 Fibre 9 25 No. 3 Fibre 8 25 Washboards Bronze Globe 2 50 Dewey 1 75 Double Acme 3 75 Single Acme 3 15 Double Peerless 3 75 Single Peerless 3 15 Northern Queen 3 1 Double Duplex 2 00 Good Luck 2 75 Universal 3 65 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 13 in. Butter 1 25 15 in. Butter 2 25 17 in. Butter 2 75 19 in. Butter 5 00 Assorted, 13 15-17 2 30 Assorted, 15-17 19 2 25 WRAPPING PAPER Common straw 2 Fibre Manila, white 3 Fibre Manila, colored 4 No. 1 Manila 4 4 Cream Manila 3 3 Butcher's Manila 2 3 Wax Butter, short c't 13 Wax Butter, full count 20 Wax Butter, rolls 19 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Least Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Per lb. Whitefish, Jumbo 16 Whitefish, No. 1 12 Trout 11 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 8 Smoked, White 12 1/2 Chinook Salmon 15 Mackerel 15 Finnan Haddie 15 Roe Shad 15 Shad Roe, each 8 1/2 Speckled Bass 8 1/2 HIDES AND PELTS Hides 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	Pelts Old Wool 20 Lambs 50@ 75 Shearlings 40@ 65 Tallow No. 1 5 No. 2 4 Unwashed, med. Unwashed, fine 23 CONFECTIONS Stick Candy Standard 7 1/2 Standard H H 7 1/2 Standard Twist 8 Cases Jumbo, 32 lb. 7 1/2 Extra H H 10 Boston Cream 18 Big stick, 30 lb. case 8 Mixed Candy Grocers 6 1/2 Competition 7 Special 8 Conserve 7 1/2 Royal 12 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 Fancy-in Pails Gypsy Hearts 14 Coco Bon Bons 14 Fudge Squares 13 Peanut Squares 9 Sugared Peanuts 12 Salted Peanuts 12 Starlight Kisses 13 San Blas Goodies 11 Lozenges, plain 12 Lozenges, printed 12 Champion Chocolate 12 Eclipse Chocolate 14 Eureka Chocolate 15 Quintette Chocolate 14 Champion Gum Drops 9 Moss Drops 10 Lemon Sours 10 Imperials 11 Ital. Cream Opera 12 Ital. Cream Bon Bons 12 Golden Waffles 12 Red Rose Gum Drops 10 Auto Bubbles 13 Fancy-in 5lb. Boxes Old Fashioned Molasses Kisses, 10lb. bx 1 30 Orange Jellies 50 Lemon Sours 60 Old Fashioned Horehound drops 60 Peppermint Drops 60 Champion Choc. Drps 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 Pop Corn Cracker Jack 3 25 Giggles, 5c pkg. ca 3 50 Pop Corn Balls 200s 1 35 Azulikit 100s 2 25 Oh My 100s 3 50 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS—Whole Almonds, Tarragona 16 Almonds, Drake 15 Almonds, California sft. shell 12@13 Brazilis 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 15 Cocoanuts 15 Chestnuts, New York State, per bu. 15 Shelled Spanish Peanuts 9 Pecan Halves 30@32 Walnut Halves 30@32 Filbert Meats 27 Alicante Almonds 42 Jordan Almonds 47 Peanuts Fancy H. P. Suns 6 1/2 @ 7 Roasted 6 1/2 @ 7 Choice, H. P. Jumbo 7



This Helpful Book Free

There is nothing else like it in all business literature. It tells the beginning merchant how to get started and how to succeed. It tells how to find a good location—what the profits should be—the capital needed—about the right kind of fixtures—the composition of the opening stock—how to buy the goods—what to do when the goods arrive—how to use leaders—how to arrange and display the goods—how to get the profit—how to use the window display—how to hire the salespeople and how many—how to conduct the first opening—how to do the advertising and get results—how to economize—how to conduct special sales—how to handle the merchandise—how to keep the books—how to figure the profits—the proper thing to do about insurance—how to get and keep credit—how to use the bank—how to sell the goods—what goods to push and when—how to meet the retail mail order problem—what to do when the danger times come—in short, how to succeed in merchandising.

There are also chapters of deep and vital interest for the large general merchant—and for every merchant, however old, however young.

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BUTLER BROTHERS

Exclusive Wholesalers of General Merchandise

New York, Chicago, St. Louis, Minneapolis

Sample Houses—Baltimore, Cincinnati, Dallas, Kansas City, Omaha, San Francisco, Seattle

Business-Wants Department

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

BUSINESS CHANCES.

For Sale—One outdoor display case, marble base, heavy plate glass, water and dust proof, with nickel fixtures. Sold cheap if taken at once. Address No. 309, care Tradesman. 309

For Sale—Stock dry goods, clothing, shoes and groceries, doing \$135,000 yearly business. Established thirteen years. Other interests demand owner's entire attention. Stock can be reduced to suit purchaser. Brady Bros. & Co., Winfield, Kan. 306

For Sale—Only meat market in good Iowa town of 500 population. Doing a fine business. Address H. E. Evans, Macedonia, Ia. 305

For Sale—Up-to-date furniture store in good city of 40,000. Stock A No. 1 in fine condition. Nothing old nor stale. Best location. Good six year lease, at low rent. Fine opportunity for right party. F. B. Penwell, Trustee, Danville, Ill. 303

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

Small stock general merchandise; fixtures and stock reduced to suit purchaser. Box 127, Crystal, Mich. 302

Bakery and confectionery business for sale, complete. Good business in good town. Will sell cheap on easy terms. Address P. M. Jencks, Windom, Minn. 300

For Sale—\$545 new model six-drawer National Cash Register, for \$360 cash. C. J. Owens, 210 E. Fulton, Grand Rapids, Mich. 299

For Sale—We want you to ask us about our brick and tile plant and our reasons for selling. Twenty acres of best clay, sixty h. p. Atlas engine and boiler, two patent kilns, soft and stiff and machines with capacity of 25,000 each per day. Everything in excellent condition—but we want to sell. There's a reason. Ask us. Birmingham Brick & Tile Co., Ltd., Birmingham, Mich. 296

For Sale—Stock of general merchandise and fixtures, \$1,500. Last year's business, \$8,000. Strictly cash. A bargain if sold in the next sixty days. Address Box 34, Independence, Ind. 295

For Sale—Drug stock, new. Located in farming and resort town, 600 population. On river and railroad. Inventories about \$1,400. Chas. A. Carter, Alanson, Mich. 307

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 Algonquin 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, Dearfield, 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—Pure sorghum, black walnuts, 75c. Write F. Landenberger, Olney, Ill. 249

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

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. 263

Tobacco in natural leaf, at 12½c, 15c, 18c per lb. Send 25c in postage for samples. Frank Dittbenner, Franklin, Ky. 266

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. 543

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. 193

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

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.

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

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

SITUATIONS WANTED.

Wanted—Position by an experienced middle-aged Christian man as clerk in a general store. Good recommends. John Graybill, Clarksburg, Ill. 308

HELP WANTED.

Wanted—A competent hardware man at C. C. & Chester C. Sweet's, Benton Harbor, Mich. 304

Wanted—A salesman to sell a first-class vacuum cleaner at a reasonable price to the trade on commission basis. Address No. 297, care Tradesman. 297

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

Want Ads. continued on next page.

Special Price Current

AXLE GREASE

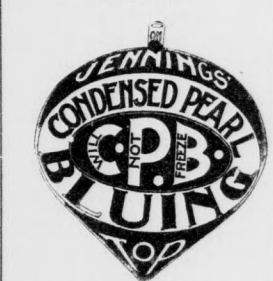


Mica, tin boxes .75 9 00
Paragon .55 6 00

BAKING POWDER

Royal
10c size 90
¼ lb. cans 1 35
6oz. cans 1 90
½ lb. cans 2 50
¾ lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BLUING



C. P. Bluing

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

CIGARS

Johnson Cigar Co.'s Brand



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

O'Halloran Bros. Brands

Tampa Smokers 5c .30 00
Linha
Smokers 5c .35 00
Puritanos 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
Puritanos .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 38 5c pkgs,
per case .2 60

FRESH MEATS

Beef
Carcass .6½ @ 9½
Hindquarters .8 @ 10½
Loins .9 @ 14
Rounds .7½ @ 9
Chucks .7 @ 7½
Plates .6 @ 5
Livers .6 @ 5

Pork

Loins .16
Dressed .11
Boston Butts .15
Shoulders .12½
Leaf Lard .13
Pork Trimmings .11

Mutton

Carcass .10
Lamb .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 29

Jute

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

Cotton Victor

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

Cotton Windsor

50ft. .1 30
60ft. .1 44
70ft. .1 80
90ft. .2 00

Cotton Braided

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

Galvanized Wire

No. 20, each 100ft. long 1 96
No. 19, each 100ft. long 2 10

COFFEE

Roasted
Dwinell-Wright Co.'s B'ds.



White House, 1 lb.
White House, 2 lb.
Excelsior, M & J, 1 lb.
Excelsior, M & J, 2 lb.
Tip Top, M & J, 1 lb.
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination

Distributed by Judson
Grocer Co., Grand Rapids.
Lee, Cady & Smart, Detroit;
Symons Bros. & Co., Saginaw;
Brown, Davis & Warner, Jackson;
Godmark, Durand & Co., Battle Creek;
Fleibach Co., Toledo.

Peerless Evap'd Cream 4 00

FISHING TACKLE

½ to 1 in. 6
1¼ to 2 in. 7
1½ to 2 in. 9
2 in. 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

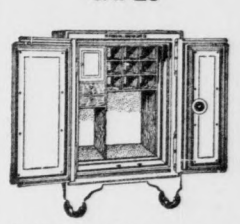
Poles

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

SOAP

Beaver Soap Co.'s 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 boxes 2 40
Black Hawk, ten boxes 2 25

TABLE SAUCES

Halford, large 3 75
Halford, small 2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

NEW YORK MARKET.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Jan. 8—The spot coffee market shows a steady although slight improvement in demand. Holders seem to have a good deal of confidence as to the future of prices, although the speculative market witnessed quite a drop. Maracaibos fetch full value anyway and the same is true of the milder sorts. In store and afloat there are 4,379,138 bags, against 3,740,445 bags at the same time a year ago. In an invoice way Rio No. 7 is quoted at 83½c.

Jobbers generally report a reviving interest in teas and direct imports are steadily diminishing. Japans seem to be doing well, and the same is true of Congous and Country Greens. Prices show no noticeable variation.

Refined sugar is in the usual mid-winter rut. All refiners are holding to 4.95c, less 1 per cent. cash, except one which is quoting 4.85c. Dealers express confidence as to the future and some refineries will, doubtless, watch with much interest the workings of the new sugar scales which Uncle Sam is to install on the docks.

The demand for rice is good—for the time of year—and buyers find they have to pay full values. From the South planters are reported to be holding firmly to their product and, if the deadlock continues, there will be, it seems likely, an appreciable advance. This, however, depends upon the demand for cleaned rice. Prime to choice domestic, 5½@5¾c.

A moderately active jobbing trade is reported in spices and quotations are steady, although without any observable change.

Molasses is unchanged as to quotations. The demand is all that could be looked for in January. Good to prime centrifugals are quoted at 26@30c.

While it seems probable that stocks of canned goods in the hands of jobbers are lower than usual, this fact has not as yet created any increased demand. Buyers are taking only enough goods for present needs and speculation does not exist. Standard 3s, Maryland tomatoes, can be bought for 60c, but at the same time these are said not to "come up to the scratch" when an examination is made, and 62½c is practically the lowest at which "really truly" 3s can be purchased. Peas are in light offering and yet the quantity is apparently sufficient to meet requirements. Opening quotations on Western pack are about the same as last year, but buyers are not much interested. Corn is quiet and unchanged.

Butter shows some advance, with creamery specials now at 36c. At the moment this market is comparatively short on supplies, as shipments have been delayed by severe weather. Extra creamery, 35c; firsts, 32½@34c; creamery, held, specials, 33½@34c; extras, 32@33c; imitation creamery, firsts, 26@28c; factory, 24@25c.

Cheese is in good request and quotations are firm at 17½@18c for full cream specials.

Receipts of fresh-gathered eggs have been so small that arrivals have had scarcely any effect and quotations are tending upward, although it would seem as if 50c would be the limit. Western extras are firm at 43@45c; extra firsts, 40c and from this down to 34c.

Side Light on a Once Popular Landlord.

Written for the Tradesman.

Francis Boxheimer was for many years the proprietor of the Bridge Street House. He owned the building and won fame and fortune by the excellence of the meals he served, the cleanliness of the rooms and beds and the good order that the proprietor maintained. One day a disorderly person created a disturbance in the diningroom and Mr. Boxheimer promptly ejected him. The rowdy suddenly whipped out a knife and stabbed Mr. Boxheimer in the abdomen. The wound inflicted, in the language of Mercutio, was not "as wide as a door nor as deep as a well," and Mr. Boxheimer survived the ordeal, although he did not regain the rugged health he had enjoyed before the assault was made upon his person. In his later years, the early "seventies," he engaged in the business of manufacturing lumber against the advice of friends. The panic of 1873 nearly crushed his enterprise and he died a few years later, poor in purse and crushed in spirits. He was a popular, honorable man. Several of his children reside in the city. Arthur S. White.

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

Buffalo, Jan. 12—Creamery, fresh, 32@36c; dairy, fresh, 23@30c; poor to common, 18@23c.

Eggs—Strictly fresh, candled, 35@36c; cold storage, 26@27c.

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, 18@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., 50c.

Rea & Witzig.

Safest Vault in the World.

The Bank of England is considered to have one of the most nearly impregnable vaults of any bank in the world. It is sixty-six feet below the level of the street. Above it is twenty feet of concrete, holding seven feet of water, and below, the same concrete barrier and depth of water. In this manner tunneling becomes impossible, while with the soldier guard posted every night, the conservative Briton has reason to believe in the security of his "Old Lady of Thread-needle street."

Many men would be religious if their friends were not so anxious to make it seem petty and ridiculous.

Late State Items.

Detroit—A new company has been organized under the style of the Wayne Cabinet Co. to manufacture and sell automobiles, steering wheels and bodies and auto cabinet work, with an authorized capital stock of \$20,000, all of which has been subscribed and paid in in cash.

Kalamazoo—The Van Bochove & Sons Manufacturing Co. has engaged in business for the purpose of manufacturing and selling building materials, with an authorized capital stock of \$25,000, of which \$20,000 has been subscribed, \$5,000 being paid in in cash and \$10,000 in property.

Alpena—George N. Fletcher & Sons, engaged in the lumber business many years at this place and heavily interested in the paper manufacturing establishment here, have bought all the interests of W. A. Comstock in the Alpena Power Co., Ltd., the Alpena Electric Light Co. and the Thunder Bay Boom Co.

Detroit—The San Telmo Cigar Manufacturing Co. has purchased 195 feet of frontage at Michigan avenue and Thirty-fifth street and will erect a cigar plant four stories high and basement, fire-proof, and of sufficient capacity to give employment to 1,000 hands within a year. The deal was negotiated by John E. Patterson for Carl Bauer.

Rockford—The Hunting Co., manufacturer of implements, has merged its business into a stock company under the style of the Hunting Well Cover Co., for the purpose of manufacturing well covers, cistern covers and other foundry supplies, with an authorized capitalization of \$10,000, all of which has been subscribed, \$1,500 being paid in in cash and \$4.990 in property.

Ypsilanti—Lewis & Geer, who about a year ago commenced the manufacture of lawn swings and other lawn furniture, are moving into their new factory on Railroad street, east of the Peninsular mill. The firm's business has grown amazingly. They had scarcely got started when the rush of orders made it necessary for them to lease the old East Side house adjoining their factory from the city and by summertime it was seen that a new and large building would soon be a necessity.

Lewiston—The Michelson-Hanson Lumber Co.'s plant here is expected to exhaust all available timber owned by the company in this vicinity and go out of commission in April. The greater portion of the remainder of the year will be required to dispose of and ship the lumber and close out the business of the company. D. M. Kneeland has managed the plant for many years and is a stockholder. He is largely identified in the two Kneeland-Bigelow and Buell mills at Bay City, concerns which are not unlikely to make investments on the Pacific coast in the near future.

Saginaw—J. H. and H. L. Berst, of the Berst Manufacturing Co., have recently invested \$100,000 in timber properties near Portland, Ore., and the former has taken up his residence at Portland to look after the interests of the firm. The Berst Manufactur-

ing Co., which manufactures toothpicks and one or two other wooden specialties, has been operating twelve years and has been very successful from the start. The plant consumes about 4,000,000 feet of maple and birch timber annually, employ 150 hands and manufactures 15,000,000 toothpicks a day. The timber is bought along the line of the Mackinaw division of the Michigan Central.

New York City real estate is too valuable to be occupied by any institution that fails to be a profitable investment. Madison Square Garden will soon be razed to make room for a skyscraper office building. Within a score of years this noted structure has been the scene of many of the greatest gatherings ever assembled in this country. It was designed by Stanford White, who met a tragic death a few years ago from a shot fired by Harry Thaw at the roof garden of the building. The location is ideal for concerts and shows, but unfortunately its income has not met the expectations of the parties who spent \$3,000,000 on its erection.

A Government expert who is figuring on the cost of living reports that, on an average for the whole country, since December 1, beef, rice, potatoes, raisins, cranberries, mackerel, silk, olive oil, nails, paper and borax not only have shown no increase but have decreased in cost. Among the items in the price of which there has been no change are bread, codfish, molasses, apples, anthracite, soft coal, petroleum and alum. This is quite an interesting array.

BUSINESS CHANCES.

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

FARM LANDS

Texas Orange Groves—Five acres, 50 months old, \$1,500. \$250 cash, \$25 monthly for 50 months. No taxes, no interest. Absolutely favorable contract. Limited number. Texas lands for sale. Special excursions Jan. 18 and Feb. 15. Particulars free. H. D. Armstrong, Gen'l Agt., 88 Griswold St., Detroit, Mich. 298

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

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

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

SPECIAL FEATURES.

Interest in a live copper gold mining property, situated between two proven ore producers, new camp, on the Great Northern Railway; property working, miners taking pay in stock at 25c per share; will sell stock, part cash, part on contract terms; correspondence solicited. Address Close Corporation, P. O. Box 65, Spokane, Wash. 301

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

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

There are two kinds of flour

Fanchon

"The Flour of Quality"

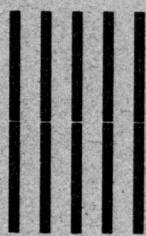
and
the others

Distributed by

Judson Grocer Co.

Grand Rapids, Mich.

If Your Customers Find the Cut of Our "QUAKER"

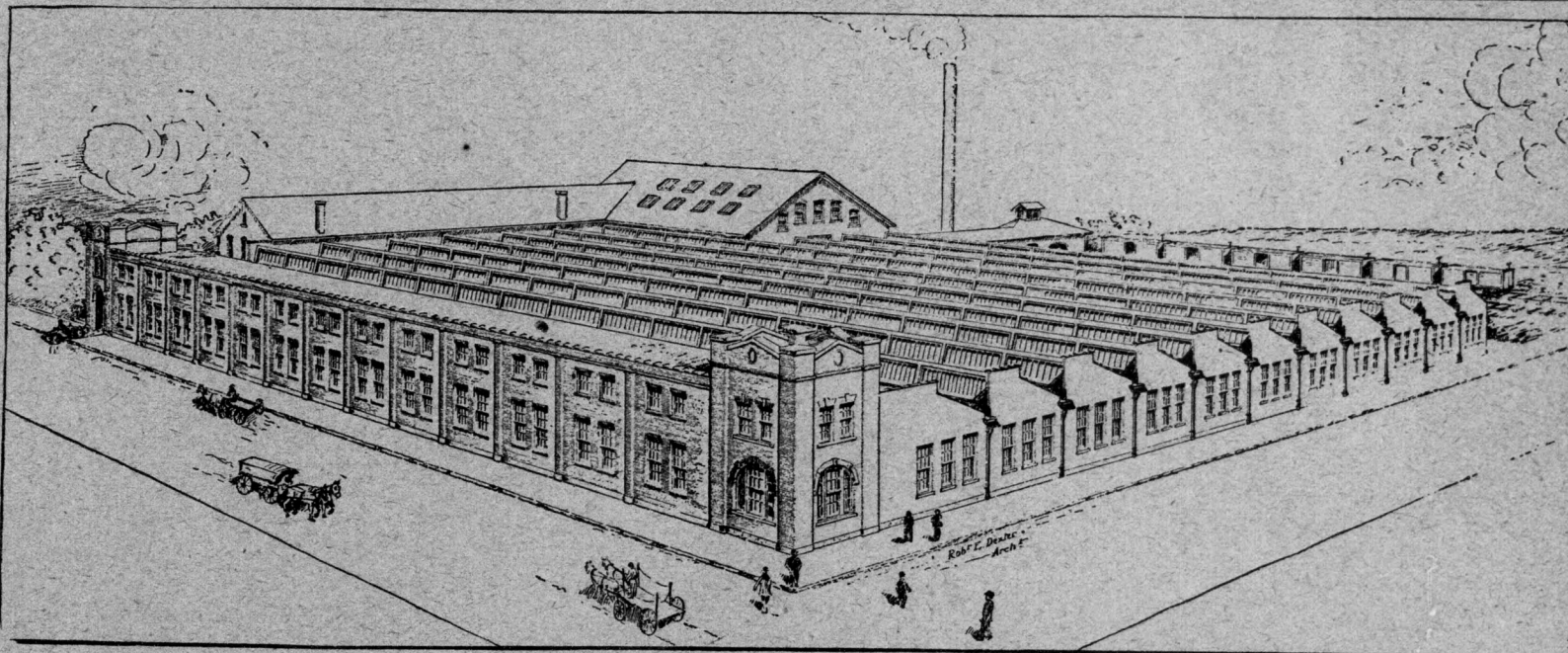


on their packages of Coffee
and Spices they will be
certain they bought
the RIGHT KINDS.

WORDEN GROCER COMPANY

Grand Rapids

The "Right Kind" Wholesalers



HOW DOES THIS LOOK TO YOU?

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 enamelling 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.

FACTORY
The Computing Scale Co.
DAYTON, OHIO

Please mention Michigan Tradesman when writing for catalogue

Sole Distributors
Moneyweight Scale Co.
58 State Street, CHICAGO

If Somebody Else Made Ketchup

As Good as Blue Label, We Would Make it Better—But
Neither Is Possible



Every customer you ever had for BLUE LABEL KETCHUP is still buying it. Those who buy some other ketchup do so because they don't know BLUE LABEL—they couldn't have any other reason.

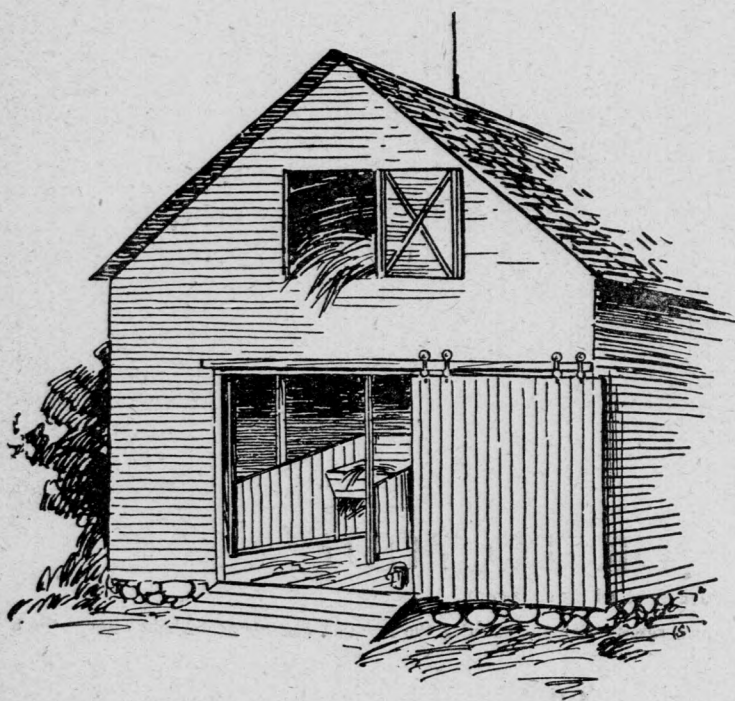
The best way to hold your customers is to please them. The best way to please them is to set them right when they are going wrong—tell them about the **good things**. Don't wait for some other grocer to tell them.

There is another reason for telling them to use BLUE LABEL KETCHUP—it pays you a good profit. These are the only things you need think about—pleasing your trade and making money.

Conforms to the National Pure Food Laws

CURTICE BROTHERS CO., Rochester, N. Y.

Lock the Door and Save the Horse



The losses that come to us in this life are for the most part the result of not living up to our best thought.

As a good business man you know that you can not afford to be without

A Bang Up Good Safe

Honest, now, what would you do if your store should burn to-night and your account books were destroyed? How much do you think you would be able to collect? Mighty little.

Don't run the risk, neighbor, you can't afford to. A safe, a good safe, doesn't cost you very much if you buy it from us.

It will only cost you two cents anyway to write us to-day and find out about it.

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