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Number 1374



BENJAMIN FRANKLIN

Born at Boston January 17, 1706
Died at Philadelphia April 17, 1790

FRANKLIN'S PRAYER

"That I may have tenderness for the meek; that I may be kind to my neighbors, good-natured to my companions and hospitable to strangers—Help me, O God!

"That I may be averse to craft and over-reaching, abhor extortion and every kind of weakness and wickedness—Help me, O God!

"That I may have constant regard to honor and probity; that I may possess an innocent and good conscience and at length become truly virtuous, magnanimous and helpful to my fellow men—Help me, O God!

"That I may refrain from calumny and detraction; that I may abhor deceit and avoid lying, envy and fraud, flattery, hatred, malice and ingratitude—Help me, O God!"

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.



"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.

On account of the Pure Food Law
there is a greater demand than
ever for * * * * *

Pure Cider Vinegar

We guarantee our vinegar to be
absolutely pure, made from apples
and free from all artificial color-
ing. Our vinegar meets the re-
quirements of the Pure Food Laws
of every State in the Union. * *

The Williams Bros. Co.

Manufacturers

Picklers and Preservers

Detroit, Mich.

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.

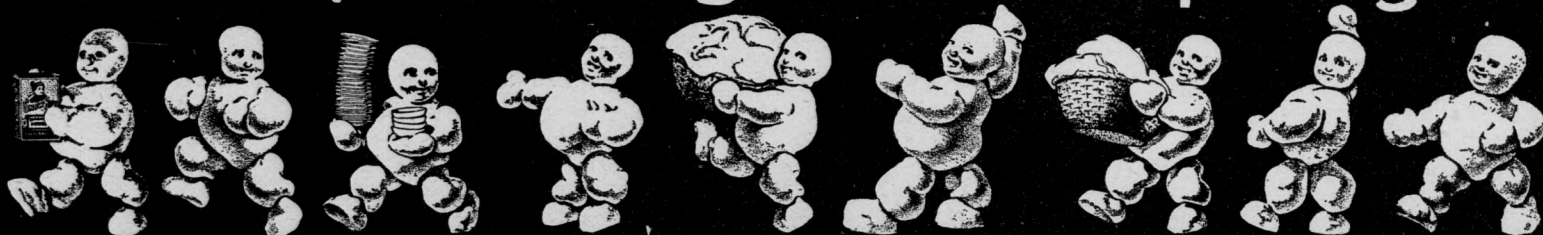


The Sealship Oyster System, Inc.

South Norwalk

Connecticut

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.

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THE ANGLO-SAXON OF IT.

A bit of needless alarm is finding expression now and then in regard to the outcome of so much emigration to the United States from the other parts of the world. What's going to come of it? The number of aliens admitted to the country in 1909 was more than a million and the total immigration since 1820 almost reaches thirty millions. What is going to become of us? Are we, the American people, going to be swallowed up by these immense waves of foreigners that come flowing in upon us at the rate of a million a year?

A writer of considerable note says there is no danger. America is, a "great melting pot," "God's crucible," and as fast as these peoples come into the great melting pot they go like the compound in the crucible of the chemist, where after due time they melt and on cooling crystallize and lo! the American.

That may be the chemical method, but not so far as the Anglo-Saxon is concerned. To him this race fresher is an old story. That probably is one reason why he makes no fuss about it. Invited to come to England from their home on the North Sea our Saxon forebears, accepting the invitation, were pleased with the soil and the climate and stayed. Finding the Angles to their liking there was a mutual attraction and in time began the long line of Saxon kings. Later came the Conqueror with his Normans, but the Saxon in spite of the inundation held his own. Not a melting pot, not a crucible, was there to help matters, but doggedly he clung to his language and his manners and Normandy gave in. The fact is the Anglo-Saxon absorbed the foreigner and he did it so gradually and persistently that Saxon and Norman woke up one morning and found themselves English. Centuries after Cromwell and the Mayflower business came in and lo! the American; no more to be accounted for than the transmutation of wheat into manhood. Ireland came

to us first and the Irish-American was the result, whose children are as good samples of American citizenship as are the children of the Pilgrim Fathers. What is true of one nationality is true of all the others. What the theory is, what the process is, nobody knows. They come to us, these yearly millions, and they come to stay. Some of them never change their nationality or their language or their customs; but when the end comes they die Americans, and while their lives are gladdened with pictures and memories of the old home in the Old Country there is something which makes them love better what the New Land and the New Country give them and they go to sleep thankful for the change that has made them what they were not and never could be in a country shadowed by a scepter and a crown.

So, then, without fear or trembling let the absorption go bravely on. Melting pot or crucible it can make but little difference what the process is as long as the result is the same. "God moves in a mysterious way his wonders to perform," and while we can never hope to understand either the way or the wonder we are sure of this, that the foreigner does become the American and that the American, irrespective of parentage, is and always has been a power in the management of human affairs.

Cities' Atmosphere Studied by Germans.

German cities are studying their atmospheric conditions. The fact that sunshine lessens as population becomes more dense, and especially when the activity of industrial centers expands superficially and increases in intensity, has long been noted. An increasing tendency to fog has also been observed, and both are effects of the imperfect and incomplete combustion of coal.

Modern industry pays toll for this in the injury of delicate fabrics, the general depreciation in the value of many articles of trade and household use and the increased cost of cleansing. Since the battle is waged with growing energy against tuberculosis, physicians and students of social science feel that the problem of purer air for the dwellers in cities has become primally important.

Statistics have been collected for some time past. They demonstrate how little sunshine falls to the lot of residents of industrial cities even when the sun is not obscured by smoke particles. In no German city has the loss of sunshine, due to fog, equaled that of London, where the foggy days during the three months, December, January and February, increased from eighteen to thirty-one during the last half of the last century.

THE BEDROCK OF BUSINESS.

Nothing is truer in trade than the fact that traffic has nothing to do with the affections. Both sides of the bargain are determined to have the half-cent of the divided quarter. Pushed to the wall with the statement that five mills are not worth quarreling about, the wranglers will both declare that justice is always worth fighting for; that it is the principle of the thing which is important, and that, anyway, every man should have and insist on having what is rightfully his own, be it but so much as "the division of the twentieth part of one poor scruple." Nobody denies this any more than he denies that business is based upon the law of equal values and that "if the scale do turn but in the estimation of a hair," business is upset, the deal is no longer square and that the game played after such dealing is unfair if not dishonest, so that when the bedrock of business is reached the principle of business is there, which is only another word for equity, justice, the giving of each man his due and persistently seeing to it that he has just that.

It has seemed necessary to uncover this fundamental truth of the trading world because three clergymen from as many sections of the country are reported to have "left their sacred calling because they could not live straightforward, honest lives, as ministers of the gospel," and after trying it they had decided to give it up. At once the old saying, "jumping from the frying pan into the fire," comes up for consideration, for if a clergyman can not live and be honest the world to a man earnestly asks, "Who can?" Without knowing or caring much about the trials and temptations of a clerical life that profession has to take its chances with the rest of human vocations, each one of them having its own trials and perplexities and, as these retiring ministers have put it, its temptations, but these last are constantly assailing living breathing humanity and a change of business never has and never will ward off or lessen the temptations.

From the world's point of view a single essential is necessary, genuine manhood. The world does not know and has no business to know what link in the chain of their characters was weakest, but it does know that the weakest link must stand the strain, and it also believes that a man, be he preacher or layman, finding that weak link, has for his first life duty the strengthening of it until it is equal and more than equal to whatever is required of it.

Under the circumstances the "I can't" was too much for the "I can" and the clergymen were wise in following the course they have; but the new vocation will not relieve them of

their trouble and they will find, as their fellowmen have found, that manhood is the bedrock of business and that the success founded upon it and developing from it will be worth the having only just in proportion as it meets and overcomes the very temptations that have been too much for these ministers of the gospel.

CUTTING PRICES.

This can be made advantageous or it can be quite the reverse. As warm weather approaches we expect to cut prices on winter goods, to sell some of them even below cost rather than carry them over. Our customers expect this, too, and some of them have waited for the opportune moment. They can analyze the situation as well as we, can recognize it as simply a matter of business.

There are bargains in all-season goods not so readily explained. The "sheriff's sale," which enabled us to make a special bargain in table linen, may not be swallowed without a grain of suspicion. If the prices are really down, all good. But beware of making claims which you can not substantiate. A woman who is persuaded into a purchase of table linen on the assurance that she is getting from 10 to 25 per cent. discount will eventually find out through some one if it is the identical price which you or a contemporary have been asking for the last six months.

Remnants of silk or lace, sold at regular prices, will finally be recognized for their true worth. It is all right to offer bargains along certain lines; to cut prices occasionally, even if the profit is small. The increased sales will more than balance the decrease in each individual sale; but it is never profitable to strive to profit under a wrong impression. You may advertise a great cut in sheeting, and then by making the cut on one or two pieces fancy that you have gained your point without a sacrifice of character and reputation. But almost certainly some one will buy from the other web and then compare prices with a neighbor who purchased a month ago. The result is two women will have proved your sham!

When a thing gets intolerably bad we usually eliminate it from the language of decency and leave it in active existence.

Some men think they are exhibiting faith in Providence when they buy a horse on his specifications.

In religion most people hope to be cured by the doctor's words instead of by their obedience.

Anxiety tries to see the mountains in the way and trips us up over a pebble.

THIRTY-SEVEN THOUSAND.

Full List of the Creditors of Bankrupt Levinson.

As the particulars of the failure of the Levinson Department Store (Petoskey) are disclosed, the circumstances look more and more suspicious. It is reported that Levinson has had two fires and three failures and because of his record and because of the clever manner in which he has evidently planned the present failure there is a determined disposition on the part of the creditors to prevent him or his friends from resuming business by the purchase of the Petoskey stock. The Tradesman has been able to secure an itemized list of the creditors, which may contain some errors as to names because the handwriting in the list is wretchedly poor. The amounts, however, will be found to be substantially correct:

Mackey Nesbit & Co.	\$ 141.21
Myers & Co.	132.25
S. F. Myers & Co.	53.35
Hutchens & Potter	127.58
Strouss, Eisendrath & Co.	389.75
Imperial Leather Mfg. Co.	77.10
Morris Maraus	23.25
Weingarten Bros.	60.63
Western Grip & Trunk Co.	100.35
Pottsdam Clothing Co.	132.75
E. A. Mallory & Sons	292.50
Wm. W. Constad & Co.	91.25
Toerber Woolen Mills	57.20
The Root-McBride Co.	17.50
T. N. Thompson & Co.	70.25
W. Bluestein	75.75
Chas. W. Powell Mfg. Co.	46.26
S. Deiches & Co.	56.25
Joseph Wilde & Co.	140.63
Alfred Decker & Co.	674.00
Rubens & Marble	51.25
A. B. Andrews Co.	119.20
Frank & Bauer	66.75
M. M. Secor Trunk Co.	31.85
Kohn & Baer	69.25
Frank & Frank	89.63
Belding Bros. & Co.	115.03
A. & B. Hamleisch	17.50
Byron Bros. Cloak Co.	97.50
S. M. Hexter & Co.	84.39
Hersch & Bros.	40.00
Springfield Knitting Co.	31.50
Jacob Laskin & Co.	49.00
Cleve Clothing Co.	358.50
S. M. Worthheimer & Co.	17.25
Chas. M. Melsner & Bros.	40.50
Miller, Bamheyer & Co.	99.26
Guage Bros. & Co.	132.00
The Arlington Co.	16.15
Leon Mann Co.	50.00
Segries & Co.	115.50
Robert Johns	8.95
Edson Keith & Co.	96.00
Mason, Campbell & Co.	8.50
International Lace Co.	86.10
Cone & Rosenberger	4.50
Morris R. Silverman	26.25
J. Sable Button Co.	28.69
V. Parvis & Co.	50.46
M. Swartz & Sons	150.25
Chicago Mercantile Co.	45.50
Carter-Crume Co., Ltd.	22.95
Sarlin & Shapiro	97.00
Kalvin Stern & Frohman	71.25
Woods & Logan	57.58
Henry Sonneborn & Co.	188.00
Daniels Co.	26.25
Duck Brand Co.	82.05
Gould Specialty Co.	91.82
F. Buellner Co.	82.55
Great Northern Rubber Co.	78.88
Sperling & Sperling	403.50
A. Kroll & Co.	75.82
Sam'l Kaplin & Bros.	355.00
Heidelberg, Wolff & Co.	53.50
Beals & Selkirk	39.50
Shaff & Mandel	284.00
American Ladies' Tailoring Co.	40.08
Owen China Co.	26.75
Thos. Young	22.50
J. Samuels & Bros.	448.50
United Supply Co.	23.25
Ohio Suspender Co.	124.00
E. J. Wilkun Co.	103.75
Cincinnati Garter Co.	17.15
Tesser Bros.	100.00
Lamson Cash Carrier Co.	7.13
Rosenwald & Well	103.75
James S. Kirk & Co.	23.43
The Hershey Rice Mfg. Co.	156.10
Herman Sperling	104.99
Lavey & Co.	76.50
Leicester & Continental Mills Co.	16.00
Japanese Importing Co.	21.60
Dunn Art Fixture Co.	52.00
Elite Works	259.13
Moore & Evans	43.25
Waterloo Skirt & Garment Co.	275.50
Austin Hulbert	211.28
Graff, Hovland Co.	176.00
Nonpareil Overgater Co.	28.75
I. S. Knee Pants Co.	58.50
Greenhutt Cloak Co.	536.00
L. Oppenheimer & Levi	215.92
The L. Lehman Co.	184.82
Lundberg Edwards & Co.	4.00
Chas. Alshuler Mfg. Co.	61.25
Botschuld Bros.	20.52

C. Kenyon Co.	88.25
L. Hershfield & Bros.	346.25
Knotair Hosiery Co.	8.51
Max. Davidson & Sons	69.00
Thomas P. Taylor Co.	120.75
V. Sahlin Co.	17.00
Marcus C. Schulang	32.75
Sidway Mercantile Co.	4.75
Mutual Trading Co.	140.50
Zucker & Josephy	21.00
Acme Glove Co.	18.75
American Tag Co.	8.11
John Davenport & Co.	107.19
M. Attman & Co.	457.55
A. S. Klein & Co.	7.20
M. P. Ansorg	59.25
Central Rubber Co.	27.50
I. Kamnisky	48.00
John Milloy & Co.	119.89
Rock River Cotton Co.	81.40
Louis Pfalzer & Sons	5.18
A. G. Spalding & Bros.	101.49
Standard Knitting Co.	586.75
Onelda Hosiery Co.	98.40
Laughlin Mfg. Co.	16.20
Goodyear India Rubber Co.	29.51
Lyons Mfg. Co.	156.47
Wolverine Gil Co.	5.50
Beacon Mfg. Co.	139.05
Buffalo Knitting Co.	42.00
Delano & Wheeler	18.00
Warren Leather Goods Co.	16.00
American Lace Mfg. Co.	217.71
John B. Stetson Co.	87.50
Berkshire Mfg. Co.	194.00
Lupzig Fur Co.	147.00
Flaxman & Loveman	102.63
Old Colony Hat Co.	3.50
Langrock Bros.	18.40
J. W. Fredrick & Co.	68.72
M. Moor Garment Factory	62.62
Kenneth C. Craigie	72.00
Edwin Potoskey	21.00
Cass & Rosenchall	203.89
Standard Mills	109.33
W. Siefert	40.50
Schlang & Livingston	24.00
Aaron Cannter	3.75
Casper & Beck	18.00
Taft & Co.	390.25
Crown Veiling Co.	103.53
Lock & Clark Co.	116.75
Princess Waist Co.	16.25
Altman Neckwear Co.	31.50
Sam'l Rosenthal & Bro.	624.50
Lord & Taylor	239.40
A. H. Hollander	73.50
Yale Textile Co.	267.00
H. M. Lindenthal & Sons	200.00
B. Butzel	19.34
Chas. R. De BeVoise Co.	41.55
H. B. Claffin Co.	282.12
Meyerhoff, Son & Co.	52.50
Sweet Orr & Co.	296.73
Wm. Jackmain Sons	78.00
J. M. Brady & Co.	529.33
The Annex	472.75
Gaford Mfg. Co.	114.00
McKibbin, Drescoll & Dorsey	23.50
J. S. Temple	118.80
Carter & Holms	383.14
R. & G. Corset Co.	73.79
Northern Clothing Co.	31.75
Marshall Field & Company	3,770.76
Superior Underwear Co.	54.00
Hart, Schaffner & Marx	3,978.16
S. & H. Rosenthal	81.25
Batterson Button Co.	31.50
Home Needlework Co.	14.00
Guarantee Glove Co.	71.69
Truman Bros.	228.00
Kabo Corset Co.	203.86
Wm. Skinner Mfg. Co.	127.00
Theo. Robinson	106.13
Rosenthal, Seigel Co.	551.50
Clark & Ambranson	41.00
American Silk Co.	706.09
Friedman Bros. Co.	272.50
Regal Shoe Co.	577.96
M. Martin & Co.	366.13
Birkerfeld Strauss & Co.	89.88
Stone Bros.	473.89
Carson, Pirie, Scott & Co.	536.25
Sidwell-DeWindt Co.	258.30
Cluett, Peabody & Co.	474.75
Stone & Co.	55.43
Imperial Skirt Co.	231.00
P. Stirper Trunk Co.	138.10
A. E. Nettleton Co.	116.75
M. Wile & Co.	731.50
Fay & Friedsam	75.00
M. Gimbal & Sons	287.25
Ritter Bros.	153.11
Tutelman Bros.	111.27
Gustave A. Cohn	41.50
The New York Dry Goods Co.	110.25
S. Korach & Co.	304.00
Minneapolis Knitting Works	13.10
Zimmerman & Levi	36.00
Columbia Mfg. Co.	76.00
Newton Annis	184.75
Thomas G. Plant Co.	554.15
Gold Band Hat Mfg. Co.	170.51
Wick Narrow Fabric Co.	8.68
Sam'l Hadler Co.	30.00
Ederhelm Stein & Co.	65.25
Mann & Lovejoy	50.00
Crest Mfg. Co.	41.62
Sterling Garment Co.	148.50
J. Dukor & Co.	2.20
Bison Knitting Co.	149.25
H. Neldecker & Co.	79.37
Hewes & Potter	161.81
Sprague Warner & Co.	38.00
Kendalville Mfg. Co.	37.50
Hoffsladt & Robinson	173.00
Osmic Chemical Co.	10.75

NEW VEILINGS.

A Choice Between Large and Small Figures.

Written for the Tradesman.

Women possessed of what is generally acknowledged to be the very best taste have the good sense always to avoid the extreme in everything along the line of apparel. They never affect the bizarre.

When she comes face to face with veils the woman of good taste will eschew those of extremely coarse mesh, although it must be confessed that some of these are undeniably stunning. Some of the largest patterns strongly resemble the aeroplane veil which was a favorite with hundreds toward the end of last season. The present big patterns are, undoubtedly, influenced by the novelty styles that met the fancy of so many devotees of Dame Fashion in the autumn and early days of winter.

In Gay Paris tiny dots are all the rage. The smaller they are the better liked, and it is quite probable that these will continue in vogue for some time. In the latest importations from Fashion's center across the Big Pond are seen many veilings with the heavy octagonal or other geometrically-figured mesh, but every indication points to increasing preference for the small-mesh veils.

The open designs of last year have given place to veilings of much firmer construction.

Both the average Americaine and Parisienne are partial to the octagon in both large and small size and in both coarse and fine mesh. Other patterns expected to excite a healthy demand are the veilings in the fern and the rose. These will be large. Besides this copying of things horticultural the spider-web effect will be likely to be a great favorite.

In buying a veil a woman should not, under any consideration whatever, allow herself to invest her money in a veil the figures of which in any way detract from whatever of good looks Nature has blessed her with. Some veils have figures that make a fine looking woman without a veil over her features look positively hideous with one partially concealing her face. They seem to reveal lines that do not exist and to accentuate even the tiniest that do, while veils with other shaped figures bring out all a woman's prettiest points and make her seem to have others that she does not possess. Curlycues are especially trying, as they seldom come in the right place on the face, one near the mouth often making a woman appear to have a wrinkle that begins at the corner and extends over her cheek, ending where "crows'-feet" begin. Wrinkles around the mouth are said to be "the penalty we pay for laughter," but, even if they are an indication of a frolicsome spirit, at the same time they betray the owner's tendency to grow old.

Buy a modish veil, by all manner of means, but, as you value your life—or your reputation for beauty, which is the same thing, so far as a charming woman is concerned—beware of

the veil that makes you "look older" or that otherwise detracts from your facial fascination. H. E. R. S.

Get Together and Advertise.

If you are really in earnest and want to do something to keep your neighbors from sending their money away to the mail order houses suppose you get out and talk to the other merchants of your town. This will cost you nothing but time. Get them to see where it will be to their advantage to get together on a policy which will enable each one to add a few new lines to the stock carried, with the understanding that each be allowed to carry such lines exclusively, and each time a retailer feels the need of adding something else in future he can take up some line not yet handled in the town, and thus make it possible for buyers to buy a much wider range of goods there.

There should be no weakening nor let-up. It is a righteous struggle in which retailers all over the country are vitally concerned, and the prosperity of many a town and hamlet is at stake, therefore it is well for them to get together and advertise their town and its merchandise to the farmers of their county.

Saints seldom suffer from a sense of superiority.

IF YOU CAN GET
Better Light

with a lamp that uses
Less Than Half the Current
what can you afford to
pay for the new lamp?



The G.E. Tungsten

is a masterpiece of invention, genius and manufacturing skill. We can supply it at a price which will enable you to make an important saving in the cost of your lighting.

Grand Rapids-Muskegon
Power Co.
Grand Rapids, Mich.

City Phone 4261 Bell Main 4277

A present annoyance will try out sainthood much better than a prospective martyrdom.

One is not necessarily en route to glory because he has turned his back on other sinners.

SWEET'S HOTEL.**Partial Destruction by Fire Thirty-Eight Years Ago.**

Written for the Tradesman.

On the 20th day of February, 1872, at 11 p. m., fire was discovered on the second floor of the Pearl street section of Sweet's Hotel, now the Pantlind. The night was cold but calm and the fire, which originated in a defective flue in the kitchen, burned slowly. The volunteer fire department, composed of one steamer, the "David Caswell," and hand engine companies, Alert No. 1 and Wolverine No. 3, responded quite promptly. This was an unusual record in view of the fact that the steamer in that year was drawn by a team—owned by John M. Gorham, now deceased—that was usually at work on the streets remote from the engine house when most needed. The only supply of water available on the night mentioned was contained in a cistern located on Pearl street opposite the entrance to the Arcade and the eastern branch of the river, now covered in part by the Fourth National Bank. The steamer took water at the cistern, while one of the hand engines was drawn down the steep embankment to the river and set to work pumping water to the other stationed at the rear of the hotel. A telegram to Grand Haven, asking for assistance, was responded to by the fire company of that place with a steamer. In a short time the water in the cistern was pumped out and it became necessary to move the "Caswell" to the river. In going down the

steep embankment the engine upset and sustained damages that rendered it useless.

The company from Grand Haven stationed their steamer at the Pearl street cistern, which had partly filled with water after the "Caswell" stopped pumping, but almost at the first stroke of her piston a stone was sucked into the pump. Unable to render any service on account of the accident the company returned to Grand Haven and the work of extinguishing the fire was left to the hand engine companies. Every man available was called upon to render service on the brakes and at daylight the flames were quenched, after burning out the second, third and fourth floors of the section. The building belonged to Martin L. Sweet, while the proprietor of the hotel was T. Hawley Lyon. Mr. Lyon was absent from the city, but his trusted lieutenants, John Winters, George Woodbury, Mort. Rathbone and "Mike" Powers, took charge of his affairs. Most of the furniture was destroyed. The house was closed and accommodations for the traveling public were confined to the narrow facilities of the Rathbun House, the Eagle Hotel and the Bridge Street House.

J. Sears Peck, who had been associated with the hotel, leased the Godfrey building, on the corner of Monroe and Ionia streets, and soon afterward opened it to the public under the name of Peck's European Hotel. The building was new and had been erected especially in view of its occupancy by lawyers, doctors and oth-

ers requiring offices. The rooms were adaptable for lodgings. A bar and diningroom were located in the basement, while the office was opened in that part of the building now occupied by M. H. Treusch & Brother. Peck was an experienced hotelkeeper, but while the traveling public quickly filled the rooms, the European plan did not satisfy his patrons. Finally the stores now occupied by H. W. Beecher and the barber shop, which had been reserved for sample rooms, were furnished for serving meals and the hotel was then conducted on both plans. So great was the demand for accommodations that Mr. Peck leased the rooms above the stores in the Tracy block, adjoining the hotel on the east, and furnished the same for ledgers. In the meantime the work of repairing the damage caused by the fire to Sweet's Hotel was in progress and when, six months later, it was opened for business Peck's European Hotel was abandoned by the traveling public and its career as a public house was shortly after terminated. Peck made the most of his opportunity and while it lasted the business transacted was very profitable.

The fire in Sweet's Hotel afforded an old-time friend of the writer, William M. Hathaway, an opportunity to publish a joke in one of the morning newspapers at his expense. When the writer arrived home at daylight after the fire he found a young son awaiting an introduction. Hathaway stated that the writer had entered his home unexpectedly and found a young man in bed with his wife, but on ac-

count of his youth, the life of the intruder had been spared. A week's salary spent for cigars and distributed among friends and a tongue worn thin in offering explanations of the situation hardly satisfied the curious. Even in this late day it is not unusual for some friend among the old settlers to recall Hathaway's joke.

Arthur S. White.

Family Book-keeping.

"My account book," she said, proudly, "showed that I had \$8.15 more than I really did have, so I felt at liberty to expend the excess."

"But there wasn't any excess," he protested.

"Oh, yes, there was," she replied. "The book showed it."

"If you didn't have the money," he urged, "it was a shortage."

"Certainly not," she returned. "It was right there on the book—\$8.15 more than I had—and when the balance was so much bigger than it should be I felt free to spend the money."

"If you had more money in your purse than the book showed," he suggested, "what then?"

"I would have spent it," she answered. "Either way it's all the same."

And now he is trying to get her to give up keeping accounts.

He who sets his sails to the winds of applause steers with his back to the future.

You can never pray for another with your lips alone.

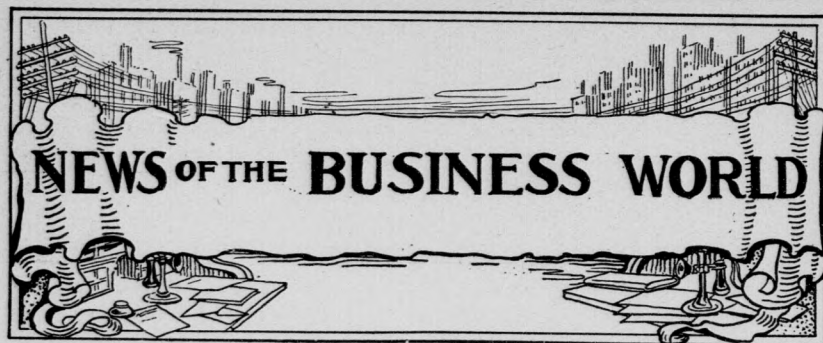
To Get and Hold Trade

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

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

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

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



Movements of Merchants.

Owosso—Joseph Bryan has opened a clothing and men's furnishing store here.

Marquette—J. E. Rosenberg will open a women's furnishing store here Feb. 1.

Reed City—A. B. Davis has moved his grocery stock from Hawkins to this place.

Boyne City—Wenzell Bros. will engage in the merchant tailoring business Feb. 1.

South Frankfort—Parmeter, Stubbs & Co. succeed Parmeter & Andrus in the bazaar business.

Otsego—C. E. Pipp has added a line of furniture to his stock of implements and hardware.

Dowagiac—F. A. Vollmer, recently of Bangor, succeeds John Davidson in the grocery business.

Battle Creek—The Wilder & Champion Co. has changed its name to the John M. Wilder Co.

Olivet—Clyde Ball, recently of Eaton Rapids, will open a bakery and novelty store here Feb. 1.

Deckerville—The State Bank of Deckerville has increased its capital stock from \$15,000 to \$20,000.

Traverse City—J. H. McAllister has purchased the West End drug store and will increase the stock.

Adrian—William Stansell has sold his interest in the Fox & Stansell baking business to La Vern Larzalere.

Collins—E. R. Williams has sold his stock of general merchandise to R. A. Latting, recently of Grand Ledge.

Reed City—J. W. Patterson has engaged in the clothing business, having purchased the remainder of the Ira J. Gilbert stock.

Vandalia—Fisher & Reynolds, of Cassopolis, are putting in a branch hardware store here. Morton East will manage the same.

Grand Haven—Peter Dornbos has moved his tobacco and cigar stock to his new store on the corner of Washington and First streets.

Traverse City—John Stabler, of Petoskey, has rented the meat market division of the Majestic grocery and will conduct it hereafter.

Butternut—F. R. Willett and Z. D. Rule have formed a copartnership and purchased the M. A. De Hart & Co. stock of general merchandise.

Calumet—Harper & Thomas have decided to take a new name for their place of business and in the future it will be known as the "Cozy" grocery.

Caro—Frank L. Stone has admitted to partnership in his jewelry and silverware business his son, Allison R. The firm name will be F. L. Stone & Son.

Northville—T. J. Perkins & Co. are closing out their stock of dry goods and will retire from business. Mr. Perkins has been in trade here since 1876.

Fenton—G. R. Giddings, recently of Davis, has purchased the grocery stock of M. E. Towne and will continue the business at the same location.

Dowagiac—Mrs. E. H. Geesey has purchased a half interest in the Letha Elkerton millinery business. The new firm will be known as Elkerton & Geesey.

Eaton Rapids—John D. Birney has retired from the drug business in Charlotte, having sold his interest in the Birney & Roehm store to Boyden P. Moyer.

Traverse City—Richard Everett has sold his stock of cigars, stationery and candy to Michael E. Downey, a resident of this city for the past twenty-five years.

Otsego—M. H. Pierce has sold his stock of groceries to Frank Tucker and Levi Longcor, who will continue the business under the style of Tucker & Longcor.

Eaton Rapids—Joseph Carr, President of the Michigan State Bank, of this city, and for thirty years a successful shoe merchant, died Jan. 15, aged 68 years.

Stanwood—N. O. Ward has sold a half interest in his hardware stock to W. A. Porter, who has traveled several years for Barton, Price & Co., of New York.

Pontiac—E. P. and C. F. Millen, recently of Detroit, have engaged in the wholesale and retail bakery business here under the style of the Millen Baking Co.

Bear Lake—E. O. Thompson has sold his stock of meats to his brother, Robert G. Thompson, and will devote his entire attention to his wholesale meat business.

Lake Odessa—F. W. Smelker and A. L. Nye, two local druggists, have purchased the stock and fixtures of their competitor, J. W. Diamond, and will combine it with their own.

Durand—R. C. Mackey has sold his stock of hardware to Elmer Holsapple, of Nashville, and O. C. Perrine, of Marshall, who will continue the business under the style of O. C. Perrine & Co.

South Range—Charles Bartanen, of Hancock, has purchased an interest in the clothing business of O. Olkonen and it will be continued under the style of the South Range Clothing Store.

Detroit—The Keith-Kennedy Co. has engaged in the general produce business, with an authorized capital

stock of \$10,000, of which \$5,000 has been subscribed and \$2,000 paid in in property.

Montague—The Pomona Fruit Co. has engaged in business with an authorized capital stock of \$3,000, all of which has been subscribed, \$1,800 being paid in in cash and \$1,200 in property.

Hillsdale—Charles A. Bail has sold his stock of tobacco and cigars to William S. Chapman and George J. Golenius, who will continue the business under the style of Chapman & Golenius.

Rockford—H. E. Earle and L. J. Shaffer, practical druggists, have purchased the Hessler drug stock and fixtures and will continue the business under the style of the Rockford Pharmacy.

Hastings—C. H. Osborn has sold his interest in the C. H. Osborn Co., manufacturer of women's furnishings, to J. T. Lombard. The factory will be in charge of Mr. and Mrs. John McOmber.

Hudson—A. J. Colvin has purchased an interest in the furniture and undertaking business of Lowe & Brown. Mr. Brown will have charge of the undertaking department, assisted by his wife.

Hartford—After a business career of twenty-nine years, Jacob Oppenheim has retired in favor of his son, Manuel O. Oppenheim, who will continue the clothing and shoe business under his own name.

Pontiac—Frank B. Gamble and Glenford Haviland have formed a copartnership and purchased the grocery stock of A. W. Shadwick and will continue the business under the style of Gamble & Haviland.

Bay City—The Michigan Coal Mining Co. has merged its business into a stock company under the style of the Michigan Coal Co., with an authorized capital stock of \$30,000, all of which has been subscribed and paid in in cash.

Lansing—Joy & Haite, undertakers and dealers in furniture, have dissolved partnership, A. C. Haite selling his interest in the firm to his partner, W. H. Joy, who will continue the business under the style of the Joy Furniture Co.

Lansing—P. D. Rogers & Co., dealers in cigars and tobacco, have been placed in the hands of a receiver and Fred E. Haynes, one of the partners, has applied to the court for a dissolution of the partnership. Dr. Schuyler Champion, receiver, will close out the stock.

South Range—John P. Nelson, junior member of the hardware firm of Nelson & Olkonen, has purchased the interest of his partner, Sakri Olkonen, and is now negotiating with Emil Tolonen, of Hancock, the other member of the firm, for his interest in the business.

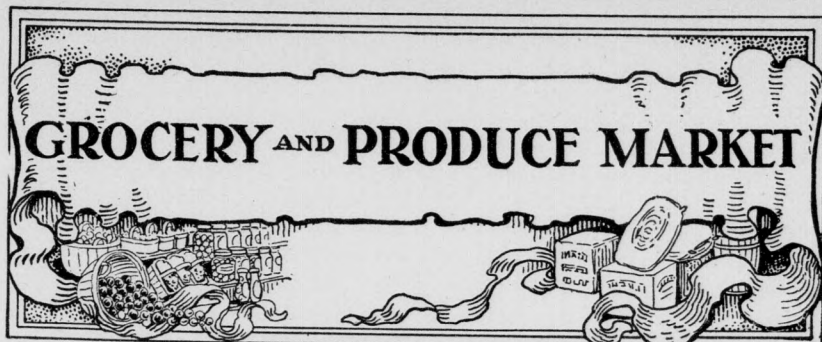
Kalamazoo—B. E. Oppenheim, who formerly conducted a general store in Dowagiac, has formed a copartnership with B. J. Schiff, of Chicago, and will engage in the general merchandise business on North Burdick street March 1 under the style of the "Savings Store."

Detroit—The mid-winter meeting of the Michigan Bean Jobbers' Association will be held at the Cadillac Hotel, Jan. 27 and 28. An address of welcome will be made by Mayor Breitmeyer, and Gov. Warner is also on the programme for an address. Prof. L. C. Corbett, Horticulturalist of the United States Department of Agriculture, will talk on "Beans, Their Growth and Diseases." The session will last two days.

Leslie—Ernest Wright, implement dealer, has sold his business to Leach & McIntee and the Grout & Darling Co., who have divided the stock and added it to their own. Mr. Wright, with George Graham, purchased the business of Joseph Willson, and for two years the business was known as Wright & Graham. Two years ago Mr. Wright bought out his partner. The former has several business propositions in view, but is yet undecided as to the future.

Whitehall—After an illness of nearly three weeks, James J. Gee died of pneumonia Jan. 10, aged 58 years. Mr. Gee was one of Whitehall's oldest merchants, having come here from his father's farm in White River about 1875. Shortly after he engaged in the hardware business, which he has successfully conducted for the past thirty-two years. In 1903 he established a hardware and furniture business at Lakeview under the name of the Gee Hardware Co., which is now under the management of one of his sons. Besides his mercantile ventures, four farms, one in Shelby and three in White River township, attest to his ability and success as a horticulturist. He was an active church worker and a member of the M. E. church of this village. He served one term in the State Legislature and for many years was a member of the Board of Education for the township of Whitehall and a director of the State Bank of Whitehall. He was a member of the Masonic fraternity, in which order he was held in the highest esteem.

Charlotte—Rollin C. Jones, the veteran dry goods man of this place, has disposed of his stock of dry goods to Samuel Gans & Co., a Chicago wrecking firm. Much of the stock got well soaked at the fire and was thoroughly smoked as well and Mr. Jones made a long job easy by turning it over in its entirety to this firm. He is undecided on the question of whether to put in a new stock or not, but it is very certain that he will continue to be active in some business and in this city, in all probability. Mr. Jones was initiated in the dry goods business when his father, the late Samuel P. Jones, of San Diego, was in business in Norwalk, Ohio. He came from the Norwalk schools to this place as a young man about thirty-eight years ago, and has stuck to dry goods with the exception of a few years in the manufacturing line. His father died nearly a year ago at an advanced age. The stock will probably be removed this week and no time will be lost in putting the building in shape for an occupant. The fire on Dec. 21 came very close to saving Mr. Jones all this trouble.



The Grocery Market.

Sugar—Refined was marked up 10 points more last Friday, increasing the price to 5.05 for New York granulated and 4.95 for Michigan granulated.

Tea—The market still remains quiet and prices are stationary and firm. The large bulk of teas imported last year in anticipation of a duty are closed out and there are practically no surplus stocks on hand. More attention is now being given to Japans and prices are expected to remain firm, the Western market in particular being now in condition for buying more freely. Formosas are very firm, especially in the higher grades, while Congous are correspondingly weak. Ceylons show an increase in consumption and buyers are realizing that they must pay full prices for desirable teas.

Coffee—Dealers are not stocked very heavily and there is being experienced a rather quick revival after the usual dullness which comes at the holiday time. Reports from New York say there is a fair jobbing demand for Santos and Rio, but otherwise the market is quiet. Holders seem as confident as ever of the future and are asking firm prices.

Canned Goods—Stocks of tomatoes are not any heavier than for years past, but the demand is limited to fill in orders. There may be a change in prices when the demand increases, as it will later on. Corn tends to hold firm, with a fair demand, while the offerings are light and some grades may be hard to get later in the season. Peas in some grades are scarce and offerings are light, while there is no change in the prices. Beans are firm and the demand is light. Asparagus is scarce and the stock is mainly in second hands. While the trade is light at the present time, it will probably be better a little later. There are no changes in the prices of canned fruits this week. Peaches and apricots show no new feature, while there is a fair demand for the time of year. Stocks are not heavy but are equal to the demand. Gallon apples are moving slowly as yet, while the prices are considered low. Reports from the Coast say California fruits are firmly held, owing to limited supplies, which are chiefly under the control of the jobbers, but at present the demand for all descriptions is light. Southern markets on fruits are firm but quiet and the supply is small. Berries of all kinds are moving better than for some time past. Pineapple is in fair demand, with prices the same as last week.

Dried Fruits—Apricots are in com-

paratively light supply and dull. Raisins are weak and dull. Currants are moderately active at unchanged prices. Citron should have declined in price by this time, as it usually does shortly after the first of the year, but as yet it is unchanged. The demand for citron, dates and figs is dull. Prunes are dull and seem to have eased off again, speaking now of the basis price on the Coast. Peaches are in some demand and strong.

Syrups and Molasses—Neither glucose nor compound syrups have made any change. The demand for compound is fair. Sugar syrup is wanted as fast as made at unchanged prices. The market is firm and high. Molasses is unchanged, good grades being comparatively scarce and firm.

Cheese—The stock of cheese is very short and the trade is a little above normal. The recent increase in price is likely to be maintained for a week or so.

Rice—The demand is fair, while the reports from the South note but little doing on the Atlantic Coast. At New Orleans the market is dull but strong, with advances noted on offerings of Japan. In Southwest Louisiana and Texas the market for cleaned rice is firmer and quotations have advanced.

Provisions—The market on everything in the smoked meat line remains firm at a slight increase in price. Barreled pork and canned meats are firm at unchanged prices. Compound lard and pure lard show a slight increase in prices.

Fish—Cod, hake and haddock have been in fair demand at about unchanged prices. Salmon is quiet and well maintained. Domestic sardines are unchanged in first hands and little or no sales are being made by packers. There is some demand among second hand holders for sardines below the first hands price. Most of the cheap goods are worked out, however. Imported sardines show no change and moderate demand. Mackerel has developed some firmness during the week and Irish and Norway 2s have strengthened in some holders' hands about 50c per barrel. The demand is showing some signs of revival.

H. M. Joyce, manufacturer of shirts and underwear, has merged his business into a stock company under the style of the H. M. Joyce Co., with an authorized capital stock of \$20,000, all of which has been subscribed, \$1,000 being paid in in cash and \$19,000 in property.

A man is worth only as much as makes him useful to his day.

The Produce Market.

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

Beets—\$1.25 per bbl.

Butter—The Elgin market is a little higher, but Michigan markets have marked down factory creamery 1c. The market is firm at the present price. The stocks in storage on all grades are very light, and we do not look for any change during the coming week. Local dealers hold creamery at 34½c for tubs and 36½c for prints; dairy ranges from 22@23c for packing stock to 27c for No. 1; process, 27@28c; oleo, 12@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—Receipts of fresh are not sufficient to meet consumptive demands. A few warm days would probably get the hens to laying and also facilitate shipments, but warm days appear to be at a premium this season. Storage stock is steady at 29@30c. Local dealers pay 29@30c 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.

Will Establish a Chain of Produce Houses.

Saginaw, Jan. 18—The Merchants Supply Co., of Flint, will open up a branch store in this city to be operated by two local men. John Stenglein, Jr., son of ex-City Treasurer John Stenglein, will act as General Manager of the new concern and the place of Sales Manager will be filled by Joseph Woods, also of this city. The company has purchased the

old Dudley Butter Co. plant and will handle all kinds of produce.

Other branch houses will be opened up and operated by the local house. The first one of these will be opened in Alpena in about a month or six weeks and closely following others will be opened in Manistee, Traverse City, Reed City and other places north of here on the Michigan Central, D. & M. and Pere Marquette.

John Stenglein, Jr., has for some years been closely connected with his father in the Saginaw Show Case Co. He lately has been acting as agent in Michigan. Joseph Woods has up to very recently been in the employ of Schwartz Bros., commission merchants. He started in at the bottom fourteen years ago to learn the business and has for the past few years served in the capacity of head clerk.

Annual Meeting of Grand Rapids Dry Goods Co.

The annual meeting of the stockholders of the Grand Rapids Dry Goods Co. was held at the offices of the company on Monday evening. At this meeting it was voted to increase the Board of Directors from seven to eight members and the stockholders elected directors as follows:

W. G. Herpolsheimer, John Snitseler, H. B. Herpolsheimer, Henry Ide-ma, Chas. W. Garfield, C. Bertsch, W. M. Lemke, W. B. Holden.

The Board of Directors then held a meeting and elected officers as follows:

President—W. G. Herpolsheimer.
Vice-President—John Snitseler.
Secretary and Manager—W. B. Holden.

Treasurer and Assistant Manager—W. M. Lemke.

Where Would You Go?

On a Saturday night a carpenter came down town to purchase a dinner pail and a suit of work clothing.

He didn't have any relatives keeping store and no particular friends among the clerks.

Where do you suppose he went to make his purchases?

To the store he had heard make the most noise about dinner pails and work clothing. He had no choice of stores, but unconsciously and instinctively he went to this store.

You would have done the same thing—the public does the same thing every day.

All ways lead to the store that advertises.

Zeeland—Henry Bouwens, dealer in boots and shoes, has merged his business into a stock company with an authorized capitalization of \$8,000 common and \$2,000 preferred, of which \$10,000 has been subscribed, \$2,500 being paid in in cash and \$7,500 in property.

G. W. Rouse has been elected Vice-President of the Michigan Paper Co., of Plainwell, in place of F. M. Storms, who voluntarily retired from that position at the annual meeting.

The proof of living in the light is making other lives bright.

THE THRIFTY SWISS.

They Are Poor in Everything Except Scenery.

Locarno, Switzerland, Jan. 3—Switzerland is a small country and is at a disadvantage in competing with other countries in the production of goods for export, because of her great mountains and extensive districts where absolutely nothing can be produced.

In one of our former letters we gave statistics showing the amount of goods, in value, shipped to the United States from two districts in Germany. The amount as given was \$25,000,000. This country has six consular districts and from them altogether there was but \$31,045,569 sent us, which figures represent 10 per cent. of the total amount of exportations from this country. For the same period, 1908, the imports from the United States were but \$13,537,821. The imports to the United States consisted largely of articles that might well have been produced in our own country. That of embroideries reached \$17,760,602; cheese, \$2,107,186; watches and their parts, \$2,522,043; silks, \$4,693,667, and cotton goods, \$1,519,547. Embroideries, silks, watches and chocolate together comprised four-fifths of value of imports to our country.

We supply but little over 2 per cent. of the total of manufactured goods imported into this country, and it would seem as though this should be considerably increased were enough effort put forth on the part of American manufacturers. That this is not done is clearly shown by the following:

Commercial travelers have to be registered here and last year there were 6,769 who obtained official permits to sell goods in Switzerland. Of this number, Germany sent 4,551; France 1,411; Italy, 390; Austria-Hungary, 246; Great Britain, 76; Belgium, 66; Netherlands, 23; Spain, 5; and United States but one. Of these, 1,955 represented a line of textile goods; food products, 788; art work, 741; metals, 772; dry goods, 373; chemicals, perfumes, etc., 337; manufactured wood, 220; machinery, 169; earthen and stone ware, cement, etc., 111, and glassware, 91.

As before stated, silks form one of the chief items for exportation and of the amount produced here we took 13 per cent., but not many years ago we were using 25 per cent.

Watchmaking and allied branches and the manufacture of scientific and other instruments rank, in a measure, with the silk and embroidery industries, and last year reached the export figure of upwards of \$25,000,000.

Although Switzerland is so long on mountains, yet she is very short on coal and fuel, and recently attention has been directed toward the utilization of the natural and unusual water power of the country, and great progress has been recorded.

The latest figures show the utilization of 250,000 horse power, with a reserve easily called into service of twice this amount. With the number of rivers and mountain streams that

can be made to furnish power by harnessing, it is estimated that 2,000,000 horse power is the eventual supply for this country.

The significance of these figures is shown when, according to estimates of engineers, 125,000 horse power will operate the entire railroad system.

As with Germany, this country owns nearly the whole number of railroads within her borders, and when this vast source of power is considered in connection with the great strides being made in electrical equipment, it would seem as though a bright future lay before this people in the bringing together of forces that lie in their grasp.

There is, also, an agitation here that is believed will soon crystallize into action of introducing a canal system to aid in transportation facilities.

Many of the interior navigable lakes of Switzerland show but slight difference of levels and engineering authorities find no obstacles except financial to the perfection of an interior waterway system, the key to which is the connection of the navigable Lower Rhine, below the falls at Schaffhausen, one of the most northern points of the land, with the Boden-See, or Lake Constance, a relatively insignificant distance.

That this initial step will soon be taken by the Swiss government it is thought there is no doubt, and then the trans-shipment, by rail, of the immense amount of fuel, grain, lumber and stone now brought by boat up the Rhine to the falls will be avoided.

As Swiss progress and development are indissolubly connected with the prosperity and growth of her manufactures, this question of cheap power and transportation of fuel and raw materials is paramount.

There is no better illustration of the skill and energy of the Swiss than the establishment and brilliant success of the coal tar color industry. As in other branches of manufacture, the raw material must be purchased exclusively in foreign countries. The rival German manufacturers have formed a combination and are on the point of acquiring the coal itself, which is not only the elementary basis of their product, but furnishes them with the motive force. The factory at Basel, on the contrary, begins by the payment of the profits arising from two steps in the process of manufacture from coal to colors, pharmaceutical and other products. It will, therefore, be plainly seen what a vital factor the motive power is and, therefore, how much depends on Switzerland's future as a factor in the manufacturing world, as to her development of the motive power which would seem to be in her grasp.

As to her present productions, especially those in which we as a people are interested, a list of her exports to our country for the last year may be interesting; and we take the liberty of adding same complete, as it is but a short one:

Aniline colors	\$ 763,655
Cheese	2,107,186
Chemicals	182,989
Chocolate	590,649
Cotton goods	1,519,547
Embroideries	17,760,602
Hides and leather	511,928

Knit goods	547,178
*Machinery	90,676
Milk, condensed	39,975
Music boxes	32,854
Scientific instruments	32,850
Silk articles	4,693,667
Spirits	24,429
Straw goods	101,595
Watches, clocks, etc.	2,522,043
All other articles	1,072,010

*Referring to this item, it will be well to explain that this is confined almost exclusively to embroidery machinery of the latest pattern, indicating, to some extent, the growth of the embroidery industry in the United States, as otherwise machinery of this class appears to be imported only from Saxony.

Owing to the peculiar location and character of this country, it seems to be sought more each year by tourists, and this constitutes an important item in the commerce of several of the consular districts. The total number of tourists registered in Lucerne last year from May 1 to Nov. 1, was 192,000, about 12 per cent. being Americans. It is estimated that they spent in the aggregate \$10,000,000, not counting the sums spent in the shops which, naturally, was considerable; and it is fair to assume that 15 per cent. of the amount spent was by Americans, or the snug sum of \$1,500,000 was contributed by visitors from the United States to the city of Lucerne and vicinity. Geneva and surroundings also boast of a large tourist business, not only for summer but winter; and the winter resorts are growing so in popularity, winter sports being the attraction, that it is making certain peculiarly located places in Switzerland a real paradise for hotel keepers.

Places that have been closed during some dull summer seasons open up their hotels for the reception of winter guests, who flock here to spend a pleasant season. The sports consist of skiing, skating and sleighing, single and with bobs, and one can only appreciate what this means until he is here and sees the mountain roads upon which the riding is done. It was our pleasure, during the stay in this country, to spend a day at Grindewald, a winter resort second only to St. Moritz, for guests, and we walked for nearly two hours up one of these tortuous pathways, following a company of people bent upon this sport, but for lack of time we had to return; but they continued on the course, that, to us, looked longer than that we had already traversed, and all this to take a ride down hill. Twice a day is all this can be done, but the fun you have is sufficient compensation to attract the crowds that visit this place among the mountains, three-fourths of a mile above the sea, above the clouds and where the sun nearly always shines. To sum up this letter, we will add that Switzerland is poor in everything except scenery, but this pays a large dividend and this chiefly by the English and American people.

Chas. M. Smith.

As It Seemed To Her.

"Mrs. Wilfong, how many lodges does your husband belong to?"

"He's a member of four lodges and two councils."

"What is the difference between a lodge and a council?"

"Well, when he goes to a lodge meeting he generally stays later."

Flowers That Are Good To Eat.

Most people are apt to regard the antichoke as a vegetable, whereas as a matter of fact it appears upon the table as the unopened flowers of a plant. If they are left on the plant they eventually turn into handsome purple blossoms. This statement has reference to that species of thistle known as the globe artichoke.

Dr. Johnson called the cauliflower "the finest flower in the garden." This statement was accurate, for when the snowy "vegetables" of that name are served they are nothing but the unexpanded flowers of a variety of cabbage.

Among other flowers that are eaten are cloves and capers. The first named are the immature blossoms of a plant of the myrtle order growing in the Moluccas. This takes the form of a beautiful evergreen sometimes thirty or forty feet in height with lovely crimson flowers.

The buds are first light colored, then green and finally red. At this stage they are gathered and dried. The diminutive round knob in the center of the clove is the unexpanded crimson blossom.

Capers, those familiar trimmings for mutton and other meats and dishes, are the unopened flowers of a bramblelike shrub that grows on the shores of the Mediterranean Sea. The trailing plant shows handsome pinkish white flowers with long tassels of stamens. The youngest and tenderest of the buds form the finest capers, known as nonpareil. As they flower they become superfine, capucin and capot capers.

The chrysanthemum is now made the basis of a salad served with a sauce made of cream. Another flower, the lily, contributes in a more solid form to the menu in certain parts of China. There are flowers of a particular species of lily that are highly esteemed as a relish with meats, especially pork. At Chinkiang, on the Yangtse, these lily flowers account for nearly one-fourteenth of the value of the exports.

Salads often receive a piquant flavor from the seeds or stems of nasturtiums and the flowers are frequently used in gelatine and as a garnish for certain dishes.

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

Buffalo, Jan. 19—Creamery, fresh, 32@35c; dairy, fresh, 23@30c; poor to common, 20@22c.

Eggs—Strictly fresh, candled, 35@38c; cold storage, 26@27c.

Live Poultry—Fowls, 14@16c; 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, 17@18c; geese, 13@15c.

Beans—Pea, hand-picked, new, \$2.15@2.20; red kidney, hand-picked, \$2.75@3; white kidney, hand-picked, \$2.75@3; marrow, \$2.75@2.80; medium, hand-picked, \$2.20@2.25.

Potatoes—New, 40@45c per bu.

Rea & Witzig.

HOW KELPS WON

With Good Roads and Bogus Butter As Aids.

Written for the Tradesman.

People all over the countryside smiled in a restrained, pitying way every time they wondered over and admired Ralph Kelp's magnificent physique, because they immediately fell to regretting that it was so absurdly out of drawing with his mental equipment. There were those, indeed, who sometimes doubted the boy's ownership of the latter possession.

All agreed, however, that, being strong, industrious, shifty and reticent without being morose or otherwise depressing, he was not wholly disagreeable and so treated him with such consideration as might, in their opinion, properly be accorded a practical stranger who was willing to work, work at anything that would yield honestly earned wages, and a stranger who, during the two years he had been a man-of-all-work in the neighborhood, had not been known to do a cruel, unfair or improper act.

"He jes' don't know enough to be crooked," said constable Locker to a group of farmers and villagers who, lounging about the platform and tie-rail in front of Luther's general store and seeing Ralph up the road and approaching them rapidly, were commenting pleasantly upon his peculiarities.

"Well, he knows enough to keep his mouth shut," added Jim Keator, the horse doctor, who, having no high regard for the constable, continued: "an' that's a blamed sight more'n I kin say 'bout some others in these parts."

County road commissioner Harbeck, who was busy circulating a petition for signatures of free-holders in favor of adopting the County Good Roads system, stepped between the constable and the veterinary in an aimless sort of way but just in time to intercept angry glances that passed between the two, and still further diverted attention from the situation that had begun to simmer by suggesting: "Say, boys, jes' fer fun, I'm goin' to ask Ralph to sign."

"Kelp isn't a free-holder," said the merchant, Luther, who stood in the doorway of the store.

"An' besides that, I don't believe he can write his own name," commented Arthur Flower, a commission merchant from the city who made weekly tours visiting all the general stores within a radius of thirty miles.

"He kin make his mark, then," said the constable, "that's lawful an' 'll hold."

"But he isn't a free-holder in this or any other township," urged Luther; and he purposely spoke so loudly that Ralph overheard the remark.

"Mornin', Ralph," was Harbeck's greeting, "how do you stand on the good roads idee?"

"It's a good thing. A blamed good thing," Ralph replied as he nodded greeting to all the members of the gossiping group and passed them as though his journey was not at an end.

"I wish you'd sign this petition," the commissioner observed, "but I suppose it wouldn't be legal to—"

"Why not?" asked the young giant who stopped and looked, inquiringly, at each member of the group as though challenging some one of them to give a reason.

The merchant was silent and afraid of losing a regular customer, and the others were in doubt as to just what would be a proper remark under the circumstances. Finally, however, Harbeck explained that only free-holders and voters in the township could sign the petitions, at which Ralph asked as to the meaning of the term, "free-holder."

"A free-holder is a man," said Harbeck, "who owns real estate upon which he pays taxes—"

"Le's see the petition," said Ralph and the commissioner handing him the document, the big youngster sat on the top step of the platform and began reading the pleading formality, much to the surprise of the loungers. "He puts up a good bluff," whispered Flower to Luther and the horse-doctor winked an eye, suggestively, at the commissioner.

Presently Ralph lifted his pronounced length from the platform, unbuttoning the knit jacket he wore and from a pocket somewhere beneath the garment he produced a fountain pen and said, "I'll sign it."

"Do you own property in this township?" asked the commissioner, and Ralph's answer was: "If I don't, I won't sign."

"An' he's a registered voter," put in Locker.

"Sure I am," said Ralph as, laying the paper on the platform he wrote with a free hand and very plainly and neatly his full name.

"Glad I met you," said Ralph, as he handed the petition to the commissioner and with: "So long, boys," resumed his walk.

Investigation made by Luther and Flower that afternoon, although they had to drive three miles to the county town to do it, revealed the fact that Ralph Kelps had a quit claim deed to twenty acres of land not eighty rods from Luther's store and that the deed had been recorded the day before he signed the petition.

The revelation became the neighborhood sensation at once. Where did the boy get his money? What would he do with twenty acres and no buildings, no implements, no stock, no nothing but his two hands?

In vain did the curious ones search each other for evidence that he had become interested in some girl and contemplated marriage. Inquiries were made even of the rural carriers and the postmaster at the "Corners" in the hope of finding a clue, but it was useless. Not one of the half dozen farmers for whom he had worked and given complete satisfaction had ever known him to receive a letter or post one.

"But why should he carry a fountain pen?" asked Luther.

"By hen!" exclaimed Harbeck, "I know somethin': the boy's a Free Mason. He's been over to the coun-

ty seat four or five times to lodge meetin' an'—"

"So he has," exclaimed Luther. "He's a member of a lodge in some Indiana town—I forgot the name. I seen him in our lodge one evenin' myself—but—"

And Luther subsided, remembering his own obligations as a member of the order.

Hardly had the excitement over Kelps' purchase of real estate become an old story and almost forgotten when he gave his friends of two years and more another shock by announcing that he was going into business as a merchant and simultaneously he began the erection of a store building about a quarter of a mile beyond Luther's store. Presently the store was completed showing a structure superior to Luther's and a stock of greater variety and better selection than any that had ever been brought into the neighborhood. And a good trade came to the new merchant at once. Also the traveling salesman—informed that Ralph was rated as being worth \$5,000, with credit good—were prompt in their visits. Even Flower, the commission man, visited him regularly.

Six months after Kelps opened his store and when business was its best—a fact upon which he had just been congratulated by Flower—his entire establishment as well as that of Luther was seized by United States Government officials and Kelps, Luther and Flower were placed under arrest. Simultaneously the commission house which Flower represented as well as a rival commission house down in the city were seized, as were several retail stores in the city and a score or more like establishments in the neighboring villages.

The charge against those under arrest was conspiracy and violation of the pure food law by selling oleomargarine for high grade, pure dairy butter. And in each store seized were found ample proofs for conviction of the manufacturers of the imitation butter, the commission men and the retailers.

"I don't believe Ralph Kelps is guilty by gosh!" said the constable, "but I wouldn't put it past old Luther."

"I allus suspected that there man Flower," added the highway commissioner, "he was too dum smooth all the time. But I'm awfully disappointed in Ralph."

"An' to think that Doc. Keator was in the game, too," added the constable, with a chuckle. "An' I'll bet he's the cuss what give the thing away."

Several months later, after the trials, the convictions and the payment of fines aggregating upward of \$75,000, Ralph Kelps' land, store and stock were disposed of by U. S. Marshal's sale and were bid in by Luther, who was fond of declaring: "On the dead, I was innocent enough, but that 'crook,' Flower, roped me in an' was helped by Keator. However, you know the old yarn about 'Dog Tray'—they'll never git me agin'. What I'm sorry about more'n any-

thing is Ralph Kelps. He was the worst broke up of any of us. He lost everything—an' I hear he has gone to the dogs, poor fellow. Ralph was a good boy an' a natural merchant."

Two years after the great oleomargarine scandal, commissioner Harbeck was a delegate to the National Good Roads Convention at St. Louis, a distinction of which he was rightly very proud, and the first evening he was present at the National session and while bewildered by the large number of delegates, by the dignity of the proceedings, the eloquence of the speakers and the music, decorations and all, there came a light tap on his shoulder from the seat back of him and someone asked, "Mr. Harbeck, how's the good roads movement up your way?"

Turning quickly Harbeck recognized Ralph Kelps, well dressed, thoroughly at home, cordial and extremely voluble.

Harbeck was delighted and he had reason; for, through Ralph's wide acquaintance and very evident influence, he secured privileges and pleasures on the floor of the convention, at the hotel and all about among the public institutions of the city, including the Washington University, the art galleries and the theaters, which would have been utterly unavailable to him otherwise.

"It's a long story," said Kelps on the evening of the third day of their reunion, "just as it was a long job. The secret service had been after the swindle for a year and everything pointed to your neighborhood, but we could get no further. Accordingly I was detailed to go and 'live the thing down.' And it took grit and patience to do it. You know my life up there and you know the results. That's all I can tell you. But I won out in the end and I made high wages besides my share of the value of the goods seized. Better than all I received honorable mention in the official report."

Charles S. Hathaway.

Bulls and Bulls.

T. P. O'Connor, the witty Irish Parliamentarian, discussed at a dinner in Grand Rapids the bull.

"The bull," said he, "isn't confined to Ireland. It was an Englishman, you know—an English judge—who, being told by a tramp that he was unmarried, replied: 'Well, that's a good thing for your wife.'"

"And it was a French soldier who, sleeping in his tent with a stone jar for a pillow, replied on being asked if the jar wasn't hard: 'Oh, no; I've stuffed it, you see, with hay.'"

"And it was an American politician in New York, who cried the other night from the tailboard of a dray: 'If we remain silent the people will not hear our heartrending cries!'"

Learning from Experience.

"Do you think it's possible for one to learn anything by taking a course in that correspondence school that fellow's conducting?"

"Oh, yes; one is likely to learn what a fool one was to bother with it."

MICHIGAN TRADESMAN

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E. A. STOWE, Editor.

Wednesday, January 19, 1910

ALL MICHIGAN HONORED.

It is quite customary and very human indeed for a community to appropriate to itself all of the satisfaction and pride resulting through the conspicuous recognition of any of its citizens by those high in authority; and so just now the people of Grand Rapids are much elated over the double and most honorable consideration our city has received at the hands of President Taft.

By authority of our Chief Executive, Judge Loyal C. Knappen is promoted to the judgeship of the Sixth United States Circuit Court and Arthur C. Denison, as the successor to Judge Knappen, is elevated to the bench of the United States Court for this district. Judge Knappen's advancement is a deserved tribute to his eminent fitness for the bench, as already demonstrated, and the selection of Mr. Denison is warranted by that gentleman's entire career as a lawyer.

The honor is not theirs alone, neither is it a happy circumstance belonging only to Grand Rapids. Both of the gentlemen are natives of Michigan and products of her educational system; both are esteemed throughout the entire commonwealth as distinguished members of their profession.

Judge Knappen, born in the city of Hastings fifty-six years ago, left the high school of his native city when 15 years old and entered the University of Michigan. He was graduated in the class of 1873, receiving a degree as Bachelor of Arts. In 1876 he was awarded a degree as Master of Arts. Admitted to the bar in 1875, he began practice and in 1878 was elected Prosecuting Attorney of Barry county, an office which he held for four years. In 1880 he was appointed United States Commissioner and served for seven years in that capacity, and for three years was a member of the Hastings Board of Education. In 1888 Mr. Knappen became a resident of Grand Rapids and shortly thereafter became Assistant Prosecuting Attorney for Kent county, a position he held until 1892. In 1900 he was elected a member of the Grand Rapids Board of Education, serving in that capacity for two years. Shortly after

the death of the late Judge Wanty Mr. Knappen was appointed his successor as Judge of the United States Court for this district. He is at present a member of the Board of Regents of the University of Michigan.

Arthur C. Denison is a native of Paris township, Kent county, son of Julius C. and Cornelia C. Denison. His primary and high school education were acquired in Grand Rapids, being graduated from the high school in 1878. In 1879 he became office boy in the law office of Taggart, Stone & Earle, where, as student and clerk, he remained for seven years, with an intermission of two years passed as a student in the Law Department of the University of Michigan, where he received the degree of Bachelor of Law as a member of the class of 1886. His first law partnership was established in January, 1886, the firm name being Taggart & Denison.

Mr. Denison is widely recognized and esteemed as an expert in his law specialty, patent litigation; he has been Treasurer of the Michigan State Bar Association and President of the Grand Rapids Bar Association. He is also local attorney for the Michigan Central Railway. That he is known and appreciated by President Taft is evidenced by the fact that when our present Executive was on the bench of the Court of Appeals he appointed Mr. Denison to act as Special Master in the notable Pewabic Mine litigation.

SOUTH POLE EXPEDITION.

The British government has finally decided to contribute \$100,000 of the \$200,000 estimated to be needed by Captain Robert F. Scott, of the Royal Navy, to meet the cost of a fresh expedition to the South Pole. Captain Scott commanded the British Antarctic expedition of 1900-04, and, although he did not succeed in reaching the South Pole, he did reach 82 degrees 17 minutes, which was the farthest south up to that date. His expedition also accomplished important geographical and scientific discoveries.

There is little doubt that the frequent talk in the United States of equipping an Antarctic expedition has had something to do with the action of the British government in coming to the assistance of Captain Scott. Prior to the appropriation by the government contributions were coming in slowly from private parties, and the prospect of raising the necessary money in time for a start next summer seemed remote.

The point farthest south was reached a year ago by Lieutenant Shackleton, whose expedition reached 88 degrees, 16½ minutes, or within a hundred geographical miles of the Pole. That was so much farther south than any previous expedition had penetrated that strong hopes are now entertained that a well-equipped expedition, profiting by the experiences of recent explorers, will finally reach the goal, which is now less mysterious than it was since Lieutenant Shackleton's success makes it certain that the Pole is on a high plateau, presenting no additional difficulties to be overcome beyond those already success-

fully surmounted. Lieutenant Shackleton accompanied Captain Scott on his former voyage, but it is understood that he will not be one of the new Scott party.

Since the scandals attaching to the North Pole controversy, public interest in Polar voyages has greatly diminished. No mysteries now surround these uttermost limits of the earth, and people now wonder why men are willing to risk their lives in adventures which yield so little that is profitable. The actual discovery of the North Pole itself was of much less practical value than the exploration of the passage around the north end of the continent, the location of the magnetic pole and the charting of the northern coast line. The south magnetic Pole has been discovered, as well as the north magnetic Pole, but in addition to the South Pole itself there is much concerning the Antarctic continent, with its mountains and high tablelands, of which the world would like to have information, hence the Scott expedition will be worth the cost.

THE GOODS WHICH SATISFY.

Do yours belong in this class? They may be of the best quality, with prices which can not be beat; yet, if they are inappropriately disposed of, the results will certainly bring discredit.

The man who buys a pair of dress shoes for walking over muddy roads soon finds them going to pieces. A pair of the best kids used for driving prove as uncomfortable as unprofitable, while a dark complexioned woman who envelops her face in a light blue scarf soon perceives that there is something the matter.

It may at times be a difficult mission, but it should be the mission of the salesman to strive to find out just what the needs and environments are and to adapt the sale to these conditions. It will require tact. If done in a straightforward manner, the majority of customers will be grateful for the words of information or advice, but the oversuspicious may think there is a "catch" somewhere. To avoid this is the first great trouble.

Strive to show a more fitting article for the same value if possible. If this is not feasible, at least prove why the substitute costs more, yet why it is essential in this particular case.

If a woman takes a fancy to some new cloth which, while handsome and worth the money asked, will positively prove unserviceable for a general purpose dress—such as she requires—it is much better to inform her of the fact, even if she makes her purchase of a rival, than to sell goods entirely unadapted and have her relating to her friends the story of the dress that "cost a dollar a yard, and all went to pieces after she had worn it a few times."

The goods which satisfy must be adapted to their purpose. Substitutes which do not come up to the requirement are more profitable to you if they remain on the shelves until the one who needs them comes along.

NO FAULT TO FIND.

Charles W. Morse toiled industriously for nobody knows how many years and when by ways that are no longer dark and by tricks by no means vain he reached the obvious aim of his ambition he concluded after all that going to the penitentiary is not exactly the thing and he is turning the whole force of his inventive genius to get rid of working for the State and of putting on that striped suit that the same authority insists shall be worn by all those who have feloniously sacrificed the rights of citizenship.

There seems to be no doubt of this man's villainy. In words without frills he stole money. By practices which can leave but one impression, by deception and by ways and means wholly reprehensible he obtained possession of this money and if facts are stated in season and out of season he was scheming to get into his own pocket what could only belong to another's. Everything was fish that came into his net and once there it had to pass through his hands only as he willed. He knew, as middle life always knows, not only the great risk he ran but the result of the crime he was guilty of, and yet he went right on with his stealing. He had managed thus far to keep out of the clutches of the law. His wit and cunning had so far carried him through and he rather concluded he could still depend upon them. So the time came when a halt was called, the pitcher taken once too often to the well was broken at last, the clutches of the law so often eluded tightened and convicted at last, he is trying now to keep out of the pen and, guilty as he has been found to be, to go on with his old life immune from the punishment so deservedly his and as a respectable member of society to let the world see that a man can steal and still be regarded as a decent citizen.

It looks very much as if his last endeavor is to meet with failure. There are too many of such scamps alive and at large. Their example is a bad one and their influence on the community is bad. The rising generation has reached that age when it sees and thinks and wonders why. "Youth is instructed in no way better than by example" and with such examples and with such treatment of them righteous thinking and righteous living have little chance of existence. So society waits and watches and the signs are growing brighter that the undesirable citizen is at last coming to his own. It really looks as if the ponderous and fateful door of the pen is already on the swing: that the ready-made striped suit is ready for the expected wearer and that the well-merited punishment behind the bars is soon to begin. Once there he will find, it is to be hoped, that the way of the transgressor is hard and that people trying to live reputable lives and to bring up their children to do the same will have no more of these fearful examples of flagrant law-breakers to refute the lessons of morality and uprightness which the law-abiding citizen desires to teach.

THE FURNITURE FIRE.

Occupants of the Building Showed Their Nerve.

Like other men of large affairs and those who must hustle to make a showing, the furniture men have good nerve. This was shown the night of the Exchange building fire and the day after. The building was full of samples, representing the output of thirty-seven factories. The owners of these samples were soon notified and naturally joined the crowd that gathered at once. But there were no tearing of hair among them, no wailing nor gnashing of teeth and no frenzied efforts to break through the fire lines. The furniture men were not merry, but they did not lose their good nature nor their philosophy. One manufacturer from Ohio was at the telephone before 10 o'clock ordering the dispatch by express of a carload of fresh samples and they came so promptly that he lost only one day. The three factories at Holland had new samples by Interurban before night. The Greenville Refrigerator Company had a few of last season's samples in storage and made them do until new samples arrived the next day. Several of the out of town manufacturers had their lines photographed by the James Bayne Company and before 9 o'clock the next morning had rush orders to get out new sets of photos for the fire sufferers. The concern that was hardest hit was H. C. Medicus & Son, of Brooklyn, whose beautiful line of high grade parlor goods filled the top floor. These samples represented a money value of about \$20,000 and not a vestige remained. So far from home the company could not bring on new samples and was delayed by storm in obtaining a new lot of photographs. The burned out furniture men hustled to such good purpose that few of them lost more than a day, and by Saturday the fire was almost a forgotten incident except that many of the victims had to show photos instead of samples. The exhibitors in the other buildings bunched up to let the fire sufferers in, which in itself is an evidence of the good will that exists in the trade.

It is a remarkable coincidence that the only lines that had any salvage from the fire were two lines of summer goods. An exhibitor of willow goods, chairs, settees, etc., occupying space on the first floor rescued all his samples from the ruins the next morning, and after being dried out and fixed up some they were apparently as good as new. An exhibitor of splint furniture, porch chairs and settees, occupying second floor space, saved eleven pieces in sufficiently good repair to use as samples. Solid mahogany and oak and metal beds yielded no salvage worthy the name, but these light summer goods stood up against fire and water in a way that was remarkable.

The furniture season has not been a "whale," but in the high and better medium grades and the summer goods the sale has been very satisfactory. In the cheaper grades the buyers seem to remember the break in prices fol-

lowing the July opening and are apparently waiting to see if the manufacturers will not again weaken in their good price-resolutions. If the manufacturers stand firm the buyers will come around with their orders before the season is far advanced. The orders for the better grades are larger than a year ago, but it is apparent the buyers have not entirely recovered from their habits of conservatism. They want early delivery of what they do take and will send for more if trade opens up according to expectation.

There has been a strong demand for porch and summer home goods this season and especially in the East this trade is growing. These goods are in great variety, in willow, grass, splint, cane, rush, rustic, fibre and wood and in recent years much attention has been given to make them of attractive design. The styles most affected are Early English and Colonial, but there are many chairs that are just chairs, built for comfort. For the summer home furniture the range is wider than with the porch goods. Bedroom suits in enamel with head and foot board panels of cane are popular and very attractive. The Mission furniture is much favored and so are the Early English goods. All these goods are plain and durable and will fit into almost any decorative scheme, and what is almost as important they are suggestive of comfort.

The manufacturers and the buyers as well are giving more attention to casters than they did. It has suddenly dawned upon them that casters costing 10 cents a set are not appropriate to the bedroom suit that sells for \$250 or more. If it were merely the lack of style and harmony the trade might stand it, but these cheap casters have a disagreeable way of cutting up carpets and marring hard wood floors and in reality it is this that is back of the demand for reforms. There are several casters in the market made of various compositions which will not mar the floors, and the past season has seen them coming rapidly to the front. Another season, it may be predicted, will see the old cheap casters out of the running as far as high grade goods are concerned.

In this connection it may be recalled that furniture used to be shipped from the factory without casters and without even the holes for them bored. When the goods were delivered the buyer set his man of all work to making the holes for the casters before placing them on the sales floors. If this man of all work was clumsy, or the wood happened to be defective, and both contingencies often occurred, a split leg or post brought loss to the dealer and kicks to the manufacturer. If the hole was bored too deep or not deep enough there was trouble, and when the furniture was lifted the casters dropped out. The great improvement in casters came with the invention of the combined caster and socket. The socket is a tube of metal to be inserted in the leg, equipped with an inner spring. The caster shank, with

a knob on the end, slips into the socket and the spring holds it in place. This invention was brought out about twenty-five years ago and its value was recognized by the manufacturers, but they were slow to take hold of it. John Widdicomb was the first to put the invention into general use. He notified dealers that all his goods would be castered at the factory with the caster and socket device, and that the cost would be added to the price. The buyers made a mighty protest at first, but Mr. Widdicomb was firm. After the first season instead of complaining the buyers found fault if the goods were not castered at the factory, and this brought the other manufacturers into line with a rush. It has been so many years since uncastered goods were shipped that many have forgotten, if they ever knew, when the casting was done after delivery.

The caster and socket patents were controlled by Julius Berkey, Geo. W. Gay, Sidney F. Stevens and others, Geo. G. Whitworth being manager, and proved to be as nice a little gold mine as could be desired. Early in its career, after the general adoption of the device, a dividend of 100 per cent. was declared to the stockholders and 100 per cent. dividends followed for several years. Mr. Whitworth did all the business and only once a year the stockholders met to share the profits.

In the early days of this city as a furniture market the semi-annual opening was highly suggestive of those merry times when the logs came down and the men on the drive struck town. The furniture men did not wear red sashes nor spiked boots nor did they root or shoot up things, but to have a good time seemed to be their chief aim, and there were much hard drinking, high play and also much doing in the red light districts. Conditions have vastly changed since those days, a quarter of a century ago. The spirit now is business—business first, last and all the time. In this respect the furniture men reflect the character and thought of the modern business world. The furniture men are not "sissies" nor are they goody good boys of the Sunday school story book type. They are hard headed and practical, and experience has taught them that riotous living and business will not mix. Therefore sobriety is the rule among them and early hours are the custom.

The popularity of the Flanders or Early English styles may be their undoing. These styles were brought out

a year ago and met with such success that this season nearly every line has some of it. It is a style easily imitated, and when the manufacturers of the medium and cheap grades take it up then the high grade originators of the idea must find something else. It will never do to let the buyer of expensive furniture see furniture that looks like his own in the humble home of his hired man—at least not the same season.

It is the usual fate of a successful style in furniture to be killed by imitation. It is brought out in the high grade lines, then about a year later the mediums take it up and the second year after the cheap grades have it. As it descends the scale quality disappears and while original lines may be preserved even the novice can see the difference and degeneration. The Early English styles are peculiarly susceptible to that imitation which is so fatal to high grade goods because of their comparative simplicity. There are no costly carvings nor expensive trimmings nor difficult problems of construction or finish. Except for the turned posts the lines are straight and everything easy for the copyist and for those who make cheap goods.

A Real Grouch.

Two New Englanders were one day discussing the friends of their boyhood, when mention was made of an old schoolmate possessed of a peculiarly grouchy disposition.

"It always seemed to me," the friend said, "that Tom could not possibly get any enjoyment from life or any sort of work that suited him. I wonder how he's getting on?"

"Fine!" exclaimed the second New England man. "I saw him in Iowa last year. He has a job that suits him to a T. He's station-master in a town where there are thirty trains coming and going every day and he sees somebody miss every one of them."

Gave Himself Away.

"Michael," familiarly enquired the employer, thinking he had seen his employe carrying one of the banners in the St. Patrick's parade of the day previous, in which procession the Irishman had laid off work to march, "didn't I see you carrying something in the parade yesterday?"

"Yis," admitted Michael, blushing scarlet, "but Oi had no suspicion me bottle made me hip pocket sh'tick out so much!"

The man who gets into a fever on parade often gets into a funk when the fighting begins.

WHAT WILL BE YOUR CHARGES?

This is the leading question with thrifty men who think of naming their executor or trustee.

In the next few weeks we will endeavor to explain our charges on estates from \$10,000 to \$1,000,000, all of which are regulated by law.



**THE MICHIGAN TRUST
COMPANY**



IN NEW HANDS.

The Grand Rapids Dry Goods Co. Changes Managers.

At a meeting of the directors of the Grand Rapids Dry Goods Co., held Monday evening, John Snitseler, who has been Secretary, Treasurer and General Manager of the corporation since it was organized, nine years ago, voluntarily relinquished the duties of those offices to enjoy a long deserved rest and to be able to give more attention to his many varied interests. In taking this action he has reason to feel that he has the good will of every one connected with the business and that he takes with him to his new duties the best wishes of every employe of the house and every customer of the establishment.

The directors filled the vacancy by the election of Wm. B. Holden as Secretary and Manager, and Wm. M. Lemke as Treasurer and Assistant Manager. Mr. Holden has been with the company in the capacity of traveling salesman for thirteen years and Mr. Lemke has been connected with the Herpolsheimer Co. store ever since he was 14 years of age. The new managers feel that they are coming into the business with the good will of everyone connected therewith and they have had ample experience to meet the various problems which will confront them in their new positions. They expect to enlarge and expand the business and make many changes and improvements therein. The building will be painted and renovated throughout and a new electric elevator will be put in and such other betterments made as will add to its efficiency and attractiveness.

John Snitseler.

John Snitseler was born near Vriesland Oct. 1, 1853. His father was a farmer and John attended school steadily until he was 13 years of age, when he entered Hope College, at Holland, pursuing the academic course, in which he was graduated four years later. During the summer of 1870 he taught school in Vriesland, coming to Grand Rapids in the fall of that year for the purpose of seeking an opening. He was at that time offered a position as teacher in a school at Whitehall, and has never ceased to rejoice that he did not accept the offer. He spent several days looking for work, and among the places he struck was a printing office, which happened to be the old Eagle establishment on Lyon street. He was not very particular what business he undertook so long as there was a chance for him to learn, and after having talked with one of the proprietors a few minutes he was called to one side by a gray haired printer, who asked him if he intended to identify himself with the printing business. He replied that he was not particular what he undertook so long as he got a chance to do something, whereupon the aged compositor told him that before he started out on the career of a printer he would do well to purchase a piece of rope six or eight feet long and hang himself in the woodshed. The man who gave

this advice assured the young man that he had worked at the printing business thirty years and that if he had followed his own advice he would have been money ahead. Mr. Snitseler asserted that the timely warning made a definite impression on his mind and from that time to this he has never had any yearning to follow the occupation of a printer. Among the places at which he applied for work was the dry goods store of C. B. Allyn, Rockford, Ill. Mr. Allyn informed him that he could use him a little later and Mr. Snitseler came home to await the summons. He received the expected call in the course of a few weeks and reached Grand Rapids on Christmas Eve thirty-nine years ago. His salary was to be \$3.50 per week and, although he was obliged to pay

ments of the store. On the establishment of the wholesale department in 1880 he took charge of that branch of the business, gradually letting go his duties with the retail end of the institution, and for the past seven years he has had entire charge of the buying, selling and credit departments of the wholesale store, which kept eight men on the road and employed twice as many in and around the institution. On the organization of the business as a stock company, Jan. 1, 1903, he was made Secretary, Treasurer and General Manager, which positions he held until he voluntarily relinquished them to Messrs. Holden and Lemke this week.

Mr. Snitseler was married August 26, 1874, to Miss Jennie Van Dyke, of Hudsonville. Five children have grac-

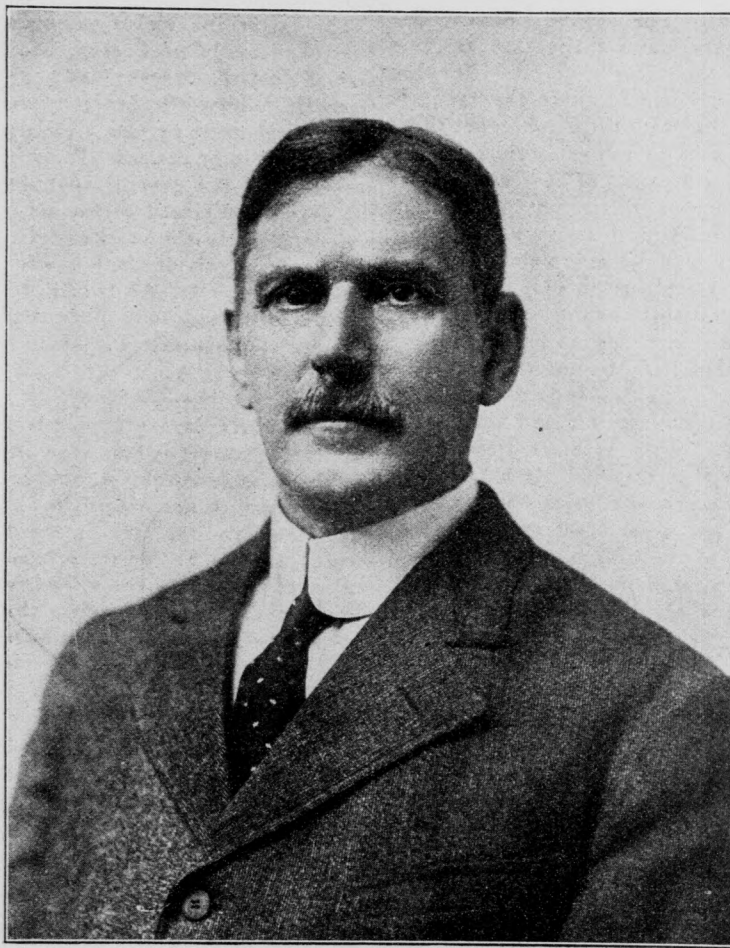
summer home at Virginia Park, on Black Lake, and a cottage at Little Manistee, on Little Manistee River, where he spends his time during the fishing season in May. Mr. Snitseler has never held public office and says that his aspirations do not run in that direction.

Mr. Snitseler attributes his success to the fact that he is not afraid of work and that he has stuck to one thing. While he was getting \$12 a week as a clerk in the woolen department of Voigt, Herpolsheimer & Co. he was offered \$18 a week to go to Muskegon, but he stayed by the old house, and feels that he has had ample reward for his fidelity. In his business career of thirty-nine years he has had an opportunity to assist many young men. He has little regard for a man who is changing from one position to another, as he finds that such a man ultimately becomes as useless as drift wood; nor has he any patience with a man who is afraid to work, even although it may be outside the line of his specific duties.

Few men in this city have a larger circle of friends or possess the respect of a larger circle of business acquaintances than Mr. Snitseler. Large in stature, brusque in manner, quick to make up his mind, energetic to assert his opinions, frank in statement, loyal to his family, his friends and to the associates to whom he has given nearly forty consecutive years of faithful service, Mr. Snitseler has every reason to regard his success with pride and his future with confidence.

William B. Holden.

William B. Holden was born on a farm in Wyoming township, Kent county, Jan. 6, 1863. He lived there until he was 9 years old, when he went with a relative to Keene township, Ionia county, where he remained until 15 years of age. He then went to Lowell, where he sought and obtained a clerkship in the dry goods store of Collar & Weeks. Nine months later he came to Grand Rapids and obtained a position in the print goods department of Voigt, Herpolsheimer & Co. He was afterwards transferred to the notion department and, after being with this house seven years, accepted a position with Spring & Company in the linen department. Eighteen months later he accepted an offer to take charge of the men's furnishing goods department of Voigt, Herpolsheimer & Co., where he remained seven years. Aspiring to a career as a traveling salesman, he went on the road for the Grand Rapids Custom Shirt Co., traveling in Wisconsin for six months. He then accepted an offer from the Singer Hook & Eye Co., with which he remained six months, continuing with its successor, the Rapid Hook & Eye Co., for a year. During this time he covered twenty-five different states, and met with many amusing experiences in undertaking to introduce the new style of hook and eye exploited by these companies. He then accepted a position on the road for Voigt, Herpolsheimer & Co., covering the Pere Marquette to Charlevoix and Saginaw and seeing his trade every six weeks.

**John Snitseler**

\$4 per week for his board, he was not at all discouraged because he realized that a beginning was the stepping-stone to success. He relates many interesting incidents of his early career as a dry goods clerk, due to his utter ignorance of the business at that time. The second day he was in the store a customer came in and asked for some "factory," which stunned him until he could recover sufficiently to ask of a brother clerk whether it came in bottles or boxes. He remained with Mr. Allyn until the following spring, when he was offered \$7 per week as clerk in the woolen department of Voigt, Herpolsheimer & Co. Eight years later he was admitted to partnership, at which time he began buying goods for the various depart-

ed the family circle, two of whom passed into the Beyond at the age of 5. The family reside at 119 Lake avenue, and current report is responsible for the statement that their home is one of the happiest in the city.

Mr. Snitseler has been a member of the First Reformed church ever since he came to the city. He served as deacon and elder for many years and is still an elder of the church. He is a member of the Knickerbocker Society and was President one year. He is also a member of the Grand Rapids Credit Men's Association, a director of the Globe Knitting Co. and President of the Falmouth Lumber Co. He has a mill at Moddersville, which he operates under the name of John Snitseler. He owns a

When the wholesale business was divorced from the retail establishment and merged into a stock company under the style of the Grand Rapids Dry Goods Co., Mr. Holden continued with the new house in the same capacity, without change of territory or responsibility.

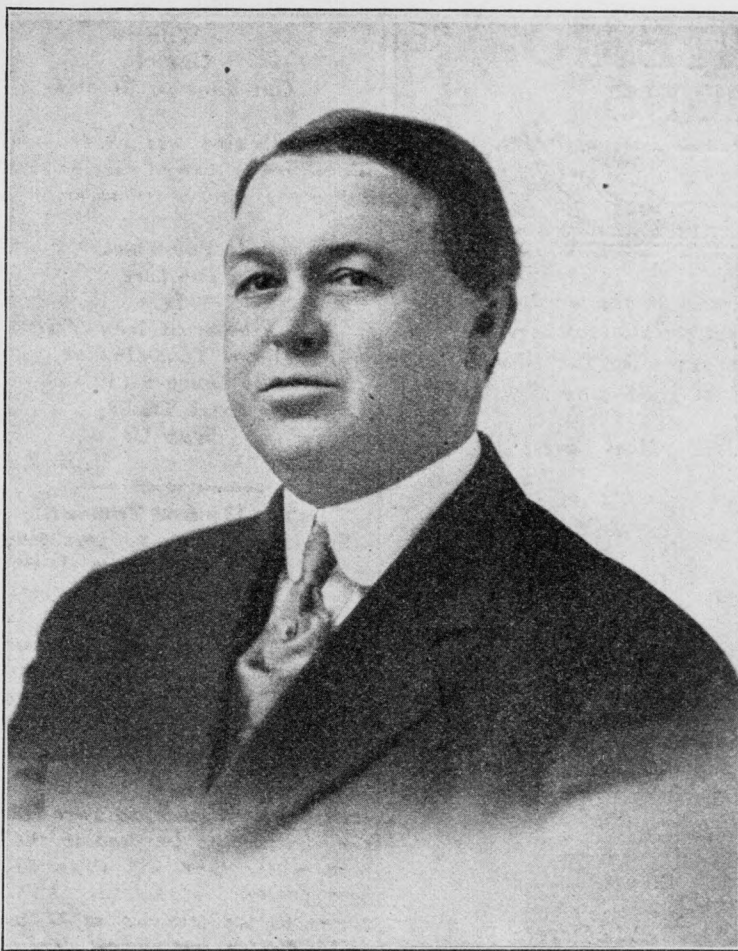
Mr. Holden was married Sept. 23, 1897, to Miss Anna C. Dettmann, of Grand Rapids. Mrs. Holden died March 1, 1904, and on October 15, 1908, Mr. Holden was married to Miss Helen Gertrude Schneider, of Chicago. They reside in their own home at 598 Logan street.

Mr. Holden is a member of Grand Rapids Council, No. 131, U. C. T., and has passed through all the chairs of that order up to and including that of Senior Counselor. As a Past Senior Counselor he is a member of the Grand Lodge of Michigan, U. C. T. He is also a member of Doric Lodge, F. & A. M.; Columbian Chapter, Royal Arch Masons, and De Molai Commandery, Knights Templar. He is a stockholder and director of the Morley Mercantile Co.

Mr. Holden attributes his success to good fortune, good health, willingness to work and ordinary intelligence. He says it never hurt his feelings if the work in hand took him half an hour after the closing hour, and that he has never yet shrunk from taking hold of any kind of work that was assigned him and has always done his best to carry it forward to a successful completion. He enters upon his new duties with bright hopes and fond anticipations, strongly believing that the success which awaits upon the industrious and the progressive and the forceful will attend him. Although he will not see his own customers as often as he has heretofore, the ties of mutual friendship and regard will remain as firmly fixed as ever. He will serve his house as well amid his new environment as he did in the old. His cheery, equanimous presence has lightened the tedium of many a long watch and many a hard day's grind. He is the kind of a man men love—a man with whom it is a pleasure to work, to agree with or to differ with on matters great or small. One can dissent from his opinions and conclusions on trivial matters or those of great moment and through it all maintain the golden bonds of true friendship.

William M. Lemke.

William M. Lemke was born at Roseville, Wayne county, Oct. 27, 1871. Both of his parents were of German birth, his father having been a native of Berlin and his mother a native of Dresden. His father was a Lutheran preacher and when William was about 1 year old the family removed to Manistee, where his father was pastor of the Lutheran church for twenty-five consecutive years. William attended the parochial school of the church until he was 14 years of age, when he entered the employ of Voigt, Herpolsheimer & Co., of this city, as cash boy. He was subsequently promoted to the bundle counter and afterwards to the toy department and still later to the domestic



William B. Holden



William M. Lemke

linen and white goods departments. He has had charge of these departments for the past eighteen years, including the purchase of both foreign and domestic goods. He is familiar with Eastern and foreign markets. He will take charge of the buying for the yard goods department, which is ample assurance that this branch of the business will have the best assistance the market affords.

Mr. Lemke was married Oct. 22, 1901, to Miss Pauline Kunderer, of Detroit. They have one boy, 4 years of age. They reside at 60 Coit avenue.

Mr. Lemke attends the Lutheran church on East Bridge street, but has no other religious or fraternal affiliation. He is a "home man" in all that the term implies, finding his greatest enjoyment in the comforts and associations of his own hearthstone.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Jan. 15—We are having a spell of weather which greatly retards shipping and business generally. Country roads are absolutely impassable in many sections, while in others only the slowest progress is made. The result is almost complete suspension of traffic.

Coffee is firm, but orders, as a rule, are for small lots and buyers are, apparently, willing to let the other fellows "hold the umbrella." To a layman it would seem a good plan for the grocers to carry larger stocks than they are doing, for the tendency with coffee, as with almost everything else, is to advance. At the close Rio No. 7 is quoted at 8¾c. In store and afloat there are 4,308,261 bags, against 3,681,128 bags at the same time last year. Mild grades are steady and in about the usual demand that exists in mid-winter.

Sugar is quiet and quotations show a fractional advance. Granulated is quoted by most refiners at 4.95, less 1 per cent. cash.

Jobbers generally report a fair trade in tea, although orders are for limited amounts and hardly anything is being done in an invoice way. There is no change in quotations.

Rice is being called for in a moderate way and prices are steady, with a little firmer feeling on prime Honduras and Japan. Choice domestic, 5¾c.

Spices are firm, but orders are not numerous. Ginger shows some advance, but this is the only change on the list.

Molasses shows little movement and quotations remain as last noted. Syrups are in light offering and unchanged.

In canned goods matters are in statu quo. There is, however, a firmer market for 3s tomatoes and buyers are more willing to pay 62½c than heretofore. Deliveries in the country districts have been rendered impossible almost since Christmas.

Butter retains its high point and the outlook is favorable for a continuation of the extreme prices. Cheese is steady at 17½c for State full cream.

Western eggs are in lighter receipt and firmly held at last week's quotations.



WINDOW CARDS.

Bunch of Them That Might Help Business.

On a dun day in midwinter reference might be made to the clouds by a merchant tailor as follows:

When
The Sun
Breaks Through
The Dark Clouds
You'll Want
To Be Well Dressed
One of Our
Lord Chesterfield
Overcoats
Will Help

A dry goods firm or a general store that is in the habit of holding specials to sell singing birds might find the following placard available:

Behind the Bars
We Have
The Bird
He Sings Like
A Nightingale
But He's A Canary
Price Just \$3.50
For Best Trillers

The beginning of the next placard brings to the mind of the reader thereof a well-known quotation:

"In Peace
There Is Nothing
So Becomes
A
Man"
As Observance
Of
The Gentle Laws
Of
His Wife
She Decrees
That He Shall Buy
At
Our Place of Business

This unusual placard appeared recently in a prominent florist's window. It was suspended over a magnificent bunch of American Beauties and everybody read it who looked at it:

"The Rose
Is But a Shadow Faint
Or Semblance
Of
The Real Joyful Thought"
Still Everybody Loves
The Shadow
Or
The Semblance
Buy Her One or Several

Harping on the word "lovers" in the next placard might serve to make people remember the allusion to "a cupful of good coffee:"

Most Lovers
Of
A Cupful
Of
Good Coffee
Get To Liking
One Brand
We Carry Brands
To Please
All Lovers

Occasionally, to cause a smile, such a card as the next one could be utilized:

Even
Prim Old Maids
Say
We Have
The Nicest Young Men
For Clerks
Of Any Place in Town

A store with a reputation for honesty could evolve something like this:

Prevarication
As a Science
Never Helped
Any Firm's Business
We Have
Always Given Satisfaction
By Sticking
To
The Truth

Some dealer might like the following card:

"The Loneliest Thing
In All This Lonely Sphere
Is
Self"
Come Out of Self
Come Where the Crowds
Are Gayest
With Buying
Come to Our Store

A hardware dealer could call attention to his enameled ware with this card:

A
Neatly Careful
Housewife
Loves to Make
Her Lollipops
in
White-Lined Porcelain
We Have Just
What She Wants

Brooms might get a walk-away with this:

The Wise Woman
Riseth Betimes
And
Sweepeth Her House
With
One of
Our Fine 40c Brooms

The following was handed me by a local young man of excellent standing among window trimmers:

If You Think
You Live
In
A Prosperous New Year
Prove Your Opinion
By Doing a Little
Extra Trading
With Us
H. E. R. S.

The Window Trimmer.

Speaking from a psychological point of view the successful window trimmer of to-day should be endowed with the following faculties: Well developed imagination, inspiration, originality, color, balance, constructiveness, individuality and patience.

Imagination enables him to picture in his mind the work he wishes to do.

Inspiration enables him, after that start has been made, to place the various articles to be used in the exhibit where they will show to the best possible advantage. All this comes to the trimmer as he builds up his display, just as new ideas come to the mind of the artist as he paints his picture.

Through originality the trimmer

makes a display that is distinctive in design and style and that does not show the earmarks of imitation.

Patience, and lots of it, enables the trimmer to carry to a successful conclusion many a tedious piece of work that he would otherwise leave out of the display. Patience without doubt is one of the greatest assets a trimmer can possess.

Balance concerns the placing of articles used in the display so that the exhibit will not appear to be one-sided or top-heavy at any particular point. A well balanced display is absolutely necessary at all times. A proper interpretation might be, "A place for everything and everything in its place."

The day is not far distant when a window trimmer, as he is now termed, must be something more than a mere trimmer. He must add the qualifications of a decorator. A color scheme of draping the bare walls of a window with either cloth or paper will tend to bring out the beauty of the exhibit and make it more attractive to the general public than the old style of trimming. Harmony in color is another valuable asset to possess. —World-Wide Publicity.

In Ye Olden Time.

The Burgomaster (as befuddled individual rolls by)—He told his wife that he must go down town this evening in order to catch the post.

The Beadle—In sooth he hath already caught on every post between yon tavern and here.

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Detroit, Mich.

THE RIGHT WAY.

Hitch Your Cart To a Line of Thought.

Evanston, Ind., Jan. 17.—There are thousands of bright young men in the business world who seem to stand still, as it were. They never think about making opportunities. They seem to be waiting for "just the right kind of an opportunity" to come their way.

It is true that "Hundreds of opportunities knock at our door" during the year, but we should not sit down and wait for them.

Every successful man in this world made more opportunities than ever came to him. He being a tool in Nature's workshop he carved out the plan that built everything we see.

Every young man who will make up his mind to think can make an opportunity for himself. Opportunities are not things made by hands as much as they are made by concrete thinking.

Every living soul thinks, but the question in this busy world is, What are you thinking about? The business world demands thinkers nowadays and the young men who are not thinking thoughts that make opportunities are the ones who are going to fail sooner or later.

The old saying, "Tell me what kind of books you read and I will predict your success," is true.

It behooves the young men of today to do more or less reading along the line of opportunity they desire to have coming their way.

If we get busy with the right kind of thoughts they will bring us opportunities by the thousands.

Every successful man is overworked, and for no other reason than that thoughts of progress know where to go to get attention.

The thoughts that make opportunities never go to the minds that are not always ready for action.

Be active. Even the older men attract young and progressive thoughts when they are willing to keep themselves alive.

We must try to know that thoughts—the only power within our minds and bodies that can do much good in making opportunities—never get tired and sleepy, and that they will work our bodies to death if we let them, but this is something that we all should learn how to govern. A few of us are letting progressive thoughts kill us, but thousands of others have never done enough to even attract one active thought. They sit around "like a bump on a log."

The young men of this world owe a great deal to the future opportunities which can be brought to light.

Every young man who wants to do something great for himself and the whole world can be a good workman in the shop Nature has made for all of us if he will but make application for the position.

The first step towards making opportunities is filling out the blanks as they are sent to us. We must take an examination, and will have to stand at the head of the class if we ever

expect to make our own opportunities.

Now is the time for every young man to begin. He will have to make his application to the All Wise Power of Intelligence. He will have to learn that there is something greater than himself. He will have to learn that there is a power greater than the teacher who taught him in the school room. This power is free to all. It is no respecter of persons. It knows every man and does not pay much attention to his bank account, his fine clothes or his fine surroundings. It is forever looking at his working ability.

It is not the thoughts which make opportunities which cause a man to spend his money on style and other things. It is all right to have everything convenient, to look well dressed and have a nice comfortable home, but the thoughts of opportunities want more than this—they want to make a new world every year.

The thoughts of opportunities are put here by the great influence of Nature for no other reason than that everything in the garden of Nature may grow and be beautiful.

Nature intended that everything should be beautiful and healthy, but it is up to us to do our part and those of us who have eyes to see can realize that the more we work the more we will receive for our labor.

There are those among us who "wish to work the workers" for all they need and if we look real closely we can see that they have never made an opportunity in their lives. All they have done is to watch for a chance to steal something that another has produced.

Young man, don't be a robber or a beggar, but make up your mind to be a thinker. The best way to learn how to be a thinker is to make up your mind that you are going to spend all of your nights at home reading good books concerning the opportunities you wish to attract. Do not let evil thoughts make you believe that you can not learn how to make opportunities by reading because you have not the right kind of an education.

It makes very little difference to the thoughts that are making opportunities every day what kind of a school education you have, for they never go back to those things any more than an old man thinks of going back to his A, B, C's.

Let us try to know that the children are all over educated. Our teachers of to-day are forcing things through our public school that will never do the children any good.

Young man, get a copy of American history and see who made the opportunities in the last one hundred years and try to learn a lesson from the great men of the past.

Every man who has done anything that really amounted to anything was an uneducated man, one who never knew what a school education was. Of course, in the last twenty years we can point to a few highly educated men who have planned a few good things, but the men who worked for opportunities and made them are men

who found something other than an education.

Let us all be wise and realize that none of us are as yet educated, that we must work each and every day if we wish to learn anything that will bring us what we really need.

There is not a living soul on this earth who can foretell what a thinker may bring forth. We are all depending upon the thinkers. They it is who put the thoughts in our minds that make us more.

Young man, if you want to move in the right way, hitch your cart to a line of thought that you know is pulling a mighty load and stay with it day and night, and we are sure that you will come out of the lower fields with a big harvest.

Edward Miller, Jr.

Making Good.

Nothing is so much on the mind of the average business man as the question as to whether he is "making good." From the man highest up down to the man at the foot of the ladder, it is the same old grind. Keep plugging or fall behind is the universal law.

Moreover, no matter what a man's business, and no matter how much or how little money he is making, each man believes he has the toughest job on earth, and he wishes he only had Bill Jones' job—then how happy he would be.

But he wouldn't. He would be wishing he had Sam Brown's job then.

One of the arts of making good consists in squeezing all of the juice out of the lemon you've got.

If you are dissatisfied, resign, quit, vamoose! Go get another job. But first go off by yourself and think things over. Are you doing your best where you are? Can't you do more than you are doing? Have you done everything you ought to have done? If not, take a fresh grip on yourself and get busy. Stick to what you know.

In fact, another of the arts of making good consists not only in being satisfied with what you've got, but also in being dissatisfied with the way you're taking advantage of your opportunities. Do more than you are paid to do. Fit yourself for bigger things.

Be ready to step into the shoes of the man higher up, and first thing you know you'll be occupying his berth. Success is for the man who makes success come to pass. The only luck in this world comes as the result of preparation, foresight and devilish hard luck. Stop whining and get busy.—The Hub.

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ESTABLISHED 1872

BOARD OF TRADE.

Monthly Report of the Municipal Affairs Committee.

Better Governed City Committee.

Since the last report there have been meetings of our sub-chairmen and several of the sub-committees. That on a Better Governed City listened to an address by Samuel H. Ranck, of the Ryerson Library, on the subject, "Municipal Reference Libraries." The value of such institutions in helping to form intelligent public opinion was emphasized. According to Mr. Ranck those who use such libraries are generally the leaders, as they have a basis of knowledge upon which to build their opinions. If steady progress is to be made the number of such leaders must be increased. Otherwise there is danger that a few enthusiasts may put through reforms that have not been well considered. Then will follow reaction and discouragement.

The Ryerson Library has secured a large amount of material bearing upon the experience of other cities in the solution of civic problems, but it has had no one to classify this or make it readily accessible.

The purpose of the Municipal Reference Bureau, established by our Committee, is to encourage the use of such material and to assemble where it is readily accessible the most pertinent facts about Grand Rapids and other cities which are working on problems similar to ours. The value of such a Bureau is evident, as it is already being called upon although its office was opened only January 11. A series of exhibits will be sent to Sigsbee Street school to illustrate lectures that are being delivered there by city officials under the general title, "What Your City Is Doing for You." A considerable amount of data was sent a few days ago, on request, to Henry M. Bates, of Ann Arbor, who is soon to deliver here a lecture on the legal status of Michigan cities. Information regarding civic and social work in Grand Rapids is being prepared for a National Social Service Bureau, conducted by the Baptist church. This will be published in periodicals having half a million readers.

The Bureau is designed primarily for the use of members of the Municipal Affairs Committee and the Board of Trade, but as our desire is to increase the general fund of information about Grand Rapids and its possibilities, we shall answer so far as possible enquiries from other sources.

We hope that all the members of the Board of Trade will inspect the office of the Committee.

The Safer City Committee recently made some recommendations regarding the removal of snow and ice from the sidewalks. Information from other cities showed that rigid ordinances are in effect in those which are most progressive. Two methods of making these ordinances effective are employed. One is to impose a fine; the other to assess the cost against abutting property.

It appears that we once had an effective ordinance that applied only to

the downtown district and on that score was declared unconstitutional. The sense of the Committee was that we should have a stringent ordinance, similar to that of Hartford, but that assessments of costs rather than fines be relied upon to ensure compliance. The continued use of the snow plow was recommended, but its passage should not be considered sufficient. The facts that snow removal is irregular work, that it is work which must be done quickly, were held to be obstacles in the way of having a city department made responsible for its performance. It would be costly and difficult to raise a large force of men at a moment's notice. So whatever is done by the private citizen would be of material assistance, leaving to the city the task of caring only for vacant lots or other neglected property. The Common Council is now trying to frame an ordinance which will be effective.

Lodging House Ordinance.

The Social Welfare Committee at its last meeting considered the lodging house ordinance, jail inspection and a provident loan company.

The lodging house ordinance had been before the Common Council since the 14th of last May. Alderman McNabb was present at this meeting and at the close of the discussion he promised to bring the matter before the Council within a fortnight. Under his leadership it was finally passed, some amendments being added during the discussion.

Four members of the Committee attended the Council meeting and spoke in favor of the ordinance. Its purpose is to set a standard which will be consistent with decency and health. It may be that its enforcement will drive some of the cheap lodging houses out of existence, but if so it will be because they are not fit places for human habitation.

Provident Loan Society.

The formation of a Provident Loan Association was fully discussed. R. J. Cleland was present as a guest of the Committee and he told of conditions here in Grand Rapids, instancing one case where a \$25 loan was charged for at the rate of 125 per cent. He said that no legislation can cure this evil, that the only remedy is competition. The Committee expressed itself as in favor of a Provident Loan Company which should pay 5 or 6 per cent. on the investment, thus making it a business proposition. A special committee was appointed to take up the practical details of the matter.

The sub-chairmen at their last meeting decided to ask the directors of the Board of Trade to consider the advisability of serving luncheons in the building. Most of the Board of Trade committees now meet at luncheon in the various hotels. This is inconvenient. If they were to meet in the building the effect would surely be beneficial to the Board of Trade. It was even suggested that a light meal might be served on the evenings the directors meet and the meetings held from 6:30 to 8 or 8:30 instead of, as at present, from 8 to 10. The matter was taken up at the following di-

rectors' meeting and referred to the Building Committee.

John Ihlder, Sec'y.

Comment.

A Reference Bureau.

The Municipal Affairs Committee on January 11 opened in the Board of Trade building a Municipal Reference Bureau, in which it is assembling maps, photographs, pamphlets and other material which have a bearing on civic and social problems. The Committee has gathered a small civic library and it keeps on file civic magazines, newspapers and reports, City Club bulletins and other periodicals of like nature.

These are designed primarily for the use of members of the Committee and of the Board of Trade, but so far as possible information along civic and social lines will be supplied to every enquirer. As an indication of the value of such a Bureau the Committee has received during the past week requests for information about Grand Rapids from Ann Arbor, Lansing, Hastings, Philadelphia, Scranton, Pa., Cincinnati, Ohio, Louisville, Ky., and Kansas City, Mo. This, of course, is in addition to many local enquiries.

English Town Planning Law.

The English Housing and Town Planning bill, introduced in Parliament by Mr. John Burns, has passed both houses. It provides:

1. For improved administrative machinery in dealing with problems of health and sanitation.
2. That houses for the working classes must be reasonably fit for human habitation and gives greater power to the authorities to close and demolish unsanitary houses.
3. That local authorities may build new houses for the working classes.
4. That the future must be taken into consideration in creating new urban centers or extending old ones so that slums may be prevented and unnecessary expense in clearing sites and widening streets and creating open spaces avoided. With this end in view local authorities are empowered to prepare town planning schemes which are to go into effect after being approved by the Local Government Board. Persons injured by such a scheme are to be compensated; persons benefited to be assessed.

This law is the result of years of agitation on the part of the National Housing Reform Council, a volunteer organization. Now that the law has been enacted the Council is appealing for subscriptions to a fund of \$25,000 with which to carry on a campaign of education as to the law's importance. It proposes to publish literature, conduct meetings, hold exhibitions, etc. One of its statements is, "When it is remembered that for every British soldier killed on the field of battle during the last thirty years there have been at least fifty men and women and 100 children—mostly infants in arms—killed by unsanitary conditions in the slums of Great Britain, the need for this peaceful war against the slums at once becomes apparent."

A similar war has been begun in the larger cities of America. In Grand Rapids it need never develop into more than a skirmish if we begin to work according to housing and town planning principles now. It is economy to profit by the experience of others.

Three Country School Houses.

There are three country school houses in townships immediately surrounding Grand Rapids. The one in East Paris presents such a contrast to the others that it can not but arouse a feeling of shame in those who are responsible for the barren and unsightly surroundings of the buildings in which their children are supposedly learning to become good citizens and good neighbors. Last Arbor day the country schools of the Good Roads district were invited to participate in the distribution of spiraea. A number of them took advantage of the opportunity. If such participation is continued for a few years the appearance of our country school yards will be transformed and the burdock bushes which now ornament the grounds of the East Bridge Street school will be supplanted by something better worth our attention.

Lecture on City Planning.

Charles Moore, of Detroit, will give an illustrated lecture in the Ryerson Library Tuesday evening, Jan. 25, on "The City Plan—Washington, Chicago." Mr. Moore has been personally associated in much of the work of which he will tell. He will point out the need of city planning not only to secure dignity and beauty, but, what is even more important, to secure business facilities, to lower the death rate and to prevent over-crowding of population with all its attendant evils.

Movements of Working Gideons.

Detroit, Jan. 17—M. G. Wylie, of Detroit Camp, wears a prohibition collar and all must buy or tell why.

A. C. Holmes is now basking in the sunshine of Jacksonville, Fla., where he expects to make his future home.

Essie Lou Gates, daughter of the writer, has suffered all that goes with scarlet fever and diphtheria during the past five weeks, requiring the united attention of father and mother during this time. The child is alive and there is hope for recovery.

George B. Clark is now a 1910 Gideon up to date.

Gordon Z. Gage and wife, W. D. Van Schaack and the writer met last Saturday evening at C. H. Joslin's home to begin preparations for the next National Gideon convention, to be held in Detroit the last of next July.

The Griswold House meeting was led by C. H. Joslin. Appleton Smith was the main speaker. In his talk he gave a pen picture of Jesus Christ which he had seen. The artist had begun his picture in the center and made the whole by encircling one mark after the other with shades and shadows, making the entire picture without taking the pen off the paper. Miss Slawson presided at the piano. F. A. Derham and wife, of Durand, guests of the house, were present.

Aaron B. Gates.

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THOMAS PAINE.

A Careful Review of His Life and Accomplishments.

Written for the Tradesman.

The movement for a better appreciation and recognition of the work and writings of Thomas Paine has led me to a recent study and review of his career and books that would have been prevented by the prejudices of earlier years. I find the character study involved an intensely interesting one. Paine's influence in the political contingencies of his day was undoubtedly very great, but, contrary to the great number of his apologists and appreciators, I find him controlled by such limitations of human nature as to effectually remove him from the pedestal of a persecuted exponent of thought so far ahead of his day. He lived in a time of the world's history when there were presented some of the greatest of opportunities in the evolution of human liberty, and it was his fortune to employ his remarkable power of expression as the spokesman of the leading thought of American independence in a way to gain a hearing.

Several months prior to the Declaration of Independence, acting on the suggestion of some of the leaders in the liberty movement, Thomas Paine wrote the pamphlet "Common Sense," which was credited with a great influence in preparing for and bringing about the climax of '76. This was followed during the long struggle by a series of articles entitled "The Crisis," and to all of these much of the credit for American success is no doubt justly attributed.

Thomas Paine was born in one of the English counties in 1734 of Quaker parentage. His father being a well-to-do staymaker, he was given rather a liberal education for his time and position, although his love of the natural sciences led him to disregard the almost universally required Latin—significant in view of his later assumptions of religious criticism. Following his school life he learned from his father the trade of staymaking and later entered upon the manufacture.

His marriage was with a lady whose family were connected with the English excise service. Failing as a manufacturer of stays, he entered the excise through the influence of his wife's relatives. In this he was successful for a time, but later lost his position for some unexplained reason. During this part of his life he was rather convivial and became noted as an alehouse controversialist. During this time he gave much attention to scientific study and speculation and made some engineering inventions which indicated decided talent in this direction. For some reason unexplained Mr. Paine separated from his wife after finishing his excise experience.

Thus we find him at the time of the American Revolution, aged 40 years, free from employment, without domestic relations, and with a remarkable power of expression gained from his indulgence of his strong taste for controversy. This portion of his life, together with his Quaker origin and dissenting association, is significant

in view of the production of his most noted work, "Age of Reason," as it indicates an ability and bias of judgment, as to established English ecclesiasticism, that account largely for the mental and moral aberration shown in his work during the French Revolution, as will follow.

Just why Mr. Paine decided to emigrate to America at the time of the Revolution must be a matter of conjecture. It is not probable that he came with any specific plan of work, for he could hardly have foreseen the course the American dissatisfaction would take. It is likely he was influenced by the better promise for personal advancement in the newer surroundings and especially in view of the political unrest.

I have already referred to his notable work in the American Revolution. He was recognized by appointment to office in the young American Congress, and later went with another on a successful embassy to France for the securing of funds for the relief of our suffering army. In all his work he manifested the most untiring zeal and loaned his private funds, such as he had, for the success of liberty with the most unselfish confidence. The assertion that his work was not appreciated is not borne out when we read how much the struggling nation did and tried to do for his interests. Among other things, he was granted the large and valuable estate at New Rochelle, New York, which his admirers are now proposing to make into a park as a fitting appreciation of his greatness.

Soon after the American Revolution Paine returned to England to prosecute his inventions in bridge building. His reputation as an advocate of popular rights gained him recognition by the leading liberals of that day in London. Here he continued for several years and, as the universal European unrest preceding the French Revolution increased, he undertook his second great work for the advance of human liberty, "Rights of Man." In this masterly statement of the correct status of the governed under the law and terrible arraignment of tyranny and unjust hereditary usurpation he soon gained a wide hearing among the people and, naturally, the antagonism of the government most directly assailed. His books were condemned and his publishers were prosecuted and some of them convicted, only escaping imprisonment by fleeing the country.

The publication of "Rights of Man" and its wide influence in England occurred just in season to take advantage of the gathering volcano in France. The work was translated and widely circulated in that country and, no doubt, did much to accelerate the final eruption. Taking advantage of the interest aroused, Paine made his progress to the French capital attended and received with a great ovation. This occurring in the early days of the Revolution, he was made member of the National Assembly and given a high place in the government councils. Here he remained until after the condemnation of Louis, against which he voted in

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the Assembly, resulting in his imprisonment during the final terror. He lay in prison nearly a year, much of the time in immediate expectation of the guillotine.

It will be remembered that one of the early phases of the Revolution was the destruction of ecclesiasticism, finally carried to the abolition of all religion, the dethronement of Deity and the blasphemous anointing of the Goddess of Reason. I think the inference a fair one that the name of the book written under these circumstances was suggested by this manifestation of French madness.

It was under these conditions and while in prison that the first, and far the most important, of the three pamphlets constituting "Age of Reason" was written. Among other causes for its production given by the writer was the fact that he wished to provide something to take the place of the atheism to which the French nation seemed doomed. While he doubtless thought, as he stated, that he was carrying out a long-cherished purpose, as a matter of fact "Age of Reason" is an incident of the French Revolution. Consistently with this after his release he proceeded to organize a society of Deists, adopting creeds and rituals the same as others. This society was finally abolished by Napoleon as a concession to the Papacy.

With such a preparation and under such conditions it is not surprising that the work should be an exponent of the utmost force of the man. His treatment of the Bible is entirely general, as it was impossible for him to obtain a copy of either Testament in the prison. The book produced under these circumstances is, as might be expected, a wonderful example of clearness and force of expression. What are considered sacred subjects are handled in a manner to be dangerous to those not guarded by wide study. It is fortunate that in his fanatical zeal and lack of reverence or decency he employed terms which went far to defeat his purpose as to world-wide influence, by being quickly rejected with horror by all except a few people of similar tastes and characteristics.

It is true that in his attack on the Bible he included a great amount of that which is to-day discarded by religious interpretation and criticism. Aside from the fact that similar denials had already been made by Voltaire and others, there is no special indication of genius in such denials when all is denied. That there are in this work any statements of theories which have led to modern Christian liberality I am unable to find.

The second and third parts of "Age of Reason" were written when he had the aid of the Bible and books of reference, and these are far inferior in force and literary quality to the first. In these appears a prosy, a tedious debating quality that would be fatal to any wide interest.

In my study of this character I am inclined to take issue with those who assert that "Age of Reason" is the final expression of a lifelong conviction. In the study of Paine's earlier writings there is a deference to

the religious conventions of the time which would be insincere at the least. Thus, in one of his earlier books, we find him appealing to the "Word of God as the Divine law."

The study of this character is instructive, as showing to what extent the voluntary following of a fanatical theory in advancing years may control a man of strong personality and narrow education. He had dwelt so long and intensely on the subject that he was confident the world would quickly fall in line. Thus when he began to get protesting letters from his old associates in the American struggle he proceeded to take up the question with the utmost surety of quick conviction. He wrote Samuel Adams, in answer to such a letter, that he thought the latter had not read the book and that if he would do so he would find it unanswerable. In this connection he betrayed a very human vanity in bragging as to how he wrote the book where he could not even have a Bible for reference.

Much has been written as to the latter years of Paine's life, some asserting that he finally repented of his infidelity. I think there is no foundation for this. Judging from the statements of his most partial historian, his situation after his disappointment in being rejected by his principal friends on account of his position was entirely natural. Instead of living as the dignified exponent of the Deistical religion he professed, he narrowly shunned those who would not agree with him and, as his biographer admits, the resumption of the convivial habits of early life led him into relationships to be deprecated. He died, in this country, at the age of 73, refusing all association with religionists and upbraiding friends who had neglected him on account of religious belief. Warren N. Fuller.

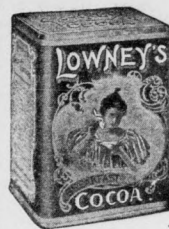
Wasteful Production of Heat.

The use of fire, by one of those strange incongruities of cosmic growth, has retained more nearly its elemental and primitive form than any other of the essentials to life, existence and the industrial activity upon which life upon our planet is dependent.

While measurement has been integrated to the fractional part of a wave length of light, and mathematics and physics have reached a development of almost absolute determination, yet the usage of fire, so necessary to human existence and most materially affecting the economic life of society, has remained in a state of primeval crudity, practically unchanged since its inception, and the wanton waste of the world's most valuable resources and fundamental wealth continues in a manner entirely incommensurate with the economical development of our social and industrial life.

It is a fact that the day must inevitably come, and may be said to be almost in sight, when, at the present rate of demand plus the expanding demand-curve of an increasing population, the supply of combustible resources will be practically exhausted.

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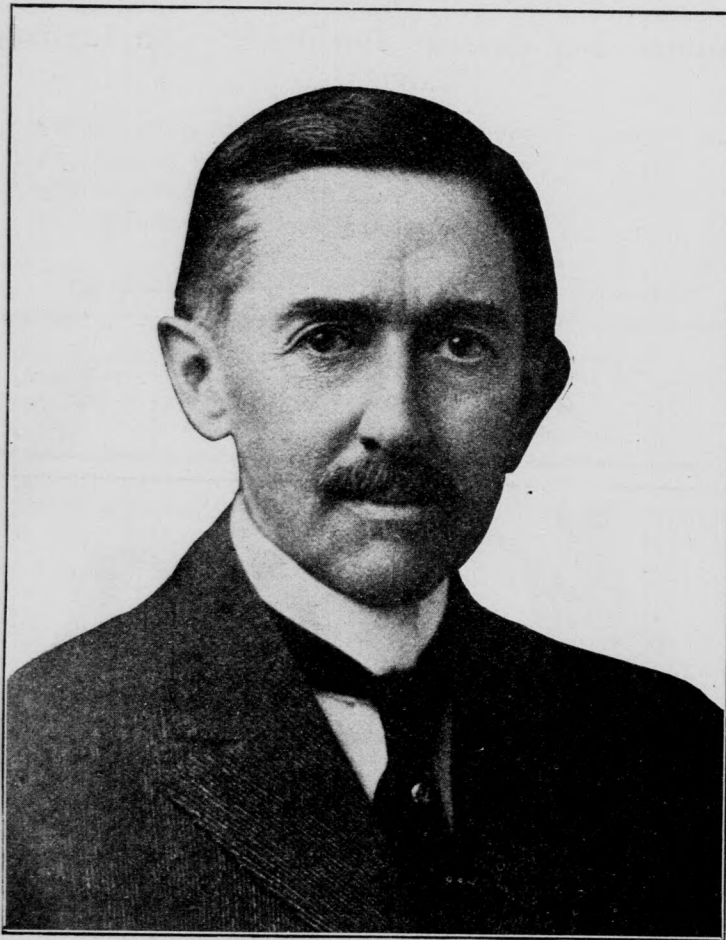
It is a typical American expression, almost slangy in vernacular, this "keeping up the gait." We might even say, perhaps, "continuing activity" or even "maintaining the pace," but somehow they do not seem so expressive. "Keeping up the gait" is terse and truthful. It has a Yankee flavor that suggests one of the chief characteristics of the people we are. It means that we have found work to do and that we are doing it. It means that we are moving forward with the forward movement of events. It means that we are contributing our full share to the cause of progress. It thus becomes a high compliment,

has been keeping up the gait. He comes of a family whose deeds are woven into the fabric of our history. The name of this family is written large upon the record of one of our greatest states. The men who bore it were among the pioneers of Illinois. They aided in erecting the first settlements; they helped to secure the political liberty of a large territory; they made a wild stretch of country habitable, and they created a commonwealth whose commercial importance is recognized around the globe. The name of Watson appears on the earliest records of this country and has continued on every page of its history.

It is of one of the present day representatives of that family that this article is designed to treat. His fore-

put his money as fast as it was acquired into a business of whose possibilities he had personal knowledge. As a result his interests were placed on a safe foundation and had the benefit of his technical knowledge of a great industry.

Frederick A. Watson was born at Dixon, Illinois, Oct. 3, 1854. His father was of Scotch descent. His mother was descended from a famous Holland Dutch family. When 14 years of age Frederick engaged in business for himself as a train boy on the Chicago & Northwestern Railroad, running between Chicago and Dixon and Chicago and Omaha. He continued in this capacity three years, when the call for help following the Chicago fire caused him to hire out as a teamster, and from the fall of 1871 until July, 1872, he removed rubbish from the burned district to the lake front. He then sought and obtained employment in the general store of C. C. Sweet & Bro., at St. Joseph, Mich. In 1874 P. H. Carroll and H. F. ("Flick") Hastings, both deceased, induced him to leave the store and take up the work of selling gloves on the road for C. Dempster & Co., of Chicago. He did so well at this work under the instruction of such competent salesmen that on Jan.



F. A. Watson

whether paid to a nation as a people or to a man as an individual.

So far as the individual is concerned the pace that has been set for him is a fast one. It is demonstrated in the hardihood of the first settlers and in the patriotism of his revolutionary forefathers. It is seen in a material and commercial growth far exceeding that of any other country. It was this pace, or gait, that conquered the wilderness and the savage; that peopled a continent with hundreds of millions of civilized men in a period of 400 years; that erected on this continent a republic that is the model of the world and that brought across the water to an unknown land supremacy in both war and peace.

This article concerns one man who

fathers had their part in contributing to the greatness and glory of the Republic. Later members of the family fought in its wars and assisted in winning its way in the markets of trade. Likewise Frederick Watson has done his work of maintaining the record achieved by his family. He has accomplished this progress by the hard and simple method of sticking to his work industriously, taking good care of the money he earned and then making by means of careful investment. This is the direct method by which many of our greater business men have achieved their present position in life. He recognized that nothing valuable is obtained without conscientious work. He was wise enough to

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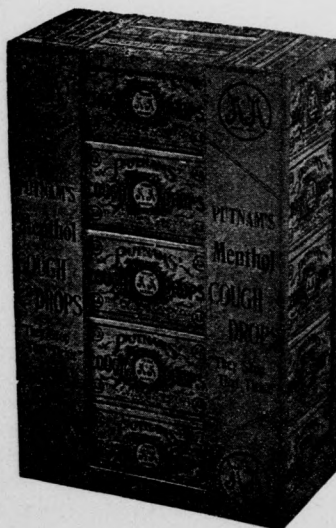
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1, 1875, P. H. Carroll took him into Chicago and introduced him to the late C. M. Henderson, at that time manager of the wholesale shoe house of C. M. Henderson & Co. Mr. Henderson rather demurred at the youth of Frederick Watson, whereupon Mr. Carroll said to Mr. Henderson: "You put Watson out on the road any place where you have a vacancy. Pay him a small salary, if you wish, and if he fails to make good charge the deficit up to me." The young man spent two months in picking up pointers in the store, when he was sent out to cover the retail trade of Northern Missouri. At the end of the year Mr. Henderson called him in and said, "Young man, you have been working this year for \$25 a month. There is \$300 additional in the hands of the book-keeper for you, making your salary \$600. Next year your salary will be \$900 and I hope you will continue to increase your sales until you stand at the head of the procession." He more than met Mr. Henderson's expectations and by 1882 he increased his sales to \$172,000, which enabled him to net \$7,500 from the year's work for himself. He was then traveling on commission. Jan. 1, 1883, he resigned his position on the road to learn the shoe manufacturing business. He was placed in charge of the Henderson shoe factory in the penitentiary at Pittsburg, where he remained four years. The Legislature of Pennsylvania passed a law, prohibiting the employment of convict labor in the manufacture of shoes, and the Pittsburg factory was removed to Dixon. The factories at Chicago, Fond du Lac and Jefferson City, Missouri, were also concentrated at this point, which was then a city of 4,000 people. Mr. Watson assumed charge of all of the factories and had the pleasure of seeing a city of 4,000 people double in population in five years and increase still farther to 10,000 population by 1910. Mr. Watson invested his savings in stock of C. M. Henderson & Co., so that on the death of Mr. Henderson, in 1896, he held \$100,000 of the capital stock. The business was conducted by the directors, of which Mr. Watson was one, until 1902, when Mr. Watson organized the Watson-Plummer Shoe Co., with a capital stock of \$500,000, purchasing all the factories, stock and good will of the business. Mr. Plummer was general book-keeper in the Pittsburg factory, while Mr. Watson was manager. Mr. Watson was made President of the new corporation, which has prospered exceedingly under his management. It now has a surplus of \$225,000, in addition to the capital stock, employs six hundred hands and turns out 1,250,000 shoes per year. The house sells goods of its own make only. Mr. Watson divides his time between the factories in Dixon and the jobbing house in Chicago. He continues to reside in Dixon, where he is regarded as her foremost citizen.

Not content with his success in the shoe manufacturing line Mr. Watson organized and installed the first electric light plant and gas plant at Dixon. He built a dam across Rock

River at a cost of \$50,000 and was the first President of the Dixon Power & Light Co. This business was sold a few years ago to John I. Beggs, of Milwaukee, for \$197,000. He also organized the Dixon Ice Co., a wholesale ice packing and shipping business. He afterwards sold his interest in this business to his brother, Samuel N. Watson, who has since conducted the business.

Mr. Watson has served the Shoe and Leather Association of Chicago four years as President, and it is claimed by those who are familiar with the organization that no executive officer has ever been able to inject so much vitality into it as its present head. He is also one of the Vice-Presidents of the National Association of Shoe Manufacturers, of which John H. Hanan is President. He is a member of the Dixon Club and the Union League of Chicago, a communicant of St. Luke's church, of Dixon, and an honored member of the Elks Lodge, of Dixon. He is a member of the Loyal Legion, being in the first class by inheritance, his father having been Colonel of the 75th Illinois Infantry.

Mr. Watson was married March 20, 1880, to Miss Delia L. Fairman, of St. Joseph. Two children were born to them, both of whom died in childhood. Mrs. Watson died March 15 of last year.

Mr. Watson has two hobbies—shoes and motor boats. He is probably as well posted in the shoe business as any man in the country and his career as a shoe manufacturer has only fairly begun. In the motor boat line he is owner of a 35 horse power, four cylinder launch, which is claimed to be the largest, finest and most rapid motor boat on Rock River.

Mr. Watson has won his way from the bottom to the top by hard work, careful attention to business and natural commercial genius. In affairs of business his judgment is sought, appreciated and followed; and his example has been the means of bringing to other men similar success to that he has achieved himself. He has maintained his own rights and has respected the rights of others, and his biography therefore is a story of earned advancement and honorable action.

To those who know Mr. Watson intimately these elements of character are even more familiar. He is admired also for his lack of ostentation, for his quiet determination and for his interest in problems affecting the welfare of others. A close student of business and a steady laborer in his own field, his love for outdoor life is likewise known to the people of Dixon and to all his social and business acquaintances. To know him well is merely to increase one's admiration for the man and his methods of life.

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W. P. Warren.

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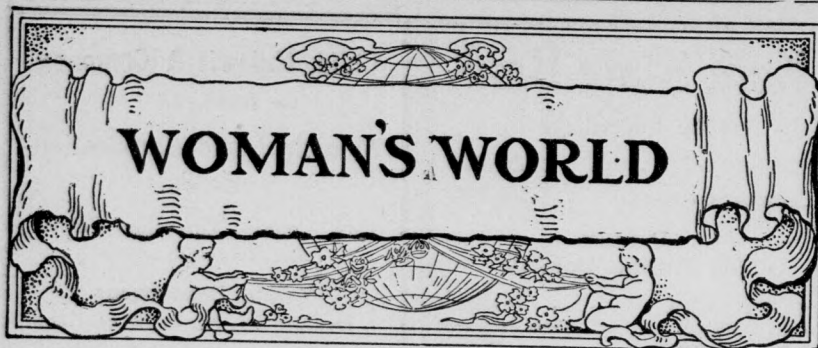
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John Mowat
J. B. Pantlind
John E. Peck
Chas. A. Phelps

Chas. R. Sligh
Justus S. Stearns
Dudley E. Waters
Wm. Widdicomb
Wm. S. Winegar

We Solicit Accounts of Banks and Individuals



Forced To Dispense With Pleasant Friendships.

A very intelligent young woman, perhaps, we might say over-intelligent, writes that, in her efforts toward right living and the serious study of a serious profession, she has found that by degrees she has been forced to dispense with various friendships that were pleasant, but hurtful, as she deemed, in their influence.

She at first tried to "arrange her life," so she writes, in such a manner that two dearly loved friends would suffice, but circumstances took these friends away to other cities and now she lives a lonely life without the stimulant of sympathy and human companionship.

The difficult question she puts is whether such a life is better than one in which she would continue to "take the risks" of acquaintanceship which would probably mean loss of time and a break in her habits of studious work, which are not conducive to light companionship, which she describes as "frivolous."

This question in itself and in its wording betrays a lamentable and stilted attitude on the part of the writer. It is entirely too self-conscious to be mentally wholesome, and there is considerable vainglory about this tremendously serious point of view.

From a young schoolgirl it might be excused. From a young woman who has advanced in the study of a profession it is a confession that the very aloofness in which the writer holds herself from her kind has already resulted in a certain lack of human understanding.

Without even knowing the depths of frivolity or idleness, disapproved of in the discarded friends, it is quite safe to say that the point of view taken by any one who boldly and baldly declares her actions, ideas and rules of living to be entirely without flaw is a mistaken one.

She also condemns too utterly the companions whom she describes as idle, frivolous, light minded.

She can hardly be competent to

judge so sweepingly as all this. Many persons adopt a rather light manner in order that they may not bore people by their over-intense view of themselves.

This degree of self-centered existence is often a far more serious flaw than many of the lesser evils. It argues an inverted attitude and a too palpable self approval. It suggests a smugness, a consciousness of merit, than which nothing can be more hurtful to mind and character generally.

Nothing can prove more of a deterrent in the achievement of success—even a partial success.

This is very plain talk, but nothing can quite meet this particular form of density, except a thorough arraignment.

We can none of us assume that our own way is all right, and that of others all wrong. We can only view it as we see it, and as we know our own environment, influences, training, etc.

To live by set rule, avoiding irregular hours or idleness, is a good plan, but much more than this is needed for right living, which in itself can never be entirely negative. We can not hold away from all who do not hold our own views and retain a good balance.

We must learn to tolerate and bear and compare and learn from others.

Isolation from our own kind can not invite anything but a too self-concentrated heart and soul. Human sympathy, brotherhood and neighborly love are the trinity that leaven life—that short journey that we take

together, helping one another, forgiving one another and never assuming a cost of impregnable perfection.

There are many faults too small to consider that are outbalanced in time by the better qualities, although they may seem to predominate.

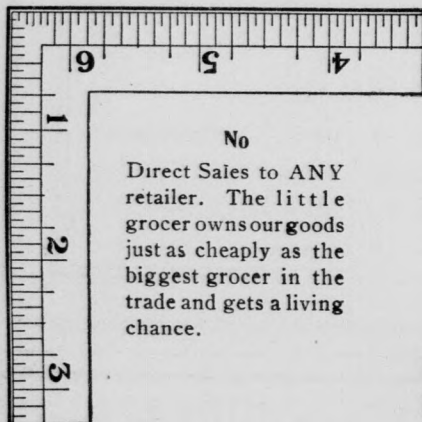
Harsh judgment and unkindness are dangerous cankers. One who finds it necessary to dispense with a friend because of a fault or a few faults is lacking in heart, in generosity. Such a tendency becomes actually hideous as life goes on. Such people often, sadly unconscious, find themselves alone and disliked and wonder why.

The frivolous and the idle are often aware of their lacking qualities and may be helped by a little kindness. They are never self-complacent and sometimes they astonish everyone by the depths of sacrifice of which they are capable.

To stand off and wonder what is the best for ourselves is a poor way to take life, and what may appeal more to the over-serious ones it is an injurious way.

Each individual has to radiate this goodness, giving it out on all sides. When it is not radiated the star channels become clogged and congealed and soul growth, life, happiness cease.

This idea may make it plain to all of us who suffer from the introverted attitude—just how we must live in the world among those of our kind—all of the same family. We can not shut ourselves up in a secluded perfection or what we deem perfection.

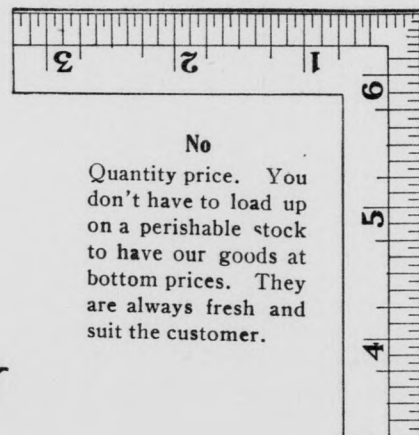


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grocer owns our goods
just as cheaply as the
biggest grocer in the
trade and gets a living
chance.

Four Points

of the

Square Deal Policy



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Quantity price. You
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to have our goods at
bottom prices. They
are always fresh and
suit the customer.

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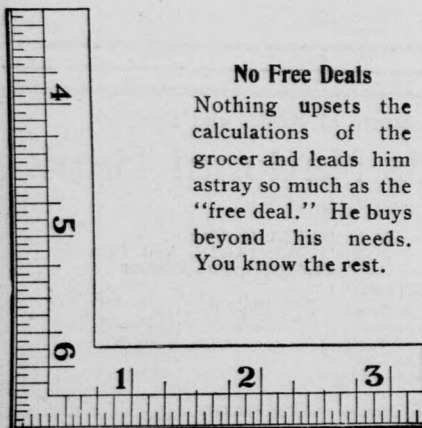


PROFITS SURE AND CONTINUOUS

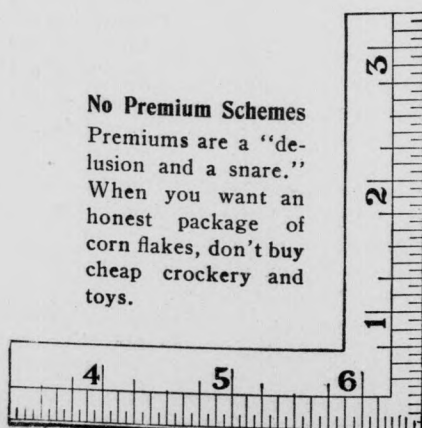
W. K. Kellogg

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 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.

We must not be too good for our world if we would be healthy, happy and loved. Such ideas as this positively deform the features and draw the lips into straight unlovely lines—a danger signal to those we meet along life's way.

Such a woman especially becomes marked for the most abject and pitiful isolation, for sympathy and love are a part of her nature.

Men escape these results in a thousand ways, but a woman must not let her soul grow encrusted, for by degrees she will learn that hate is only the absence of love.

Learn to be blind to faults unless they are compelling ones that will not yield to advice and kindly appeal. We must help each other.

That is the main rule to keep in mind. We all need help of one kind or another and we must give out our sympathy as we hope for love and kindness from those who must bear with us. Dorothy Dix.

The Power of Personality.

Written for the Tradesman.

"That new man is going to give Jones a hard pull, I suspect."

"Is that so? Jones has a location that can not be beat. Just at the terminal of the suburban trolley, he catches all the out-of-town customers when they land."

"Yes, but they all pass Brown's before they can get to the next corner; and he has a larger line of magazines and periodicals. If you notice he gets all the new ones."

"Well, I'll bet on Jones to hold his own against that icicle, no matter how many new periodicals he may show. He is too stately to draw trade. He holds people at arm's length. Jones makes them feel at home. You can go through his shop and look at papers as you will, make your own selection, all seemingly without his minding you at all until you are ready to buy. Then he is on hand, but you can not get a finger on a single magazine in the other shop without special permission and personal surveillance. Of course, if you attempted to mutilate or walk off with

any of Jones' property you would find him alert, but he does not just give one the feeling that he is watching your every move."

Attention which is simply given with the eyes is apt to give offense sooner or later. If you think it best to keep a sharp eye on a customer, do so without seeming to. An exchange of pleasantries, a desire to help the customer find a certain periodical or article—these serve to strengthen the bond of business relations; but if you know that your customer is simply making his selection, take heed how you assume the attitude of a policeman. The honest man resents being watched as though he were a thief. If the goods must be examined before being purchased strive to permit this with only pleasant suggestions. Bessie L. Putnam.

She Had a Better Plan.

It was the dreamy hour after dinner and the girls were talking in the hushed tones appropriate to the occasion.

"I've just heard of a new charm to tell whether any one loves you, and, if so, who it is," whispered Elsie.

"What is it?" queried Sophie, absently fingering her new diamond ring.

"Well, you take four or five chestnuts, name each of them after some man you know and then put them on the stove, and the first one that pops is the one that loves you."

"H-m," said Sophie, "I know a better way than that."

"Do you?"

"Yes, indeed. By my plan you take one particular man, place him on the sofa in the parlor, sit close to him with the light a little low and look into his eyes. And then if he doesn't pop you'll know it's time to change the man on the sofa."

What Every Woman Knows.

There was company at dinner and father was carving his prettiest on a fine roast. Suddenly, though, the knife struck a skewer, made a sliding upward motion and came out on top. Father attempted to cover his real

feelings with insipid jests about the indigestibility of roasted hardwood, the inadvisability of a butcher's running a woodyard, and the like. There was an embarrassing silence. Willie took advantage of it.

"Cook has burned her nose orful," he announced.

"Too bad," muttered father, still wrestling with the roast. "How did she do it?"

"Tryin' to pull them skewers out with her teeth."

One Way of Marrying.

A newly appointed justice of the peace in a Wisconsin town was somewhat embarrassed the first time he was called upon to join a couple in the bonds of matrimony.

There were numerous halts and mistakes before the proceeding was over with; but at last the new dignitary closed his book with an immense sigh of relief, and delivered his final sentence in his most impressive tone:

"And now," said he, "by virtue of the authority of the State of Wisconsin, in me vested, I do hereby commit you as man and woman!"

The Woman Who Deserves.

I would not sing, though I'd been stung.
Of woman with a serpent's tongue,
I fain would turn my gentle muse
Into a more inspiring use.
I would not pen a doleful lay
To bring a moment dull and gray,
But fain would sing, in merry quips,
Of woman with the cherry lips.

Let him who's slipped upon the rung
Sing of the woman's serpent tongue.
Let him who's earned himself the blow
Bring to me world a song of woe.
No serpent's tongue in dreams of mine,
I would find a smile in every line;
I fain would sing in rhapsodies
Of the woman with the laughing eyes.

The woman with the serpent's tongue—
Pray let her be fore'er unsung.
If she is all the poet tells
Pray leave her in forgotten cells.
But she who wears the cheerful smile—
Ah, poetize her all the while.
I fain would give my every line
To the woman with the heart divine.

You can not tell much about a man's bank account in Heaven by his ability to coin pious phrases.

Many seem to think that the mark of a level headed man is that he has thrown away his heart.

"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

General Investment Co.
Stocks, Bonds, Real Estate and
Loans
Citz. 5275. 225-6 Houseman Bldg.
GRAND RAPIDS

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

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

It pays you more than an ordinary profit.

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

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

TRADESMAN COMPANY

CUTS OF QUALITY

DESIGNERS-ENGRAVERS-PRINTERS

GRAND RAPIDS



SWEATER GOODS.

Skaters' Window That Drew Universal Attention.

Written for the Tradesman.

Just now, when sweaters and the cute hockey caps to go with them are so popular with the young fry—say boys and girls of the age of 10 to 16 or thereabouts—particular attention should be paid to the sale and interior and window displays of these natty garments.

A recent window in a nearby city exemplified the interest being shown in this seasonable merchandise. The window used for the exhibit is somewhat longer and several feet wider than the common size of even the largest. The floor was covered with unbeveled mirrors, their edges just meeting. Cotton batting—sparkling with a quantity of shiny stuff such as window dressers employ to imitate the snow which Heaven has seen fit to shower upon the country for the past many weeks—lay thick around the border of the improvised pond, which was fringed at the back and ends of the window with evergreen trees of varying heights, say from four to ten feet. Tufts of the besparkled cotton batting were copiously dotted over these non-deciduous trees and strings of it depended from the branches. Enough of this was also used to irregularly cover the sutures of the mirrors and some tiny pieces lay on the head and shoulders of the boy and girl who were posed as for skating together.

The children had on the sweater costumes. The boy wore baggy, black knickerbocker trousers and black and white striped sweater and head covering to match. He was a brunette dummy of the most pronounced type. The girl dummy was as striking a blonde as the boy was a brunette. Her flaxen curly hair floated over her shoulders, her blue eyes were bright with laughter and her cheeks were flushed with the pink of good health. She was a head shorter than the boy dummy.

Two young girls were sitting on the bank (made of low boxes and covered with quantities of the micaized cotton batting) and their escorts were adjusting skates to willing feet.

A large pile of crisscrossed sticks was assisted by cunningly-concealed red electric lights to give an idea of agreeable warmth for chasing away numbness from the supposedly-chilled fingers and toes of the skaters.

Altogether the picture presented by this enterprising firm who instructed their window man to get it up was about the most attractive one this special firm has ever gotten up. It was

the talk of the town. Everybody who passed the store stopped to take in the details of the beautiful setting. It was some trouble and expense to get the exhibit up, but it fully repaid all the bother and cost.

I forgot to say that the girl in the limelight, so to speak, was clad in a navy blue skirt of a bright tint. Pocahontas gloves of a shade of navy blue precisely matching her skirt defied the cold, while perched on her blonde head was a knit cap of exactly the same cherry red as her sweater. In fact, these sweater goods come from the manufacturer in matched sets, so that, in buying, fond parents are not obliged to "shop around" to match up the items of sweater and hockey cap—as it should be, saving many hours of tedious search to get just what is wanted in this pleasing line of goods.

No placard was anywhere to be discovered in this attention-getting window, the merchandise needing no mere words to extol its merits.

H. Sto.

Status of Underwear and Knit Goods Market.

Reports from the wholesale underwear market inform us that salesmen on the road in November and December in quest of fall orders for 1910 met with satisfactory orders on their woollens and worsteds, but at prices showing only small advances on those ruling for spot business in early fall, 1909. This condition means small profits and, perhaps, losses to manufacturers when hazards of the yarn market are considered. It is claimed that manipulations have been resorted to in order to reach the retailer so that he can preserve his established range lists. Such may be the case in woollens and worsteds but cotton underwear can stand no more squeezing. Current underwear trading was aided materially by the cold snap of last month, and it seems to be certain that light stocks are the rule throughout the country; that jobbers will carry over no winter weights and that retailers are not burdened with summer overstocks or with medium weights.

The demand for sweater-coats is something phenomenal and increasing all the time. One very comprehensive line seen recently embraces everything in the way of sweaters for men, women and children. Combination sets, including skating cap and sweater to match are particularly strong. These goods can be had in assorted colors and they are especially well made.

It is a weak underwear treatise that

Grand Rapids Dry Goods Co.

Grand Rapids, Mich.

EXCLUSIVELY WHOLESALE

Dry Goods

Notions

Hosiery

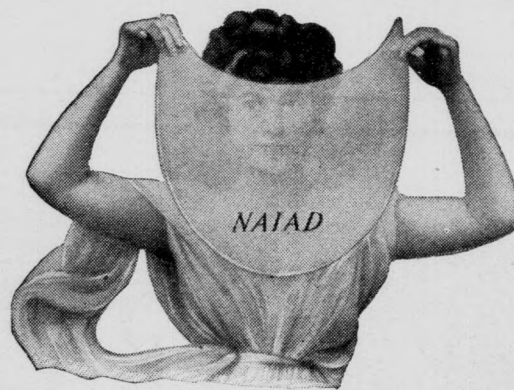
Underwear

Etc.

Give us a trial

"The Crowning Attribute of
Lovely Woman is Cleanliness."

NAIAD



Odorless

Hygienic

DRESS SHIELDS

Supreme in Beauty, Quality and Cleanliness

Absolutely free from Rubber, Sulphur and
Poisonous Cement

Can be Sterilized, Washed and Ironed. Guarantee with every pair.
All Styles and Sizes.

At the stores or sent on receipt of 25 cents.

The C. E. CONOVER CO., Mfrs.

101 Franklin Street

New York City

has nothing to say on behalf of the one-piece garment known as the union suit, which, to use an old-time expression, is advancing in favor by leaps and bounds. Orders for the coming spring's delivery compose the heaviest record yet made. Fine cotton lawns, nainsooks and linen cambrics of plain cloth or checks are the features of the fabric section, with mesh suits of cotton or linen sharing in the deal and the "athletic" fashion far in advance of the long-leg-and-sleeve variety.

December business in hosiery was good at retail, and the same may be said of general fall trading in that line. Holiday boxing in three-pair selections had a very fair share of buyers' appreciation, in company with the usual "trinkets of dress" that are accessories to a man's wardrobe, and are portions of the oddments he is compelled to receive at Christmas time—and wrestle with the adage which tells us that a fair exchange is no robbery.

While plain colors are still said to be strong in retail demand, good things are spoken of the black and white combination in cottons and in lises—black leg and white foot or white sole—that are reasonable in price and cleanly for wear. The black foot to a man's hose will betray the contact with his callousities and corns, and if he is at all sensitive to the inspecting eyes of womankind he will shiver as he throws the goods out for the wash; hence the refuge for him in the white extremities; hence we realize that Nature is ever ready to assist us, even to helping the abused red-haired man to a gray thatch in the latter years of his pilgrimage.

Some new color arrangements in jobbers' hands for spring are ombre shades with panels showing embroidered effects, a beautiful example of which is a pale buff ground with garnet panels on which are small white units of embroidery. Verticals are in the spring lines; so are plaids in light colors, and extraordinary phases of clocking patterns on solids—steeple and spear tops, three-color threads, Neptune's trident, broken effects.—Clothier and Furnisher.

New Glove Which Will Probably Become Popular.

Written for the Tradesman.

A woman's gloves and her footwear proclaim her well-dressed more than any other parts of her attire. They are the two touches that count for more than all the other accessories put together. If they are well fitting, present no holes, rips nor other glaring imperfections, the wearer may go on her way rejoicing in the consciousness that in leading essentials her appearance spells perfection.

Women who love nice gloves are always on the lookout for new kinks as to fastenings, stitching on the back, new ideas in how the kid is put together, etc.

Such women as these will be interested in a style of glove that is likely to become popular. The change that is going to laud itself is the fact that, instead of the ugly long seam extending from the tip of the little finger

to the wrist, the kid goes around the outer edge of the hand and across the palm without a break, ending in a short seam running from the opening above the button up along the inside of the thumb to the crotch at the base of the index and second fingers. This elimination of the hateful long seam is going to give a fine fit to a part of the glove that was always difficult to smooth down, there being continually more or less small cross-wise wrinkles even when care was exercised by the clerk at the fitting counter and whenever the gloves were put on by the purchaser.

The principal advantage of this new glove is that the pretty back curves of a woman's hand will no longer be hidden or interrupted by the old-fashioned long seam, and even if a woman's hand hasn't pretty back curves, her hand will present a finer appearance than when encased in the ordinary glove.

Another feature to appeal to every buyer of this new fashion in gloves and also to every fitter of them is the fact that, there being no long outside seam, there is less chance of stitches having been skipped in the manufactory turning them out, consequently a decreased number and amount of rips to sew up.

The peculiar cut of this new glove differentiates it from everything in ordinary glovedom.

Both suede and glace kid are used in its construction and both overseam and pique stitching are employed.

It is stated by those in a position to know whereof they affirm that the sale of gloves with the new feature above described will be restricted to one dealer or firm in each city or town.

H. E. R. S.

Easy as Pie.

Go to the sporting goods store and buy a pair of snowshoes if you wish to be in the swim. You can get a modest, humble pair for six dollars, or you can get the silver-mounted kind with rubies in the heels for fifty dollars.

Then you wait for a moonlight night. The brighter the moon the plainer you can see your feet.

You strap the snowshoes on. You have learned to do that at home. It isn't half so hard as carrying a ton of coal up to the fourth floor.

Then lift up the right foot. A snowshoe which seems to be sixteen feet long will rise with the foot. It will grab your other leg, tangle you up, and as you lie on the broad of your back you will get a view of the moon from another point.

Get up and raise the left foot. Same result—same moon.

Sit down on a stump, if you can find one, and do a little reflecting. It is always good to reflect. It saves coal and gas bills. Reflect for ten minutes and then make a dash for it.

You were not hit by a trolley car. The toe of one shoe hit you under the chin, and the heel of the other in the back of the head, and you went down to rest. Wait a quarter of an hour and try it again. It takes a little time to get the hang of snowshoeing.

Oh, well, if you can't get away

from the pesky things—if you permit them to kick you all over at once—if it's a fall on your nose and then one on your ear—if you are going in for rooting up the whole five acres of snow and playing the hog, why, unbuckle and go home and tell everybody that the reason you don't snowshoe is because you promised your grandmother on her dying bed not to.

All That Was Left.

A negro died without medical attendance, and the coroner went to investigate.

"Did Samuel Williams live here?" he asked the weeping woman who opened the door.

"Yessuh," she replied between sobs.

"I want to see the remains."

"I is de remains," she answered, proudly.

The best pride of ancestry is to be a light to posterity.

A good man is never blind to the good in other men.

We are manufacturers of Trimmed and Untrimmed Hats

For Ladies, Misses and Children

Corl, Knott & Co., Ltd.

20, 22, 24, 26 N. Division St.

Grand Rapids, Mich.

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.**

1910 SPRING WASH GOODS

We show large and complete lines of Gingham, Percales, Organdies, Batistes, Mercerized Fancies, Fancy Silks and all the latest novelties.

It will pay you to see our lines before placing orders.

P. STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.

QUARTER CENTURY OLD.

Interesting Meeting of Knights of the Grip.

The President—It is time for the meeting to come to order. We will open our twenty-first convention with a prayer by our chaplain, Mr. Frank G. Ward.

(Prayer.)
The President: Gentlemen, you have often heard it said that good goods come in small parcels. Lansing's mayor is no exception and I have the honor of introducing to you Mayor James S. Bennett, of Lansing.

Mayor Bennett—I can assure you it gives me great pleasure to have the honor to appear before you this afternoon in the capacity of welcoming you to our capital city. Twenty-one years ago I understand that this society which you represent to-day was ushered into existence in our capital city. Some of its founders are with us to-day, including James F. Hammell and N. B. Jones. There may be more, but those are all that I am at present familiar with.

You gentlemen have lived and so have I, to see this society grow from a handful of men twenty-one years ago when you began your organization until to-day your numbers are counted from the southern shores of Michigan to the snow-capped mountains of Lake Superior. Your power is felt in the commercial world and as Michigan grew in commercial importance you saw the advisability as traveling men of organizing. Organization has existed away back to ages beyond the memory of man, when the architect of our universe saw it was necessary for organization and the planets and stars and all the heavenly bodies were organized each into a group by itself. So it progressed on as time grew and as time passed on organization was taken up by man and it has followed down through the ages and generations first in one form and then in another. My friends, your organization not only advances your business capacity among yourselves and your social bond of friendship, but it goes further than that and I understand it provides for those dear ones who are left when you have reached that gate that will lead you to another world where you who travel on shall not return. Your dear ones stand gazing at the door for you, but you come back not, but it is through this society that your loved ones that you leave behind are provided for, that they shall not be thrown upon this cold world for charity. That is one of the great thoughts to-day, that fraternal organizations have been incorporated for mutual benefit while living and that they may leave when they enter that long road from which no traveler returns, provision for the dear ones whom they leave behind. You have made that provision. Gentlemen, in welcoming you to our capital city I do so with the full assurance that I am voicing the sentiment of every citizen of Lansing that you should come among us with a hearty welcome. We open our arms to receive you and we wish while you are among us that you will make yourselves at home. I assure you you have the freedom of the city. The city is yours. Do as you like and have a good time while you are among us. I thank you.

The President—Mr. Mayor, it has been nearly twenty-one years since a little company of traveling men met at the Hudson House in Lansing and organized this society. Among the objects they had in view was to obtain legislation favorable to the traveling men, to secure recognition from the railroads and to obtain fair and favorable terms for the transportation of baggage, to adjust all differences between the railroads and the traveling man on a fair and equitable basis, to secure hotel accommodations commensurate with the price paid and to elevate the social and moral standing of the traveling man as a profession. Visit any city within the confines of our great State and wherever you find the most valued and honored citizens, there you will find the Michigan Knights of the Grip. I thank you for your very kind welcome on behalf of the Michigan Knights of the Grip.

The next in order will be the reading of the minutes of the previous meeting.
Mr. Hammell—I move that the minutes of the last annual meeting be considered read. Carried.

The President—The next in order will be reading and reference of communications.

The Secretary then read a letter from T. J. Sullivan, of Chicago, relative to mail order houses.

Mr. Brown—I move the communication be turned over to a committee of three to be appointed by the chairman, this committee to report their findings at the forenoon session to-morrow morning. Carried.

The President—I will appoint to act on that committee Mark S. Brown, of Saginaw; J. C. Wittliff, of Port Huron, and Frank Lawrence, of Lansing. The committee will report at the forenoon session to-morrow. I wish to announce that inasmuch as our sergeant-at-arms is not here that I have appointed Samuel P. Kyes, of Lansing, sergeant-at-arms. The Secretary will proceed with the reading of communications.

The Secretary—I have a letter here from Durand, which I will read:

Durand, Dec. 27. How are all of you?

Cast aside the care and worry of the grip profession for a couple of days and have a jolly good time.

Wish I could enjoy it with you, but poor health obliges me to lay down my grip forever and the only thing I can do now to help the good cause along is to try and keep up my dues and think of the rest of you.

Wishing you all a Happy and Prosperous New Year and the best of health, I am,
G. W. Stambaugh.

The President—What will you do with this communication?

Mr. Owen—I move it be received and placed on file. Carried.

The President then read the following communications:

Portland, Oregon, Dec. 20—I had hoped to be present with you in person, to say farewell before leaving for my future home in the West, but the calling of my family to spend the holidays with them in Portland has been too strong to resist, and I am on my way to join them.

With all the pleasant prospects before me I can not forget the old friends of this organization, who have so manfully battled for its survival and success against the greatest obstacles and discouragements, until abundant success has crowned our efforts, and with the guidance of these tried men and true, and the frowning down of all efforts for self-aggrandizement or personal favor or profit, but all working faithfully for the "greatest good for the greatest number" of our members, this factor for so much practical benefit to our fraternity will, under God's blessing, continue to increase in membership and benefits and prove a power for good to our profession.

Many times in the future my thoughts will wander back to the days that have gone, and again I will be with the old time friends of the hotel and train, and live again the years spent with the brainiest, busiest, best bunch of boomers I ever expect to know—"The Traveling Men of Good Old Michigan."

I wish all of you and yours a Merry Christmas and a Happy, Happy New Year and that I may ever be remembered as a friend and still Number 2 of the Michigan Knights of the Grip, though far away.
Lloyd M. Mills.

The President—What will you do with this letter?

Mr. Hoffman—I move that all of these letters that have been read be referred to a committee and that they be answered in the proper way. Motion seconded.

The President—To the same committee that the other letters were referred to?

Mr. Hoffman—I refer to another committee and I do not care to be on the committee.

The President—I understand that your motion is that this be referred to a committee of three. All the other letters have been referred to a committee. If you want a special committee, I will appoint it.

Mr. Hoffman—I will withdraw my motion then.

Mr. Weston—Inasmuch as the communications were not laid on the table, but were received and placed on file I move to amend the motion that the Secretary of this association be instructed to answer these letters for the members and in behalf of the association. Carried.

The President—The next on the program is the appointment of special committees:

Credentials—John Saunders, Lansing; John W. Schram, Detroit; W. J. Devereaux, Port Huron.

Rules and Order of Business—John Hoffman, Kalamazoo; F. L. Day, Jackson; John Raymond, Jackson.

On President's Address—F. N. Mosher, Port Huron; B. E. Gass, Lapeer; George S. Hyde, Lansing.

Vice-Presidents—J. W. Davis, Detroit; F. L. VanTyle, Bay City; J. D. Robinson, Flint; Ed Hamlin, Owosso; W. G. Tapert, Sault Ste. Marie.

Resolutions—M. S. Brown, Saginaw; M. C. Empey, Bay City; W. H. Griffith, Howell.

Mortuary Resolutions—George F. Owen, Grand Rapids; Manley Jones, Grand Rapids; Daniel Bailey, Lansing.

Here followed the reading of the President's address, which was published in full in the Tradesman of Dec. 29.

Mr. Jones—I move that the President's address be referred to the committee appointed. Carried.

The President—We will now listen to the report of the Treasurer.

The report of the Treasurer showed a balance on hand of \$5,487.29, distributed among the various funds as follows:

Death benefit	\$3,957.90
General	791.87
Employment	691.52
Promotion	46.00

The Secretary's report was in harmony with that of the Treasurer.

The President—We will now hear from the Finance Committee:

Lansing, Dec. 28—Your Finance Committee respectfully submits the following report: We have examined the books, vouchers and reports of the Secretary and Treasurer from the time of our last convention at Manistee to this date and have found them correct. We especially desire to bring to your attention, the fact that Treasurer Wittliff has secured \$104.37 interest on deposits. Your Committee desires at this time to compliment these officers on the manner in which they have kept the books, and records,

of this association, during their term of office.

H. P. Goppelt,
A. A. Weeks,
F. L. Day,
Finance Committee.

The report of the Finance Committee was accepted.

The President—The next in order will be reports of Vice-Presidents. I wonder if there would be any more of them here if we left that until to-morrow morning. We will pass that and proceed to the reports of the standing committees. The first is Committee on Railroads, Mr. Kay, of Lapeer. He is not here. The next is the Legislative Committee, John A. Weston, of Lansing.

Mr. Weston—The duties of the Legislative Committee have been very light during the last session of the Legislature, as I believe it has largely been the view of all good minded traveling men not to antagonize the railroads any more than possible, but to get all we could from them in a fair minded way and treat them as we would like to be treated. Many bills were introduced and offered in both the Senate and the House that would affect to a certain degree the best interests of the Michigan Knights of the Grip, and also the houses they represent. One bill in particular that was worked hard to get through was the charging of a 10 cent excess cash fare and at one time it looked to us as if the bill would be passed and possibly become a law, but there were certain conditions that had to be coupled with the bill before the Chief Executive of this State would sign the bill and he so assured the Committee; but with your President and myself being located here we could keep tab very nicely on the things that were in progress in the Legislative halls. One bill, I believe, that is of great interest to the traveling men that represent houses and more particularly to the houses, I think, did pass and became a law, and I will read you just a little synopsis of the bill:

Sec. 1. The People of the State of Michigan enact, That whoever willfully and knowingly make any false statement in writing of his or her property valuation, real or personal, or both, or of his or her indebtedness, for the purpose of obtaining credit from any person, company, co-partnership, or corporation, shall be deemed guilty of a felony and upon conviction thereof shall be imprisoned in the State's prison for a period of one year and fined any sum not exceeding one thousand dollars (\$1,000.00).

This is about the only important thing that the Committee had to look after and we are very glad to say to you that it became a law and I believe the entire membership of the Michigan Knights of the Grip endorsed by their firms will agree that it is a very good law.

The President—You have heard a very good report from the chairman of your Legislative Committee. What will you do with it?

Mr. Schram—I move the report be received and thanks be returned to the Legislative Committee for the work discharged. Carried.

The President—The next in order is the report of the Bus and Baggage Committee, J. C. Saunders, Lansing.

Mr. Saunders—Your committee on Bus and Baggage would report that the bus and baggage condition at the present time must be up to a very high standard. Everyone is apparently satisfied with the present conditions. We have not heard any complaint in any shape, manner or form during the year. No give any attention to; we simply report to the conditions must be very good.

The President—You have heard the report. What will you do with this report?

Mr. Schram—I move that this report take the same course. Carried.

The President—The next is the report of Committee on Employment and Relief, M. V. Foley, Chairman.

Mr. Foley—I have had only three applications for employment. I have written all three of them where they could get situations and none of them have answered my letters. Whether they tried to get the situation or got it, I don't know. We have only had one application for relief and that was just merely asking to be carried along for a time. We took that up with the Board of Directors last year.

The President—We voted to pay his next assessment out of the charity fund as he was without funds.

Mr. Schram—I move this report take the same course as the other reports. Carried.

The President—Gentlemen, it is four minutes past four by the clock and our Post has prepared a banquet to be held at 6:30 at the Masonic Temple and I think that, perhaps, you would be all glad to adjourn until to-morrow.

Mr. Hammell—I move that we take a recess until to-morrow morning at 9 o'clock. Carried.

WEDNESDAY MORNING.

The President—The convention will please come to order. We will open our meeting with prayer by the Chaplain, Rev. Ward.

(Prayer.)
The President—When we adjourned last night we were down to the reports of Vice-Presidents. We will now take up that order of business: First District, A. G. MacEachron, Detroit.

Detroit, Dec. 28—It is my pleasure to

report that the affairs of your honorable body in the First District are in a flourishing condition. Five new members were enrolled during the year bringing the total membership up to two hundred and twenty-three.

Post C has held several important meetings and much enthusiasm displayed.

An effort will be made to make the coming year a record breaker in the history of the First District.

The newly-elected officers in Post C are as follows:

Chairman—Lou J. Burch.
Vice-Chairman—C. J. W. Smith.
Secretary-Treasurer—M. J. Howarn.
Executive Committee—P. T. Walsh, A. G. MacEachron and J. W. Kelly.

I wish the officers and members a most successful and prosperous new year and regret that circumstances over which I have no control make it impossible for me to be with you.

A. G. MacEachron.
The President—What will you do with the report of the Vice-President from the First District?

Mr. Burch—I move it be accepted and placed on file. Carried.

Mr. McCauley—I wish to make a few remarks in addition to that report from Detroit in regard to Post C, on account of what Brother Jones said last night at the banquet. I don't know as all the members are here who were at the banquet, but, of course, in view of Mr. Jones' words last night, the impression might get out that we had a meeting of Post C and had a kind of a jangle. I wish to make a statement that that is not the case. We had one of the best meetings the Post has had in the last year or two in Detroit within the last couple of weeks. Matters are in better shape than what would naturally be expected from what was said last night. We have decided in Post C to not have any dues, but if we want any expense money we put it up ourselves individually, which we have done already this year, made a pro rata assessment that is satisfactory to all the members. We have a good membership in Detroit and we think we have brought the matter up so that they can attend the meetings without being assessed every time they attend and that we will have a larger attendance and there will be more interest. I think Detroit should show up better than they do at this convention and I am under the impression that we expect to do better next year. At the last meeting of Post C arrangements were made for fifteen members to come to this convention, but, owing to the death of our Brother, Grant Rouse, and his funeral yesterday and his relationship with nearly all of the crowd that was coming here, they were unable to be here. We expected them this morning and they may get here yet.

The President—Second District, F. L. Day, Jackson:

Mr. Day—It is a fact that on account of the stringency in the money market and the panic of the last two years, material for membership is very scarce. The same would apply to all districts. In my district I could not report a very large number of members secured in the last year. I think I secured three or four new members. On account of the stringency that ought to figure up pretty near nineteen. I understand the material has been very scarce in Saginaw. I will report that peace and harmony prevails in our district and I don't think there is any less interest in the Michigan Knights of the Grip than there has been for years. I think the membership is holding up pretty well. As far as our Post is concerned we have one of those posts over there similar to the one Jones was speaking about last evening at the banquet. We do when occasion requires stir them up over there and get out a large membership, but we do not hold regular meetings of our Post as other organizations have taken the place to some extent. I am sorry I can not make a more favorable report, but the material for new membership has been very light.

The President—Third District, G. C. Steel, Battle Creek, is not here. Fourth District, E. M. Witbeck, Benton Harbor. Not here. Fifth District, John B. Martin, Grand Rapids:

Mr. Martin—I have not prepared any report to make, but I will give a favorable one. Now there used to be a Post in Grand Rapids, but two years ago we had high water there and in the flood it was a wooden post and it went out and went down the river, but we have ordered a cement post and we are going to get that in shape and imbedded very firmly. There has been a shrinkage in the membership in Grand Rapids in the past year, I am sorry to say. We have lost four members by death and but I assure you that the present members here from Grand Rapids are going back home and we are going to plant that cement post and we are going to make it grow.

The President—Sixth District, C. C. Starkweather, Flint.

Mr. Robinson—He is not here. He is with the General Motors Co., and I don't think he pays much attention to the Knights of the Grip. I don't know whether he is in good standing or not. I don't think he is.

The Secretary—He is not.

The President—Seventh District, W. R. Carson, Port Huron. Not here. Eighth

YOUR JUDGMENT

WE could fill several pages of this paper with testimonials from clothing merchants who have gained profit and prestige from the "Viking" line.

But what's the use? We wouldn't know where to begin. We have so many and the chances are you wouldn't take the time to go over so large a list.

Anyway it's your own judgment that counts most with you and that is what we bank on.

We believe our enterprise and cleverness in putting out so superior a line of clothes for Young Men and Little Fellows entitle us to the consideration at least of every live clothing merchant.

We find it profitable to make the best of Young Men's and Children's clothes. We know you will find it still more profitable to handle them.

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

That is why we count on your judgment. We ask you to look at them. After you do, selling them is easy for both of us.

"Graduate" and "Flossy" styles for Young Men and "Viking" and "Viking System" styles for Boys and Little Fellows.

Fill out this form. Little Effort—Big Returns.



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

Sign and Mail This at Once

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

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

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

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

Name _____

Town _____

State _____

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

(Michigan Tradesman)

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

District, John D. Sheridan, Saginaw. Ninth District, E. C. Below, Manistee.

Mr. Sheridan—When I left Manistee a year ago, I expected to have made a report in writing to show my enthusiasm for the Knights of the Grip. Like others who have reported here, I have fallen by the wayside. Matters concerning the Knights of the Grip in my district have been very quiet the last year; material has been almost impossible to secure. I am pleased to say to you that that Post is still alive and, while we do not hold regular meetings, we can always get a good crowd out when there is anything comes up. The loyalty is still there.

The President—Tenth District, F. L. VanTyle, Bay City:

Mr. VanTyle—I am in the same position as those from other of these districts: I haven't anything in particular to report excepting the loyalty I think is just as good as it ever was. We have not secured very many new members and have lost one or two by death. Post meetings have not been held for four or five years, excepting on occasions when we want to get together. We have always been able to get enough together to do business. We have, in looking over material for another year, put on new members, rather than an old member of the Michigan Knights of the Grip thinking perhaps he might create a little enthusiasm and help land them. There is nothing new in the district. The stringency in the money market has caused us not to get new members and has lost us some of those that we already had. I don't know of anything further than that.

The President—Eleventh District, James W. Armstrong, Traverse City. He is not here. Twelfth District, W. G. Tapert, Sault Ste. Marie:

Mr. Tapert—The Twelfth District reports on being here, but that is the biggest part of the report. We got most all the new members in last year, owing to the fact that Mr. Mosher here was making a specialty of new members, and this year we have not much to work on. We see a good many of the fruits of what the committee has been doing up there in the way of putting in individual towels in the hotels, something we had not seen there before, and several other things owing to the good work of the Michigan Knights of the Grip which speaks well for the order. Just as soon as we get a few more inhabitants up there we might get a few more members which we will do probably next year.

The Committee on Credentials presented its report, which was adopted.

The President—Rules and order of business.

Mr. Day—Your Committee on Rules and Order of Business wish to report that the order take its regular course and that the time of the election take its regular course after the business is finished. I will state that there have been some requests to this Committee, but the Committee, in taking the matter up, have decided to report the regular order of business and those who have made the requests can put it before the house.

Mr. Hammell—What is the regular order of business?

Mr. Day—Prayer. Calling the roll of officers. Reading minutes of previous meetings. Reading and reference of communications. Appointment of special committees. Report of the President, Secretary, Treasurer, Board of Directors, Vice-Presidents, standing committees, special committees, Introduction of Resolutions, Unfinished business, General Business, Election of Officers, closing. Your Committee recommends carrying out the regular order of business.

Mr. Brown—I would like to have incorporated in that report of the committee the order in which the officers shall be elected.

Mr. Day—The order in which the officers shall be elected shall be President, Secretary, Treasurer and Board of Directors.

The President—I understand at the close of business?

Mr. Day—At the close of business.

The report was adopted.

The President—We will next listen to the report of the Committee on President's Address:

Your Committee find in the Address of President Frost much to commend, especially his urgent appeal to the members to pay their assessments and dues promptly, as well as to constantly work for new members. Delays in payment after work a hardship to the family of the brother who has been called by death. His suggestion regarding those members who make long trips, leaving their address with some person who will care for and forward notices or attend to the payment of their assessments is a good one and if followed, as it should be, would avoid in the future such unfortunate cases that he mentions as coming before the Board of Directors during the past year.

We feel that the thanks of the association are due retiring President J. J. Frost, for the many earnest efforts he has put forth to promote the welfare of the Michigan Knights of the Grip.

F. N. Mosher,
B. E. Gass,
Geo. S. Hyde.

Mr. Burch—I move the adoption of the report. Carried.

The President—Report of Committee on Vice-Presidents:

We, your Committee on Vice-Presidents, beg to submit the following members for the Twelve Districts as follows, for the year 1910:

First District, Edw. Sovereign, Detroit; Second District, F. L. Day, Jackson; Third District, Geo. C. Steele, Battle Creek; Fourth District, F. M. Whitbeck, Benton Harbor; Fifth District, Geo. F. Owen, Grand Rapids; Sixth District, John W. Newall, Flint; Seventh District, E. J. Courtney, Port Huron; Eighth District, Thomas Oliver, Saginaw; Ninth District, W. D. Barnard, Manistee; Tenth District, V. W. White, Bay City; Eleventh District, W. A. White, Traverse City; Twelfth District, W. G. Tapert, Sault Ste. Marie.

All of which is respectfully submitted.

J. W. Davis,
Fred L. VanTyle,
Jay D. Robinson,
Wm. G. Tapert,
E. G. Hamblin.

The report was adopted.

The President—The next will be the report of the Committee on Resolutions, M. S. Brown, chairman.

Mr. Brown—Your Committee on Resolutions and recommendations would respectfully refer to that part of the President's address regarding new members. We have agreed to present this matter orally through one of our committee, Mr. Will Griffith.

Mr. Griffith—As your committee were going over their labors yesterday afternoon, the question of new membership came up and I presented an idea to the balance of the Committee who seemed to agree with that perfectly. No society, no business or any other enterprise can go forward unless you push. No society can exist if you keep still. You must go ahead. We are losing members by age. We must get new members to take their places, like any other fraternal society. I have a proposition to make to you. I am going to ask each of you to help me out or promise to get one new member or more, and I want every man who will join me in getting one new member to rise.

Mr. Brown—I move that the Secretary take the names of these gentlemen and do it now and see that we get one new member.

In the report of the Hotel Committee were certain recommendations. This Committee heartily endorses that part of the report requiring legislation to regulate the sanitary conditions of water closets, bedding, table food, etc., of hotels and restaurants. We do not concur with that part of the Hotel Committee asking for the creation of another political office.

We want to register our opposition to the present method of the B. of D. always holding their Board meetings at the home city of the Secretary. We be-

lieve that a financial saving could be made in holding said meetings in some central cities where mileage will be saved.

Your Committee personally cheered the chairman of the Legislative Committee for his report, but as a Committee, we criticize that Committee in making no recommendation.

Your Committee ask for the unanimous passage of the following resolution:

1—That we extend to the Ladies Auxiliary of Lansing our sincere thanks for favors shown.

2—To the Hotel Downey, and Mrs. Downey in particular, for her very hospitable reception of our ladies yesterday afternoon.

3—To Post A, for their magnificent entertainment of this convention. Many times have we met here, but their banquet, ball, headquarters and convention hall exemplify their genuine hospitality.

4—That we extend to the press of Lansing our thanks for the favorable mentions given us in their columns.

M. S. Brown,
W. F. Griffith,
M. C. Empey.

The President—You have heard the report of the Committee on Resolutions.

What will you do with it?

Mr. Brown—The adoption of these resolutions means that the Board of Directors are not meeting with your approval in holding their meetings at some particular place at the home of the Secretary constantly. Now, you are either going to sanction this Committee or your Board in the adoption of that report.

Mr. Saunders—I would like to ask if the Board of Directors are not acting in conformity with the constitution in that respect.

The President—We are. Section one of Article two reads as follows: "The general business headquarters shall be located at the home of the Secretary."

The report was adopted.

(At this time a recess was taken for fifteen minutes on account of disturbance caused by the appearance of the Chief of Police and three policemen who took Mark S. Brown, of Saginaw, into custody and from the room.)

The President—We have one more report, that of the Committee on Mortuary Resolutions, George F. Owen, Chairman.

Whereas, it has pleased the Great Ruler of the Universe to remove from our beloved order and from the homes and firesides of their loved ones, Brothers K. F. Morse, Grand Rapids; F. B. Evans, Tonawanda, Pa.; John Campbell, Philadelphia; John B. May, Charlotte; James Cook, Jackson; Dorr F. Kenny, Bay City; Samuel H. Row, Lansing; F. S. McCurdy, Detroit; P. H. Carroll, Grand Rapids; D. B. Thomas, Detroit; Geo. C. Austin, Manistee; James A. Bassett, Ypsilanti; Fred C. Townsend, Caro; Henry Snitseler, Grand Rapids; F. B. Wilson, Detroit; S. E. Kirk, Detroit; Edward Scheffler, Detroit; C. C. Chadwick, Detroit; Fred A. Wright, Louisville, Ky.; Chas. L. Heubner, Saginaw; J. B. Josselyn, Grand Rapids; Grant H. Rouse, Detroit.

We commend to the brothers of our order and the bereaved families of our departed brothers, and extend to them our sincere sympathy and assure them that the faces of their loved ones are not alone missed by them, but by every member of our order. We knew them. We loved them. They are tabulated in our memory and will ever be kept fresh and green.

Be it further resolved, that these resolutions be spread on the minutes of this meeting.

George F. Owen,
Manley Jones,
D. J. Dailey.

Mr. Foley—I move that the Mortuary Resolutions report be received by a standing vote in silence.

Mr. Owen—I second the motion.

Motion put and carried unanimously.

Mr. Burch—I move that a copy of this resolution be forwarded by the Secretary to the friends of the deceased. Carried.

The President—We will now listen to the report of the Special Committee appointed yesterday relative to the mail or-

der communications that were received. As Mr. Brown is not back yet, Mr. Witliff will proceed with the report of the Committee.

Mr. Witliff—Your Special Committee appointed to report on the communication from the Traveling Man and from the United Protective League, do recommend the following:

To that part of their communication relating to the publicity of mail order house methods of business, we concur in that if done along logical lines, through common sense and good reasoning.

We believe in informing the consumer that the value of their farms depend, to a certain extent, on the nearness of their farms to a good live town, and that any agricultural town depends for its prosperity upon the support of the consumers.

Further, educate the consumer to the fact that a continued support of mail order houses means the annihilation of these hustling villages and towns, which on an average to-day pay about 30% of all taxes. If they succeed in destroying these towns and villages, the consumer must pay this extra tax and charge its pro rata amount to the cost of mail order goods.

Further, educate the consumer to be consistent. That the retailer always extends him a running credit, which at times can not be estimated on a percentage basis, while the mail order houses demand cash.

Further, that his home selling market depends entirely on how well he supports his home town for the unwritten law is that the larger the town the more elevators they have to sell to. Thus greater competition.

Further, educate the consumer, that when he adds to the cost of his mail order goods, his increased taxes, his depreciated real estate values, his lessened competitive markets, together with cost of transportation. He will be paying about 3 values for them.

Your Committee believe that any newspapers working along these lines should be encouraged, also a helping hand to any organization or league that will promulgate these principles.

But above all, we believe the business duty of the traveler is to discuss with the retailer constantly, these principles, and ask him in turn to take the matter up with their respective Boards of Trade and they in turn reach the consumer with these arguments. M. S. Brown, F. R. Lawrence, J. C. Wittliff.

Committee.

Mr. Jones—That sounds good, but in the first place when it comes to the matter of education—in regard to educating the farmer, which is good policy—the traveling men of the State of Michigan who travel for houses in the State of Michigan better begin in the first place to educate the retailer to buy his goods of houses in the State of Michigan. I say, let us commence with the retailer first and then follow with the consumer.

Mr. Burch—I move the adoption of the resolution.

Mr. Witliff—I think that one thing ought to be added to that report, that a copy of this resolution be sent by the Secretary to the different parties who wrote letters to the association.

The President—Would you accept that?

Mr. Brown—Yes.

It was moved and seconded that the substance of Mr. Jones' remarks be added to that resolution.

Mr. Saunders—In this connection I would move as an amendment that the report of this Committee be printed and enclosed with the next assessment and then it will reach every member. Carried.

Mr. Martin—If not out of order I would like to make a motion that in this circular that is going to be printed and mailed to the individual members of the Michigan Knights of the Grip that there should be a clause added that each member individually make a special point to see one or more of the country newspapers and call attention to the fact that they make some effort in this matter; otherwise there are a great many members that are not here that will not un-

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derstand the action that has been taken here about reaching the small newspapers.

The President—Do you accept that?

Mr. Brown—Yes.

Mr. Vandervoort—I move that the Secretary send a copy of this resolution to every local newspaper in the State, asking them to give it publicity and that the resolution call attention to the fact that they are dependent on the local merchants' patronage. I believe every paper that received it would be glad to publish it.

The President—Mr. Vandervoort, your motion was not supported, and I think Mr. Brown's covers it.

The previous motion put and carried. The President—We are under the head of resolutions, is there anything more?

The Secretary—I have a communication from one of the Knights who sends me a candidate, a kind of a peace offering. Secretary reads letter from John J. Machin.

The President—What will you do with the communication?

Mr. Burch—I move it be received and placed on file. Carried.

The President—Is there anything to come up under the head of unfinished business? The next is general business. Anything under the head of general business?

Mr. Brown—I understand that there has been a claim made by the beneficiary of Fred Townsend, of Caro. His policy had lapsed six days and to get this before the convention I move that this petition of the beneficiary of Fred Townsend be allowed. Motion seconded by several.

The President—It is moved and seconded that the petition of the beneficiary of Fred Townsend, of Caro, be allowed. Are you ready for the question?

(Considerable discussion followed this motion, in which the President stated the position taken by the Board of Directors. Mr. Brown followed with remarks favoring the allowance of the claim. The discussion was also continued by Mr. Robinson, of Flint, Mr. Schram, of Detroit; Mr. Jones, of Grand Rapids; Mr. Saunders, of Lansing; Mr. Burch, of Detroit; Mr. Griffith, Mr. Day, Mr. Hoffman, Mr. Witliff, Mr. Owen.)

The President—I will ask Mr. Brown to re-state his motion.

Mr. Brown—I move that the Board of Directors be empowered to pay the claim of the beneficiaries of Fred Townsend who holds certificate 1381, I think it is. Seconded.

The President—You have heard the motion that we pay this claim. All in favor say aye. Contrary the same sign. I think we will have to have a rising vote. Those in favor please rise. Those opposed. I guess you will have to pay it.

Mr. Day—We had a case over at Jackson similar and I move we pay that claim.

The President—We will now take a recess until 1 o'clock sharp.

Wednesday Afternoon.

The President—The convention will please come to order. We will open the afternoon session with prayer by Rev. F. G. Ward.

(Prayer.) The President—Is there anything further under the head of unfinished business? If not we will proceed to the election of officers.

Mr. Witliff—Under the head of general business it has always been the custom to take up the matter of holding the next convention and I understand that there is a city represented here to-day that is going to ask for the next convention. I don't know whether the representatives are here now or not.

Mr. Owen—Let it be laid over until after the election is wound up.

Mr. Gass—In behalf of Post L we extend you a cordial invitation to hold your next annual convention at Lapeer. Our town is small. We have some very good hotels and the post will try to make it as comfortable as possible.

The President—This invitation comes from Lapeer, a town of about how many, twenty-five or thirty members?

Mr. Gass—Thirty-five members.

Mr. Phillips—I have some telegrams here from Lapeer. Since I have been in Lansing I have heard a great deal about Lansing and Port Huron, that they were the only lively bunch in the State. I want to say to you that we have some mighty lively people in the city of Lapeer and I have some telegrams here that I want to read. One is from the Secretary of the Business Men's Association, extending to the Knights of the Grip an invitation for their 1910 meeting. The other is from F. B. Brown, the Mayor, to extend an invitation to the Knights of the Grip on behalf of the city of Lapeer for your meeting for 1910.

Mr. Witliff—I move that this convention request the Board of Directors to call the 1910 convention for Lapeer. Carried.

Mr. Phillips—I want to thank you and I want the whole bunch of you there. We will give you as good a time as you ever had.

The President—Is there anything more before the election of officers.

Mr. Schram—This applies to a question of information. Something over a year ago, I believe, John Hemmeyer, of Detroit, offered a fund of \$5,000 to this association as a poor fund and I would like to know the disposition of that.

The President—He appeared before the Board meeting in Saginaw—I am not

sure, but I think in March, I am not positive about it—and withdrew that proposition. The proposition, as I understood it, was that he put up this money and, on a recommendation from the Knights of the Grip, after they had looked up a case and found it to be a worthy case, was to give a certain amount of that \$5,000 to them, but there were some things about it that the Board was not exactly satisfied with and I guess he, perhaps, thought so and he withdrew that proposition. That is my understanding of it.

Mr. Schram—I just wanted information on that matter, because I know him to be very earnest in the matter and his proposition to me was that he would deposit in the bank \$5,000 to be drawn on at the request of the Board of Directors of the Michigan Knights of the Grip as they saw fit to recommend some man, either a commercial traveler or a non-member of the Knights of the Grip—that he preferred to dispose of the charity to all traveling men, but wanted some head whereby he could determine on the disposition, for them to look up who was actually in need and deserving of the benefit and I understand the difficulty was from what he tells me that the Board wanted him to deposit the money with them. That is the information I wanted.

The President—My recollection is that his proposition was not confined to the Knights of the Grip or to any association, but to any person whether, traveling or not, and it covered the states of Ohio, Indiana and Michigan. Some of the members of the Board were afraid they were undertaking a little too much when they tried to fetch them people that we know nothing about and, while that thing was hanging fire, Mr. Hemmeyer withdrew his proposition and whether he would want to submit it again or not of course I didn't know. That is my recollection, but the members of the Board are here and if I am wrong I beg to be corrected.

Mr. Foley—I want to say to you, gentlemen, that John P. Hemmeyer, before ever he made his offer of \$5,000—in the first place when the charity appeal went out—sent me a check for \$100. The charity fund amounts to \$519 and some cents. The members of the Michigan Knights of the Grip themselves subscribed a little over \$300 and \$50 was subscribed by two different organizations. There was something like \$75 subscribed by the hotels and a little over \$300 by the members of this organization and John P. Hemmeyer, who is a member of this organization, gave \$100. Then he comes back with another proposition that he will give \$5,000. He would deposit that sum in any bank that we might designate to be drawn on for members, any traveling man no matter whether they were members of this organization or not or any other organization, providing they were recommended by the Board; but he wanted to take in Michigan, Indiana and Ohio and the majority of the Board felt that that was too big an undertaking. They could not send men down into those districts to see whether a man was worthy or not and the Board finally had so much correspondence that Mr. Hemmeyer withdrew the proposition.

Mr. Keyes—I was here this morning and listened to the debate upon the unfortunate condition of one of our former members. I was one of the ones who voted in the negative in regard to the payment of the claim and, to prevent a recurrence of anything of that kind, I wish to introduce this resolution authorizing the Board of Directors to pay one assessment for each delinquent member—that is, if he is six days over keep him in good standing—and that the Secretary be instructed to notify said delinquent and his beneficiary, so that if any of our members have mail that they do not wish their wife nor the beneficiary to open that that notification will be sent them notifying said delinquent and his beneficiary that such payment must be paid the Secretary within thirty days or his certificate will be cancelled.

Mr. Brown—I admit that the sentiment expressed by the gentleman is worthy of considerable thought, but to put that idea into effect you must amend the constitution. I hardly think we could do anything with it now, because the constitution requires that we have thirty days notice of all amendments before the annual meeting.

The President—Nominations are in order for President. I will appoint the following tellers: John Hoffman, Kalamazoo; W. G. Tapert, Sault Ste. Marie; B. E. Gass, Lapeer.

Mark S. Brown, of Saginaw, then nominated Will Griffith for the office of President. George F. Owen seconded the nomination. It was also seconded by F. L. Day, Mr. Mosher and Mr. Hammell.

Mr. Mosher—I move nominations be closed and that the tellers be instructed to cast the ballot of the convention for Mr. Griffith for the office of President. Mr. Griffith emphatically declined to receive the office.

Mr. Witliff—I rise to second the motion made by Mr. Mosher, that the rules be suspended and the tellers cast the ballot for Mr. Griffith.

Mr. Griffith—I can not take this office. I refuse absolutely.

The President—There is a motion before the house.

Mr. Burch—Under the existing circumstances and with all due respect to our

brother. I move that the nomination lie upon the table.

Mr. Owen—I second the motion. Carried.

The President—We will listen to further nominations for the office of President. Mr. Mosher then nominated Mr. Phillips, of Lapeer, which nomination was seconded by Mr. Day and Mr. Schram.

The President—Are there any further nominations?

Mr. Schram—I move that nominations be closed, that the rules be suspended and that the tellers be instructed to cast the ballot for Mr. Phillips, of Lapeer. Carried.

The President—Mr. Phillips, of Lapeer, is duly elected President for the ensuing year. Mr. Phillips, you are the next President. Secretary will be the next in order. Mr. Gilbert then nominated Mr. M. V. Foley for the office of Secretary.

Mr. Weston, of Lansing, nominated Frank Ackerman for the office of Secretary.

George F. Owen nominated William J. Devereaux, of Port Huron.

Mr. Robinson, of Flint, seconded the nomination of Mr. Devereaux. Mr. Mosher seconded the nomination of Mr. Devereaux. Mr. Brown, of Saginaw, seconded the nomination of Mr. Foley. Mr. Jones, of Grand Rapids, seconded the nomination of Mr. Devereaux.

Mr. Hoffman—The whole number of votes cast was ninety-one, of which F. M. Ackerman received forty-nine; William J. Devereaux, twenty-six; M. V. Foley, sixteen. Necessary to a choice forty-six.

The President—Mr. Ackerman seems to have a majority. He has forty-nine votes.

Mr. Foley—I rise here to propose that this election be made unanimous. I, for myself, will withdraw and I suppose Mr. Devereaux will be willing to do the same thing and we will make this election unanimous for Post A's candidate.

Mr. Devereaux—I heartily support the motion.

The President—It is moved and seconded that F. M. Ackerman receive the unanimous vote of the convention for Secretary. Motion carried. Mr. Ackerman is duly elected Secretary. Mr. Weston, will you escort Mr. Ackerman to the platform.

Whereupon Mr. Ackerman was presented to the convention and thanked the convention for their election to the office.

The President—The next in order will be election of Treasurer. Mr. Schram presented the name of Lou J. Burch, of Detroit, for Treasurer, which nomination was seconded by Mr. Macauley, of Detroit.

Mr. Barton—I think it is an accepted fact that we are all pretty unanimous for Mr. Burch and to hurry matters along I move that the tellers be instructed to cast the vote of this convention for Mr. Burch for the office of Treasurer.

Mr. Martin—I will second the motion.

Whereupon the tellers announced ninety-one votes for Lou J. Burch, of Detroit, for the office of Treasurer and the President declared him duly elected. Mr. Burch was escorted to the platform and, in a few well-chosen words, thanked the convention for his election to the office.

The President—The next thing in order will be the election of three directors, one to take the place of Henry Goppelt, of Saginaw, one to take the place of A. A. Weeks, of Grand Rapids, and one to take the place of Mr. Barnard, of Manistee. We will proceed to elect the successor to Mr. Goppelt, of Saginaw, first. Mr. Brown, of Saginaw, then nominated Henry Goppelt to succeed himself on the Board of Directors. Mr. Van Tyle, seconding the nomination, moved that the rules be suspended and the tellers instructed to cast the ballot of the convention for Henry Goppelt, of Saginaw. The tellers announced the ballot and the President declared Henry Goppelt duly elected.

The President—The next in order will be to elect a successor to A. A. Weeks, of Grand Rapids.

Manley Jones then nominated John D. Martin, of Grand Rapids, to succeed Mr. Weeks. This nomination was seconded by Mr. Schram, of Detroit.

Mr. Weeks—I rise to support the nomination of Mr. Martin. Nothing will please me better than to see my successor coming from my own town and, therefore, I move that the rules be suspended and that the tellers cast the unanimous vote of this convention for John D. Martin.

The President put the motion and it was carried. The President declared Mr. Martin duly elected.

The President—We have one more to elect in place of Mr. Barnard, of Manistee. We will now proceed to the election of the third member of the Board of Directors.

Mr. Saunders, of Lansing, then placed in nomination William J. Devereaux, of Port Huron.

The motion was put and carried and the tellers announced the ballot.

The President—Mr. Devereaux having received the unanimous vote of the convention, he is duly declared elected. I would like to have Mr. Mosher, Mr. Jones and Mr. Timmick escort these newly-elected directors to the rostrum. We will introduce to you, gentlemen of the convention, John D. Martin, of Grand Rapids, and Mr. Devereaux, of Port Huron.

Both newly elected officers addressed the convention.

Mr. Colver—I would like to bring up a matter that was taken up this morning for re-consideration. I have received some information that I did not understand when I voted in the affirmative for the Townsend claim and I would like to make a motion at this time to reconsider that matter.

Mr. Barton—I rise to support the motion just made in regard to the reconsideration of the Townsend claim.

Mr. Burch—I rise to a point of order. The motion at this time is clearly out of order.

Mr. Barton—I should like a decision from the chair on that matter.

Mr. Burch—I might state that the only matter that could be brought up properly would be to return to the order of general business.

The President—I think if you want to get that before the convention you would have to return to the general order of business.

Mr. Brown—Did you make the ruling that he was out of order.

The President—Yes, I don't think you could do it now.

Mr. Brown—I move we adjourn. Seconded.

The President—You have heard the motion that we do now adjourn. All in favor say aye, contrary the same sign. The motion is carried.

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GET TOGETHER.

The Only Way Any Community Can Truly Prosper.*

One freezing cold December evening something over forty years ago a conference was held in your neighboring city of Greenville and at this meeting were gentlemen from Lansing, Ionia, Greenville, Cedar Springs, Newaygo and Big Rapids.

The problem was as to where the line of the proposed Lansing & Ionia Railway, as it was then called, should be carried beyond Greenville.

"It's this way," said one of the representatives from Cedar Springs. "We've got a town over there now. It isn't a mere lumber camp, because we have three or four general stores, a couple of hotels—not mere lumber camp cook houses—and God knows how many saloons."

At this the other Cedar Springs delegate jumped to his feet and addressed Mr. E. H. Leaming, engineer in charge of the preliminary survey, which had been carried as far as Greenville—"Yes, sir, an' the Grand Rapids & Indiana Railroad runs a train into our town daily and one goes out, down to 'The Rapids' each day. We're a railway town already. You take your line from Greenville over to Cedar Springs—"

"And you'll wish you hadn't," put in a delegate from Newaygo who, at the time, represented the townships of Ensley, Grant, Croton and Brooks. "and you'll miss the finest timber tract in Michigan, to say nothing of water power possibilities not equaled anywhere."

The late Judge Bell, of Ionia, who evidently scented an unseemly situation, arose in his quiet, dignified manner and suggested that, while it would, doubtless, prove of much advantage to his home town to have a railway tapping the northern part of Kent county, and so over into Muskegon county and reaching the lake shore, "the thing to do this evening is to remember that we are met in the interests of the State of Michigan. We must present our facts, discuss them fairly and await the decision of the engineer and the capitalists he represents."

The wisdom of the advice was appreciated and an enthusiastic, harmonious meeting resulted. The final speech of the evening was made by the late James Turner, Sr., of Lansing, the man chiefly instrumental in promoting the Jackson, Lansing & Saginaw Railway, as it was then known, and practically the father of the Flint & Pere Marquette Railway—the original of the present State-wide Pere Marquette system.

"I need not tell you," said Mr. Turner, "that the present title, 'The Lansing & Ionia Railway,' is but a pleasant temporary fiction used to excite purely local enthusiasm, just as is that other fiction, the 'Detroit, Howell & Lansing Railway,' which is now building and within a year will be in operation between the capital city and the metropolis of Michigan."

"This road, the one we are considering to-night, will merely extend the other until there shall be a great railway across the entire State—great enough to reach every point of importance in the commonwealth. But"—and here he was interrupted by applause—"the entire State—not only Ionia, not only Greenville, Newaygo, Big Rapids, Cedar Springs and the scores of lumber interests to the north and west—must get together and hustle or my prediction will prove a mere dream and a bitter disappointment."

Well, Chief Engineer Leaming continued his survey from Greenville across the northeast township in Kent county and so across windfalls, creeks and plains into Newaygo. Incidentally it may be related that one of his rodmen, "Jimmy" Bell, son of Judge Bell, had to be carried the last four miles on a stretcher because he had frozen both feet so badly that he was not able to walk.

And, as you know, the line was finally carried to what is now Howard City.

The arrival of the surveying party in Newaygo was just before the Christmas holidays and Mr. Leaming gave his associates a ten day holiday. And one of them, the other rodman, "hoofed it" on December 23 from Newaygo to Cedar Springs—about twenty-six miles—to get the train for Grand Rapids. Obligated to stay in the village over night and with nothing to do but listen, he learned that there was a difference of opinion as to the value of Mr. Turner's remarks at Greenville a fortnight before.

A week later this same wayfarer returned to Cedar Springs on his way to rejoin the surveying party. Again he stayed in Cedar Springs over night with naught to do but listen. He found that during the interim public opinion in Cedar Springs had crystallized; that, as a rule, Mr. Turner's declarations had been received as sincere and that the villagers as a body had decided to do what might be in their power to help all public improvements which might benefit the State at large primarily and the village of Cedar Springs incidentally.

I have indulged in this little bit of ancient local history in the hope that it may bring more forcibly to your mind a few facts in civic progress.

The two representatives of Cedar Springs who attended the conference at Greenville were full of ambition for their new town and its new railway already in operation. They were sincere in their enthusiasm as to the future of this town and most earnest in their desire to influence Mr. Turner, Judge Bell and Mr. Leaming.

Likewise the gentleman representing the four townships in Newaygo county was in earnest—full of the ginger and "go" of all pioneer communities. Moreover, he foresaw the water power opportunities which have but recently been utilized.

All of these gentlemen were, considering general conditions in this section, warranted in their vigorous loyalty to their respective interests and, doubtless, each one of them was convinced that the final location of the Lansing & Ionia Railway would be settled that night and felt that they could not, in justice to their fellow townsmen, afford to lose the opportunity.

And yet within less than thirty days thereafter the citizens of both Cedar Springs and Newaygo had learned the lesson and accepted it given by Mr. Turner, and, as he advised, they did "get together" and they did "hustle."

With what result?

You all know the result. Moreover, it has taken over forty years to

achieve the as yet unfinished result. More and more as the years go by will you learn that great results come slowly and that if they come at all they come through harmonious co-operative effort on the part of neighbors, competitors and friends.

The people of one neighborhood must help those of another neighborhood and those of one village must help those of another. The city which receives the greatest number of setbacks is the one that most frequently neglects to co-operate with neighboring cities.

One great handicap in this community, as in all others, in the successful development of co-ordinate effort, is impatience; an insane belief that ultimate results must come at once. Indeed, the spirit of the age, in America at least, demands a maximum of speed in behalf of every proposition. And another handicap, and a serious one, is that we are, all of us, ever ready to see things, horrible things and dire, with every turn of every wheel, whether it be in religion, education, politics, finance or industry.

Less than a week ago it is probable that a majority of the citizens of the United States held opinions as to President Taft and Gifford Pinchot quite different to those they hold today. Views touching the forestry problem may be and probably are about as they were, but as to the President and the ex-Chief Forester they have been revised and that, too, without in any way lessening the esteem felt for each gentleman.

The strained condition of public opinion a few months ago as regards the tariff question has relaxed greatly and now, instead of rehearsing the dreadful consequences of our tariff legislation, we are largely engaged in extending our sympathies and con-

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*Address by E. A. Stowe at annual banquet Cedar Springs Board of Trade.

lences to the people of Great Britain, poor things, who are to meet with awful disaster if the Liberals win and calamities unthinkable if the Conservatives are victors.

Just now, too, we are very busily engaged in trying to find out the cause of the tremendous increase in the cost of living and why it is, with the prices of staple articles of food so high, that the farmers and workmen are not both getting their fair share of the increase.

Secretary Wilson will find out, too. And when he finds out we will learn that false standards of value and false standards of living constitute the chief causes.

After all, our very condition of excitement, of fear and agitation and the ready ease with which we accept any old sensational assertion and peddle it broadcast; the seeming pleasure we find in drawing conclusions at the drop of the hat and then declaring our opinions oracularly are potent factors in inspiring doubts and fears and in spreading confusion.

But, my friends, this condition will not last. Pierpont Morgan and six associates, it is said, are now in control of negotiable financial resources amounting to two billions of dollars. This is important, if true, and it may be true. But such a fact is not alarming.

The Rothschilds have been credited all through the past century with controlling the greatest amount of wealth of any group of bankers on earth. Years and years ago Stephen Girard, then the wealthiest individual in America, was berated, scandalized and even threatened because of his unfair monopoly of wealth and the dreadful things which, it was predicted, he would accomplish in opposition to the general welfare. To-day those fears are laughed at.

Not so very many years ago the Astors, the Vanderbilts, Jay Gould and Russell Sage were the fiends in the spot-light of public condemnation in America and then came Andrew Carnegie, John D. Rockefeller and—it's the same old story, generation after generation, with our Nation and her standing among nations continually improving and her people living to-day better than do the people of any other nation in existence.

Recently these enquiries were put to the Rev. Lyman Abbott:

1. "Are the teachings of Jesus Christ more dominant in business, politics and international affairs than when you entered public active life?"

2. "Is it, in your estimation, an advantage or disadvantage for a public man to be known as a professing Christian?"

Dr. Abbott's reply was:

"When I entered active life half this Nation was in slavery. It is now free. The public school system was confined to about half the states in the Union. It is now carried on in every state with provision for black and white alike. The Young Men's Christian Association was just coming into being; it is now an organization extending all over the world and everywhere acting efficiently and vigorously in the promotion of the Christian spirit and in the inculcation of Chris-

tian principles; the home missionary work, the foreign missionary work; the social settlements in our great towns and cities have greatly increased within the last fifty years. These facts, to mention no others, answer your first question. The second is not so easy to answer. He who would be a sincere Christian must be willing to follow Christ, whether those principles bring him advantage or disadvantage, favor or obloquy; what the world calls success or what the world calls failure."

This reply, from one of the most eminent of American clergymen, may, perhaps, be condensed and made more plain and effective by quoting simply: "Whatsoever ye would that others should do unto you, do ye also unto them."

That is the spirit of co-operation and the nursing, development and demonstration of that spirit is what has carried our Nation to its present proud position; it is that spirit which has prevented National disaster through the possible machinations of those men whose very souls are dominated by greed and the love of power. Nowhere else on earth does Public Opinion represent the power for good as in this country of ours and nowhere else is there greater certainty that Public Opinion will be right in the main and at the last declaration.

True, we sometimes slip and get terribly excited over will-o'-the-wisp visions, but our National spirit of co-operation, our willingness to co-ordinate our efforts for the general wel-

fare invariably dominate and set us aright at last.

The over-anxious delegates to the Greenville conference forty years ago were excited and in company strange to them. That for which they were pleading was not the railway so much as the village of Cedar Springs. They slipped a bit, but a fine old lawyer from Ionia and a grand old man from Lansing set them on their feet—that is, they co-operated so that in the end this community and all communities profited.

The other day all communities in this land were slipping, slipping down in an effort to capture a vision intangible and impalpable, but President Taft substituted the word "regulation" for the word "abolishment," and we at once regained our sober

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senses as to the problem of great business combinations. Our President co-operated.

Our excited friends over in England are not quite so daft just at present as to wholly ignore co-operation, either. A well organized and wisely conceived movement is under way over there in London looking to the establishment and conduct of what one of the promoters—doubtless a Yankee—designated as "Gumption Schools" to teach "Git up and git." This proposed system, suggested by dominating practices in this country, is to be a permanent factor in London's educational institutions.

And it has been brought about through co-operation. That is to say; the wonderful progress and profit made in London along "Git up and git" lines by an American who has introduced in that city a great American department store have opened the eyes of our English cousins.

Scores of American salesmen representing American products have succeeded in convincing the Englishmen that a business transaction involving the making of a contract and the passing of large sums of money may be accomplished in five or six hours as readily and as wisely as by their old and ponderous five or six day method.

That is a sort of co-operation. Good example. Examples illustrating knowledge, confidence, frankness, honesty and energy constitute the best forms of co-operation.

The individual who is suspicious, sly, envious, greedy and selfish is always unreliable and constitutes one of the chief obstacles to harmony and co-ordinate effort. This applies to the individual neighborhood, village or city equally as to the individual man.

Therefore, while it may be gratuitous advice and uncalled for, the message I would bring to you this evening is to co-operate. "Get together and hustle," as Mr. Turner said.

Doing this you will not only win material advancement, but you will discover that the very presence and practice of complete and harmonious co-operation will prove to be the choicest and most delightful possession of your community. "Git up and git" and the Omnipotent will favor you and all your neighbors.

Once upon a time a broad minded, well-meaning citizen who had, boy and man, spent nearly fifty years of his life in a great city, became possessed of the "Getting back to Nature" idea. He longed to get away from the city's wilderness of people, the canyons of twenty-story buildings and the tumult of pretense, foolish fashions and false social standards. And so he bought a forty acre place in the country and moved his family and belongings thereto.

His new home was in the center of a hospitable, industrious, thrifty farming neighborhood and, recognized as a novice at farming, he was at once greeted cordially and every assistance possible was extended to him by his neighbors. He was grateful and he was delighted, but felt somewhat em-

barrassed because, seemingly, he was utterly unable to reciprocate. At last, one beautiful day in May, meeting one of his most accommodating neighbors he said: "See here, neighbor Jones, my life out here has been perfectly delightful, but it's too one-sided. I want to play even with you good people, want a chance to reciprocate. I believe in co-operation and want to help. It will make me feel more comfortable. Neighbors must co-operate if they expect prosperity and contentment."

"Sure, sure," responded Jones. "That's the right spirit and I'll be mighty glad to have you help me harvest my cherries and other small fruit. You're right, we've all got to help one another to be happy."

The city's amateur farmer put in an appearance early the next morning, wearing overalls and gloves and announced, "Well, I'm on hand to help, old man."

Jones smiled good naturedly and observed, "Bully for you. You're all right, but you're about six weeks ahead of time for cherries and, more'n that, for the other fruits, but you're all right. You've learned something."

The novice colored up, but answered bravely: "Yes, I've learned something I already knew, only I didn't stop to think. My whole mind was centered on being of service to a neighbor."

Jones commended the man's willingness and said: "Rather than disappoint you I will let you help after all. I'm puttin' in about ten rods of drain back of the barn and I need help."

Did the city man flunk? Not a bit. He worked and talked and asked questions and learned a lot. More than that, when the story spread through the neighborhood, he was tremendously raised in the estimation of all his neighbors.

A man must think, must keep himself informed in a general way and as to conditions and needs in his section of the country. Knowing these things he must view them broadly, fairly and in the light of good citizenship so that when he gives an opinion it will be an honest opinion and worth something to his fellow citizens. Then, too, he must be ready to work and to give of his means, his influence and his labor in behalf of the general welfare.

Indifference as to affairs in one's town or neighborhood is the offspring of selfishness and ignorance, with laziness and penuriousness as the grandparents.

Indifference is, perhaps, the worst obstacle in the path of community effort. Look out for it and root it out wherever and whenever possible. Study, think and strive together, and while results may come slowly they will be worth the while when they are in evidence. Don't get discouraged because of mistakes and disappointments. They are necessary accompaniments to the ultimate achievement of true civic righteousness.

How It Is Done.

The man from Winnipeg had been telling us for half an hour about the

winter weather in that section, and when he had paused for wind the man from Rhode Island drew a long breath and said:

"Sir, I don't dispute you. I never dispute any gentleman. But, sir, if I have followed you correctly, you sometimes have as much as twenty feet of snow at once in your town?"

"I have seen as much as twenty feet and two inches," was the reply. "I left the two inches as a safety margin."

"And when such a fall of snow comes what do you do, sir?"

"Nothing—nothing 'tall."

"But with twenty feet of snow on the streets business must be interrupted?"

"Oh, yes."

"And it must be impossible for pedestrians to move about?"

"Oh, yes."

"Then, sir—then will you kindly answer me what you do?"

"I will, sir. We simply wait a few minutes."

"I—I don't exactly understand."

"Why, when the snow gets twenty feet deep a chinook wind sets in, accompanied by a warm rain, and in half an hour the snow is all gone. Just a slight delay, sir—slight delay."

"But that melting snow must make a tremendous quantity of water?"

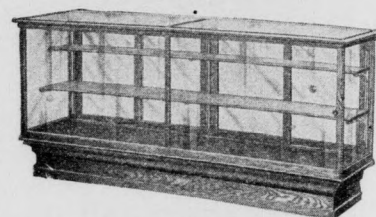
"It does, sir."

"And what do you do with it?"

"Use it to make our ice cream soda water for the next summer. I fear, sir, that you are not very well posted as to the resources of your neighboring province."

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936 Jefferson Ave. Grand Rapids, Mich.

Mica Axle Grease

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

Hand Separator Oil

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

STANDARD OIL CO.
GRAND RAPIDS, MICH.



What
We
Believe

We believe that all grocers are willing to admit a reasonably conservative belief in the claims we make for the "WHITE HOUSE" brand—as superlative in quality, of delicious flavor, of perfect uniformity; and we also believe that this conservatism may, if permitted to germinate without extravagant urging and offensive argument, develop into the blossom of real ENTHUSIASM.

Experience has taught us that the grocer who has convinced himself of the probable satisfaction to be derived from handling "White House" coffee, and makes the trial, not only is not disappointed with the result, but becomes its firm friend and promoter. * * * * *

THINK IT OVER

Dwinell-Wright Company

Principal Coffee Roasters

Boston and Chicago

January and Trade.

Written for the Tradesman.

The excitement of holidays subsides, and, in accordance with natural laws, a reaction occurs. Business, which corresponds with the temper of the people, has been forced to an unnatural pace and now it must continue at a low state for a period.

People rest because there is now opportunity. Enforced suspension of work is sometimes beneficial to some people. It might be to a larger number if all would determine to use such time to the best advantage. Some who do not need an undiminished and unfailing supply of money will fume and fret at "losing" what they have never possessed. Some will squander and dissipate because they will not use self control when not occupied with labor.

The imperative needs are food, fuel, clothing and shelter. The severity of the weather prevents certain kinds of work being carried on. Money is not as plentiful in business because it is the prevailing custom to spend for holidays more than is fitting, to put off payment of obligations due, to borrow even for the purpose of spending. The merchants are sending away vast amounts of money to settle for holiday goods. Those who have no work nor money are asking for credit until they can recuperate from the depictions of the holidays. Others by limiting their purchases to absolute necessities will pay as they go and manage to pull through. Much of this condition of affairs is because people are controlled by: "What is expected of me?" "What will they think?" or "What will they say?" instead of "What is right?" "What is best?" "What can I afford?"

Because of the weather or because the major portion of grain and produce was marketed while wheeling was best, farmers do not visit town as often and out of the proceeds of present sales must come the money for taxes which have been put off to the end of the limited time. Why the taxes should all come at one season of the year and at the particular time they do is a subject which needs enquiring into. The farmers are subsisting mainly on the fresh meat, buckwheat cakes, potatoes and products of the farm and the grocer notes the falling off in trade from that quarter. All who could raise the money are well supplied with winter clothing at this time. The special sales benefit those who have money to buy for another season and who had not money to buy before this.

Take it all in all this is a peculiar season of the year. Now, if ever, may be seen the real objects, the real ambition of many people. The gathering of friends and relatives, the visiting of old acquaintances, the more hours at home with the family, the time for quiet study and meditation, are some of the opportunities which come to those who prize them. Then again, those who must push, who must crowd, who desire to grasp more and more, use this time to get ahead of those who are idle or less ambitious. And then there is the unpleasant side

of the picture: There are want and suffering and unremitting care and toil and heavy burdens added to the rigors of winter and the infirmities of the physical man, some of which are the result of improvidence and carelessness.

But we are faced toward the spring. Days are lengthening, trade is coming again, and now is the time to plan, to get ready for work and business which are sure to come to those who seek them. E. E. Whitney.

Odd Facts About the North Pole.

At the north pole all meridians meet and every direction is South. So the fixed meridian upon which the determination of longitude and time depends is lacking, and it is necessary to assume an arbitrary direction as the meridian. A parallel of latitude is reduced to a single point and longitude entirely vanishes. Time also vanishes, for it is always local noon. All winds blowing over the pole blow from the South and also toward the South at the same time. The magnetic needle points due South. The stars do not rise and set, but describe a circle around the horizon.

The north star is not directly overhead, but describes a circle four and one-half times as broad as the sun's face. If a man should walk westward on a parallel of latitude three and one-half miles from the pole at the rate of one mile an hour, he would be traveling East at the same velocity with which that part of the earth is going West. So he would not be moving at all, but would be treading the earth under his feet in the same way that a dog walks on a rolling barrel.

The auroras shed their mysterious radiance over the long polar nights. The phenomenon of auroras extends through a zone the center of which is near the magnetic pole, but the maximum effect is observed at a considerable distance from this pole. Inside this belt of maximum effect auroras are seen to radiate from points both North and South of the zenith, but at places outside the belt they stream only from the North.

There appears to be an intimate relation between the distribution of auroras and that of barometric pressure in the polar regions. To science the discovery of the pole is of great importance. A knowledge of the ocean depth, winds and temperature at the pole are of the greatest value in geography and meteorology.

Couldn't Have Been Him.

"While I have no wish to appear impertinent, Dodger," said Smugge, "I was quite sure that to-day, while passing a pawnbroker's establishment, I saw inside a gentleman who, I must confess, bore a strong resemblance to you."

"Indeed," said Dodger, lifting his eyebrows. "Did you see his face?"

"I did," said Smugge.

"In that case," explained Dodger, "it couldn't have been me—I had my back turned."

Faith does more than defend old facts; it makes new ones.

Commercial Credit Co., Ltd.

Credit Advances and Collections

MICHIGAN OFFICES

Murray Building, Grand Rapids

Majestic Building, Detroit

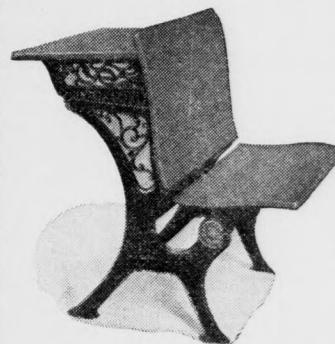
Mason Block, Muskegon

GRAND RAPIDS
FIRE INSURANCE AGENCY

THE McBAIN AGENCY

Grand Rapids, Mich. The Leading Agency

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.



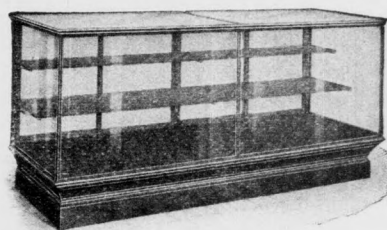
CHICAGO, ILL.

GRAND RAPIDS

NEW YORK

BOSTON

PHILADELPHIA

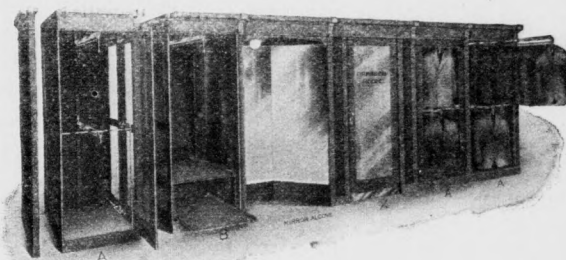
Prompt
Deliveries

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.

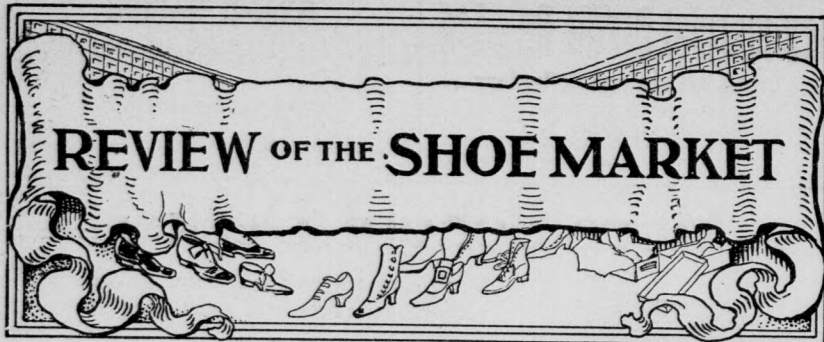
No doubt when you installed that lighting system for your store or invested your money in gasoline lamps for lighting your home you were told to get "The Best Gasoline." We have it

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.



Plan for Reducing the Stock of Surplus Sizes.

As a usual thing a shoe dealer's surplus stock consists of two classes of goods: First, goods out of season that should have been disposed of before the season for them was over, and second, surplus sizes in regular seasonable lines. The "Sale of Special Sizes," suggested below, is for the purpose of getting rid of the latter stock without too much loss.

Some time ago an advertising man had a chance to look over the stock of a shoe store doing business in a city of 10,000 population. The store carried about \$14,000 worth of shoes. After a critical inspection was made of the stock it was found, among other things, that the stock of women's high shoes, consisting of vici kids and patents, in both lace and button styles, counted up to 1,138 pairs. The lines sold all the way from \$1.25 per pair up to \$4. the stock being of a general nature, the store catering to all classes of trade.

When the table of sizes was scanned the following was found to be the result: There were sixty-two pairs of size 2½, 204 pairs of 3's, 112 pairs of 3½'s, 73 pairs of 4's, 156 pairs of 4½'s, 147 pairs of 5's, 83 pairs of 5½'s, 145 pairs of 6's, 77 pairs of 6½'s, 76 pairs of 7's, 1 pair of 7½'s and 2 pairs of 8's.

A careful computation would suggest the following as being a proper schedule of sizes: 36 pairs of size 2½, 67 pairs of 3's, 56 pairs of 3½'s, 180 pairs of 4's, 175 pairs of 4½'s, 200 pairs of 5's, 175 pairs of 5½'s, 125 pairs of 6's, 50 pairs of 6½'s, 60 pairs of 7's, 5 pairs of 7½'s and 10 pairs of 8's.

Perhaps some merchants will not agree with us on this division of the stock, but all will agree that it is a better assortment of sizes than the one found by the advertising man upon examining the stock of the store just mentioned. But the schedule of sizes did not show the worst feature of the stock, as far as sizes went, for at some prices the stocks were very badly sized indeed. For instance, the sizes of the \$2 and \$2.50 lines, the most popular sellers in the stock, when taken singly or combined, showed a very bad assortment. They were as follows: 39 pairs of size 2½'s, 87 pairs of 3's, 21 pairs of 3½'s, 25 pairs of 4's, 17 pairs of 4½'s, 18 pairs of 5's, 5 pairs of 5½'s, 29 pairs of 6's, 14 pairs of 6½'s and 17 pairs of 7's. This assortment shows a surplus of sizes 2½, 3, 3½, 6, 6½ and 7. The other sizes, of course, should have this surplus divided among them. Note particularly the

surplus of sizes up to size 3½ and the scarcity of the middle sizes up to and including size 5½. The best selling sizes had the least number, while the poorest selling sizes had the most.

In taking these schedules of sizes no regard was paid to widths, because only medium widths were stocked heavily, both extremely narrow and extremely wide widths being handled in very small quantities. This was an average stock. It was not run down. The goods in the stock were considered to be worth one hundred cents on the dollar and it was also thought that every pair should bring a profit. Individually each pair was worth its invoice price. The stock, taken as a whole, would be likely to contain a considerable proportion of bad stock. If the 73 pairs of size 4 could be cleared out in one month it would take at least about six months to clean out the 3's, allowing that one pair of 3's can be sold for every two pairs of 4's. In some localities the latter would be about a fair average. In that case it would take two and one-half years to clear out all shoes of size 3.

The writer has gone into these details simply to show a condition when something out of the ordinary is necessary to get the stock into a safe condition. A "Sale of Special Sizes" suggested itself as the remedy. But before going into further details it may be said that the buying for a season should be very carefully gauged, especially as far as sizes are concerned. It is far better for a shoe merchant to lose a few sales than to pile up a large surplus stock. A "Sale of Special Sizes" should help to reduce sizes. It may not do it all. That is not to be expected, but it will help very materially. After the sale is over a new schedule of sizes should be taken and new goods purchased accordingly. Take the \$2 and \$2.50 lines as an example. It may be found necessary to forego purchasing sizes 2½ and 3 for nearly a whole season. Other sizes, such as 5½, must be purchased in larger quantities than usually done until the stock is in good shape. Then the dealer should keep the sizes right by careful supervision of sizes purchased.

In preparing for the "Sale of Special Sizes" select the older lines, the single pairs and all those styles that are not to be reordered. This will leave only the very desirable sizes in stock of the regular lines.

Now for the sizes. Take all the 2½'s and figure their total cost. Now consider how much you are willing to lose on these shoes to get your stock back into proper shape and

Spring Shoes For the Children

The new styles for children offered for the coming season are more attractive in appearance than ever before. That suits the little folks. Our shoes are made of extra quality materials, the soles especially containing very high grade leather; and they are made as well as we know how to build them. First-class material and workmanship mean durability, and that suits the parents. Prices are right and that suits the dealers. Each style is shaped over a practical juvenile last.



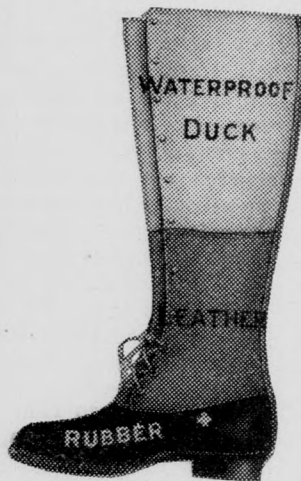
Our Red School House shoes are an important part of the stock carried by the largest dealers in America, men who are most discriminating in the matter of buying, and who prefer and select our product because it meets the exacting requirement they insist upon—a uniformly high quality at all prices, that is sure to satisfy their trade and develop permanent business.

Watson-Plummer Shoe Co.

Chicago, Ill.

Red Cross Rubbers

To see these goods is to convince you of their unequalled selling and wearing qualities.



The Red Cross Combination Top Rubber is an especially strong number in our line of footwear. The leather is amply high to keep out the slush and the waterproof canvas reaches practically to the knee, making it a very desirable style of warm footwear, and the price is reasonable.

We were oversold on these goods this season, and we solicit your early orders so that prompt delivery to you may be insured.

Our salesman will call on you soon with a full line of Red Cross and Leather Tops, together with a complete line of Glove rubbers, prepared to take your blanket order for fall. Be sure to see the line before you order.

On request we would be glad to send you samples of the Red Cross and Leather Tops for your inspection.

Hirth-Krause Co.

Jobbers of Glove Rubbers

Grand Rapids, Mich.

selling price will bring about this latter result. Go through the other sizes and figure in a similar manner and you will have the basis of your sale ready for the advertising.

Taking the above case as an illustration we would make a table similar to the following:

About 40 pairs of size 2½ offered at 25 per cent. off.

About 100 pairs of size 3 offered at 40 per cent. off.

About 60 pairs of size 3½ offered at 25 per cent. off.

About 15 pairs of size 4 offered at 10 per cent. off.

About 60 pairs of size 4½ offered at 20 per cent. off.

About 50 pairs of size 5 offered at 15 per cent. off.

About 10 pairs of size 5½ offered at 5 per cent. off.

About 100 pairs of size 6 offered at 15 per cent. off.

About 30 pairs of size 6½ offered at 20 per cent. off.

About 30 pairs of size 7 offered at 20 per cent. off.

The sale goods should be arranged so that they may be easily and quickly handled and so that sales may be readily made and with as little confusion as possible. The window display should be changed every two or three days, or every day if the sale only lasts a week. For a small city we would suggest a two weeks' sale.

Now for the advertising. Use the newspapers, of course. We suggest a page advertisement be used, or if space is too high use at least a half page. In large cities smaller spaces may be used.

The page advertisement announcing the sale will also serve as a circular for mailing and general distribution from house to house.

It is not necessary to state the number of pairs which may be placed on sale. If one finds the number of pairs placed on sale are too small to make it effective, the sale may be made a sale within a sale, in this manner: When a regular clearance sale is on advertise that on certain dates all 2½ sizes will be sold at a discount of 25 per cent. On the following day place the 3's on sale at 40 per cent., and so on, advertising a size a day during the sale. The discounts are to be computed from regular prices.—Shoe Retailer.

Nibi-Manito, the Water or Rain God.
Written for the Tradesman.

On awaking from a sweet sleep in our wigwam, Wawatam in spirit appeared and said: "Kitchi-Mishkiki! Do you know who makes the rain? It is Nibi-Manito, the Rain God. To him the trees, plants, flowers and grasses prayed for water when they were thirsty.

"Give us, O, Nibi-Manito! give us, O, Water God! give us water and not let us wither on the Earth." The Nibi-Manito replied: "You shall not die; I will call on the Great Sea Water to slake your thirst, for in the Great Nibish there is water for you all and you are very thirsty.

"O, ye Oceans and Seas of water, send rain to the trees, plants, flowers and grasses, for they are very thirsty

and you can spare moisture for them all."'"

Then the ocean and sea waves dashed repeatedly over the rocks and along the shores and tried to send their waters over the fields, but each time the waves fell back and watered only the grasses of the salt marshes along the coasts. The Nibi-Manito then called to the rivers: "O, ye Rivers of Waters, Kitchi-Nibish! Send rain to the trees, plants, flowers and grasses, for they are very thirsty and you have water for them all."

Then the river filled their channels, dashed against their banks and flooded the lowlands, but few of the trees, plants, flowers and grasses were moistened.

The Nibi-Manito then called to the lakes: "O, ye Lakelets and Great Lakes, send rain to the trees, plants, flowers and grasses, for they are very thirsty and you can spare moisture for them all."

Then the lakes tried. And the big lakes raised high waves and whitecaps that foamed and surged high in the air and make much spray. They swept along the shores and over the plains, but could not go far enough inland and the trees, plants, flowers and grasses about the hills were as dry and thirsty as ever.

Then a large Sea Gull called to the Nibi-Manito: "Let me try." He sailed about, screamed, spread his large wings and dipped them in the lakes. He flew over the hills and plains and shook the water from his wings, so that many drops fell on the trees, plants, flowers and grasses. But not

all could be reached and, tired out, he settled in a swamp to rest.

Then the Nibi-Manito said to the Sea Gull: "You have found the way to make rain. Go to all the birds that fly in the air, have them assemble and tell each one to give me a wing feather." The birds met as the Nibi-Manito desired, and each one left a feather. With the feathers the Water God made a monster wing that reached to every sea and lake and covered all the sky. He dipped it in the waters and shook it over all the land and the rain drops that fell slaked the thirsty trees, plants, flowers and grasses.

Ever after the Nibi-Manito, when rain is needed, brushes the big wing over the sky and makes the rain fall on the trees, plants, flowers and grasses to make them and all Nature happy.

Kitchi-Mishkiki.

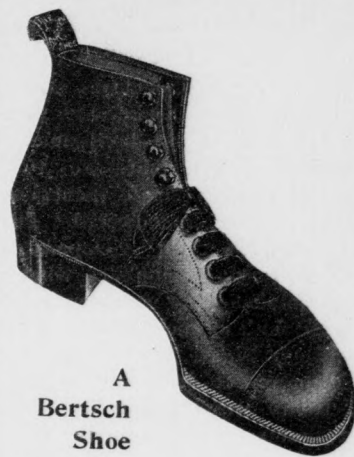
Michili-Mackinac Island.

Newly Imported Slang.

An Ann Arbor professor has a son who is like most other boys, and his language is at times slangy enough, for which he is properly corrected, but last Saturday he came in with an expression which rather stumped the purist. It was after the last of a series of ball games between the kid nines of the neighborhood.

"Well," enquired the father, being somewhat of a fan himself, "how did you come out in the games?"

"Aw," replied the youngster, in a tone of disgust and quite seriously, "they Cooked our Peary for us, all right."



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.



The Pentagon



Pentagon Shoes are for the man who wants economical shoes that look as well as the best and wear better than their price.



Pentagons are Good-year Welts built over new stylish lasts out of Gun Metal, Velour, Box Calf, Vici Kid and genuine Kangaroo and possess up-to-date rightness in every shoe-making detail.

As \$3 50 business getters they are trade winners from the start because they wear and look better than their cost.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

FOOTE AND ERWIN.

How They Worked Out Muskegon Power Proposition.

W. A. Foote, of Jackson, and Geo. L. Erwin, of Muskegon, are two of the big men in the development of the water powers that are to be brought under a single management in the new Commonwealth Power Railway and Light Company, and each strikingly exemplifies what can be accomplished by persistency, courage and faith in one's scheme. Twenty years ago W. A. Foote was running a steam power flour mill at Adrian. Electricity was then in its infancy and Foote became interested. He made experiments at his mill and then went to Jackson, where with his younger brother, J. B., he purchased the small plant established by Geo. W. Carter. This plant was enlarged and improved and, in addition to lighting, current was supplied to some of the manufacturers for power. The possibilities of generating current by water power early occurred to the Footes, and long before anybody else in the State thought of it they began buying up the water rights on the Upper Grand and the Kalamazoo Rivers. They had very limited capital, and while the water rights were cheap taken as individual items, yet in the aggregate the amount was large. They borrowed from nearly every bank in Central Michigan that would lend them anything and to keep up the interest taxed their resources. They struggled along, however, developed some of their properties, established plants at half a dozen points and then when the practicability of their enterprise became apparent outside capital became interested. The various small plants were united as the Commonwealth Power Company.

The Grand Rapids-Muskegon Power Company owes its existence to Geo. L. Erwin more than to any other one man. Mr. Erwin, associating with the Muskegon lumbering from small-boy days, became well acquainted with the Muskegon River from its source in Higgins and Houghton Lakes to its mouth in the Muskegon Lake. He knew of its high banks and swift flow. Twelve years ago he visited Rochester and there became interested in water power and its conversion into electrical energy. Eleven years ago this spring he began studying the power possibilities of the Muskegon River. He employed a surveyor and spent the summer on the river mapping its course and taking the levels. From the upper lakes to its mouth he found the river falls 200 feet, and he noted the many fine sites for dams along the way. Then he began to acquire the flowage rights. He had no money and to make what little he could raise go as far as possible instead of buying the rights he took options for a year, paying \$1 each for them. Those who wanted to sell outright instead of giving options he prevailed upon to take contracts, payable in three years. He optioned or contracted for all the flowage rights in Mecosta county and some in Newaygo and then with his maps and data he hunted for capital. The Westinghouse and the General

Electric Company officials examined his papers, pronounced the scheme to be a good one, but would not go in. President Coffin, of the General Electric Company, advised him to buy some going concern, such as the Edison Electric Company, of this city, as a basis; it would be easier to finance a going concern than a new enterprise. Mr. Erwin was willing, but he didn't have the money. His options expired and he had them renewed for another year, and then for a third year. In the meantime the Grand Rapids Edison had been sold to Becker and Bigelow, of Milwaukee, Higginbotham, of Chicago, McCooi and others. They were interested in the Cement Works at Newaygo and proposed to develop the Muskegon water power for transmission to this city. They secured many options along the river to be good in the event of Erwin failing to pay at the expiration of his third year. Erwin was soon on their trail, undoing their work, and then to block their game he secured additional flowage rights in Newaygo county so situated that his rivals could not build a dam without first settling with him. About this time Erwin's luck changed. He had been encouraged in his enterprise, while everybody else laughed at what they called his dream, by J. G. Emery and who not only offered encouragement but put in some money. Through Emery the attention of Thos. Hume, C. C. Billingshurst, Thos. Monroe and H. M. Hovey was called to the project and they became interested. They furnished the money to take up the flowage options and to meet the contracts. Then they showed their confidence in the scheme by a willingness to put up \$400,000 to develop the power. At this point Mr. Erwin hesitated. He had no practical knowledge of power, dams or electricity and not until the right man could be secured would he go ahead. W. A. Foote, whose success in Central Michigan had attracted attention, was invited to take an interest in the Muskegon proposition and he accepted and then the money was paid in. The Rogers dam, six miles below Big Rapids, was planned, the power to be transmitted to Muskegon, and it was nearly completed when the Grand Rapids Edison Company began to have its troubles. Bigelow, the Milwaukee banker, was discovered to be an embezzler to a large amount. The others who had interests in the Edison Company with him wanted to get out. Mr. Erwin negotiated a purchase and the Grand Rapids Company became a part of the Muskegon River project under the name of the Grand Rapids-Muskegon Power Company. The Rogers dam was completed and then the Croton dam was built, both under the supervision of Mr. Foote, and Mr. Erwin's dream became a reality.

The New Bank at Berlin.

Berlin, Jan. 18—Papers have been forwarded to the State Banking Commissioner for the incorporation of the Berlin State Bank, with a capital stock of \$20,000, all subscribed by twenty-five stockholders in the following amounts:

Willis Buck, Berlin.....\$1,000

Charles Goodenow, Berlin.....	1,000	C. De Vos, Coopersville.....	100
Frank Goodenow, Berlin.....	1,000	Jacob Phillips, Lamont.....	300
Walter Goodenow, Berlin.....	1,000	Roswell Lillie, Hammond, La. 1,000	
Flora Goodenow, Berlin.....	400	The bank has been organized principally through the efforts of Geo. W. Bevins, who is naturally slated for the position of President. The position of Cashier will be assumed by Mr. Bevins' son, Elton G. Bevins, who has had nearly eight years' experience in the banking business, four years as book-keeper for the First National Bank of Oroville, California, and four years with John M. Perry, the private banker at Tustin.	
Fred Raymond, Berlin.....	1,000	As soon as the directors are elected the construction of a building will be authorized—probably a one-story brick building, 22x44 feet in dimensions. It is expected that the bank will open for business about May 1.	
William Walsh, Berlin.....	1,000		
W. J. Hanna, Berlin.....	1,000		
Charles Chappell, Berlin.....	500		
Ernest C. Greiner, Berlin.....	500		
Wm. Riemersma, Berlin.....	500		
John Coffee, Berlin.....	500		
Bessie Raymond, Berlin.....	200		
A. C. Butterfield, Berlin.....	200		
Wm. Gavin, Berlin.....	200		
Mrs. Wm. Reeves, Berlin.....	200		
Elton G. Bevins, Berlin.....	1,000		
Geo. W. Bevins, Coopersville..	5,000		
Mrs. G. W. Bevins, Coopersville	1,000		
Erastus Buck, Coopersville....	1,000		
Charles P. Lillie, Coopersville..	200		
Frank Hedges, Coopersville....	200		

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. * * * * *



DESERVED PROMOTION.

Clay H. Hollister Now Vice-President
Old National.

The bank annuals last week made very few changes in the local directorates. In the Old National Frank Jewell and Ben S. Hanchett were elected to fill the Harvey J. Hollister and W. W. Cummer vacancies. Mr. Jewell was named by the directors a few weeks ago and now he is on the Board by election. In the Grand Rapids Savings Bank Frank S. Coleman was elected to fill the vacancy caused by the resignation of Thos. M. Peck. The Grand Rapids National had a vacancy caused by the death of Melvin J. Clark, but instead of filling it the by-laws were changed, making the Board elastic, from thirteen to eighteen, and giving the Board authority to select the additional members when the desirability of it appeared. The National City had two vacancies through the death of J. Frederick Baars and the resignation of Thomas M. Peck, but instead of filling them the Board was reduced in number to fourteen. The Grand Rapids Savings authorized the election of two new directors at the discretion of the Board, and it may be expected these new members will be chosen during the year.

The Old National Board reorganized Monday by the election of President Willard Barnhart, Vice-Presidents Clay H. Hollister and Wm. Judson, Cashier Clay H. Hollister and Assistant Cashiers H. A. Woodruff and George McKenzie. Mr. Judson succeeds Geo. C. Peirce, whose continued ill health made it impossible to serve. Mr. Hollister takes the place held by his father, the late Harvey J. Hollister, and his promotion will be very satisfactory to the patrons of the Old National and pleasing to Mr. Hollister's many friends. Mr. Hollister entered the bank as messenger soon after leaving school and early developed a strong talent for the business. He worked up through all the grades to the Cashier's desk and now added responsibilities are placed upon him. Mr. Hollister has been President of the State Bankers' Association and there are few young men in the State better or more favorably known in financial circles than he.

In theory the bank annual is like a corporation annual, where reports are rendered and the old directors are commended for their fidelity and re-elected as a recognition of their worth. In practice, however, the annual meeting is a mere formality, with the stockholders called in to ratify what the old directorate puts before them. The "official ballot" is the only one offered, and "split" tickets are almost unheard of. A local bank President tells of an early experience: He had an idea that the stockholders should exercise some judgment in the selection of directors and at the first annual he ever participated in as a stockholder he substituted the name of another man for one of the slate candidates, not because he had anything against the lat-

ter but because he honestly believed the other man would serve the bank better. The slate went through, as it always does, but the incident did not end there. The director who had been scratched looked over the ballots, found out who had voted against him and to this day has shown his ill will.

Aaron Brewer and Geo. M. Edison have been directors in the Grand Rapids Savings Bank ever since its reorganization in 1873—thirty-seven years ago—and are probably the most prompt and regular in attendance at board meetings of any of the directors. Both are far advanced in years and neither any longer pretends to be in touch with the activities of the business world. But their Board memberships link their present honorable old age and retirement with the past, and they treasure their connections above all else.

Henry M. Hinsdill, who died last week, was one of the founders of the Grand Rapids Savings. That was back in 1870, when Mr. Hinsdill was in business and a man of affairs. Reverses came to him following the panic of 1873 and he was never able to regain his old prosperity. Mr. Hinsdill was the inventor of the familiar writing pad with the perforated sheet. He manufactured these pads in the old wooden building at Lyon and Canal streets, where the Commercial Savings Bank now stands. His patents passed from him with his reverses and since then the pads have been manufactured by an Eastern concern. The patents have long since expired, but the pads still bear the old Hinsdill trademark, a hand and pen inscribing the script monogram "H. M. H."

President Wm. H. Anderson, of the Fourth National, earned his first money and made his start in life working in the lumber woods. A few weeks after his 16th birthday early in November he started with a cousin from his father's farm in Sparta for Alexander Blake's lumber camp, on the Muskegon River, thirty-five miles away, in search of a job. He was a tall, husky lad for his years and had a personal acquaintance with Blake and knew that he wanted more help. He started from home early in the morning, walked the entire distance and was ready for something to eat and to go to bed as soon as he reached camp, about 8 o'clock at night. The next morning, without any negotiations as to the wages he should receive, he went to work as a swamper and general help. This in lumbering represents the bottom of the ladder. A few weeks later he was given a team to drive, which was a promotion, and very much to his liking. He worked all winter in camp without once going home and without drawing any pay. In the spring, when break-up time came, Mr. Blake called the boy to the camp office and after a little figuring counted out \$100 in new crisp bills and gave him the money as his pay for the winter. By waiting until the next morning Mr. Anderson could have had a ride home, but with all

this money he was in a hurry to see his mother. He had the cook put him up a lunch and with the money safely packed away in an inside pocket he headed for home—thirty-five miles away. He reached home about 8 o'clock and received a prodigal son's warm welcome. With the money he had earned he made part payment on a team of horses and finished paying for them the next winter by working in the woods at \$100 a month for himself and team. A year later he was married and his father started him in life on a \$4,000 farm carrying a mortgage for \$3,000. Mr. Anderson worked off this mortgage by good farming, and when he had got ahead a little he came to town to try his fortune in a larger field, with what success everybody knows.

The bank annuals show how the banks are grouped or affiliated. The Old National and the Kent State have four directors in common, L. H. Withey, Henry Idema, Edward Lowe and Ben S. Hanchett. The National City and the Kent State have T. Stewart White as a connecting link and the Old and the Grand Rapids Savings have Frank Jewell and Wm. Alden Smith. The National City and Grand Rapids Savings are affiliated through L. J. Rindge. The only director the Grand Rapids National has in common with any other bank is J. Boyd Pantlind who is also on the Peoples. The Fourth National, Peoples, Savings and Commercial Savings are closely related with Wm. H. Anderson, S. M. Lemon, Wm. H. Gay, Christian Bertsch, John W. Blodgett and Amos S. Musselman on all these.

First Ladies' Social Session a Success.

Cadillac, Jan. 17—The Grand Secretary of the U. C. T. asked me some time ago to send some of our doings to your paper, so here we go: Last Saturday night, Jan. 15, at the K. O. T. M. hall, we held our first ladies' social session and you can bet your bottom dollar it was a success. God bless the women! It was by the efforts of our wives and sweethearts that we had one of the finest times of the season in this part of the woods. After supper we danced to the tune of Borst's orchestra until midnight. If it had not been Sunday then I presume we would be dancing yet. We are the second largest Council in America commencing to count from the foot back. We have thirteen life members and I am glad I am one of them.

Henry Stickle,
Sec'y No. 468, U. C. T.

Many Feet.

The Disappointed Preacher—The members of my congregation must think I'm a centipede.

His Wife—How so?

The Disappointed Preacher—They gave me twenty-two pairs of slippers at Christmas.

It Pays to Handle
MAYER SHOES

Strenuous But
Satisfactory

We are loaded to the limit on "Wales Goodyear" rubbers and aren't afraid of anything the weather man can send, but if we were retailing rubbers anywhere from 20 to 150 miles away from this "Wales Goodyear" stock we believe we'd have a good stock of the staples where we could lay our hands on them in a hurry.

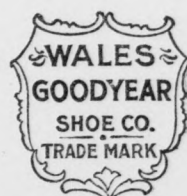
You can count on us to do our best, storm or shine, but freights are slow—even the express will not bring the goods in a minute.

We advise you to order now when you can use the mail instead of the telegraph, and you'll find that it pays to look ahead.

There is a big demand right now for "Wales Goodyear"—we are sending out big orders every day—but we are stocked right on every number. Let us have your order today.

Herold-Bertsch Shoe Co.

Agents for
Wales Goodyear Rubbers
(The Bear Brand)
Grand Rapids, Michigan



SIDE AISLE NOTES.

Post Holiday Peculiarities in the Department Stores.

Written for the Tradesman.

"Well, it's all over with. So far as our holiday trade is concerned it has been about 25 per cent. better than it was the corresponding season last year," declared the manager of a large retail establishment.

It is not every merchant who cares to express himself publicly as to the rise and fall of the tide of business that comes to him, and, as one of the gentlemen put it, upon being questioned, "What's the use? Everybody knows—that is, everybody who reads the papers ought to know—that business in general—all departments of business—is more active and has better prospects than was the case a year ago."

Now comes the temporary reaction, the season when multitudes of people who have the means and have been waiting to lay in their supplies of holiday remembrances which are to be dispensed a year hence are picking them up. In this way it has been figured that, even allowing 4 per cent. interest on such investments, these forehanded people can save anywhere from 25 to 50 per cent. on their purchases.

"To-day we had one of the monied men of the town for a customer," said one merchant, "and he bought two dozen little handicraft novelties—just out this year—which we were glad to get rid of at 40 per cent. below what we asked for them last week. Now what is he going to do with them—two dozen trinkets like that?"

The conundrum being passed up the merchant continued: "Why, they were bought for next year's distribution."

"What is the most perplexing feature of your holiday trade?" was the question put to a department store manager.

Gently tapping his fingers on the plate glass top of the showcase at his elbow as he glanced up and down the aisle he presently replied: "The reaching of a conclusion as to just how much extra help we can use. We want just exactly as much as we can use to advantage and no more. And yet there were many times just preceding Christmas when I felt the need of more help. Every one of our clerks was waiting on from two to three customers simultaneously and yet there were scores of people waiting to be served. And that isn't a pleasant thing to contemplate, don't you know?"

The visitor suggested that, with the counters lined with customers who were being served and with the aisles crowded with others going and coming, it would seem that additional help without increased floor space would be useless.

"Nothing of the kind," quoth the manager. "The more closely customers can be lined up together the better, provided only that they can all be waited upon immediately. Did you ever get into a crowd wanting tickets to a circus or to base ball grounds?

There, you know, thousands of people are waited on at two or three small windows in so many seconds. There seems to be an added zest to the desire to get and pay for what you want as soon as possible when one gets into such a jam."

The next person interviewed was a lady of some twenty summers—behind a counter. "Yes, we've had a very good trade in our department and I understand that it has been equally good in all the other departments," she said in reply to my enquiry.

"I assume that you are glad the season is ended," ventured the visitor.

"But it isn't ended," she promptly corrected. "We've had one of the best Tuesdays to-day in the history of this department; and I look for an exceptionally good business all the week."

"How so?" was asked.

"For many reasons: There are hosts of people who receive money as Christmas gifts, bestowed for special purposes—such as the purchase of gloves, lingerie, shoes, suits and suit cases, coats, hats, neckwear, and the like. Then there are others who, for one reason or another, are not able to get the money with which to buy before Christmas and so come in a day or two later. You would be surprised to know how many people come in to take advantage of after-holiday prices."

"Have you cut prices since last week?" was asked.

"Not in my department and we won't until the first of February—you see we handle little here but staple goods," the little lady answered.

"Do you believe in post-holiday prices?"

"For some lines, yes; Christmas knickknacks—things that are fragile, showy and novel and are apt to be broken or out of date if carried over—and you've no idea what a multitude of articles of such a character there are," said the girl.

"But for staple articles?" began the inquisitor when he was interrupted with, "Well, that depends. You know an awful lot of money can be tied up in staple articles and it doesn't pay to carry even such goods too long in stock to be handled and pawed over. Such goods can become shopworn as well as the less staple articles."

At this point there was evidence of considerable excitement near the elevator and, with a mishap of some kind in his mind, the interviewer hurried back with the crowd just in time to see a half-crying yet very indignant woman being led toward the office by a man—a "plain-clothes man."

Investigation revealed the fact that the woman in custody had been detected by a clerk—one of the holiday substitutes—secreting hosiery she had not bought nor paid for, who at once created a sensation by charging her with theft. Fortunately the "plain-clothes man" had been warned as to the woman—warned that she was a kleptomaniac, but otherwise a most estimable person. And so when the

MOTOR DELIVERY

McIntyre

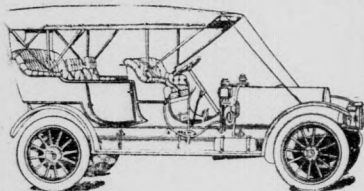
Catalog 182

Auburn, Ind.

THE 1910 FRANKLIN CARS

Are More Beautiful, Simple
and Sensible than Ever Before

Air Cooled, Light Weight, Easy Riding



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

Other Models \$1750.00 to \$5000.00

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

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

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

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

Catalogue on request.

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Manufacturers of the famous Brilliant Gas Lamps and Climax and other Gasoline Lighting Systems. Write for estimates or catalog M-T.

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Established in 1873

Best Equipped
Firm in the State

Steam and Water Heating
Iron Pipe

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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.

Chicago

Makes Gasoline Lighting Systems and
Everything of Metal

Walter Shankland & Co.

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Michigan Agents

American Gas Machine Co.

Albert Lea, Minn.

Send us rough diagram and measurement of your store, dwelling, hall, school house or church and we will send you detailed estimate of the cost of lighting same by the most economical, safest and best lighting system ever devised.



A Good Investment

PEANUT ROASTERS
and CORN POPPERS.

Great Variety, \$8.50 to \$350.00

EASY TERMS.

Catalog Free.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

Columbia Batteries, Spark Plugs
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C. J. LITSCHER ELECTRIC CO.
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**Quick Meal
WICKLESS
OIL STOVES**

NO SOOT SMOKE DIRT
OR
ASHES.

QUICK CLEAN SAFE
AND SIMPLE.

FOSTER, STEVENS & CO.

Grand Rapids, Mich.

Exclusive Agents for Michigan. Write for Catalog.

cry of thief was raised he took charge of the lady and soon had her in a motor car on the way home.

Why was she released without being complained against?

Because the detective and the merchant know of her weakness and know that she did not steal for the sake of stealing, but because she can not resist the temptation; know that, away from the opportunity, remorse will fill her being in a way pitiful to witness.

The visitor suggested that, as the lady is moderately well off in a material sense, she was set at liberty on this account.

"Not at all," responded the detective. "We've had two similar cases this week—exactly similar except that both of the offenders were the wives of men whose combined earnings do not get above \$1,500 a year. But we know them as kleptomaniacs and so sent them where they were not tempted. There's nothing in such cases when you get them into court."

"Do you have much trouble with real professional shoplifters?" was asked.

The detective replied that he hadn't heard of a single case during the holiday season and he added: "You know Grand Rapids isn't a very safe place for the professionals and besides a big department store isn't just the place for successful work on their part. There are too many clerks, too many mirrors, too many cash girls and boys and too many other people constantly on the lookout for such people."

"Can you spot a professional on sight?"

"I should say nit," was the answer. "And whenever you hear any one, man or woman, laying claim to the possession of such ability you may put it down as mere tommyrot. The most that the best detective can do, unless he happens to meet with a face he recognizes, is to suspect. Then it is up to him to watch and put the clerks 'on' as watchers. That is the way that nine-tenths of the shoplifters are caught. The detective's part is to watch accurately and correctly and not get caught at it—your clever storethief is about as sharp as they make 'em and 'tumbles to a spotter' on the slightest provocation. No, it is only the chap who is forever calling himself 'a fly cop' that knows a shoplifter on sight. And those are the fellows who get merchants into trouble by making unwarranted arrests."

Max Wurfel.

Real Sympathy.

An estimable old lady, belonging to one of the historical families of New England, recently confided to a friend that she never passed a statue in Boston of a distinguished kinsman without a shiver.

"Why, I should think you would be proud of it," said the friend. "It's not a bad bit of art, as public statues go."

"Oh, it isn't that," explained the old lady. "The fact is, I do not like to see my uncle rained on, and when it snows I positively shudder for him!"

Importance of Fruit Industry.

Written for the Tradesman.

Michigan's sawmills are swiftly passing out, with the elision of our forests, and in place of forest trees fruit trees are being planted in many sections. This is true of sections outside as well as within the so-called "fruit belt" of the State. For example, who would have looked to Eaton county—in the white bean district—for fruit? Yet they have a live association of fruit growers at Eaton Rapids, and that section is fast developing as a center for tree and small fruits. Old and neglected apple orchards are being leased or bought by experienced growers, who by pruning and spraying the trees are able to realize fine returns on the investment.

Who would look for fruit in Alpena, Cheboygan, Chippewa or a number of other counties that might be mentioned, yet fruit farms are being established there in increasing numbers? Frankfort, in Benzie county, shipped close to a million and a half pounds of fruit to Chicago during the past seven months, which speaks eloquently of what they are doing up that way. They are even raising apples on North Manitou Island in Lake Michigan.

Northern Michigan is awakening to its possibilities in fruit culture. The growers of Charlevoix county met recently at East Jordan and formed an organization and elected officers. The exhibit made in Chicago by the Western Michigan Development Bureau was especially helpful to the western and northern counties and reports of several sales of fruit lands and of an increased market price for apples may be traced directly to the publicity campaign that has been carried on.

Fruit in Other States.

Colorado claims to be the premier apple-producing State on this continent. "Taste the apples of Colorado and you will know what the angels eat," is the way the Western poets put it. The Colorado National Apple Exposition opened in Denver Jan. 3 with a large attendance of horticultural boosters from every section of the State. There were thirteen cars of apples on display in the Auditorium, while in the restaurant annex apples served in all forms and cooked in twenty-nine different ways proved a feature. One of the dishes was "apple soup," said to be a popular Lenten dish in France. Inviting casks of pure sweet cider decorated the booths here and there on the main floor, amid the mountains of red, yellow, green and black apples. The premiums given away for best displays included \$5,000 in cash, \$1,500 in nursery stock, \$1,600 in merchandise, \$3,000 in fruit lands, \$1,525 in silver cups, nineteen medals and numerous diplomas. The convention continued through the week, with street parades, apple packing contests, singing, speaking and the crowning of the prettiest girl in Colorado as Apple Queen. The apple industry was in its infancy in Colorado twenty years ago and the sole variety raised was the Ben Davis. Last year Delta county shipped more apples than any other county in the United States and

Colorado raised more apples than the six States of Washington, Oregon, Idaho, Montana, Utah and New Mexico. It is stated further that the industry has just started there and that there are now planted six times as many acres of young orchards as were in bearing last fall.

Profits of \$650 an acre from properly managed apple orchards of Pennsylvania are not unusual.

Kansas growers have had their bumps for the past three or four years, still they are not discouraged and predict that Kansas will yet become one of the big fruit states of the West. The tree fruits were almost completely wiped out by frosts late in the spring. One of the methods now proposed for fighting frost is the oil pot. This is a little sheet iron stove which burns crude oil. Fifty or more of them are distributed over an acre of orchard and on cold nights they are lighted and produce sufficient heat to ward off frost. Missouri apple growers are using homemade smudge pots to protect their fruit during cold nights.

A State fruit show held recently at Champaign, Ill., was the largest given in many years, with 297 entries.

Almond Griffen.

New Safety Envelope.

A patent safety envelope has been invented for the purpose of preventing persons tampering with, or opening, the envelope without leaving unmistakable signs of such actions on the envelope. The receiver of a letter will be able to satisfy himself at once that the same has not been tampered with, by the condition of the envelope. The method of manufacture is that the material is cut to the shape and size required and at the same time, or afterwards, a series of angular tongues with sides at about 15 degrees and $\frac{3}{8}$ inch in length, running in opposite directions, are cut with a die around the edge of the flaps that are to be folded inside. The tongues are for the purpose of preventing a knife being inserted at any point in order to separate the gummed flaps, such action being impossible without one or more of the tongues being cut. A sheet of transparent gelatine is then fastened upon one of the inner flaps, either by the aid of heat, or a suitable chemical such as muriatic or acetic acid. The purpose of the gelatine is to prevent the flaps being steamed open, as such an operation would immediately dissolve the gelatine sheet and cause it to adhere to the envelope and its contents. The envelope is folded in the ordinary way.



THE NEW FLAVOR

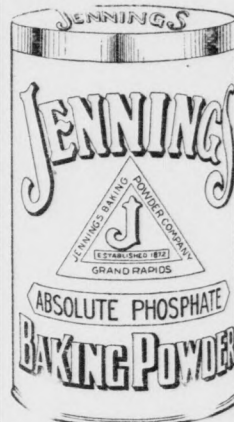
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Absolute Phosphate

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Will you supply
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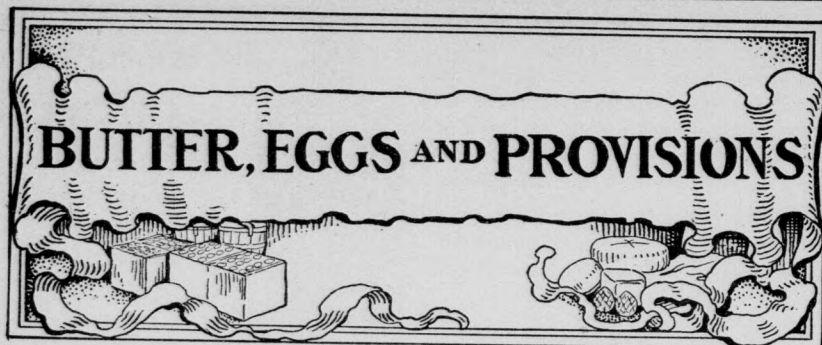
The Lard is pure leaf and
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Are you looking for a chance to go into business for yourself?

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

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



Importance and Value of the Apple To Michigan.*

Before taking up my topic I wish to say a few words about Judge H. G. Wells, who was an early settler in the village and county of Kalamazoo. He was a capable man, full of public and private activities. He was greatly interested in agriculture, and particularly horticulture.

In September, 1857, at Jackson, with the late T. T. Lyon and many other prominent men from different parts of the then settled portion of Michigan, "The Nurserymen's and Fruit Growers' Association" was organized, and he was elected President. Its objects were similar to those of our present Horticultural Society. A historian states: "The following January the Society held a grand exhibition and meeting for discussion, at Kalamazoo, which was commented upon most favorably by the agricultural press of the entire country. Its last meeting was held at the opening of the Civil War.

Judge Wells a Leader.

In 1870 this Society was organized and Mr. Wells was among its first life members. The first report (1871) contains an article on "The Kalamazoo Grape" and the second report (1872) a copy of an excellent address delivered before the Society at South Haven and entitled "Flowers and Fruit," both by him. I mention this as it tends to confirm my understanding that he was a leader in making Kalamazoo, in its well-painted houses and tidy surroundings, the most beautiful and homelike village in our country. The third volume (1873) contains "The Report of the Committee on the Yellows in the Peach," of which he was an active member. The report covers thirty-two pages and in its scope of questions and answers and personal investigation is one of the most comprehensive and important ever made to this Society. Judge Wells was a member and practically President of the State Board of Agriculture for twenty years. He was a good organizer, an excellent executive and a most useful citizen. In view of his connection with and aid to the various interests represented by this Society, it seemed proper at this meeting to pause a moment and freshen our memories of one who so loved and honored his home place, his state, his country.

Early Days in the County.

As my father and mother before marriage were residents of Big Prairie Ronde five to eight years, besides two uncles and many cousins, also an un-

cle at Climax Prairie, both places were visited once a year or more. Traveling from my home in Central Van Buren county to these prairies, I crossed several other prairies, so that I have a fairly distinct recollection of this county between the years 1847 and 1857. Contrasted with my home in the woods, completely surrounded by tall timber, it seemed like getting out into a bigger world to travel across and about these prairies with their large grain fields and numerous orchards.

These open prairies enabled the settlers to raise grain and plant orchards much in advance of the surrounding counties, so that Kalamazoo became the Egypt for Southwestern Michigan, particularly the north and west. My father made semi-annual trips to Big Prairie Ronde, as did many others, for family supplies. The fall trip was taken advantage of to send butternuts in exchange for apples. We commenced by giving three bushels of butternuts for a bushel of apples, then two, then one, then reversed until we got three bushels of apples for one of butternuts, before we raised apples at our home.

Now at Foot of List.

This apple trade was my first business experience. As Kalamazoo had equal facilities with other counties for shipping out apples, the addition of this wagon trade probably placed it at the head in apple production from 1845 to 1860. Now it is near or at the foot of those of similar situation and population. This statement being substantially true it is very appropriate that this State meeting should be held here, in a year near the culmination of a general revival of the need of it all over the country.

In the newer states it has been for some years the crop most advertised to induce the purchase of land and settlements, certainly the claimed profits greatly exceed any other of field, farm or orchard. I wish to give a few figures, showing not only the large amount of money brought to the counties, but the large amount of the apple product consumed or given away.

Reports for 1887.

Mr. Monroe here introduced a copy of a circular he sent out to about sixty-five railroad stations and lake ports, to obtain a reasonably accurate report of the crop of 1887. He summarized the reports received, estimating the crop and giving average prices as follows:

Apples, 415,588 barrels, at \$1.65 \$685,720.20
Evaporated, 112,600 bushels (average cost, green, 20

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

Hart Brand Canned Goods

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FRUITS AND PRODUCE

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WANTED White Beans Red Kidney Beans Brown Swedish Beans

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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.

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

*Address by Hon. C. J. Monroe, of South Haven, before Michigan State Horticultural Society.

cents) ready for market, including package, valued at 58,024.00
Cider, apple butter, pickled, preserved and canned, 313,200 bushels (average cost, green, ten cents), manufactured, ready for market, with package .. 109,620.00

The above values are given as the amounts realized at the station or dock, as up to that point the money paid out for raising, harvesting, and for packages is mainly within the counties. The above figures do not include the home consumption of fruit of the 23,000 families within these counties.

Surpasses Wheat Crop.

To emphasize the importance of the apple crop compare it with the wheat crop, which is the principal money crop of the farmer. The State crop report for October 18 places the yield of these three counties at 1,563,962 bushels. Deducting 575,000 bushels for bread and seed (five bushels to each of the 115,000 of population) we have 988,969 bushels for sale, which at 75 cents, the average price for the year, gives us \$721,947, or \$131,417 less than from the apple crop.

For universal consumption by all classes the apple is the king of fruits. For the money invested and time spent it gives larger returns than any other crop of orchard or farm. Its shipment and consumption are world-wide.

Methods of Culture.

For several years it has been clear to me that thinning was desirable, and my visit with the growers of the Northwest has convinced me that it is one of the essentials of successful apple culture.

Among the reasons are more certainty of annual crop, larger fruit, more uniform size and greater freedom from insect depredations and fungus diseases.

Judging by our experience in thinning peaches it will be most difficult to get growers to practice it. Take a large orchard with good-sized trees, hanging as full as the Baldwins often do, and the army needed to thin them, and the man who is to pay the bills would be staggered at the large expense. Still, cost can be shown and the profit easily established, that no single item in orchard culture is more important or will be more certain to bring annual crops and larger net profits.

Difficulty of Thinning.

J. N. Stearns, of this city, who for many years has been one of our best and most practical fruit growers and who was one of the first to advocate thinning, tells this story on himself: In the thinning season he went with several men and instructed them how he wanted it done—using the thumb and little finger as a guide for distance. After thinning a few trees they concluded they were overdoing it and would leave more on the trees until they could advise with Mr. Stearns at noon. All agreed that the ground was covered and only a few peaches left on the trees. Mr. Stearns went out with them after dinner and after viewing some of the fruit thinned, while admitting that the men

had not exceeded his instructions, agreed with them that their later thinning looked more sensible. When the harvest came the peaches were too thick. The next year he repeated his instructions and warned them to follow it as he was going away for a few days. I think the men were mainly new to the work and the stripped appearance of the trees troubled them and they appealed to Mrs. Stearns, who acquiesced in less thinning. When the harvest came it was the same old story, twice too many peaches. The third year he gave his men similar instructions and a warning that he wanted them followed no matter what he, his wife, or anybody else said. Added to this a frequent reminder to the men to pull off a few more the harvest showed a very creditable job of thinning. Whoever tries thinning will find he needs a good deal of observation and practice and the witnessing of the results of several harvests before he gets the necessary courage to tackle a large tree full of apples and pull off enough to make thorough work.

Duty Seems Plain.

As the orchards of our State are mainly owned by the farmers, their duty seems plain: First, to study carefully the object lessons which have been given in every part of our State, in other states and especially in the newer states of the Northwest and South, and then do one of two things, either rent the orchard to some one who will properly care for it and so stop producing insects and diseases which are destroying their own orchards and damaging their neighbors', or, given a liberal trimming, cultivate as you would to raise a good corn crop—put back a fair share of the fertility which has been removed in past years, thoroughly spraying to ward off the insect pests and various diseases of tree and fruit, with reasonable assurance of getting two or three times the profit which could be obtained from any other crop. Do this and obtain apples which will find a ready market without any fear of over-production. If ambitious to go into the show business, do all the above mentioned processes a little better, especially the thinning, fertilize a little heavier, then thin out half or two-thirds after the thorough thinning, clip off some top limbs and let in more sunshine, having added at the proper time some potash and phosphates to increase the brilliancy of color and fineness of texture, and we shall have an apple, size, color and quality considered, which will stand a fair chance in competition with any country on earth.

The Problem of Marketing.

A few words about marketing: This department in fruit growing has been discussed in the past forty years more than any other, and we have made less substantial progress in it than in any other branch of the business. In later years the main difficulty has been that our near markets have tempted our people to ship a lot of poor fruit, as they could on account of the low freights, and get a little pay for it. This has lessened the price of our good fruit and greatly damaged our

best from distant localities, where high freight rates prevent shipping any but the best. Nearly all the loss comes on the producer, directly in money loss and indirectly in discrediting our fruit in one of the best if not the best market in the world.

We are the convenient suburbs of Chicago, Racine, Milwaukee and other ports with their network of railroads reaching out through the West and Northwest to hundreds of cities and villages of growing demands. We want to supply our share of this demand and can do it if we do our work thoroughly.

Michigan Still Strong.

On the way home from the West I interviewed several Chicago commission men and asked about prices. They said bushel boxes from the distant states sold higher than from Michigan, but the barrels about the same; still declared if we raised as good fruit and packed as honestly as many Michigan growers do, we had no occasion to worry about competition as we are getting our apples to Chicago for 17 to 20 cents per barrel, while the distant states pay \$1.50 per barrel for freight.

Having many natural advantages our best success hinges mainly on acquiring more knowledge in the various departments of horticultural pursuits, better and more thorough methods of preventing and destroying the many diseases and insect enemies of trees, fruits and vegetables, enlarged facilities for handling and shipping and a wider and more even distribution of products. The three great factors are production, transportation, sale.

Library.

We shall soon have forty volumes of our State Horticultural Society's reports. A general index in volume of 1880 covers all previous to that date and volume for 1892 continues the index to the latter date. Doubtless one next year will bring the index down to 1910 or better still a separate index volume for the forty years.

This will give a ready reference to any subjects considered in the past four decades. We are fortunate in having a Secretary who has become familiar with its duties, a wide observation in visiting other societies, practical experience in orchard and editorial work with the added prestige of living in a community where the apple orchards of the present year stand at or near the head in having the best apples and the largest profits of any section in the country. All this should give us reports constituting more practical and helpful text books. These added volumes and supplements with those of state and countries of similar climatic conditions furnish an excellent working library and should be as frequently consulted and as carefully studied as those of the doctor, lawyer or other professional man.

Housing the Library.

Our local Society, organized in December, 1870, provided a case and had all the volumes with many of the reports and bulletins of other states

up to a few years ago. A plan is in progress to purchase a new case and have it in our public library, with all of our State reports to date and those of other states which seem especially desirable.


The horticulturist requires extensive knowledge and a good library. A library containing our State reports is needed in every community at some central place where it can be considered. This is all the more important because of the many newcomers and the difficulty of obtaining the old reports.

Conditions Favorable.

For a term of years in every county of the State the natural conditions have proven favorable for the apple. The examples are numerous showing the tree more hardy and able to stand more tramping and browsing of stock than the native forests. After a series of years of neglect by man it has shown its ability to withstand the attacks of a great variety of insects and diseases, and then under the care of some intelligent Samaritan responds with a most bountiful supply of fine fruit. While it has been the common experience for ages that new localities or places where fruit has not been raised for some time are exempt from insect enemies, this has proven but temporary. Wherever on this earth good fruit is raised insects and diseases will soon follow, and the period of exemption has been shortened. Like man, who formerly had to travel overland on foot, by prairie schooner or stage coach, now he has the advantage of rapid transit and often the comforts of the Pullman.

To obtain a living is the aim and effort of everything that exists, and competition and struggle will increase with the increase of population. If we do our part we can rely on the edict of the Good Father of us all who at our creation gave man dominion over everything in or upon the earth.

Character is what you are when it seems that the conductor will not look for your fare.



Ground Feeds
None Better
WYKES & CO.
GRAND RAPIDS

CONSIGN YOUR EGGS TO

GEORGE E. CUTLER

22 HARRISON ST. NEW YORK

OUR OUTLET UNEXCELLED

COMMISSION EXCLUSIVELY

Our Slogan, "Quality Tells"

Grand Rapids Broom Company

Grand Rapids, Michigan



Why Real Salesmen Are So Scarce.

"The world is full of clerks," said the man who is responsible for this article. "But salesmen are so scarce that the lack of them drives the store manager to the point of desperation. I could fill the store from the roof to the third basement with clerks, but I can't get half the number of salesmen I want."

The man is one of those who know whereof they speak and speak because their heart is full. He has not any time to waste and his words are listed higher than his time. He is the manager of one of Chicago's biggest one-line stores, his salary is close to what the President's used to be, and almost anybody can afford to stop and listen to his words, whether he is engaged in selling or trying to sell goods. He is a specialist in retail salesmanship, a master in the art of pleasing customers. Such a man really talks from the fullness of his experience once in a lifetime. Here is the sum of this man's years of experience:

"There are four steps to be taken, or rather through which the customer must be led before a sale can be consummated. They are:

"Attention, interest, desire and decision or the buying impulse.

"Each of these steps requires different qualifications in the salesman. In this generic term 'salesman' we, of course, include saleswomen, too.

"The first step, or attention, requires in the salesman courtesy and interest—nothing else. Simple but unfailing courtesy and interest are sufficient to secure attention. The courtesy and interest must continue through all successive steps; must be a base, as it were, on which all other qualifications must rest and all the steps are in this manner connected.

Real Magnets for Attention.

"If a salesman has courtesy and interest he will secure the attention of the customer, which leads to the next step.

"The customer's interest must be aroused by the interest of the salesman. Interest is likely to breed interest, but lack of interest never can. We say 'is likely to breed interest' because at any one of these steps the salesman may have to register failure. It is the leading from one to the other that makes success at the end.

"The most famed preachers, lecturers, orators of all kinds, in the pulpit, in the courtroom, or on the political platform, have been interesting to their hearers just because they have been intensely interested themselves in their subject.

"Interested? Such men are 'all wrapped up' in their subject and have been called crazy on socialism, protective tariff, the spreading of the gospel, liberty, woman's suffrage or whatever was the matter at hand.

"You needn't be crazy about merchandise to make sales, but you must be intensely interested or you will never have an interested customer.

"But never forget the courtesy that has brought you this far.

"So we have courtesy and interest on the part of the salesman, which have produced attention and interest on the part of the customer, and we are ready for the next step, which is desire.

Knowledge of Goods Required.

"The customer must know something about the thing which you expect him to buy; he must know why and how it will benefit him; must know whether it will help him to dress more stylishly or whether it will be more comfortable to him; must know whether he can save money on the purchase; whether it will save time for him in some way, or whether he can make his home more attractive with the article, and must know several of a hundred or more other things.

"And how can the salesman tell the customer these things if he doesn't know them himself?

"If you are selling guns you must know guns; if you are selling socks you must know socks. The salesman must have knowledge of whatever he is selling and be able to impart it to the customer or the sale will fail right there—the customer will never be taught to want the article; he will never experience the desire for it.

"But after the salesman has aroused the desire of the customer for the article a crucial point is passed.

"The salesman has thus far been courteous, has been interested in his work, and has taught the customer something about the article in hand.

"The customer has had his attention drawn, has been interested in the article, and has desired it. And it is only gentle leading and a short way now to arrive at decision.

Decision the Final Test.

"This is the final point—the test. If the customer decides to buy the article the salesman has aroused the purchasing impulse and has been successful. If the customer decides not to buy the article the salesman has failed.

"Of course, at this point the customer may have other and private reasons for not buying. He may even regret the necessity for his refusal to purchase. In that event the salesman

has actually aroused the desire to possess the article, has awakened the purchasing impulse—has in reality succeeded, but has been frustrated by conditions beyond his control.

"All these things presuppose that the article has merit in itself and will be a desirable addition to the purchaser's belongings. If the article will not benefit the customer, if he will have regrets after leaving the store, the salesman has in some way misled him. He has not been dealt with on the square all through. And this is false salesmanship.

"This writing deals entirely with worthy merchandise, with desirable articles, and how the salesman may introduce them to those whom they will benefit. Anything else closely approaches the methods of a street faker and is not countenanced in a store that stands for upright dealing at all times.

Each One Possible Customer.

"Only remember that almost every one who passes your counter may be interested in what you are selling, would be glad to have it if he knew all about it and would purchase it if approached in the right way. And this isn't an excuse for buttonholing every one to his annoyance. Just watch your chances and take instant advantage of them. To do so you must be wakefully alert at all times. 'The morning after' is not a good time to be alert, nor can you be when you are standing about gossiping or shouting across the aisle or taking it easy in any other manner.

"Why does one salesman, or 'clerk,' if you choose to call him so, have more sales than another? Why do customers prefer some one salesman to wait upon them? Why is one salesman preferred to another by the firm which employs them? All these questions and many others are answered in the above suggestions.

"If you are one of the unfavored, don't be grumpy—try these.

"If you are dissatisfied with the number and amount of your sales—try these.

"If you are a youngster and wonder how it is that the old ones are so successful—try these.

"If you want an increase in salary—try this method of getting it.

"There come to your counter sometimes customers who already have passed through the first three stages of the buying process without the aid of any salesman. They know what they want and ask for it. They know what they want to pay, too. Such customers will tell you what they want and at what price they want it.

Filling Orders Not Salesmanship.

"It is not salesmanship to fill such orders. There are many cleverly designed machines in use to-day which perform the same work—that of handing out what is asked for.

"Salesmanship, as outlined above, is selling to the customer something that he needs, even although he does not know he needs it before you see him, and that the merchant, your employer, has brought here for him.

"It is a service to both—to the customer and to the man for whom you work. It is what is looked for. It is

what makes you a better salesman and more valuable to your employer or employers, and it is what increases your salary or brings a tempting offer from some other merchant when your own firm fails to 'show up.'

"Every wideawake merchant is always looking for good salespeople. There is plenty of room for good ones. It will even be made for them, for there are too many of the other kind."

There you are, salespeople. Cut it out. Paste it in your hat. Look at it every once in awhile. This is exactly what the manager wants you to do, what you must do to be a success in your line.

Jonas Howard.

Unity of aim is more than identity of appearance.

Suggestions

The cold weather suggests hot dinners. Hot dinners suggest Hotel Livingston cooking. Hotel Livingston cooking suggests "the home table." Are you open to suggestion?

Hotel Cody

Grand Rapids, Mich.

W. P. COX, Mgr.

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

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

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

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

All meals 50c.

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.

"CASH BOY NO. SEVEN."**How He Rose To Be General Manager.**

Chicago, Jan. 17—When Jacob Kesner resigned his position as general manager of The Fair department store the other day he left a great mercantile house which he had entered as a cash boy, in which he had laid the foundation of a fortune, and from which he will emerge in a few weeks a multi-millionaire.

When little "Jake" Kesner entered The Fair thirty-one years ago he was "Cash boy No. 7." He had made application as thousands of other boys have done and will continue doing for a "job" suitable for a youngster 12 years old. The boy's family were comparatively poor, having emigrated to this country from London in 1868 and coming to Chicago in 1876, when Jacob was 10 years old. The boy's schooling in Chicago had been confined to two years in the Haven and the Scammon schools, supplemented with some night schooling in a business college. But in those days there was no inhibition as to the age at which a boy might leave school and go to work.

"Jake" had the good fortune to make his application in person to the elder Lehmann, one of the founders of the store. Not that this first introduction amounted to so much. J. Lehmann, the elder, simply needed another cash boy, and Jake Kesner was about the right size and had a good pair of legs under him. It was in the old days when the salesman called "Cash," as likewise the days when even "Cash No. 7" was expected to hump himself, going and coming.

Old Boss Not To Be Lost.

Little Jake Kesner really became acquainted with the elder Lehmann when he quit responding to the call of "Cash," in the Fair store and went over to what Jake considered a little better job in the Chicago department store on quite the other side of State street.

But he couldn't lose his old employer. The Chicago department store on the east side of State street decided to go out of business about a year later. Its stock was put up at sale. J. Lehmann went across the street, looked the stock over, made a bid—and got it.

"Come on," he said to the little Jake Kesner, now out of a job: "come on—I've bought you, too."

Jake went. He became a second time "Cash Boy No. 7." He couldn't get away from number "7." On just one occasion he thought he was in line for amputation from it, however, not long after his return to the Fair.

One of the counters which Jake served as "Cash Boy No. 7" had a stock of wooden toothpicks, enclosed in paper boxes of 100 or so each. People coming in would open the boxes to look at the picks and in closing them again scattered the picks over the floor. Jake had a great idea which he put into practice in leisure moments and without consulting anybody.

"I'll put a figure '7' through the

lids," said Jake to himself. "I'll make the figure big enough to show the toothpicks without the buyer's opening the box. Great idea!"

"Great Idea" Not Appreciated.

In those idle moments of that first morning of the Great Idea, little Jake cut his number through the tops of just seven boxes. Just before luncheon time Mr. Lehmann, passing through the store, stopped at the counter. The mutilated toothpick boxes caught his eye.

"Who did that?" he asked of the salesman at the counter.

"Jake, I'll bet," replied the salesman, and at that moment Jake came up and was asked for explanations.

Jakie gave them in full. He explained the spillings of the picks that had gone on for a long time. He showed how any person desiring to see those picks could look through his patent-not-applied-for "7" and it would satisfy the most abnormal of questioners. But the old gentleman was angry.

"Charge him 50 cents for those toothpicks," was the ultimatum, as the proprietor moved away. It was almost luncheon time. Another idea struck little Jake. On the alley corner in Dearborn street was a little restaurant which long ago gave way to a corner of the Fair building. Occasionally Jake got his luncheon there when it wasn't put up for him at home.

"Say," he said to the salesman, "I can have the toothpicks, can't I?"

The salesman thought that was quite fair, and at the luncheon hour Jake had the seven mutilated boxes of toothpicks in his pocket when he broke for the restaurant on the run. Diplomatically he ate his luncheon first, then with his cheek approached the proprietor, who was cashier.

First Start as Salesman.

"Yes," said the cashier, when Jake had exhibited his wares and explained the situation, "I'll give you 50 cents for the lot," and Jake Kesner's first merchandising was done. At the store counter the seven boxes could have been bought for 49 cents. But Jake had been charged up with 50 cents—and he broke even at 50 cents!

That night as Jake was leaving the store somebody caught him by one ear and twisted it up too tightly for comfort. But the spoken words weren't at all harsh:

"So you're the little devil that cut the toothpick boxes?"

That was all, save that Mr. Kesner recalls that the 50 cents which was to have been charged against his salary never was taken out of it.

Which certainly illustrates one of the advantages which comes to the average active young man who enters a business under the eye of the head of the house. It was not long after this that young Kesner was moved up to the stock receiving room and became an assistant in unpacking goods from boxes and marking the selling price upon the individual articles.

This was merchandising, and it was in merchandising that young Kesner found himself. From the invoices he knew the cost prices of the goods.

He learned something of the profits which reasonably might be expected from retailing them. And always the quality of the goods was before him in half a dozen or more staple lines.

Favorite Lines of Merchandise.

To-day the receiving department of a big store is one of the most interesting portions of the business to Mr. Kesner. In his moving up through departments as buyer, beginning with the toys and stationery departments in 1881, Mr. Kesner discovered that if he were to be confined to just two lines of merchandise those lines would be house furnishings and groceries. His work in each of these departments suggests a story told by E. J. Lehmann, present head of the Fair.

Years ago when Otto Young was one of the proprietors of the store Mr. Kesner ran across an opportunity to get a bargain in granite ware. It was an especially big bargain, considering that it consisted of sixteen cars of the ware. He wired no questions, but bought on the spot. The result was that when he came home and told Mr. Young of his purchase there were some exclamation points forthcoming. But, as Mr. Lehmann says, Jake knew the goods, he knew the price as a bargain, and there were handsome profits from the sales. But the fact that \$75,000 had gone out in a lump for the goods was just a little staggering at the time.

On another occasion while Mr. Kesner was head of the grocery department he invested in 2,000 cases of California preserves, each case holding three dozen jars of the confection. But Mr. Kesner discovered that he could put the preserves on the counter at 10 cents a jar. It was something just a little new in Chicago at the time, but he believed it would "go."

First Failure Spurs Efforts.

But that first day the preserves didn't go. They didn't go on the third day nor on the fifth day. At which Manager Kesner of the grocery department began looking gloomily down his nose. He talked with a salesman or two. He thought things over. He meant to sell those preserves unless every sweet tooth in Chicago turned acid in a night.

"He spread those preserves all through the grocery department," said Mr. Lehmann. "He talked preserves to every salesman and saleswoman, everywhere. The California sweets began to move on the next day. They were in brisker demand the day afterward, and before the week was ended the shelves had been cleared of every jar of the stuff."

Learning what the public wants, knowing the qualities of merchandise and what they should cost at purchase, pricing them right, and then going after the selling part of the deal—this has been the record of Jacob Kesner in the Fair which has led him from the selling of seven mutilated boxes of toothpicks up to the general managership of one of the largest department stores in the country.

As Mr. Kesner has moved up, the store has grown in proportions and

in annual business. Jake Kesner not only worked to the end of a growing business, but in the literal building of the great structure, seven stories in height and covering half a city square, Kesner virtually was a superintendent of construction, planning the interior arrangements, while filling the position of its general manager in merchandising.

Great Work Makes the Man.

Looking backward over the forty-four years of his life Mr. Kesner recognizes that he made himself in the growing up with a single great store. The other day as the writer sat in President Lehmann's office, talking with Mr. Kesner, the general manager told a little story on himself for the first time.

Several years ago, after Mr. Kesner had become general manager of the store, a Chicago business house sent for him, offering him twice the salary which he was receiving if he would come over to them.

"Make it an equal partnership and I'll come," replied Kesner.

But the deal fell through on that point and looking back Mr. Kesner says that he's glad it did. His hobby is against the disposition of so many young people to chase from one place to another, attracted by only a little more money than they may be getting from a better business more solidly established.

Saving a portion of one's salary is another of his tenets of business. He holds that most young men may save one-fourth of their earnings if only they will fix the task for themselves. His own first investments as a young man were in building and loan associations where a fixed sum monthly had to be paid in without fail.

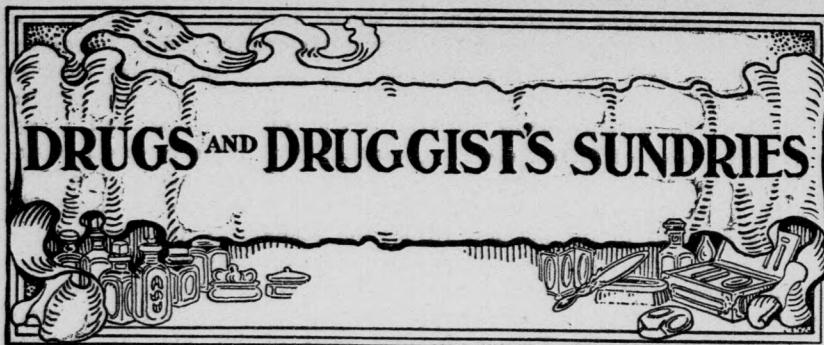
Irwin Ellis.

A Manistee correspondent writes as follows: E. C. Below, of this city, who has been connected with the Musselman Grocer Co., of Grand Rapids, as traveling salesman and representing them in this locality, has severed his connection with them and has accepted a similar position with the wholesale grocery firm of the Lemon & Wheeler Company, also of Grand Rapids. Mr. Below, who has long made his residence in this city, is very popular among the traveling men and has traveled this northern and western Michigan territory for many years.

An Alma correspondent writes: Fred Wright, for the past three years connected with the Superior Drill Co. as traveling salesman, with offices in this city, has resigned his position to accept a similar one with the Buick Auto Co. He will travel in Western Michigan with headquarters at Grand Rapids.

C. O. Gunther, who has traveled in Ohio for the past two years for the Tippecanoe Underwear Co., of Tippecanoe City, Ohio, has engaged to travel in the same territory for the Clarke Knitting Co.

Wm. H. Downs (Clarke Knitting Co.) left to-day for a two months' trip through Southern Michigan and Indiana.



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

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

Michigan State Pharmaceutical Association.
President—Edw. J. Rodgers, Port Huron.
First Vice-President—J. E. Way, Jackson.
Second Vice-President—W. R. Hall, Manistee.
Third Vice-President—O. A. Fanckboner, Grand Rapids.
Secretary—E. E. Calkins, Ann Arbor.
Treasurer—Willis Leisenring, Pontiac.

Trade Follows the Newest Fountain.

"A druggist naturally becomes attached to his old fountain and has a good deal of pride in his ability to serve good drinks over it, but in a great many instances this attachment for an old fountain is a mistake that is losing for the man who makes it a lot of money that he should be making from soda water," says R. R. Shuman.

Mr. Shuman, who is an expert on the fountain, continues: "It is a recognized fact that the soda water drinking public flocks to the newest fountain and this is particularly true in these revolutionary days of fountains of iceless construction.

"While the iceless fountain may not actually deliver colder sodas than those of the old iced construction, the iceless feature has had so much advertising and it is in itself so unique and interesting a conception to the public mind that the installation of such a one in any locality attracts trade to that fountain and away from all the rest.

"It was the same when the counter dispensing fountain came to supersede the old wall fountains. People flocked to the new fountains that pumped the syrups and the superior sanitary arrangement of the new form of construction appealed to thousands.

"The man to-day, therefore, who is still operating a wall fountain is twice removed from modern perfection and no matter how good his wall fountain is, he is standing in his own light to keep it another day.

"The public has been warned through the public press and magazines about the dangers that lurk in the unsanitary dispensing of soda water and in almost every case these alarms have pointed to the enclosed box or body as a breeder of disease. That body fountains may be breeders of disease goes without saying;

that all are such is untrue, for there are many dispensers who are so scrupulous in their attention to the sanitation and cleansing of their fountain that they are above criticism. But no matter how good they actually are, they are under suspicion and discredited in the minds of thousands.

"In the piping year of 1910 about to open up, all appearances point to a very large spending power of the great public. Money apparently will be easy and there will be plenty of it to spend in such luxuries as soda water, and the dispenser who has a new iceless fountain will not only gather in thousands of nickels and dimes that he could not have gotten on his old fountain, but the iceless construction will save him enough money as compared with his old ice bills to more than meet the payments on his fountain if his business is anything like it should be.

"Instances may be cited where men have paid the entire cost of an expensive iceless fountain in one year through the increase in the volume of business and the decrease in ice cost.

"While there are no doubt cases in which this is true, it is not at all unreasonable to predict that any man in a reasonably good locality who puts in an iceless fountain of attractive architectural design and advertises his soda water business as he should, will find that the increase in his trade and the decrease in his ice cost will pay the entire soda fountain cost inside of two years, leaving him an economical machine paid for, that for years thereafter will continue to attract crowds and dispense his beverages at the minimum cost for ice, labor and attention."

Received No Quarter.

"The usual fee per visit of physicians in my city," recently remarked an Ohio doctor, "is \$3. It never occurred to me to doubt the equity of this fee until I was called in by a German restaurant-keeper to attend his four-year-old boy.

"The youngster had swallowed a 25-cent piece, and was in a bad way. He nearly choked to death before I got to him. I got the quarter and saved the boy. Nevertheless, the parent entered a vigorous protest when, in answer to his query, I put my fee at the rate above quoted.

"Dot's robbery!" was his prompt response. "Dree dollars for recovering a kowarter! Vy, doctor, I am surprised at you!"

"And I must confess his protest seemed logical."

Every life may be known by the things it loves.

Local Arrangements for the Convention of Druggists.

Grand Rapids, Jan. 18—We have completed the arrangements for the meeting for Feb. 1 and 2. The headquarters will be at the Hotel Pantlind and the sessions will be held in the Pantlind Hotel auditorium, the use of which has been granted to our Association free of charge. The following committees have been appointed:

Arrangements—Henry Reichel, Lee M. Hutchins, W. C. Kirchgessner, C. H. Jongejan.

Finance—J. Roland Clark, Geo. M. Mathews, W. H. Tibbs, O. A. Fanckboner.

Traveling Men's Reception—Chas. Walker, A. W. Stevenson, C. Crawford, Frank Kramer, W. S. Lawton.

Entertainment—H. B. Fairchild, Wm. Quigley, C. R. Green, F. B. Post, Ed. Fletcher, Ed. Fox, Will White, A. G. Steketee.

Publicity—D. G. Paulson, G. S. Paulson, J. Geson, Secretary MacDonald.

Reception—John De Kruif, A. J. Bellaire, Nels Eckburg, Chester Woodworth, Peter Vellma, John Dutmers, Theo. Forbes, W. Wolf, P. J. Haan, W. Shutter, T. A. Baxter, H. R. Nye, R. Van Bochove, Clarence Vanderpool, Wm. Barth, Otis Jones, Wm. Brugma, Rob. Johnson.

We have made arrangements to have the first meeting at 2 p. m. Feb. 1. This will give us a chance to get the committees working that evening and have their reports ready for the morning session for discussion.

The banquet will be at the Hotel Pantlind and the price will be \$1 a plate. We can not get anything for less that will be good.

W. C. Kirchgessner,
President G. R. Drug Club.

Thirty-Eight Additions To the List.

Traverse City, Jan. 18—Enclosed find list of thirty-eight new members since our last report. Some of these have come in response to the "brief" mailed last month. Others are from the efforts of our good friends among the commercial travelers. After consulting with the Executive Committee it has been decided to make a special effort among some of the larger cities and they will be seen soon. We have reason to believe there will be a large attendance at the meeting of the Association at Grand Rapids Feb. 1 and 2—not only of the members, but of druggists throughout the State who are interested but want to wait and join at that time. That there is an awakening among them is evident by the many letters received. Arrangements for the meeting are not complete, but the meetings will begin on Tuesday afternoon, Feb. 1, and end with a banquet at the Hotel Pantlind Wednesday evening. The Pantlind will be the headquarters of the Association and the proprietor has tendered us the use of his auditorium for the meetings gratis. I have the promise from Prof. Hallberg, of the Western Druggist, Chicago, to be present at the meeting. He will bring us a message of special interest to every druggist. Brother druggists, it is "up to you" to make the meeting

a success and to follow it up with personal work. If you have not joined us, send in your application. If you are a member, get others to come with us. Make yourself a member of the Membership Committee.

C. A. Bugbee, Pres.

E. W. Austin, Midland.
W. R. Bacon, Sault Ste. Marie.
A. J. Bellaire, Grand Rapids.
F. E. Cahow, Reading.
W. W. Cox, Mt. Pleasant.
Carr & Granger, Mt. Pleasant.
W. F. Conway, Jackson.
Geo. S. Dewey, Jackson.
Jas. E. Davis, Detroit.
D. J. Du Saar, Holland.
A. L. Edmonds, Hart.
J. G. Faner, Montrose.
C. G. Foster, Muskegon.
P. H. Fahey, Hubbardston.
W. A. Gardner, Elmira.
F. J. Glass, Bath.
E. E. Huyck, Clio.
H. W. Hart, Greenville.
J. C. Johnson, Owosso.
Walter Kephart, Petoskey.
A. E. Kent, Detroit.
Oscar Karmen, Bangor.
E. L. LaRoque, St. Ignace.
A. E. Morrish, Gaylord.
O. E. Marfileus, Standish.
G. H. McGillivray, Lyons.
Normal Drug & Book Co., Mt. Pleasant.

O. J. Parker, Howell.
P. H. Peters, Davison.
D. D. Pattie, Roscommon.
F. A. Runzel, Muskegon.
H. E. Stevenson, South Lyon.
Shepard & Bachman, Stanton.
A. B. Schumaker, Grand Ledge.
Wagner Drug Co., Bangor.
Chas. H. Warner, Bessemer.
J. H. Watson, Ithaca.
Robinson Bros. & Cobb, Brooklyn.

The Drug Market.

Opium—Is very firm.
Morphine—Is unchanged.
Quinine—Is steady.
Citric Acid—Is very firm and tending higher.
Chloral Hydrate—Has declined on account of competition.
Cod Liver Oil, Norwegian — Is tending higher.
Glycerin—Is in very firm position and advancing.
Guarana—Has advanced and is tending higher.
Santonine—Has advanced.
Cube Berries—Have advanced.
Oil Lemon—Has advanced and is tending higher.
Oil Bergamot—Has advanced.
Oil Cubebs—Has advanced on account of higher price for berries.
Short Buchu Leaves—Are in very small supply and advancing.
Flaxseed—Is steadily advancing.
Linseed Oil—Has advanced.

Good Fixative for the Moustache.

The following is said to yield a satisfactory preparation:

Mastic 2 drs.
Sandarac 4 drs.
Resin 12 drs.
Alcohol 3 ozs.
Ess. bouquet 4 drs.
Ether 2 drs.

Dissolve and filter.

Thornton Douglass.

WHOLESALE DRUG PRICE CURRENT

Aceticum	60@	8	Copaiba	1 75@	1 85	Scilla	50@	Salacin	65@	70	Sanguis Drac's	40@	50	Lard, extra	35@	gal.
Benzoicum, Ger.	70@	75	Cubebae	3 00@	3 25	Scilla Co.	50@	Magnesia, Sulph.	3@	5	Sapo, G	15@	15	Lard, No. 1	60@	90
Boracie	60@	12	Erigeron	2 35@	2 50	Tolutan	50@	Mannia S. F.	75@	85	Sapo, M	10@	12	Linseed, pure raw	80@	85
Carbolicum	16@	20	Evechthitos	1 00@	1 10	Prunus virg	50@	Menthol	3 15@	3 35	Sapo, W	13 1/2@	16	Linseed, boiled	81@	86
Citricum	42@	46	Gaultheria	2 50@	4 00	Zingiber	50@	Morphia, SP&W	3 55@	3 80	Seidlitz Mixture	20@	22	Neat's-foot, w str	65@	70
Hydrochlor	3@	5	Geranium	75				Morphia, SNYQ	3 55@	3 80	Sinapis	18@	18	Turpentine, bbl.	62 1/2	
Nitrosum	8@	10	Gossippil Sem gal	70@	75			Morphia, Mal.	3 55@	3 80	Sinapis, opt.	30@	30	Turpentine, less	67	
Oxalicum	14@	15	Hedeoma	2 50@	2 75	Aloes	50@	Moschus Canton	25@	40	Snuff, Maccaboy,	51@	51	Whale, winter	70@	76
Phosphorium, dil.	44@	47	Junipera	40@	1 20	Aloes & Myrrh.	50@	Myristica, No. 1	25@	40	De Voes	51@	51	Paints	bbl. L.	26
Salicylicum	13@	15	Lavendula	90@	3 60	Anconitum Nap'sF	50@	Nux Vomica po 15	35@	40	Snuff, S'h DeVo's	51@	51	Green, Paris	21@	26
Sulphuricum	75@	85	Limons	1 15@	1 25	Anconitum Nap'sR	50@	Pepsin Saac, H & P D Co.	1@	1 00	Soda, Boras	5 1/2@	10	Green, Peninsular	13@	16
Tannicum	38@	40	Mentha Piper	2 25@	2 50	Arnica	50@	Picis Liq N N 1/2 gal. doz.	2@	2 00	Soda et Pot's Tart	25@	28	Lead, red	7 1/2@	8
Tartaricum	4@	6	Mentha Verid	2 75@	3 00	Asafoetida	50@	Picis Liq qts	1@	1 00	Soda, Carb	1 1/2@	2	Lead, white	7 1/2@	8
	6@	8	Morrhuae, gal.	1 60@	1 85	Atrope Belladonna	50@	Picis Liq pints	60@	60	Soda, Bi-Carb	3@	5	Ochre, yel Ber 1 1/2	2	@ 4
	13@	15	Myrica	3 00@	3 50	Auranti Cortex	50@	Pil Hydrarg po 80	12@	15	Soda, Ash	3 1/2@	4	Putty, comm'l 2 1/2	2 1/2	@ 3
	12@	14				Barosma	50@	Piper Alba po 35	12@	15	Spts. Sulphas	2@	2	Putty, strict pr 2 1/2	2 1/2	@ 3
	2 00@	2 25				Benzoin	50@	Piper Nigra po 22	12@	15	Spts. Cologne	2@	2 60	Red Venetian 1 1/2	2	@ 3
	80@	1 00				Benzoin Co.	50@	Pix Burgum	12@	15	Spts. Ether Co.	50@	55	Shaker Prep'd	1 25@	1 35
	45@	50				Cantharides	75@	Plumbi Acet	12@	15	Spts. Myrcia	2@	2 50	Vermillion, Eng.	75@	80
	2 50@	3 00				Capsicum	50@	Pulvis Ip'cet Opil 1 30@	1 30@	1 50	Spts. Vi'i Rect 1/2 b	50@	55	Vermillion Prime		
						Cardamon	50@	Pyrethrum, bxs. H & P D Co. doz.	20@	25	Spts. Vi'i R't 10 gl	50@	55	American	13@	15
						Cardamon Co.	50@	Pyrethrum, pv.	20@	25	Strychnia, Crys'l 1 10@	1 10@	1 30	Whiting Gilders'	@	95
						Cassia Acutifol	50@	Quassia	8@	10	Sulphur Subl	2 1/2@	3 1/2	Whit'g Paris Am'r	@	1 25
						Cassia Acutifol Co	50@	Quina, N. Y.	17@	27	Sulphur, Roll	2 1/2@	3 1/2	Whit'g Paris Eng.	@	1 40
						Castor	1 00	Quina, S. Ger.	17@	27	Tamarinds	8@	10	Whiting, white S'n	@	1 40
						Catechu	50@	Quina, S. P & W	17@	27	Terebenth Venice	28@	30	Varnishes		
						Cinchona	50@				Thebromae	45@	50	Extra Turp	1 60@	1 70
						Cinchona Co.	50@							No. 1 Turp. Coach 1	10@	1 20
						Columbia	50@									
						Cubebae	50@									
						Digitalis	50@									
						Ergot	50@									
						Ferri Chloridum	35@									
						Gentian	50@									
						Gentian Co.	50@									
						Guiaea	50@									
						Guiaea ammon	50@									
						Hyoscyamus	50@									
						Iodine	75@									
						Iodine, colorless	75@									
						Kino	50@									
						Lobelia	50@									
						Myrrh	50@									
						Nux Vomica	50@									
						Opil	1 25@									
						Opil, camphorated	1 00@									
						Opil, deodorized	2 00@									
						Quassia	50@									
						Rhatany	50@									
						Rhei	50@									
						Sanguinaria	50@									
						Serpentaria	50@									
						Stromonium	60@									
						Tolutan	50@									
						Valerian	50@									
						Veratrum Veride	60@									
						Zingiber	50@									
						Miscellaneous										
						Aether, Spts Nit 3f 30@	35@									
						Aether, Spts Nit 4f 34@	38@									
						Alumen, grd po 7	3 @ 4									
						Annatto	40@ 50									
						Antimoni, po	4 @ 5									
						Antimoni et po T	40@ 50									
						Antifebrin	@ 20									
						Antipyrin	@ 25									
						Argenti Nitras oz	@ 62									
						Arsenicum	10@ 12									
						Balm Gilead buds	60@ 65									
						Bismuth S N	1 65@1 85									
						Calcium Chlor, 1s	@ 9									
						Calcium Chlor, 1/2s	@ 10									
						Calcium Chlor, 1/4s	@ 12									
						Cantharides, Rus.	@ 90									
						Capsici Fruc's af	@ 20									
						Capsici Fruc's po	@ 22									
						Cap'i Fruc's B po	@ 15									
						Carmin, No. 40	@ 4 25									
						Carphyllus	20@ 22									
						Cassia ructus	@ 35									
						Cateacum	@ 35									
						Centraria	@ 10									
						Cera Alba	50@ 55									
						Cera Flava	40@ 42									
						Crocus	45@ 50									
						Chloroform	34@ 40									
						Chloral Hyd Crss 1	20@1 45									
						Chloro'm Squibbs	@ 90									
						Chondrus	20@ 25									
						Cinchonid'e Germ	38@ 48									
						Cinchonidine P-W	38@ 48									
						Cocaine	2 80@3 00									
						Corks list, less 75%	@ 45									
						Creosotum	@ 2									
						Creta	bbl. 75									
						Creta, prep.	@ 11									
						Creta, precip.	@ 8									
						Creta, Rubra	@ 24									
						Cudbear	3@ 10									
						Cupri Sulph	7@ 10									
						Dextrine	@ 8									
						Emery, all Nos.	@ 6									
						Emery, po	60@ 65									
						Ergota	35@ 40									
						Ether Sulph	12@ 15									
</																

GROCERY PRICE CURRENT

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

ADVANCED

DECLINED

Index to Markets
By Columns

Col	A	B	C	D	F	G	H	J	L	M	N	O	P	R	T	V	W	Y
1	Ammonia	Baked Beans	Candies	Dried Fruits	Farinaceous Goods	Gelatine	Herbs	Jelly	Licorice	Matches	Nuts	Olives	Pipes	Rice	Tea	Vinegar	Wickings	Yeast Cake
2	Axle Grease	Bath Brick	Canned Goods	Farinaceous Goods	Feed	Grain Bags	Hides and Pelts	Pickles	Provisions	Salad Dressing	Salatatus	Salt Soda	Salt Fish	Seeds	Shoe Blacking	Snuff	Soap	Soda
3	Chicory	Brushes	Carbon Oils	Flour	Flour	Grains	Jelly	Provisions	Salad Dressing	Salatatus	Salt Soda	Salt Fish	Seeds	Shoe Blacking	Snuff	Soap	Soda	Soups
4	Chocolate	Crackers	Catsup	Flavoring Extracts	Flour	Grains	Jelly	Provisions	Salad Dressing	Salatatus	Salt Soda	Salt Fish	Seeds	Shoe Blacking	Snuff	Soap	Soda	Soups
5	Cocoa	Cream Tartar	Cheese	Flour	Flour	Grains	Jelly	Provisions	Salad Dressing	Salatatus	Salt Soda	Salt Fish	Seeds	Shoe Blacking	Snuff	Soap	Soda	Soups
6	Cocoa Shells	Cream Tartar	Cheese	Flour	Flour	Grains	Jelly	Provisions	Salad Dressing	Salatatus	Salt Soda	Salt Fish	Seeds	Shoe Blacking	Snuff	Soap	Soda	Soups
7	Coffee	Cream Tartar	Cheese	Flour	Flour	Grains	Jelly	Provisions	Salad Dressing	Salatatus	Salt Soda	Salt Fish	Seeds	Shoe Blacking	Snuff	Soap	Soda	Soups
8	Confections	Cream Tartar	Cheese	Flour	Flour	Grains	Jelly	Provisions	Salad Dressing	Salatatus	Salt Soda	Salt Fish	Seeds	Shoe Blacking	Snuff	Soap	Soda	Soups
9	Crackers	Cream Tartar	Cheese	Flour	Flour	Grains	Jelly	Provisions	Salad Dressing	Salatatus	Salt Soda	Salt Fish	Seeds	Shoe Blacking	Snuff	Soap	Soda	Soups
10	Cream Tartar	Cream Tartar	Cheese	Flour	Flour	Grains	Jelly	Provisions	Salad Dressing	Salatatus	Salt Soda	Salt Fish	Seeds	Shoe Blacking	Snuff	Soap	Soda	Soups

1	2
ARCTIC AMMONIA 12 oz. ovals 2 doz. box. 75	Oysters Cove, 1lb. 85@ 95 Cove, 2lb. 1 60@1 80 Cove, 1lb., oval 1 20
AXLE GREASE Frazer's 1lb. wood boxes, 4 doz. 3 00 1lb. tin boxes, 3 doz. 2 35 3 1/2 lb. tin boxes, 2 doz. 4 25 10lb. pails, per doz. 6 00 15lb. pails, per doz. 7 20 25lb. pails, per doz. 12 00	Plums Plums 1 00@2 50 Peaches Pie 90@1 25 No. 10 size can pie 3 00
BAKED BEANS 1lb. can, per doz. 90 2lb. can, per doz. 1 40 3lb. can, per doz. 1 80	Pineapple Grated 1 85@2 50 Sliced 95@2 40
BATH BRICK American 75 English 85	Pumpkin Fair 85 Good 90 Fancy 1 00 Gallon 2 50
BLUING Arctic 6 oz. ovals 3 doz. box 4 40 16 oz. round 2 doz. box 75 Sawyer's Pepper Box No. 3, 3 doz. wood bxs 4 00 No. 5, 3 doz. wood bxs 7 00 Sawyer Crystal Bag Blue 4 00	Raspberries Standard @ Col'a River, talls 1 95@2 00 Col'a River, flats 2 25@2 75 Red Alaska 1 35@1 50 Pink Alaska 90@1 00
BROOMS No. 1 Carpet 4 sew 4 00 No. 2 Carpet, 4 sew 3 80 No. 3 Carpet, 3 sew 3 65 No. 4 Carpet, 3 sew 3 50 Parlor Gem 5 00 Common Whisk 1 40 Fancy Whisk 1 50 Warehouse 4 25	Sardines Domestic, 1/2s 3 1/4@ 4 Domestic, 1/2s 3 1/2@ 5 Domestic, 1/2s Mus. 6 1/2@ 9 California, 1/2s 11@14 California, 1/2s 17@24 French, 1/2s 7@14 French, 1/2s 18@23
BRUSHES Scrub Solid Back, 8 in. 75 Solid Back, 11 in. 95 Pointed Ends 85 Stove No. 3 90 No. 2 1 25 No. 1 1 75 Shoe No. 8 1 00 No. 7 1 30 No. 4 1 70 No. 3 1 90	Shrimps Standard 90@1 40 Succotash Fair 85 Good 1 00 Fancy 1 25@1 40
BUTTER COLOR W. R. & Co.'s 25c size 2 00 W. R. & Co.'s 50c size 4 00	Strawberries Standard 90@1 40 Fancy 1 25@1 40
CANDLES Paraffine, 6s 10 Paraffine, 12s 10 Wickling 20	Tomatoes Good 95@1 10 Fair 85@ 90 Fancy 1 40 Gallons 2 50
CANNED GOODS Apples 3lb. Standards @1 00 Gallon 2 75@3 00 Blackberries 2lb. 1 25@1 75 Standards gallons @5 50 Beans Baked 85@1 30 Red Kidney 85@ 95 String 70@1 15 Wax 75@1 25 Blueberries Standard 1 35 Gallon 6 25 Brook Trout 2lb. cans, spiced 1 90 Clams Little Neck, 1lb. 1 00@1 25 Little Neck, 2lb. @1 50 Clam Bouillon Burnham's 1/2 pt. 1 90 Burnham's pts. 3 60 Burnham's qts. 7 20 Cherries Red Standards @1 40 White @1 40 Corn Fair 75@ 85 Good 1 00@1 10 Fancy 1 45 French Peas Sur Extra Fine 22 Extra Fine 19 Fine 15 Moyen 11 Gooseberries Standard 1 75 Hominy Standard 85 Lobster 1/4lb. 2 25 1lb. 4 25 Picnic Tails 2 75 Mackerel Mustard, 1lb. 1 80 Mustard, 2lb. 2 80 Soused, 1 1/2lb. 1 80 Soused, 2lb. 2 75 Tomato, 1lb. 1 50 Tomato, 2lb. 2 80 Mushrooms Hotels 24 Buttons 28	CARBON OILS Perfection 10 1/2 Water White 10 10 D. S. Gasoline 13 1/4 Gas Machine 24 Deodor' Nap'a 12 1/2 Cylinder 29 @34 1/2 Engine 16 @22 Black, winter 8 1/4@10
	CEREALS Breakfast Foods Bordeau Flakes, 36 1lb. 2 50 Cream of Wheat, 36 2lb. 4 50 Egg-O-See, 36 pkgs. 2 85 Excella Flakes, 36 1lb. 4 50 Excella, large pkgs. 4 50 Force, 36 2lb. 4 50 Grape Nuts, 2 doz. 2 70 Malta Ceres, 24 1lb. 2 40 Malta Vita, 36 1lb. 2 85 Maple-Flake, 36 1lb. 4 05 Pillsbury's Vitos, 3 dz. 4 25 Ralston Health Food 36 2lb. 4 50 Sunlight Flakes, 36 1lb. 2 85 Sunlight Flakes, 20 1lb. 4 00 Kellogg's Toasted Corn Flakes, 36 pkgs in cs. 2 80 Vigor, 36 pkgs. 2 75 Vogt Cream Flakes 4 50 Zest, 20 2lb. 4 10 Zest, 36 small pkgs. 2 75 Rolled Oats Rolled Avena, bbls. 5 65 Steel Cut, 100 lb. sks. 2 75 Monarch, bbl. 5 40 Monarch, 90 lb. sacks 2 55 Quaker, 18 Regular 1 50 Quaker, 20 Family 4 60 Cracked Wheat Bulk 3 1/4 24 2lb. packages 3 50 Catsup Columbia, 25 pts. 4 15 Snider's pints 2 35 Snider's 1/2 pints 1 35 CHEESE Acme @17 1/2 Jersey @17 1/2 Riverside @17 1/2 Springdale @17 1/2 Warner's @17 1/2 Brick @18 Leiden @15 Limburger @18 Pineapple 40 Sap Sago @22 Swiss, domestic @18

3	4
CHEWING GUM American Flag Spruce 55 Beeman's Pepsin 55 Adams' Pepsin 55 Best Pepsin 55 Best Pepsin, 5 boxes 2 00 Black Jack 55 Largest Gum Made 55 Sen Sen 55 Sen Sen Breath Perf 1 00 Yucatan 55 Spearmint 55	Cocoanut Drops 12 Cocoanut Honey Cake 12 Cocoanut Hon. Fingers 12 Cocoanut Hon. Jumbles 12 Cocoanut Macaroons 12 Currant Cookies Iced 10 Dandelion 10 Dinner Biscuit 20 Dixie Sugar Cookie 9 Family Cookie 9 Fig Cake Assorted 12 Fig Newtons 12 Floralabel Cake 12 1/2 Fluted Cocoanut Bar 10 Frosted Creams 8 Frosted Fingers 16 Frosted Ginger Cookies 8 Frosted Honey Cake 12 Fruit Honey Cake 14 Fruit Tarts 12 Ginger Gems 8 Ginger Gems, Iced 9 Graham Crackers 8 Ginger Nuts 10 Ginger Snaps Family 8 Ginger Snaps N. B. C. 7 1/2 Ginger Snaps N. B. C. 8 Square 8 Hippodrome Bar 10 Honey Block Cake 14 Honey Cake, N. B. C. 12 Honey Fingers, As. Ice 12 Honey Jumbles, Iced 12 Honey Flake 12 1/2 Honey Lassies 10 Household Cookies 8 Household Cookies Iced 9 Iced Happy Family 12 Iced Honey Crumpets 10 Imperial 9 Jersey Lunch 9 Jubilee Mixed 9 Kream Klips 25 Laddie 9 Lemon Gems 10 Lemon Biscuit Square 8 Lemon Fruit Square 12 1/2 Lemon Wafer 17 Lemona 9 Mary Ann 9 Marshmallow Walnuts 16 Molasses Cakes 8 Molasses Cakes, Iced 9 Molasses Fruit Cookies 10 Iced 10 Mottled Square 10 Nabob Jumbles 14 Oatmeal Crackers 8 Orange Gems 9 Penny Assorted 9 Peanut Gems 9 Pretzels, Hand Md. 9 Pretzellettes, Hand Md. 9 Pretzellettes, Mac. Md. 8 Raisin Cookies 10 Revere, Assorted 14 Rosalia 9 Rube 9 Scalloped Gems 10 Scotch Cookies 10 Snow Creams 16 Spiced Currant Cake 10 Sugar Fingers 12 Sultana Fruit Biscuit 16 Spiced Ginger Cake 9 Spiced Ginger Cake Iced 10 Sugar Cakes 9 Sugar Squares, large or small 9 Sunnyside Jumbles 10 Superba 8 Sponge Lady Fingers 25 Sugar Crimp 9 Vanilla Wafers 17 Victors 12 Waverly 10
CHICORY Bulk 5 Red 7 Eagle 7 Franck's 7 Schener's 6	COCOA Dunham's 1/2s & 1/4s 26 1/2 Dunham's 1/2s 27 Dunham's 1/4s 28 Bulk 12 COFFEE Rio Common 10@13 1/2 Fair 14 1/2 Choice 16 1/2 Fancy 20 Santos 12@13 1/2 Fair 14 1/2 Choice 16 1/2 Fancy 19 Peaberry 19 Maracalbo 16 Choice 19 Mexican 16 1/2 Choice 19 Guatemala 15 Java 12 African 12 Fancy African 17 O. G. 25 P. G. 31 Mocha 21 Arabian 21 Package New York Basis Arbuckle 14 25 Dillworth 13 75 Jersey 15 00 Lion 14 25 McLaughlin's XXXX McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. Extract Holland, 1/2 gro boxes 95 Felix, 1/2 gross 1 15 Hummel's foil, 1/2 gro. 85 Hummel's tin, 1/2 gro. 1 43
CHOCOLATE Walter Baker & Co.'s German Sweet 22 Premium 31 Caracas 31 Walter M. Lowney Co. Premium, 1/2s 32 Premium, 1/4s 32	CRACKERS National Biscuits Company Brand Butter N. B. C. Square 6 1/2 Seymour, Round 6 1/2 Soda N. B. C. 6 1/2 Select 8 1/2 Saratoga Flakes 13 Zephyrette 13 Oyster N. B. C., Round 6 1/2 Gem 6 1/2 Faust, 8 Sweet Goods Animals 10 Atlantics 12 Atlantic, Assorted 12 Arrowroot Biscuit 16 Avena Fruit Cake 12 Brittle 11 Bumble Bee 10 Cadets 9 Carnation Tips 16 Cartwheels Assorted 10 Cavalier Cake 14 Chocolate Drops 16 Circle Honey Cookies 12 Currant Fruit Biscuit 11 Cracknels 16 Coffee Cake 10 Coffee Cake, Iced 11 Cocoanut Taffy Bar 13 Cocoanut Bar 13

5
Festino 1 50 Bent's Water Crackers 1 40 CREAM TARTAR Barrels or drums 33 Boxes 34 Square cans 36 Fancy caddies 41 DRIED FRUITS Apples Sundried 7 Evaporated 7 1/4 Apricots California 10@12 Citron Corsican 15 Currants Imp'd 1 lb. pkg. 8 Imported bulk 7 1/4 Peel Lemon American 13 Orange American 13 Raisins Cluster, 5 crown 1 75 Loose Muscatels 2 cr. 5 1/4 Loose Muscatels, 4 cr. 6 1/4 L. M. Seeded 1 lb. 6 1/4 California Prunes 100-125 25lb. boxes 4 90-100 25lb. boxes 4 1/4 80-90 25lb. boxes 4 1/2 70-80 25lb. boxes 4 3/4 60-70 25lb. boxes 4 1/2 50-60 25lb. boxes 4 1/4 40-50 25lb. boxes 4 1/4 30-40 25lb. boxes 4 1/4 1/2c less in 50lb. cases FARINACEOUS GOODS Beans Dried Lima 5 1/4 Med. Hand Pk'd 2 50 Brown Holland 2 50 Farina 24 1 lb. packages 1 60 Bulk, per 100 lbs. 8 50 Hominy Flake, 50 lb. sack 1 00 Pearl, 100 lb. sack 2 45 Pearl, 200 lb. sack 4 80 Maccaroni and Vermicelli Domestic, 10 lb. box 60 Imported, 25 lb. box 2 50 Pearl Barley Common 3 00 Chester 3 00 Empire 3 65 Peas Green, Wisconsin, bu. 3 50 Green, Scotch, bu. 3 50 Split, lb. 94 Sago East India 5 German, sacks 5 German, broken pkg. 5 Tapioca Flake, 110 lb. sacks 6 Pearl, 130 lb. sacks 4 1/4 Pearl, 24 lb. pkgs. 7 1/2 FLAVORING EXTRACTS Fots & Jenks Coleman Brand Lemon No. 2 Terpenes 75 No. 3 Terpenes 1 75 No. 3 Terpenes 3 00 Vanilla No. 2 High Class 1 20 No. 4 High Class 3 00 No. 3 High Class 4 00 Jaxon Brand Vanilla 2 oz. Full Measure 2 10 4 oz. Full Measure 4 00 8 oz. Full Measure 8 00 Lemon 2 oz. Full Measure 1 25 4 oz. Full Measure 2 40 8 oz. Full Measure 4 50 Jennings D. C. Brand Terpenes Ext. Lemon Dox. No. 2 Panel 75 No. 4 Panel 1 50 No. 6 Panel 3 00 Taper Panel 1 50 2 oz. Full Measure 1 25 4 oz. Full Measure 2 40 Jennings D. C. Brand Extract Vanilla Dox. No. 2 Panel 1 25 No. 4 Panel 3 00 No. 6 Panel 3 00 Taper Panel 3 00 1 oz. Full Measure 90 2 oz. Full Measure 1 80 4 oz. Full Measure 3 50 No. 2 Assorted Flavors 1 00 GRAIN BAGS Amoskeag, 100 in bale 13 Amoskeag, less than bl 19 1/2 GRAIN AND FLOUR Wheat Red 1 12 White 1 11 Winter Wheat Flour Local Brands Patents 6 10 Seconds Patents 5 60 Straight 5 10 Second Straight 4 70 Clear 4 00 Flour in barrels, 25c per barrel additional. Lemon & Wheeler Co. Big Wonder 1/2s cloth 5 50 Big Wonder 1/4s cloth 5 50 Worden Grocer Co.'s Brand Quaker, paper 5 80 Quaker, cloth 6 00 Wykes & Co. Eclipse 5 20

6	7	8	9	10	11
Kansas Hard Wheat Flour Judson Grocer Co. Fanchon, 1/2s cloth 6 50 Lemon & Wheeler Co. White Star, 1/2s cloth 6 00 White Star, 1/2s cloth 5 90 White Star, 1/2s cloth 5 80 Grand Rapids Grain Milling Co. Brands Purity, Patent 5 70 Wizard, Flour 5 60 Wizard, Graham 5 50 Wizard, Corn Meal 4 00 Wizard, Buckwheat 6 00 Rye 4 50 Spring Wheat Flour Roy Baker's Brand Golden Horn, family 5 95 Golden Horn, bakers 5 85 Duuth Imperial 5 70 Wisconsin Rye 4 55 Judson Grocer Co.'s Brand Ceresota, 1/2s 6 60 Ceresota, 1/2s 6 50 Ceresota, 1/2s 6 40 Lemon & Wheeler's Brand Wingold, 1/2s 6 25 Wingold, 1/2s 6 15 Wingold, 1/2s 6 05 Worden Grocer Co.'s Brand Laurel, 1/2s cloth 6 25 Laurel, 1/2s cloth 6 15 Laurel, 1/2s cloth 6 05 Laurel, 1/2s cloth 6 00 Voigt's Crescent 6 00 Voigt's Flour (whole wheat flour) 6 00 Voigt's Hygienic Graham 5 40 Voigt's Royal 6 40 Wykes & Co. Sleepy Eye, 1/2s cloth 6 20 Sleepy Eye, 1/2s cloth 6 10 Sleepy Eye, 1/2s cloth 6 00 Sleepy Eye, 1/2s cloth 6 00 Sleepy Eye, 1/2s paper 6 00 Meal Bolted 3 90 Golden Granulated 4 00 St. Car Feed screened 28 50 No. 1 Corn and Oats 28 50 Corn, cracked 28 50 Corn Meal, coarse 28 50 Winter Wheat Bran 24 00 Middlings 26 00 Buffalo Gluten Feed 33 00 Dairy Feeds Wykes & Co. O P Linseed Meal 35 00 O P Laxo-Cake-Meal 32 50 Cottonseed Meal 34 00 Gluten Feed 34 00 Brewer's Grains 28 00 Hammond Dairy Feed 25 00 Alfalfa Meal 25 00 Oats Michigan carlots 43 Less than carlots 45 Corn Carlots 65 Less than carlots 68 Hay Carlots 14 Less than carlots 15 HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25 HORSE RADISH Per doz. 90 JELLY 5lb pails, per doz. 2 25 15lb. pails, per pail 55 30lb. pails, per pail 98 MAPLE 2 oz. bottles, per doz 3 00 MATCHES C. D. Crittenden Co. Noiseless Tip 4 50 @ 4 75 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Good 22 Fair 20 Half barrels 2c extra MINCE MEAT Per case 2 90 MUSTARD 1/2 lb. 6 lb. box 18 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. 75 Queen, pints 2 50 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 90 Stuffed, 3 oz. 1 45 PIPE Clay, No. 216 per box 1 25 Clay, T. D. full count 60 Cob 90 PICKLES Medium Barrels, 1,200 count 6 50 Half bbls., 600 count 3 75 Small Half bbls., 1,200 count 4 50 PLAYING CARDS No. 90 Steamboat 85 No. 15, Rival, assorted 1 25 No. 20, Rover, enam'd 1 50 No. 572, Special 1 75 No. 98 Golf, satin fin. 2 00 No. 808 Bicycle 2 00 No. 632 Tour'n'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 P Bellows 16 Lard Pure in tierces 13 3/4 Compound Lard 9 80 lb. tubs 1/2 advance 1/2 40 lb. tubs 1/2 advance 1/2 50 lb. tins 1/2 advance 1/2 20 lb. pails 1/2 advance 1/2 10 lb. pails 1/2 advance 1/2 5 lb. pails 1/2 advance 1/2 8 lb. pails 1/2 advance 1/2 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., 40 lbs. 1 00 1/2 bbls., 40 lbs. 2 00 1 bbl., 40 lbs. 4 00 1 bbl., 40 lbs. 9 00 Tripe Kits, 15 lbs. 80 1/2 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, 1/2s 55 Potted ham, 1/2s 55 Potted ham, 1/2s 55 Potted tongue, 1/2s 55 Potted tongue, 1/2s 55 RICE Fancy 7 @ 7 1/2 Japan 5 1/2 @ 6 1/2 Broken 5 1/2 @ 6 1/2 SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box 3 00 Arm and Hammer 3 00 Deland's 3 00 Dwight's Cow 3 00 L. P. 3 00 Standard 1 80 Wyandotte, 100 lbs 3 00 SALT SODA Granulated, bbls. 75 Granulated, 100 lbs. cs. 85 Lump, bbls. 80 Lump, 145 lb. kegs 90 SALT Common Grades 2 25 100 3 lb. sacks 2 25 60 5 lb. sacks 2 10 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 Chunks 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. 1 50 No. 1, 8 lbs. 1 25 Whitefish No. 1, No. 2 Fam. 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 soz 2 80 Dusky D'nd 100 6 oz 3 80 Sap 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 4 00 Marseilles, 100 ck toil 4 00 Marseilles, 1/2bx toilet 2 10 A. B. Whisley Good Cheer 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large 4 50 Gold Dust, 100-5c 4 00 Kirkoline, 24 4lb. 3 80 Pearline 3 75 Soapine 4 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 3/4 SPICES Whole Spices Allspice, Jamaica 8 Allspice large Garden 11 Cloves, Zanzibar 16 Cassia, Canton 14 Cassia, 5c pkg. doz. 25 Ginger, African 9 1/2 Ginger, Cochon 14 1/2 Mace, Penang 50 Mixed, No. 1 16 1/2 Mixed, No. 2 10 Nutmegs, 75-80 19 Nutmegs, 105-110 15 Pepper, Black 10 Pepper, White 12 Pepper, Cayenne 12 1/2 Paprika, Hungarian 12 1/2 Pure Ground in Bulk Allspice, Jamaica 12 Cloves, Zanzibar 18 Cassia, Canton 12 Ginger, African 12 Mace, Penang 55 Nutmegs, 75-80 35 Pepper, Black 11 1/2 Pepper, White 18 Pepper, Cayenne 16 Paprika, Hungarian 38 STARCH Corn Kingsford, 40 lbs. 7 1/2 Muzzy, 20 1lb. pkgs. 5 1/4 Muzzy, 40 1lb. pkgs. 5 1/2 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 1lb. packages 5 16 5lb. packages 4 7/8 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 1/2 lb. cans, 3 dz. in cs. 1 90	Pure Cane Fair 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 Choice 25 Fancy 30 India Ceylon, choice 30 @ 35 Fancy 45 @ 50 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails 56 Telegram 39 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 41 Tiger 41 Plug Red Cross 30 Palo 35 Kilo 35 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 33 Piper Heldsick 69 Boot Jack 86 Honey Dip Twist 43 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5lb. 27 I X L, 16 oz. pails 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 21 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum, Yum, 1lb. pails 40 Cream 38 Corn Cake, 2 1/2 oz. 26 Corn Cake, 1lb. 22 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 Sen Binder, 16oz. doz. 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 1 25 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. 1/2 lb., 250 in crate 30 1 lb., 250 in crate 30 2 lb., 250 in crate 35 3 lb., 250 in crate 40 5 lb., 250 in crate 50 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 20 No. 2 complete 28 Case No. 2 fillers 15 sets 1 35 Case, mediums, 12 sets 1 15 Faucets Cork, line, 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 25 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 Double Duplex 3 00 Good Luck 2 75 Universal 2 65 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 13 in. Butter 1 25 15 in. Butter 2 25 17 in. Butter 3 75 19 in. Butter 5 00 Assorted, 13-15-17 2 30 Assorted, 15-17-19 2 25 WRAPPING PAPER Common straw 2 Fibre Manila, white 3 Fibre Manila, colored 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short c't 13 Wax Butter, full count 20 Wax Butter, rolls 19 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Whitefish, Jumbo 16 Whitefish, No. 1 12 Trout 1 1/2 Halibut 10 Herring 7 Bluefish 14 1/2 Live Lobster 29 Boiled Lobster 29 Cod 10 Haddock 8 Pickerel 12 Pike 9 Perch 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 30 Lambs 50 @ 75 Shearlings 40 @ 65 Tallow No. 1 5 No. 2 4 Wool Unwashed, med. 25 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 13 Big stick, 30 lb. case 8 Mixed Candy Grocers 6 1/2 Competition 7 Special 8 Conserve 7 1/2 Royal 13 Ribbon 10 Broken 8 Cut Leaf 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 14 Peanut Squares 9 Sugared Peanuts 12 Salted Peanuts 12 Starlight Kisses 11 San Blas Goodies 11 Lozenges, plain 10 Lozenges, printed 12 Champion Chocolate 13 Eclipse Chocolates 14 Eureka Chocolates 15 Quintette Chocolates 14 Champion Gum Drops 9 Moss Drops 10 Lemon Sours 10 Imperials 1 Ital. Cream Opera 13 Ital. Cream Bon Bons 13 Golden Waffles 13 Red Rose Gum Drops 10 Auto Bubbles 13 Fancy-In 5lb. Boxes Old Fashioned Molasses Kisses, 10lb. bx 1 30 Orange Jellies 50 Lemon Sours 50 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 24 Brilliant Gums, Crys. 60 A. A. Licorice Drops 60 Lozenges, printed 65 Lozenges, plain 65 Imperials 60 Mottos 65 Cream Bar 60 G. M. Peanut Bar 60 Hand Made Crms 80 @ 90 Cream Wafers 65 String Rock 60 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Good 2 50 Up-to-date Assmt't 2 75 Ten Strike No. 1 6 50 Ten Strike No. 2 6 00 Ten Strike, Summer assortment 6 75 Scientific Ass't 18 00 Pop Corn Cracker Jack 3 35 Giggles, 5c pkg. 3 50 Pop Corn Balls 200s 1 35 Azulikit 100s 3 35 Oh My 100s 3 50 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS—Whole Almonds, Tarragona 16 Almonds, Drake 15 Almonds, California sft. shell 12 @ 13 Brazils 12 @ 13 Filberts 12 @ 13 Cal. No. 1 12 Walnuts, soft shell 15 @ 16 Walnuts, Marbot 13 Table nuts, fancy 13 @ 14 Pecans, Med. 13 Pecans, ex. large 14 Pecans, Jumbos 16 Hickory Nuts per bu. 16 Ohio, new 16 Cocoanuts Chestnuts, New York State, per bu. 16 Shelled Spanish Peanuts 9 Pecan Halves 30 @ 35 Walnut Halves 30 @ 35 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	

Special Price Current

AXLE GREASE



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

BAKING POWDER



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

BLUING



C. P. Bluing

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

CIGARS

Johnson Cigar Co.'s Brand



S. C. W., 1,000 lots31
El Portana33
Evening Press32
Exemplar32

O'Halloran Bros. Brands

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

Worden Grocer Co. brand

Ben Hur
Perfection35
Perfection Extras35
Londres35
Londres Grand35
Standard35
Puritans35
Panatellas, Finas35
Panatellas, Book35
Jockey Club35

COCOANUT

Baker's Brazil Shredded



70 5c pkgs, per case .2 60
36 10c pkgs, per case .2 60
16 10c and 36 5c pkgs,
per case 2 60

FRESH MEATS

Beef
Carcass6 1/2 @ 9 1/2
Hindquarters8 @ 10 1/2
Loins9 @ 14
Rounds7 1/2 @ 9
Chucks7 @ 7 1/2
Plates7 @ 5
Livers6 @ 5

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

Mutton
Carcass@ 10
Lamb@ 12
Spring Lamb@ 13

Veal
Carcass6 @ 9

CLOTHES LINES

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

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

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

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

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

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

COFFEE

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



White House, 11b.....
White House, 21b.....
Excelsior, M & J, 11b.....
Excelsior, M & J, 21b.....
Tip Top, M & J, 11b.....
Royal Java
Royal Java and Mocha...
Java and Mocha Blend...
Boston Combination

Distributed by Judson

Grocer Co., Grand Rapids,
Lee, Cady & Smart, De-
troit; Symons Bros. & Co.,
Saginaw; Brown, Davis &
Warner, Jackson; Gode-
mark, Durand & Co., Bat-
tle Creek; Fleibach Co.,
Toledo.

Peerless Evap'd Cream 4 00

FISHING TACKLE

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

Cotton Lines

No. 1, 10 feet5
No. 2, 15 feet7
No. 3, 15 feet9
No. 4, 15 feet10
No. 5, 15 feet11
No. 6, 15 feet12
No. 7, 15 feet15
No. 8, 15 feet18
No. 9, 15 feet20

Linen Lines

Small20
Medium25
Large34

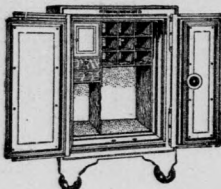
Poles

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's1 60
Knox's Acidu'd. doz. ..1 25
Oxford75
Plymouth Rock1 25

SAFES



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

SOAP

Beaver Soap Co.'s Brand



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

Tradesman's Co.'s Brand



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

TABLE SAUCES

Halford, large3 75
Halford, small2 25

Lowest

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

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

We sell to merchants
only.

Ask for current cata-
logue.

Butler Brothers

New York

Chicago St. Louis

Minneapolis

Dandelion Vegetable Butter Color

A perfectly Pure Vegetable Butter Color,
and one that complies with the pure
food laws of every State and
of the United States.
Manufactured by Wells & Richardson Co.
Burlington, Vt.



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

Sawyer's CRYSTAL

See that Top

Blue.

For the
Laundry.

DOUBLE
STRENGTH.

Sold in
Sifting Top
Boxes.

Sawyer's Crys-
tal 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.

What Is the Good

Of good printing? You can probably
answer that in a minute when you com-
pare good printing with poor. You know
the satisfaction of sending out printed
matter that is neat, ship-shape and up-
to-date in appearance. You know how it
impresses you when you receive it from
some one else. It has the same effect on
your customers. Let us show you what
we can do by a judicious admixture of
brains and type. Let us help you with
your printing.

Tradesman Company

Grand Rapids

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

For Sale—Latest improved Toledo scale. Almost new. Not a scratch on it. Cost \$115, sell for \$75. Robert Adamson, Colon, Mich. 329

For Sale—Dry goods and shoes. Good discount, one competitor. John H. Doak, Mendon, Mich. 326

Wanted—To rent good store suitable for general stock. Address V. C. Wolcott, Muskegon, Mich. 325

For Sale—Or exchange, for small stock of merchandise, house and extra lot in Holland, Mich., on interurban. Address No. 324, care Tradesman. 324

For Sale—General stock, buildings and fixtures; sales for 1909 \$26,939.75; turned stock ten times; a money-making investment without an equal; your opportunity. Write for terms and particulars. Address A. R. Anderson, Box 43, Hynes, Iowa. 322

For Sale—Medical practice free to purchaser of paying drug store. Address Doc., care Michigan Tradesman. 320



Mr. Merchant, Sales May Come and Sales May Go

in your community, but a sale which I might conduct would be the greatest of all. Somewhere right now is a merchant who would be better off with slow selling goods and surplus merchandise turned into cash. Can come immediately and put on a successful sale that will leave your business in a healthier, stronger condition than before. Write me to-day. B. H. Comstock, 907 Ohio Building Toledo, Ohio

For Sale—Stock of drugs and up-to-date fixtures. Will sell on easy payments or exchange for real estate. F. C. Brisbin, Lansing, Mich. 321

For Sale—Racket store, Central Michigan. Stock \$3,000, can reduce. Yearly sales \$9,000. Other business. Address X. Y. Z., care Tradesman. 319

For Sale—Complete meat market outfit, refrigerator, electric motor, machinery. Apply immediately. Herbert N. Bush, Flint, Mich. 317

Drug Store—Finest in Southern Michigan town 6,000, wall paper, stationery, books, fine fountain, new building, new fixtures. Everything up to the minute, doing \$12,000 other business. No trade considered. Address No. 316, care Tradesman. 316

For Sale—Cigar store doing good business. Best location, opposite interurban station. Will sell cheap. New fixtures. Other business, reason for selling. O. F. Phillips, Ann Arbor, Mich. 314

For Sale—General merchandise business in good live growing town in Colorado, doing \$125,000 business a year. Stock and fixtures strictly up-to-date. Also one of the best store buildings in the state. Stock, fixtures and building will invoice around \$40,000. Address Box No. 227, Pueblo, Colo. 313

For Sale—Cheap, shoe stock with modern fixtures in best industrial town in Illinois. Stock reduced to few thousand dollars; shoes left, clean and salable. Location central. Must devote entire time to tailoring department. Nate Lebensburger, Streator, Ill. 311

Drug store and well rented double brick store building, for sale. Located in a fine small town. Good schools and market. Store is first-class and complete. Soda fountain, etc., inventories about \$3,000. Building \$3,200. A fine opportunity, especially for a physician-druggist. Will make good terms. Will also sell residence. Address No. 310, care Tradesman. 310

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

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—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

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

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

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. 279

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

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

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

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

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

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

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

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

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

Wanted—Young man of good habits as traveling salesman. Must have had some experience in selling dry goods and men's furnishings on the road. Grand Rapids Dry Goods Co. 315

Agents—Manufacturers' agents, jobbers, crew managers, general agents, to handle our 4-piece "Dutch Cooking Set." Fast selling household necessity. Big profits. Sells every house. Outfit free. Write us. Pace Brothers & Sons Pottery Co., Roseville, Ohio. 312

Wanted—A good live traveling salesman to handle canned goods and specialties to the jobbing trade. Address giving references. Dunkley Company, Kalamazoo, Mich. 327

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 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

SPECIAL FEATURES.

Mentally deficient children, Osborne Hall offers ideal care and training. Strictly select. Thirty years' experience. Admissions at any time and for any period—for life if desired. All ages. Address Dr. Antrim Edgar Osborne, Santa Clara, California. 328

Tontitown, Ark. — Community 600; church, academy, schools, 3 factories, building now 25-room hotel; people pouring in; need drug store, general store, hardware store, cold storage, clothing and shoe store and lumber yard. Address Father P. Bandini, Trustee, Tontitown, Ark., or German-American Realty Co., Rogers, Ark. 323

The National Gas & Water Co. installs gas, or gas and water plants, in towns of 500 to 2,500, giving all city conveniences, light and water. Also private systems for stores and residences. Have opening for party with some cash, worth \$4,000 yearly. Address us Powers Block, Grand Rapids, Mich. 318

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

Want Ads continued on next page

The Tradesman Company
Engravers and Printers
ILLUSTRATIONS OF ALL KINDS
STATIONERY & CATALOGUE PRINTING
GRAND RAPIDS, MICHIGAN.

Here Is a Pointer



Your advertisement,

if placed on this page,

would be seen and read

by eight thousand of

the most progressive

merchants in Michigan,

Ohio and Indiana. We

have testimonial let-

ters from thousands of

people who have

bought, sold or ex-

changed properties as

the direct result of ad-

vertising in this paper.

Manufacturing Matters.

Detroit—The Watt Motor Co. has increased its capital stock from \$100,000 to \$300,000.

Detroit—The M. J. Theisen Trunk Co. has changed its name to the Theisen Trunk Co.

Williamston—The New Way Knitting Co. has increased its capital stock from \$10,000 to \$20,000.

Three Rivers — The Sheffield Car Co. has increased its capital stock from \$200,000 to \$400,000.

Marshall—The Lambert Food & Machine Co. has changed its name to the Lambert Machine Co.

Kalamazoo—The Acme Universal Joint Manufacturing Co. has increased its capitalization from \$15,000 to \$40,000.

Kalamazoo—The Witwer Baking Co. has increased its capacity two and a half times during the past nineteen months.

Northville — The American Bell Foundry Co. has gone extensively into the manufacture of furnaces as well as bells.

Kalamazoo—The Upjohn Co. has completed arrangements to open a branch warehouse and office in Kansas City, Mo., with Mr. Galbrath in charge.

Detroit—The Auto-Kuhl Radiator Co. has been incorporated with an authorized capital stock of \$50,000, all of which has been subscribed and paid in in cash.

Saginaw—The Saginaw Bridge & Construction Co. has been incorporated with an authorized capitalization of \$10,000, which has been subscribed and \$2,000 paid in in cash.

Jackson—A new company has been organized under the style of the Michigan Welding Co., with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in cash.

Adrian—The Wing & Parsons toy factory has been sold to a Mr. Vesey, of Cleveland, for \$2,150 and the equity to Mr. Biggins, of Detroit, acting for the Detroit Screen Door Co., for \$80.

Bad Axe—A new company has been organized under the style of the Yokom Motor Sales Co. with an authorized capitalization of \$6,000, all of which has been subscribed and \$3,000 paid in in cash.

Detroit—The Scotten-Dillon Co. added \$100,000 to the surplus fund from the profits of 1909, increasing it to \$771,670. Cash dividends to the amount of 40 per cent. were paid during the same period.

Detroit—The Westwenty Lead & Zinc Co. has been incorporated with an authorized capital stock of \$22,500, of which \$7,500 has been paid in in cash. Operations will be carried on at Jasper county, Missouri.

East Saugatuck—A new company has been organized under the style of the East Saugatuck Creamery Co., with an authorized capital stock of \$4,000, of which \$2,350 has been subscribed and paid in in cash.

Detroit—The LeDue Manufacturing Co. has engaged in business to manufacture and deal in tobacco vending machines, with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Battle Creek—The Candy Crabb Confection Co. has merged its business into a stock company under the style of the Candy Crabb Co., with an authorized capital stock of \$1,000, all of which has been subscribed and paid in in property.

Detroit—The Wilber Player Piano Co. has been organized to manufacture and deal in piano players, pianos, organs and other musical instruments, with an authorized capital stock of \$5,010, all of which has been subscribed and paid in in cash.

St. Joseph—A new company has been organized under the style of the Pressed Steel Wagon Goods Co. with an authorized capital stock of \$50,000, of which \$32,500 has been subscribed, \$300 being paid in in cash and \$15,200 in property.

Detroit—Putnam & Moore, contractors, have taken out a building permit for the erection of a two-story brick and steel factory on the west side of Cass street, between Burroughs and Amsterdam, for the Long Manufacturing Co. The building will cost \$25,000.

Detroit—Van Blerck & Bell, manufacturers of marine engines, have merged their business into a stock company under the style of the Van Blerck Motor Co., with an authorized capital stock of \$10,000, of which \$5,100 has been subscribed and \$5,000 paid in in cash.

Flint—Flint's army of factory employes increased from 4,499 in 1908, to 10,265 in 1909, according to a report by the State Labor Bureau. The number of factories has increased from 111 to 128, and the average daily wages of all employes have been increased from \$2.20 to \$2.62.

Detroit—The Lincoln Manufacturing Co. has engaged in the manufacture and sale of machinery, furniture and household goods, furnaces, stoves, etc., with an authorized capital stock of \$20,000 common and \$5,000 preferred, of which \$20,000 has been subscribed and paid in in property.

Detroit—The Watt Motor Co., organized last November, has filed a notice in Lansing that its capital stock has been increased from \$100,000 to \$300,000. The company has a tract of land in Hamtramck, where it proposes to build a factory. One demonstrating car has already been built.

Detroit—The Collins-Green Manufacturing Co. has been incorporated for the purpose of manufacturing and selling automatic ball locking wind shields and automobile parts and accessories, with an authorized capital stock of \$10,000, of which \$5,600 has been subscribed and \$1,000 paid in in cash.

Lansing—John Bohnet, manufacturer of auto, buggy and wagon tops and other leather goods and auto and carriage accessories, has merged his business into a stock company under the style of John Bohnet & Co., with an authorized capital stock of \$10,000, of which \$5,500 has been subscribed, \$100 being paid in in cash and \$5,400 in property.

Detroit—The Schuyler Manufacturing Co., of Traverse City, has decided to move to Detroit, and through

the offices of the Board of Commerce temporary quarters have been found at 65 Jefferson avenue. Machinery and electrical equipment are being installed in the plant this week and operations in this city will be commenced within 10 days. W. H. Schuyler is the President of the company and he says that a factory will be built especially adapted to the company's requirements as soon as a suitable site can be obtained. The company is engaged in the manufacture of Schuyler's linotype copy cabinets, brass galleys and other printing, office and newspaper equipments. Attention is also given to the repair and maintenance of linotype machines. The company has outgrown its quarters in Traverse City and was induced to locate in Detroit because of the better shipping facilities.

Greatness of the Plodder.

There is no one thing that young Americans need more to learn than the tremendous power of plodding. We are not plodders by birth, and our highly exciting climate tempts us away from plodding. For all that it may be asserted without question that the methodical, steady, even, slow, patient progress is the one that never fails.

To get the habit requires a fixed resolution. One must think on the succession of blows and how they tell. Think on the accumulation of little things—dust particles, for instance—or a problem in interest money. Think much and often along such lines, until the mind becomes impressed with the idea.

Lose no opportunity to note the progress of the small until it becomes the great, as seen all about us. This practice, faithfully pursued, will exert a singular influence upon the impatient mind before one is aware of it. By such means the idea becomes a part of the machinery of mind, and is worth ten thousand sporadic resolutions to be patient and plod on. This experience and practice should be inculcated in the mind of a nervous, impulsive boy. It is the only way to steady him.

To learn to plod well one must learn to love the process of his work, not the result. Not an easy thing to do. We all do finally wake up to realize that there is more gratification in thinking, planning and building our new house than there is in the finished dwelling. And elders should try to teach that experience to boys.

Not the thing done satisfies, but the thing doing. When a thing is done we are urged by nature to begin something else. The care of details, the happiness in the small, insures against defeat or accidents that delay.

There is a lot of nonsense being written about the "man that gets there." The man that is "getting there" is the man we want, for as soon as he "gets there" we put him to something new and a-getting there.

To love one's work means to love the daily doing one day after another. That is the plodder, mind. Perhaps it may be said that no one real-

ly loves his work who is impatient with its routine.

There is no form of courage that is so superb as the plodder's courage. In days that are dark and nights that are slow, yet the steady, uncheered grind goes on. The band is not playing and the regiment has passed by. But this slow and sure soul keeps on.

This is what we call pluck. Its average is sure. It simply can not fail. But most men are ignorant of that golden law of averages, that key which unlocks every door.

Emory J. Haynes.

Something Good.

I was making an across-country trip in New Hampshire last winter, and when the thermometer went down to zero I stopped at a farmhouse and had the horse put up. The farmer acknowledged that it was good, bracing weather, but when he came in from milking after supper he said to his old wife:

"Hanner, I really believe it's getting cold. It's 22 below now."

"Yes, some frost around," she grudgingly admitted.

Pretty soon he went out to see if the hens were all right, and upon returning he backed up to the stove and said:

"Hanner, she's 24 below now. I guess it's going to be a chilly night."

"Yes, mebbe 'tis."

Half an hour later a neighbor dropped in, blowing on his hands and his boots creaking, and said to Uncle Zeb:

"'Twas about 28 below by my thermometer when I left the house. Shouldn't wonder if we had to have extra kivers on the bed to-night."

"Do you hear that, Hanner?" was asked, "Mr. White says it's gone to 28 below."

"Wall?"

"She may go to 30."

"Yes."

"And to 35."

"Yes."

"And 'spose she goes to 40 below? Yes, 'spose she goes to 40?"

"Why, we'll simply be thankful that it's a good night to freeze out the moths and 'tater bugs."

L. E. Sanders, of Lansing, has resigned his position with the F. N. Arbaugh Co. to accept one with the Bement Co. as traveling salesman, his territory being Illinois and Northern Missouri.

When it comes to the sharp points in a sermon most hearers are filled with generosity.

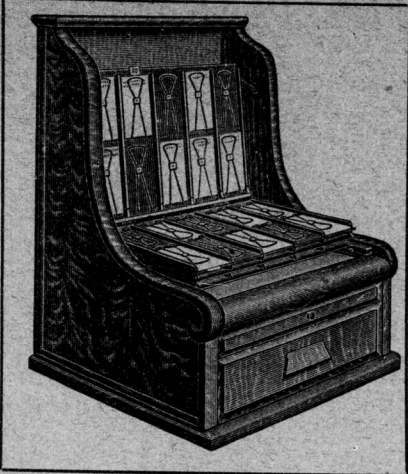
Many mistake feeling good in church for being good in everything else.

BUSINESS CHANCES.

Do you want to sell your business? We have all kinds of propositions to offer. Write us. Wm. Axe & Son, Owosso, Mich. 331

Who is the party that wants to buy only shoe store in booming Michigan town? Fine location. Up-to-date stock. Doing big business. Will sell at discount. Poor health. Wm. Axe & Son, Owosso, Mich. 332

Position wanted by an experienced retail salesman in general merchandise lines. Twelve years' experience. Address Box 33, Gowen, Mich. 330



The McCaskey Account Register System

Is acknowledged by expert Public Accountants, Auditors and up-to-date merchants who have used them as being the most complete, simple and accurate method of handling accounts ever invented.

IT SAFEGUARDS YOUR BUSINESS

It eliminates errors and disputes
It stops all forgetting to charge
It will increase your collections
It makes a prompt payer of a slow payer
It gives complete information regarding every detail of your business
It pleases the customers
It draws new trade
It handles accounts with only one writing
It's a time saver, money earner and money saver
Are you in business for fun or money?
Information is free—drop us a postal

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

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There are two kinds of flour

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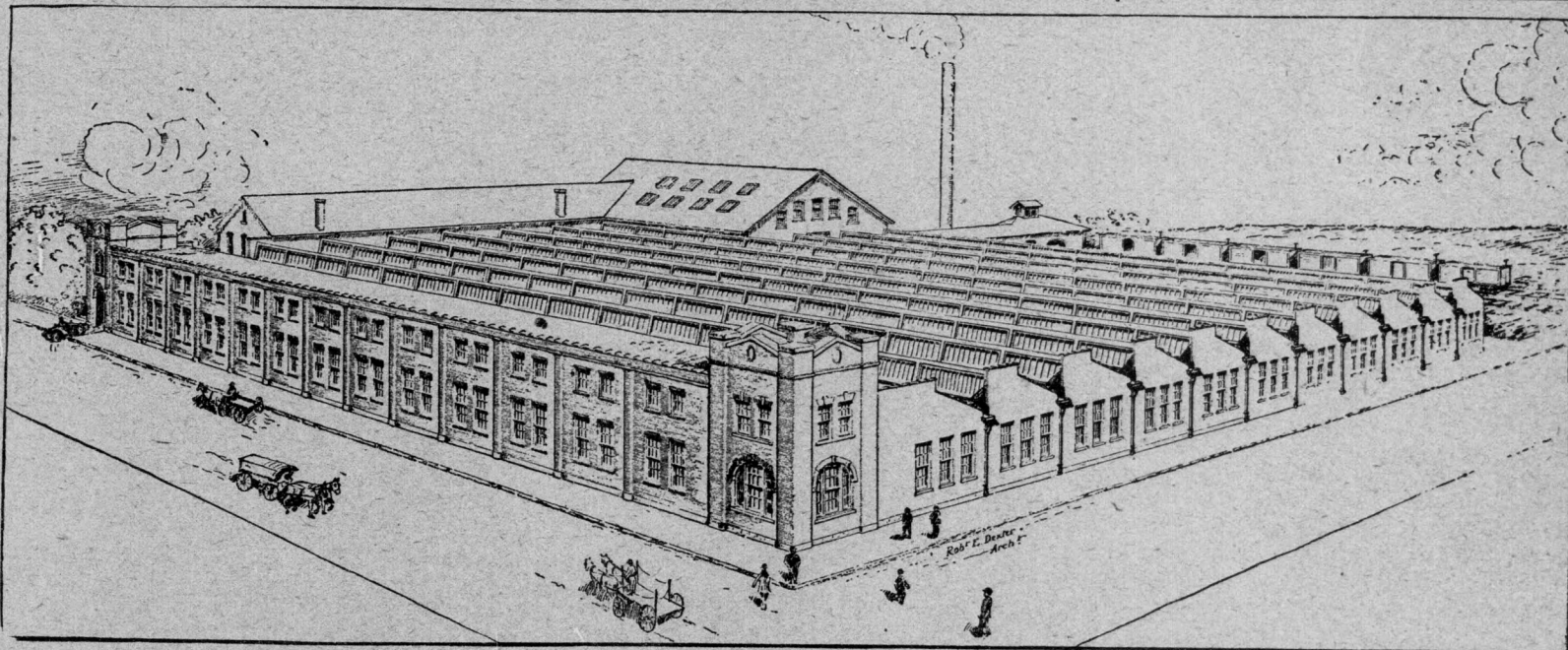
“The Flour of Quality”

and
the others

Distributed by

Judson Grocer Co.

Grand Rapids, Mich.



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 enameling ovens and the old experienced mechanics and employees.
What better prospects could we have for the supplying of the ever increasing demand for the famous DAYTON-MONEYWEIGHT 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

We Lead In Making Ketchup Because

There Is No One for Us to Follow



It is as impossible for us to make ketchup that is better than BLUE LABEL as it is for some one else to make ketchup that is as good.

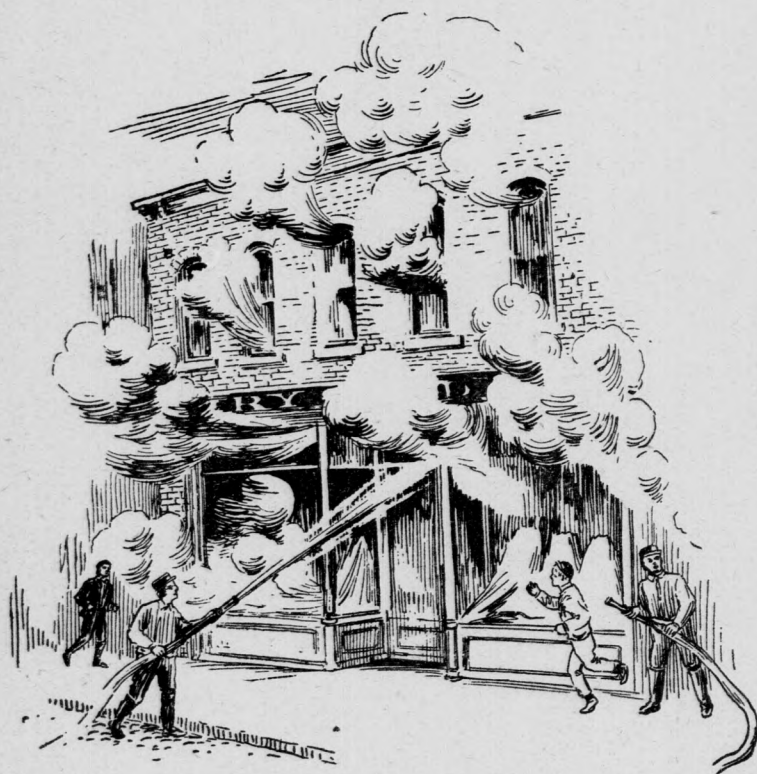
We use the finest tomatoes grown and the best spices obtainable, and we have had forty years' experience putting them together in such a way that our finished products make more customers for us than our extensive advertising.

Everybody has heard of BLUE LABEL and the only ones who don't use it are those who haven't tried it. Grocers, get after these people for your own sake—it means pleasing your trade, which is important. It means a good profit to you, which is more so.

Conforms to the National Pure Food Laws

CURTICE BROTHERS CO.

ROCHESTER, N. Y.



Account Books Burned

Stock Fully Insured But There Will Be a Big Loss on Accounts

You have noticed these daily paper headlines frequently, haven't you? Of course you have, but you always said:

"It Will Never Happen to Me"

Well, we hope it won't, but it's liable to just the same. If you haven't a safe, or if it's old and furnishes no protection, don't delay a minute.

Order a Safe Today

Or at least get the business under way by writing us for prices. We can give you what you need, save you money and do you good.

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