



**SAM WALTER FOSS**

Born at Candia, N. Y.  
June 19, 1858



Ever in the strife of your thoughts obey the Nobler Impulse.



Time is too slow for those who wait—  
Time is too swift for those who fear—  
Time is too long for those who grieve—  
Time is too short for those who joy,  
But for those who love  
Time is eternity.

*Henry Van Dyke.*

## Work

The Fiend that harries the souls of men  
Came up from his lowest hell  
To, fiendlike, play with the soul of a man  
That he had pondered well;  
The soul of a man, serene and strong,  
Who had worked in joy his whole life long,  
And who loved his work, as a strong man should,  
And looked on his work and called it good.

And he smote from the man his friends. They turned  
From his daily haunts and ways,  
And they passed him by with a look of hate  
Or with an averted gaze.  
Then the friendless man, in his life apart,  
On the love of his labor fed his heart,  
And in the joy of his work no more  
Remembered the scorn of his friends of yore.

And he smote from the man his love. The heart  
He had cherished as his own  
Grew false to his love that was strong as life,  
And the man was left alone.  
Then the loveless man choked down his tears  
And worked through the gloom of the lonely years;  
With the dragon shapes of his grief he fought,  
Upheld by the love of the work he wrought.

And he smote from the man his fame. The praise  
Of his youth came not again,  
And his name, that had blown about the world,  
Was dead on the lips of men.  
Then the fameless man, with his dead renown,  
Grew faint with the weight of his iron crown;  
But he turned to his work as a strong retreat  
And forgot the shame of his great defeat.

Then the Fiend that harries the souls of men,  
In the strength untold,  
Despoiled the man of his power to work,  
And the heart of the man grew old;  
And he raised his hands to the pitiless sky,  
And he prayed to the heavens for power to die;  
And the Fiend grew glad and he laughed, "'Tis well!"  
And then he returned to his lowest hell.

*Sam Walter Foss.*

# 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.

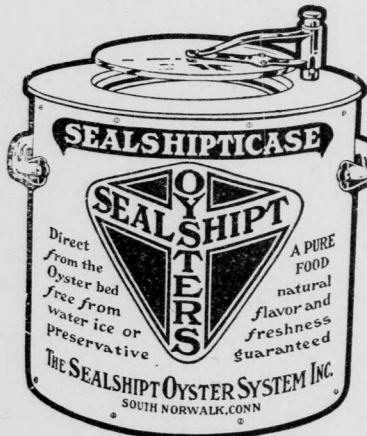
You also without doubt want to make **more** sales to  
your trade.

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 Sealshipt Agent.

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

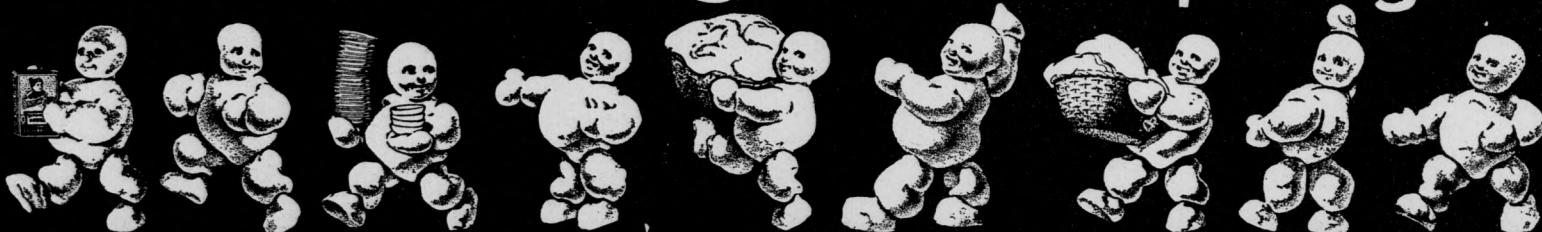


**The Sealshipt  
Oyster System, Inc.**

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.



# MICHIGAN TRADESMAN

Twenty-Seventh Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 2, 1910

Number 1376

2. Board of Trade.
4. News of the Business World.
5. Grocery and Produce Market.
6. Window Trimming.
8. Editorial.
10. Common Mistake.
12. Butter, Eggs and Provisions.
14. Gas Promoting.
16. Rival Merchants.
18. Milk Chocolate.
20. Woman's World.
22. Dry Goods.
24. Macey Enthusiasm.
26. After Many Years.
28. Puritan Blood.
32. Shoes.
34. Educating the Public.
35. New York Market.
36. Watching Collections.
38. Those Who Heed Not.
40. The Commercial Traveler.
42. Drugs.
43. Wholesale Drug Price Current.
44. Grocery Price Current.
46. Special Price Current.

## THE TIMELY TROLLEY.

Just as our great cities are getting too big, and much of our farming land too high in price for the poor man to hope ever to own a big farm, the trolley is beginning to reach out into the country from our good sized towns. At first this may not seem to mean much, but wait! Thousands who could not afford a big farm are already buying five, ten or twenty acres, five, ten or twenty minutes' ride from town, and are making beautiful self-supporting homes upon them. Other thousands who thought they must move into town to give their grown-up children better school privileges have decided to stay on the old place and keep their children there, but to send them to school over the trolley, every day, and not have them away a single night. Thousands who could not afford a high priced lot in town on which to build now have a lot and house both, out of town a mile or two, which beside being far better for their health and for their children than any city home could be, have cost them altogether no more than the lot alone would in town.

In many places the trolley is taking the eggs, butter and cream and giving the farmer city prices right at his door. His mail, of course, is left there, too, and with all the advantages of the country combined with nearly all the conveniences and advantages of the city, the landowner on a trolley line has no longer any inducement to fly to the city.

It seems to us that in many ways the trolley is going to prove the greatest boon of the age to our people. It is certainly going to bring our whole country nearer the city, and at the same time spread our cities and towns out in a more wholesome thinness than could ever have been the case without them.

It will encourage, too, more small land holdings, the greatest blessing which ever came to a people or country, and to an extent do away with the desire to "move into town." Already in some of the thicker settled

sections of the Coast country, and of some of the more thickly populated Eastern States, managers of theaters and opera houses are soliciting plays and singers that will draw heavily from the country people. A great change, and mostly for the better, is certainly coming to us with the trolley.

## FAME OF GREAT BARGAINS.

It has been wisely said that fame follows merit wherever it goes and the real bargain lives long after it has become threadbare or banished to the attic. Have you not a remembrance of the merchant who gave you the bargain in blankets which wore well and retained their soft texture for years? Do you not recall that you have always received full value in wool goods of all sorts at this house? And do you not instinctively turn to it now when wanting anything in this line?

More, you have shown your bargains to friends. It is human nature to want others to know when we have made a good bargain. We not only wish them to go and do likewise but there is a bit of pride in our hearts which swells out with a success of any sort and especially with a successful bargain. The more pronounced the gain, the more we have to say about it.

It is safe to say that every good sale makes new friends. We may not at the time appreciate this. Trade is in one sense a force that we can not discern. We note the fluctuations and know that they are governed by commercial rules, yet the local variations may or may not be at the time interpreted. A sudden demand for white waists while blizzards are howling around us will not be attributed to the weather; more likely a sale which especially pleased one customer and her friends explains the rush, and while not catalogued among the "bargains" it has proved one. More next season, and next, and so long as acceptable waists are kept at this establishment will the memory of good bargains lure the same patrons and their clan. To live "in deeds" is an incentive well worth the best efforts of the tradesman.

## ONLY ONE BEST.

There is only one best, and yet the superlative claim is often made by as many dealers in a town as handle the article. Some one is deceiving or being deceived. It is not a safe bluff to make this assertion. Far better keep still unless prepared to substantiate your claim. The unqualified claim of superiority is apt to invite competition. If you can make good, all is well; if not, far better were the big claims unmade.

Yet while there is only one best, varied service or occasion may prove

this best not uniform. The finest shoe is not the best footwear for a rainy day and a gingham apron is better than the daintiest lace one for kitchen work. The ability to anticipate fitness is a part of the work of adjusting that superlative label. You know in a measure the needs of your patrons as a whole. You also know to a certain extent their individual needs. Be chary about designating anything as an unmodified best. It is so rare that, even when you have what you consider the prime article, some condition will not arise to render a cheaper or a coarser grade the best for that time.

Strive always to understand the wants of your patron and to advise accordingly. Let him know that there is no inflexible line between the best and other grades. What is best for him may not be best for his neighbor; and what is best for him at one time may be less desirable for another time. Strive honestly to always give value for value; to point out the special lines of excellence; to show that there is a best for every occasion and customer. Beware of insisting that you have this best when you know you have not. But aim to carry the best assortment and pride yourself on fitting it into the proper niches.

New York City pays \$50,000,000 a year for eggs. Every week 72,000 cases, or 27,000,000 eggs are put on that market. Of these 15,000 cases are fresh from the hen and go to the high priced hotels, restaurants and a few grocers. The other 57,000 cases are fresh from the cold storage plants and at some stage in their progress pass from "refrigerator eggs" at 28 and 30 cents a dozen to "strictly fresh eggs" at 40 to 60 cents. The bulk of the eggs sold in New York City come from the West and South. There are eggs from Virginia, Texas and Nebraska, but few from New York. Fresh State eggs sell for three to six cents a dozen more than Western and the market is never overstocked. It is remarkable that the farmers in this State will allow a great egg market right at their door to be monopolized by people 1,000 miles away.

If you would be at peace with yourself you must be willing to be at war with some one else.

The mission of sorrow may be to teach us how to enrich the happiness of others.

It is no use praying for your husband while the potatoes are getting scorched.

When a man has his religion in his wife's name he always kicks on the taxes.

## The "Beating Down" Habit.

Written for the Tradesman.

A generation ago it was quite the fashion to higgler over price, the buyer measuring his skill on the amount he could get off from the merchant's original price. Of course, we all know how easy it was to checkmate the system; to size up the customer and act accordingly.

With the cutting of prices at this season there is danger of fostering a return of this spirit. Thus, a lady, wishing a cheap coat, priced those of a prominent merchant, but soon saw that the goods were much beyond her purse—some beyond her real needs—and remarked that it was useless to talk.

"Never mind about price, pick out your coat," was the reply.

She spent an hour in getting a fit in suitable style and the clerk took the goods back to "figure," but soon declared that he could not sell for such a "ridiculously low price."

"I told you on the start the outside limit I could go," was her good natured reply. "I thought then it was useless to consider it."

"I'll see what the proprietor says," the clerk persisted, laying coat and proposition before him.

He shook his head firmly, replying, "We could not possibly sell the goods for that price," naming a figure just two dollars above what she had specified, even smiling at such an unusual request.

"But it is—dollars," both lady and clerk corrected, which made it only that much more ridiculous.

She picked up her parcels to go, wishing heartily she had never been persuaded into such an unpleasant situation. But the proprietor called ere she had reached the door, "Take it. The fact is, we've got to clear our shelves."

And she took it, wondering how many dollars she could have saved by herself practicing the "beating down" method so manifest.

How much better to have named their lowest price on the start, instead of trying to "beat" a customer up.

Bessie L. Putnam.

## Hairless Apples.

A pure food inspector complained to the proprietor of a restaurant that he had found hair in the honey, hair in the apple sauce and hair in the sherbet.

"That is queer," said the proprietor. "The hair in the honey must have come from the comb; the hair in the sherbet must have come from shaving the ice, but I can not understand how hair got in the apple sauce, for I picked the apples myself and they are all Baldwins."

The easiest arguments to construct are those that follow our appetites.



## BOARD OF TRADE.

## A Year of Active Effort and Accomplishment.\*

In accordance with the traditions of the Board of Trade you have done me the honor to elect me a second time as your President, and following the custom established by worthy predecessors, I accept the honor, deploring, as I do, my inabilities and shortcomings, but with unbounded gratitude for the distinction conferred. However, I appreciate your confidence and thank you sincerely for your loyalty, friendship and generous support.

The printed report of the year's work lies before you and contains interesting details too numerous to be mentioned at this time. It may not be inappropriate, however, for me to call your attention to several matters which merit further notice.

It will be recalled that in my inaugural address I expressed the conviction that the Board of Trade should seek the business development of this city by bringing in more industries and stimulating those already located here.

In this connection I also alluded to the fact that abundant capital was constantly going out of this city, a part of which at least should flow into local channels to water the fields of home industries. I thought then I knew the conditions, but recent experiences have convinced me that I underestimated the gravity of the situation.

Permit me to make myself plainly understood in this matter: I do not take the position that all local capital should seek local investment, but I feel that every business man of Grand Rapids, whose funds for investment have more or less been created by his association with local interests, owes something to his home town.

If it be a fact that several important local industries with reasonable possibilities of large success languished for want of local support, then I say, whatever the cause, that is a fact which deserves serious consideration.

We are confronted not by a theory but by a condition, the effects of which are bound to create serious problems in the future. As business men we ought to face facts, however disagreeable, especially facts that have to do with the general prosperity of a city whose future is dear to all of us, whatever we may think of our personal interests or however eagerly we may seek big dividends on our capital for investment. We should not be blind to the fact that the prosperity of a city like ours depends upon its local manufacturing interests. Their very life depends on the nourishment of capital and to withhold that is to deal them a death blow.

Notwithstanding drawbacks it is now my pleasure to summarize some of the actual results of the work done by the Industrial Committee, which needs no eulogy from me as its success speaks for itself.

During the year the Industrial Committee has been instrumental in bring-

ing to this city the following concerns:

The Pere Marquette machine shops, adding between 300 and 400 men to the wage earners of our city.

The Marvel Manufacturing Co., engaged in furniture manufacturing and employing about 200 men.

The Coronet Corset Co. and the Schultz Manufacturing Co., which will soon be in operation with about 200 workers.

The Wolverine Button Co., employing about fifty men.

The Belcher Electric Sign Co., employing about the same number; and last but not least, the Smith Automobile Co., of Topeka, Kansas, which will commence operations in the early summer and which, when in full operation, will employ fully 500 workers.

John B. Martin has devoted much thought, energy and time, and of which John Ihlder is the efficient Secretary.

The entire expense of this Committee has been provided for by the generous contributions of those who believe in its work. To attempt a detailed summary of the activities of this Committee would be impossible at this time, but I may be permitted a word upon the general nature of its work:

The two Civic Revivals, held under the auspices of this Committee, have attracted attention all over the United States and communications desiring further information have been received from more than twenty cities.

The work of a Committee whose success depends upon the education

value of the Committee of 100, ably conducted by W. Millard Palmer, is worthy of special mention. The original idea of this Committee was to furnish a free platform for anybody who wished to be heard on matters of interest to our city. This idea has been lived up to, with the result that topics too numerous to mention have been discussed in the meetings of this Committee. In addition to the stimulating of interest and zeal this Committee has inaugurated a number of movements resulting in positive good.

Among some of the more important things that have had their inception in this Committee are the local trade reciprocity; the downtown ticket offices; factory visits by sons of the members; all night telegraph service; the establishment of a Horticultural Bureau, whose object shall be to stimulate the fruit growing industry of Kent county; and, lastly, the Home Coming, which, under the leadership of Benj. S. Hanchett, can not fail to be a great success.

We desire to be understood that every member of this body is cordially invited to attend the meetings of this Committee and express himself fully and freely upon any subject he deems worthy of consideration by this Committee.

No live organization lives on its past. Turning our faces toward the immediate future it is evident that this city is confronted by needs which can only be met by the intelligent co-operation of its citizens. The commercial interests of many who constitute this body run into the millions of dollars. As business men, to say nothing of other considerations, we can not afford to ignore the problems that must be solved at an early date.

The transportation problem is always with us. It is never solved in any city because it keeps pace with a city's growth. Everlastingly at it is the only way to keep from going down grade. We must develop our interurban communications; we must steadily work for cheaper freight rates and increase our shipping facilities. The Transportation Committee, under the capable leadership of Robert W. Irwin, Chairman, has made a splendid record during the past year.

Through the efforts of this Committee the Michigan Shippers' Association, comprising the Boards of Trade in Central, Western and Northern Michigan, has been created. The object of this organization is to secure an equitable adjustment of the percentage for freight rates to and from the seaboard, which do not now exist.

This Association has had several conferences with the various railroad officials, hoping to arrive at a settlement on an amicable basis, but so far has been unsuccessful in trying to bring about the desired result along this line. It may be forced to the other alternative, and is now considering the advisability of instituting proceedings before the Inter-state Commerce Commission, asking for relief. To secure a readjustment of this rate will mean a tremendous saving



Heber A. Knott

Through the efforts of the Industrial Committee, of which Wm. H. Gilbert is the Chairman and Francis D. Campau is the Industrial Agent, between 1,300 and 1,500 wage earners will be added to the population of Grand Rapids, not to mention their families.

Need I remind you that this only starts the ball rolling; for the coming of these men means more work for the building trade, more retail buyers and more taxpayers.

This splendid record has been achieved with but little expense to the Board of Trade, the greater part of the promoting fund having been subscribed by the retailers on Monroe and Canal streets, to whom I wish to express my personal thanks.

Let me turn now for a moment from the commercial aims of our body to the social work done by the Municipal Affairs Committee, to which

of the citizens can not be measured by the dollar sign or the yard stick. We do not value schools and churches by those standards. It would be difficult to show what good a library is worth in dollars and cents.

Every man who keeps abreast of the times knows that all progressive cities are studying municipal problems and grappling with conditions we all deplore. It takes time and hard work to awaken an interest in higher citizenship and the tangible results are slow in appearing.

Unless we are blinded by material things we must pin our faith to principles, and one is that in the long run the government and the industrial prosperity of a city depend upon civic intelligence and civic virtue. To promote these ideas of civic welfare is the aim of the Municipal Affairs Committee.

In this connection the educational

\*Annual address of President Heber A. Knott before Grand Rapids Board of Trade.



to Grand Rapids and Western Michigan.

This Committee has also made a strong fight against the adoption of the so-called uniform demurrage rules which, if they were to go in force, would work many hardships to the shipping interests of our city. I am pleased to say that the State Railway Commission has stood by the Michigan shipper in this matter, opposing the action of the National Association of Railway Commissioners, and, as a result of this, it is more than probable that we will have a set of rules that will be fair both to the shippers and railways of the State.

The desirability of conventions is so generally acknowledged by other cities that it is folly to question their value in advertising a city and advancing its interests in various ways. Although this is true, we have been slow to recognize it in any practical way, for we are still without a convention hall, without which we are unable to extend many invitations to conventions of State and National importance.

Notwithstanding this serious handicap—the want of a suitable place to hold conventions—the Convention Committee, of which Roy S. Barnhart is Chairman, has succeeded in securing a number of conventions during the past year, thus bringing visitors and trade to our city. To provide for the large gatherings for which this city is famous and to take care of the conventions that would come here if conditions were more favorable we must have a convention hall.

Another Committee that, perhaps, has done more than any Committee of the Board of Trade to develop the commercial interest is the Wholesale Dealers Committee. This Committee, under the efficient leadership of A. B. Merritt, has had an active, successful year.

During Merchants' Week, last June, about 2,500 merchants visited our city as guests of our wholesalers. More than 2,100 were accommodated at the banquet, which was an increase of more than 50 per cent. in the attendance of the previous year. Merchants' Week has become a permanent affair and has done much in bringing about a closer relation between the local jobber and the country merchant.

The latter part of September about twenty-five members of the Wholesalers Committee chartered a special car and visited both Cadillac and Traverse City, spending a day in each town, thereby giving ample time to call on all the trade. Enthusiastic receptions were given the jobbers in each town and the trip was an unqualified success.

In October last about forty of the wholesalers made a three day tour in a special train through Central Michigan, visiting forty-five towns, calling upon their customers and thereby cementing the bonds between the wholesale and retail merchants and extending the commercial territory of this market.

The Membership Committee, under the leadership of Fred M. Briggs, has made the remarkable record of increasing the membership of the Board

328 during the year, making a total membership of 1,100 at this time, a gain of 45 per cent. during the year. Much credit is due the Committee of 100 for their able assistance in helping to bring about this result.

The Reciprocity Committee, Chas. Trankla, Chairman, through its publicity department in the columns of the daily papers—the space for which, by the way, was donated—has conducted a campaign of publicity that can not fail to bring inestimable financial benefits to this community.

A pure water supply is a necessity in a city like ours. The day is coming when wells will be impossible in the congested parts of the city, and when everybody will see the injustice of taxing the wage earners for water they can not drink. This is not the place to discuss methods of supply, but the personal consideration of the users of wells should be subordinated to the city's interest, for no city deserves a place in the front rank that is not supplied with good water.

All these needs can not be characterized as "fads and fancies" by even the most prosaic and unenterprising. They are not luxuries but commercial necessities. We may differ as to methods and plans, but the time has come to quit talking and get down to business.

The functions of the Boards of Trade in the United States are being defined to-day in much broader terms than they were a decade ago. Business men everywhere are reaching out towards a larger life than can be included under the word "business." This aspiration for higher ideals is due chiefly to two facts—the education of the citizen and the growing recognition by business men of the influence of social and political conditions upon trade, commerce and finance.

The promotion of the welfare of the community in all its branches is, therefore, demanded by self interest and the interests of others. Every organization has its distinct and primary object and its allied aims. The first purpose of a Board of Trade is commercial. To that end we have our committees to bring in new industries and to secure better and cheaper transportation facilities and to extend the wholesale and retail trade. The allied aims of our organization are social and are taken care of by the Municipal Affairs Committee, which seeks to make Grand Rapids a safer, cleaner, healthier and better governed city. There is no conflict between the commercial and social objects of this organization, yet it is a weakness of human nature to see conflict where none exists.

The banker is prone to think manufacturing interests rest upon banks, and the manufacturer thinks the banks would go to the wall without them; the wholesaler exalts his importance above the retailer and vice versa; so those whose horizon is bounded by business can see little value in cultivating civic interest in the social betterment of the city, while the social worker is often tempted to speak disparagingly of the mere business man.

There is scarcely a limit to what a group of 1,100 men in a city like ours could achieve if each individual in the group were a live unit and worked in harmony with every other unit. We need broader views. We need to see and applaud the good work of others.

Occupying, as I do, a position at the center of this organization and in touch with the various committees, I know there has been a vast deal of hard work done by men in these committees which never will be known and credited at its real worth.

I have been profoundly impressed by the truth I have tried to express that each committee has contributed its share to the general welfare of the city.

When I accepted the honor accorded me a year ago, I did so feeling that the presidency of this organization carried with it responsibility and hard work. I am frank to admit that, after a year's experience, I underestimated both the responsibility and the work, and I take this opportunity to say that the loyalty and labors of Secretary Cotton and of the chairmen and members of the committees have made possible whatever has been done, for without them I certainly could not have discharged my full duty to you.

#### The Good Roads Movement.

Written for the Tradesman.

Michigan is well to the front as a good roads State. Recently checks amounting to \$116,426 were sent out from Lansing to county treasurers of the State in payment for rewards on roads accepted since July 1 last. This amount covering road building operations in the past six months is very nearly equal to the total amount paid by the State during the entire previous year, and reports from many counties indicate that highway improvement is just beginning. The State Highway Commissioner will ask the next Legislature to increase the annual good roads appropriation from \$140,000 to \$250,000.

The State Gleaners, a powerful organization of farmers, in recent convention at Saginaw, adopted a resolution calling for the employment of prisoners to build up a system of State roads.

The Supreme Court of Indiana has recently declared that the gravel road law, including the three-mile provision, is valid and that turnpikes may

be built lawfully by taxation. A large amount of improvement work in that State which had been interrupted by a court decision in November last will now be completed.

Realizing that good rural highways bring business to the railroads the Burlington has offered a special low rate for carrying of materials and tools used in construction of country roads in Missouri. The Frisco and other Western roads are offering inducements for the development of the highways over which they derive a large portion of their business.

Good roads talks and demonstrations will be a feature of the Minnesota Conservation Congress, which will be held in St. Paul March 16-19. Government experts hold that good roads would add enough to farmers' profits on potatoes to pay for the improvement of several hundred miles of roadway in Minnesota. It has been pointed out that it costs Minnesota farmers \$2,403,000 each year to haul their wheat to the railroad, assuming that the average haul is more than five miles. With anything like good roads the cost can be reduced from one-half to two-thirds, or a saving of \$1,201,500 each year on the cost of hauling wheat alone.

—Almond Griffen.

#### He Was Too Much of a Skeptic.

"I hear that you are soon to be married again."

"No," replied the beautiful grass widow, "my engagement is broken off."

"Indeed! What was the trouble?"

"It's rather a delicate subject to touch upon, but the truth is that the gentleman was attracted to me because I—well, to be candid about it—because I have such a fine figure."

"That was only natural. You have a fine figure. Excuse me for saying so, but I consider your figure faultless."

"Thank you, I appreciate your compliment."

"But you haven't explained why the engagement was broken."

"Well, you see, the gentleman was a graduate of the University of Copenhagen, to begin with, and on top of that he had settled in Missouri."

—Yes.

Isam—Does an automobile help you to forget your troubles?

"Yes," said the Genial Light, "my other troubles."

## EDSON, MOORE & CO.

### DETROIT, MICH.

Grand Rapids Office and Sample Room, 28 S. Ionia St.

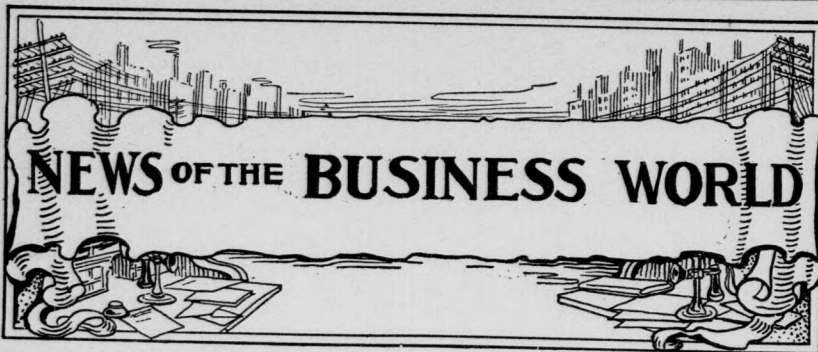
Displaying a Complete Sample Line of  
Dry Goods, Notions, Furnishing Goods, Etc.

Let us "Reason" with you  
Inspection cordially solicited

J. M. GOLDSTEIN, Representative

Will be glad to give you his personal attention by appointment





### Movements of Merchants.

Muir—Frank A. Burtraw succeeds Emory Richards in the meat business.

Port Huron—Ezra F. Wees succeeds J. B. Arnot in the bakery business.

Rosebush—M. S. Sweeney succeeds the Peck Drug Co. in the drug business.

Sandusky — E. B. B. Henry will open a bazaar and grocery store here March 1.

St. Clair—Meyer Barnett, of Detroit, has engaged in the shoe business here.

Ann Arbor—Harding & Jewell have opened a meat market on East Jefferson street.

Allegan—Charles Spano has sold his stock of fruit and confectionery to N. A. Etoll.

Detroit—The Marshall & Ratz Shoe Co. has changed its name to the W. L. Ratz Shoe Co.

Boyne City—The Bolted Basket Co. has increased its capital stock from \$12,000 to \$30,000.

Woodland — Miss Grace Holmes succeeds Williams & Crahan in the millinery business.

Dexter—Mrs. O. Conger & Co. have sold their novelty store stock to E. H. Carpenter & Co.

Litchfield—V. J. Golding of Pittsford, succeeds C. H. Wait in the bakery and restaurant business.

Wyandotte—The Beals & Selkirk Trunk Co. has increased its capital stock from \$150,000 to \$160,000.

Sherman—George Teed has sold his stock of meats to Omar Woodhouse, who will continue the business.

Battle Creek—W. W. Whitney, of Montgomery, succeeds Grace & Fitzjohn in the commission business.

Freeport—A. M. Herrington is closing out his stock of drugs and jewelry and will retire from business.

Allegan—G. L. Hicks has been appointed trustee for the implement business of Griffith & Co. and has assumed his duties.

Shelby—J. C. Stowell has sold his stock of confectionery and news stand to John W. Boughner, who will add a line of groceries.

Sherman—Charles Dean and Frank McClish have formed a copartnership and engaged in the general merchandise business here.

Eaton Rapids—The grocery store of Maurer & Spencer has been closed on a trust mortgage held by Harry A. Eberline, of Detroit.

Hastings—Crandall & Harter, dealers in confectionery, have dissolved partnership. The business will be continued by Miss Ethel Crandall.

Big Rapids—Joseph Barton has sold his stock of general merchandise

to Terry O'Laughlin, who will consolidate it with his stock of groceries.

Marquette—A. L. Huetter has rented the building formerly occupied by Hager Bros., and will open a women's and children's furnishing store March 1.

Ann Arbor—The meat market operated by L. C. Schnierle has been closed on a sheriff's execution, a claim being preferred by Frank Schnierle, a brother.

Dexter—Mrs. H. C. Higgins has sold her interest in the firm of A. Clark & Co. to the new firm of Clark & Hodgeman, undertakers and funeral directors.

Detroit—The Boston Clothing Co. has been incorporated with an authorized capital stock of \$1,000, of which \$500 has been subscribed and paid in in property.

Hart—Irving McPherson has sold his interest in the Ardis & McPherson bakery to his partner, Harry Ardis, who will continue the business under his own name.

Coopersville — Fred Young and Louis Slaughter have formed a copartnership under the style of Young & Slaughter and will engage in the implement business here.

Bancroft—J. A. Watson & Co. have leased their store and sold the fixtures to Jilson & Stowell, of Ovid, who will move their stock of general merchandise here March 1.

Hancock—A new company has been organized under the style of The Toggerly, with an authorized capital stock of \$7,000, of which \$3,500 has been subscribed and paid in in cash.

Lansing—Monroe J. Buckley has severed his connections with the Keokuk Canning Co. to assume the management of the A. J. Buckley wholesale millinery office at Allentown, Pa.

Detroit—The Standard Timber Co. has been incorporated with an authorized capital stock of \$2,500 common and \$2,500 preferred, of which \$5,000 has been subscribed and paid in in cash.

Allegan—Miss Dena Bouma has sold her interest in the millinery stock of Hudson & Bouma to Mrs. Howard Bradt. The business will be continued under the style of Hudson & Bradt.

Escanaba—At a meeting of the stockholders and directors of the North Star Clothing Co. Otto Gustafson was elected manager of the company in place of the late Andrew A. Klassell.

Gladwin—E. A. Coan and F. E. Armstrong have formed a copartnership under the style of Coan & Armstrong, to conduct the hardware business of the late firm of Fraser &

Coan, to which Mr. Coan recently succeeded.

Velzy—W. J. Barnum, who has conducted a general store here for seventeen years, has sold his stock to H. Fairbrother, who will continue the business at the same location. Mr. Barnum will give his personal attention to his farm.

Laingsburg—Touff Bros., who conduct a general store at Freeland, have purchased the grocery stock of W. F. Wright and will add a line of general merchandise. The store will be under the management of the junior member of the firm, Benjamin Touff.

Petoskey—The Levinson Department Store is offering 30 cents on the dollar in full settlement. So far as the Tradesman's information goes none of the creditors are accepting the proposition. They appear to be determined to put the Levinsons out of business, inasmuch as they have had either three failures and two fires or three fires and two failures.

Nashville—F. B. Prouty, who recently went into partnership with C. H. Brown at the Postoffice pharmacy, has rather unexpectedly decided to leave this place to go into trade at Burlington, Wisconsin, in a drug business which he has for several years past been trying to acquire and which has this week opened up for him in an unanticipated manner.

Ishpeming—The Marquette county business of the John Gately company passed into control of the Gately-Wiggins company, which has its headquarters at Calumet. By obtaining control of the Ishpeming branch the Gately-Wiggins company will have a territory including nine counties, these being Houghton, Keweenaw, Baraga, Iron, Dickinson, Marquette, Delta, Alger and Luce. Lenn A. Snyder, who has had charge of the Ishpeming store and the business controlled in the different cities and counties near here, will manage the enterprise for the Gately-Wiggins company.

### Manufacturing Matters.

Detroit—The Dixie Lumber Co. has increased its capitalization from \$1,000 to \$200,000.

Detroit—The Newberry Baking Co. has increased its capital stock from \$10,000 to \$25,000.

Adrian—The principal office of the Withington Machine & Fence Co. has been changed to Detroit.

Port Huron—The South Park Lumber Co. has increased its capitalization from \$6,000 to \$10,000.

Lansing—The Allen-Sparks Gas Light Co. has increased its capital stock from \$30,000 to \$50,000.

Detroit—The capital stock of the Michigan Wire Cloth Co. has been increased from \$175,000 to \$370,000.

Detroit—The Detroit Cigar Manufacturing Co. has increased its capitalization from \$25,000 to \$35,000.

Ishpeming—The Consolidated Fuel & Lumber Co. has increased its capital stock from \$120,000 to \$150,000.

Menominee—The principal office of the Wolverine Cedar & Lumber Co. has been changed to Sault Ste Marie.

Detroit—The Automobile Manufacturing Parts Co. has changed its

name to the Automobile Manufacturing & Engineering Co.

Holland — The Holland Veneer Works has called a meeting of its creditors for Feb. 4. The liabilities are stated to be \$93,000.

Detroit — The Motor Appliances Co. has been organized with an authorized capital stock of \$25,000, all of which has been subscribed and paid in in property.

Plainwell—The attempt of the Eady Shoe Co., of Otsego, to make a success of the business at this place has not been successful and the factory has been closed.

Battle Creek—The Ideal Auto Lighter Co. has been organized with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed and \$1,000 paid in in property.

Jackson—A new company has been organized under the style of the Jackson Baking Co., with an authorized capital stock of \$40,000, of which \$29,000 has been subscribed and \$4,000 paid in in cash.

Detroit—A new company has been organized under the style of the Co-Operative Manufacturers Co., with an authorized capital stock of \$5,000, of which \$3,120 has been subscribed, \$555 being paid in in cash and \$445 in property.

Grand Rapids—The Michigan Feltling Co. has been incorporated for the purpose of manufacturing felt mattresses, bedding, etc., with an authorized capital stock of \$25,000, of which \$15,000 has been subscribed and paid in in cash.

Wyandotte — The Frank Marx Brewing Co. has been merged into a stock company under the style of the Marx Brewing Co., with an authorized capital stock of \$250,000, of which \$224,750 has been subscribed and paid in in property.

Detroit—The Componoid Manufacturing Co. has engaged in business for the purpose of manufacturing and selling toys and novelties, with an authorized capital stock of \$50,000 common and \$10,000 preferred, of which \$40,000 has been subscribed and \$15,000 paid in in cash.

Detroit—Barcy & Nicholson, manufacturers of electrical goods, have merged their business into a stock company under the style of the Barcy-Nicholson Co., with an authorized capital stock of \$10,000, of which \$9,000 has been subscribed, \$1,415.65 being paid in in cash and \$7,584.35 in property.

### The Ordinary Kind.

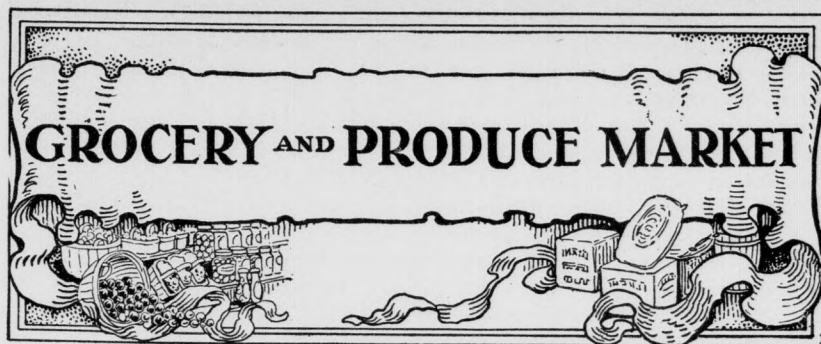
"Have you any alarm clocks?" enquired the customer of a druggist who side-lines watches, clocks, etc.

"Yes, madame," said the man behind the counter. "About what price do you wish to pay for one?"

"The price is no object if I get the kind I'm after. What I want is one that will rouse the hired girl without waking the whole family."

"I don't know of any such alarm clock as that," said the druggist-clock man. "We just keep the ordinary kind—the kind that will wake the whole family without disturbing the hired girl."





### The Produce Market.

Apples—\$3.25@3.50 per bbl.

Beets—\$1.25 per bbl.

Butter—During the past week there has been a fair consumptive demand for all grades of butter. The arrivals have been above consumptive demand and, as a result, the market is weak. Local dealers hold creamery at 31c for tubs and 31½c for prints; dairy ranges from 20@22c for packing stock to 25c for No. 1; process, 25@26c; oleo, 12@21c.

Cabbage—75c per doz.

Carrots—\$1.25 per bbl.

Celery—\$1.25 per box.

Cranberries—\$5.50 for Jerseys and \$6 for Late Howes.

Cucumbers—Hot house, \$2 per doz.

Eggs—The supply of new-laid eggs has been very good and, as a result, the market has declined about 2c per dozen. The price of refrigerator eggs remains the same. The receipts of new-laid eggs are coming in very heavy and the market will likely show a further decline during the coming week. Local dealers pay 27@28c for country fresh, holding candled at 29c and fancy candled at 30c.

Egg Plant—\$1.50 per doz.

Grape Fruit—Florida is steady at \$3.25 per box for 96s, \$3.50 for 80s and \$4 for 54s and 64s. Cubans are 50c per box less.

Grapes—\$5@6 per keg for Malagas.

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

Lemons—The market is steady on the basis of \$3.50@3.75 per box for both Messinas and Californias.

Lettuce—Hot house leaf, 12c per lb.; head Southern stock, \$2 per hamper.

Onions—Home grown, 85c per bu.; Spanish are in fair demand at \$1.50 per crate.

Oranges—Navels, \$2@2.50; Floridas, \$2.25 for 76s and 200s and \$2.75 for 150s. A Los Angeles dispatch says that recent heavy frost and cold weather has damaged the California orange crop to the extent of at least \$1,000,000. As the crop for the season is estimated at \$35,000,000, the loss of 1-35th is not regarded a serious matter. Several leading growers make the surprising statement that the cold weather brought them more benefit than harm. Navel oranges were unusually large just before the frost and began to color. The frosty weather came just in time to check the growth and hold them to normal size. There is a discount of 50c per box in "jumbo" fruit, hence the advantage. Valencias did not suffer.

Potatoes—The market is without change. Local jobbers hold at 45c.

Outside buying points are paying 25@30c.

Poultry—Paying prices are as follows: Fowls, 11@12c for live and 13@14c for dressed; springs, 12@13c for live and 14@15c for dressed; ducks, 9@10c for live and 13@14c for dressed; turkeys, 16@17c for live and 19@20c for dressed.

Squash—2c 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.

### Michigan Retail Druggists' Association.

The first annual meeting of the Michigan Retail Druggists' Association convened at the Pantlind Hotel yesterday afternoon. Mayor Ellis delivered the address of welcome and Mayor Bennett, of Lansing, responded. President Bugbee then delivered his annual address, which is published elsewhere in this week's paper. Secretary McDonald read his annual report, showing a total membership of 350, all in good standing.

The Committee on Permanent Organization reported a draft of constitution and by-laws, which was taken up for discussion and action Wednesday morning. The meeting then adjourned to enable the committees to prepare their reports Tuesday evening.

This morning the convention met with about one hundred delegates in attendance. The adoption of the constitution occupied most of the forenoon, after which election of officers followed.

Charles H. Van Ostrand, who has been engaged in the drug business at South Haven for several years, has purchased an interest in the E. C. Bacon Brokerage Co. The business will be conducted under the style of the Bacon & Van Ostrand Co.

The Michigan Brush Co., which was sold to L. H. D. Baker by S. B. Jenks last October, has been purchased by Terry L. Hills, who will continue the business under the same style at the same location.

The Bartle Furniture & Lumber Co. has engaged in business at 48 Monroe street, with an authorized capital stock of \$15,000, of which \$8,500 has been subscribed and \$7,575 paid in in cash.

William Crouse has engaged in the grocery business at Remus. The stock was furnished by the Lemon & Wheeler Company.

### The Grocery Market.

Sugar—Raws are stronger than they have been for some time and have actually advanced 8 points during the past week. While there has been no actual advance in refined, the market is strong on the basis of 5.05 for granulated, although some refiners have shaded the price to 4.95 during the past week. Every indication points to a stronger market and a higher range of values from now on.

Tea—The market has been dull during the entire week, although this has caused no weakness in prices. There has been some interest manifested in Japans and Formosas, which rule throughout at about steady prices. There is no change to report in prices during the week.

Coffee—Rio and Santos grades have been dull and without strength. The demand is reported light. Part of this condition is doubtless due to the report that some of the Brazilian governmental coffee will soon be thrown on the market. Mild coffees are steady to firm and in moderate demand. Java and Mocha are moderately active and unchanged.

Canned Goods—The tomato market is firm after the advance of 5c per dozen last week. The markets in the East have been the source of the weakness up to this time, but last week they advanced the price and now say a further advance is in sight. Conditions are such that it looks as if tomatoes purchased at present prices would show retailers a profit. Corn is also firm and stocks are limited. Peas are unchanged. Pumpkin is in good demand and prices are unchanged. String and lima beans are moving very slowly at unchanged prices. There has been no change in the California canned fruit situation. Stocks of peaches, apricots and pears are in limited supply and no improvement in prices is looked for between now and the arrival of new packs, which is a long way off. Gallon apples are firm at present prices and the supply is comparatively light. Berries of all kinds are in fair demand, with no indications of any change in price. There is no change to be noted in salmon. Wholesalers report a good demand for all grades. Stocks are not large, causing prices to hold firm. A better demand is noted for domestic sardines. The market is firm. Shrimps are in better demand and firm.

Dried Fruits—Raisins are dull and weak, no interest being manifested in them by anybody. Currants are in fair demand at unchanged prices. Citron, dates and figs are dull at unchanged prices. Prunes are unchanged and quiet. The demand is very light. Peaches seem to be wanted at steady to firm prices. Apricots are well maintained as to price and the better grades are well cleaned up. The demand, however, is slow.

Rice—The demand is increasing from the country dealers, but buying is still of the hand-to-mouth character, grocers showing little inclination to buy very heavily. Advices from the South note improved demand on the Atlantic Coast. At New Orleans only fair enquiry is reported. Supplies of rough rice are limited and

mills can run only part of the time.

Cheese—The arrivals are light and the consumptive demand is good. There is likely to be a slight increase in price during the coming week.

Provisions—The consumptive demand is a little below normal for the season. Stocks are light and there is not likely to be any change this coming week. Pure lard and compound are unchanged in price and in good consumptive demand. Dried beef, barreled pork and canned meats remain unchanged and show a good demand.

Fish—Cod, hake and haddock are quoted ¼@½c better and the demand is fair. Domestic sardines are firmer thus far—practically all of the low-priced stock is exhausted and buyers now have to go to headquarters and pay \$2.50 f. o. b. The demand, however, is not large. Imported sardines are quiet at ruling prices. Salmon is still firm and active, the supply of red Alaska and Sockeye being small. Mackerel is steady to firm. The feeling both for Norway and Irish is growing a little stronger, although no quotable change in price has occurred. The demand is fair.

### Quit Before He Begun.

As a newly engaged commercial traveler was about starting on a commercial trip from his place in Chicago, the other day, he suddenly turned to his employer, a brave old merchant, and enquired: "I say, boss, what shall I do when I get out of soap?"

"Soap?" said the old man. "Why save your samples and you won't get out."

"But I mean what shall I do when I get out of grease?"

"Grease? Grease?" pondered the old man, "why you don't need any grease—you are not working for a lubricating estab—"

"Oh, but you don't understand me," chimed in the youthful employe, rather embarrassed. "I mean what shall I do if I run out of spondulix—stamps—wealth?"

"Spondulix? Stamps? Wealth?" echoed the mystified merchant, looking at the young fellow over his glasses to see if he had gone crazy.

"Yes, currency—greenbacks," exclaimed the drummer, "cash—money, you know."

A light seemed to dawn on the old gentleman's mind at the moment, for gazing at the creature before him with a look of contempt and pity, he broke forth: "Young man, what are you giving us? I rather guess you needn't go out, for I don't believe your class of customers could get along very well with you—they all speak English. Pull down your vest, step up to the cashier's desk and get your sugar. Now cheese it, cully, you're bounced."

Alfred Washington has opened a grocery store at Diamond Lake. The Lemon & Wheeler Company furnished the stock.

The Grand Rapids Builders Supply Co. has increased its capitalization from \$10,000 to \$25,000.





**Some Original Placards for the Busy Merchant.**

This placard ought to bring in people interested in handsome capes for evening wear—those people who like to be seen in the reigning style, who are not what are termed "exclusive dressers:"

Step In and See  
Our  
Three Cape Winners  
In  
Price, Style, Quality  
They're Beauties  
(No Mistake)  
For  
Evening Wear

The following two cards bid for the patronage of mothers who enjoy buying for the tiny members of their household sensible garments — garments that spell for growing-comfort and warmth:

Little Cacks  
Take  
To  
Our  
Flannelette Rompers  
Like  
A Duck To the Water

Our  
Flannelette-Sleepers  
Are  
Just the Thing  
For  
The  
Children  
Porch-Sleepers  
They  
Defy  
Jack Frost

The next two are designed especially to catch the observant eye of woman:

Middle Age  
and  
Youth  
Made More Attractive  
By  
Our  
Special Massage  
To All New Customers  
Only  
35c

Those Neat Jersey Top Skirts  
Just the Thing  
For  
The  
Lady  
Inclined To Take On  
A Little Too Much Flesh

The praises of the coming vernal veils are sung in the next duo of placards:

Pretty Girls  
Can  
Catch the Fellows  
In the Mesh  
Of  
Our

Wonderful New Spring Veils  
They Are Certainly Attractive  
(Those Pretty Girls and the Meshes)

Snappy Eyes  
Like  
Snappy Eyes  
Snappy Styles  
Look Fine  
Behind

Our Snappy New Spring Veils

The following couple of cards have to do with the subject of merchants minding their own P's and Q's and letting their neighbors' P's and Q's alone:

We Don't  
Thow Brickbats  
At  
Our Neighbors  
'Tis All We Can Do  
To 'Tend  
To Our  
Own Affairs

Our  
Competitors' Affairs  
Don't Bother Us  
In the Least  
We Have  
About All We Can Do  
To Keep  
Our Own Doorstep  
Clean

The quartette ending this bunch of business-getters give reasons for success of those in whose show windows they might appear:

It  
Is Not  
The Money Profits  
Alone  
That We Look At  
In Business  
Our Ideal  
Is  
So To Serve Our Customers  
That We Can Not Help  
But Progress

Our Idea  
At  
All Our Counters  
Is  
To Sell the Very Best Goods  
At  
The Lowest Possible Prices  
Commensurate  
With  
Fine Quality

Merit and Value  
Make Sales  
Add Reasonable Cost  
Of Merchandise  
And  
You See Why  
We Clinch Trade

There's Always a Reason  
For  
Success

There's One For Ours  
Desire To Please Customers  
Regard For Their Price Necessities  
Good Goods at Moderate Cost  
Always  
Cut  
Ice

In the District Court of the United States for the Western District of Michigan, Southern Division, in Bankruptcy.

In the matter of Levinson Department Store, of Petoskey, Mich., bankrupt, notice is hereby given that the entire stock of merchandise, consisting of dry goods, notions, clothing, gentlemen's and ladies' furnishing goods, cloaks, suits, hats, caps, etc., together with store furniture and fix-

tures and book accounts and other evidences of indebtedness, constituting the assets of said bankrupt, will be offered by me for sale at public auction to the highest bidder, according to the order of said court, on Friday, the 18th day of February, A. D. 1910, at 10 o'clock in the forenoon, at the store building lately occupied by the said bankrupt, at Petoskey, Mich. The sale will be subject to confirmation by the court. All of said property is now in said store building and the inventory and appraisal thereof may be seen at the offices of Hon. Kirk E. Wicks, Referee in Bankruptcy, 212 Houseman building, and Peter Doran, 307 Fourth National Bank building, Grand Rapids, Mich.; Edward E. Gilbert, Petoskey, Mich., and the Credit Clearing House, 200 Monroe street, Chicago, Ill. The above assets are appraised at \$19,381.59. Cost price much higher.

Edward E. Gilbert, Receiver.  
Peter Doran,  
Attorney for Receiver.  
Dated Petoskey, February 1, 1910.

Religion never means much until it is more than all religions.

# TANGLEFOOT

The Original Fly Paper

For 25 Years the Standard in Quality

All Others Are Imitations

# A Wonderful Growth

During the past six months dealers have taken on the sale of

# NEW PERFECTION

"The Faultless Flour"

In over 100 new cities and villages in Western and Northern Michigan, and every one of these dealers is enjoying a large and profitable business on New Perfection.

We couldn't accomplish these results without an extraordinary good article, and that's the kind of goods you want on sale in your store.

Write us today.

**WATSON & FROST CO., Makers**  
GRAND RAPIDS, MICH.



### Ben Holloway's Experience as Country Merchant.

Written for the Tradesman.

"There's no use his trying to do anything in this country," said Spriggins, the Oat Creek farmer, as he leaned on his scythe and talked with his neighbor Billings, who was passing.

"I don't know," and Billings cut the tall ragweed with his whiplash. "I stopped in as I came along. He seemed to be doing quite a lot of trading."

"Of course. It's a case of new broom sweeping clean," returned Spriggins. "The last feller 'at run the Corners' store was makin' enough ef he'd been satisfied. He got the Western fever and sold out to young Holloway. Now, it's this way," and Spriggins began tumping the heel of his scythe with his whetstone. "That boy's got more clothes than brains; he dresses like a dude, wears a collar he can't spit over and smokes the most expensive cigars. Tell me, Nat Billings, if a feller like that is goin' ter pull our ducks out of the mud?"

"I don't know much about ducks, never havin' raised none," returned the man in the wagon, "but I do say this—Ben Holloway has got the slick-est store in these parts. I hope to goodness he will make money here."

"But he won't."

"I'm not so sure about that."

"I am, though," and the speaker chewed his quid of Sweet Burley while his off eye cocked up at his neighbor in a knowing wink. "No dudes can come along and tell us fellers on Oat Creek what we want and what we do not want, not by a long shot."

"But he seems a sort of nice chap."

"Did you trade some to-day?"

"I bought half a bushel of grass seed, a clevice for the plow and a dollar's worth of sugar. He seemed pleased—"

"Oh, he's got an everlasting grin on his face, but it's all put on to fool the farmers. I wouldn't trust the feller further'n I could throw a 2 year old bull by the tail."

Billings drove on, meditating on what his neighbor had said about the new storekeeper at Maple Corners. He understood all about the comments being made on every hand. The new man at the corner store came from the city. He bore on his person the unmistakable breeding of a gentleman.

Let the folks along the Creek understand that a man carries his head high, throws back his shoulders, wears a smile and a "boiled shirt" and he is persona non grata at once.

"He needn't think we don't know putty colz we are farmin' it," says one. "Some folks thinks clothes and a big wad of money makes a man. 'Tain't no sich a thing." And it isn't, of course.

"He's stuck up."

Such being the general verdict, Ben Holloway had a hard row to hoe the first six months of his experiment at the Corners store. Young Holloway had come to the country on account of his health, which was in a somewhat precarious condition at the time.

He had been in a quandary about the future.

At one time he had thought of going South or West to a more salubrious climate. His small capital would not, however, permit of any experiments. A friend, a genial traveling man from Detroit, put him on to the Corners store, which was for sale at much less than it was really worth. Holloway had long nursed an ambition to engage in business for himself. This seemed the opportune moment; he struck while the iron was hot and soon found himself the proprietor of a country store.

It was true that he was not used to country ways, yet he believed very much in himself, thus giving him a confidence that his early experience in the new venture came nigh eradicating entirely. For some reason his trade languished. Some came in to enquire after prices, seldom to purchase. Most of the farmers drove on three miles farther to a considerable town.

Holloway primped before his glass, pulled up his collar, flicked a spot off the front of his immaculate shirt front, sighed and lighted a cigar.

"Trade isn't what I thought it would be," admitted Ben, when Charley Daniels came in from the station to interview him. Daniels was the man who had put him onto the "snap" at Maple Corners.

The two friends had a long, confidential chat.

"I can't quite understand why so many of the farmers drive past without even calling to see what I have to sell," complained the young merchant.

Daniels laughed, eyeing the speaker quizzically. He was ten years the merchant's senior, had seen much of the world and was quite capable of giving his friend some much needed advice.

"How much are you doing anyhow, Ben?" asked the drummer.

"I was figuring up the other day and find that I am just about paying expenses."

"Not so bad."

"Nor so good, either," retorted Holloway. "At the present rate I'll eventually land in the poorhouse."

"There's a fine country all about; you surely ought to prosper," averred the other. "What is wrong?"

"I would prosper all right if I got the trade," assented Holloway, "but it all goes by to the stores in town."

"Have you advertised?"

"Two page advertisements in the best paper in the county."

Charley Daniels puckered his lips in a whistle, meantime regarding his friend keenly, half smilingly.

"What are you grinning at, Charley?"

"It's up to you to make good, old man. You have been playing to empty seats long enough."

"Admitted," groaned Holloway.

"It's yourself, your personality, that is harming you, my boy," chuckled his commercial friend. "You have kept the togs of citydom continually to the front. It won't do; you must come down from your high horse, my boy, and make a mule of yourself."

"A jackass, you mean?"

"No, no, not so bad as that. You

have been doing that right along. You fail to meet the people here on an even ground. Knock off that lofty style of yours; throw aside the boiled shirt; wear with your smile a kindly voice and plain clothes; speak to everybody; take an interest in Jerusha's baby, in Sarah Ann's bad cough, Peter's sick sow and Dad Podger's busted horse rake; go to farmer meetings; beau home the daughter of Sam Saddler; in fact, make yourself everlastingly useful as well as ornamental. Do all these things from the bottom of your heart and, believe me, you'll succeed and enjoy yourself at the same time."

Holloway sat in a brown study for some time after the departure of his commercial friend.

"By gracious, I'll do it!" he exclaimed, springing to his feet, unmindful of the entrance of Miss Tressy Pond, the Stub Corners farmer's eldest daughter. "How's the folks?" he said the moment he saw his caller, mindful of his new resolution. "Your ma is well, I hope; and the cow that was ill—is she coming on all right?"

"Yes, I think so. Let me look at some embroidery, please."

Holloway hastened to show the goods. While the pretty, plump hand of Miss Pond tossed over the goods the young man remarked the white prettiness of throat and face. Tressy Pond was really something good to look at. Why had he never noticed how pretty she was until now?

The young merchant turned his new leaf with a vengeance. He courted Miss Pond and the farmers at the same time. He made good, too. When Charley Daniels came again the following month he found his young friend doing a smashing business, and a year later he was ensconced in a neat home of his own, with Farmer Pond's eldest daughter as mistress of the place.

J. M. Merrill.

### China to Take Real Census.

The yellow peril may be made more comprehensive, numerically speaking, when the prospective census of China appears. China is by far the most populous state of the whole world, and hitherto attempts at census making have presented fluctuations between 100,000,000 and 200,000,000 only. Commonly at the present day the number of natives in China is men-

tioned as four hundred to four hundred and fifty millions, but experts brand these estimates as vastly inflated. So that in many late books the population has been stated as probably three hundred and fifty millions or even two hundred and fifty. In the course of former centuries the Chinese government projected and made at least the semblance of various censuses so that when they were published they were found to be mostly mere statements of the approximate number of families and were, therefore, quite unreliable. And the shadowy value of such censuses was not improved by the chicanery of the governors of the individual provinces, who, when a census was ordered for the purpose of military conscriptions or of collection or application of tax, falsified the figures.

Finally to-day the gigantic project of a real census of the whole Chinese empire is to be executed, and in the double form of a census of families and a census of individuals. The former is to be ready by the early part of 1910, the latter by 1912. The stupendous endeavors required by such a work, it is thought, can be sustained by the present excellent organization of the empire.

Despite the inevitable effect of uncertainties and shortcomings, the attempt to make a careful census is heralded as distinctly valuable, even though the published result might be inaccurate by twenty to thirty million individuals.

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

Buffalo, Jan. 26—Creamery, fresh, 28@31c; dairy, fresh, 22@25c; poor to common, 19@21c.

Eggs—Strictly fresh, candled, 32@33c; cold storage, 26c.

Live Poultry — Fowls, 15@16½c; springers, 15@17½c; ducks, 16@18c; old cocks, 11c; geese, 14@15c; turkeys, 20@22c.

Dressed Poultry—Old cocks, 12½c; fowls, 16@17c; chickens, 16@18c; turkeys, 24@26c; ducks, 17@20c; geese, 13@15c.

Beans — Pea, hand-picked, new, \$2.30@2.35; red kidney, hand-picked, \$2.85@3; white kidney, hand-picked, \$2.75@3; marrow, \$2.85@2.90; medium, hand-picked, \$2.25@2.30.

Potatoes—New, 40c per bu.

Rea & Witzig.

## WORDEN GROCER COMPANY

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Grand Rapids, Mich.





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E. A. STOWE, Editor.

Wednesday, February 2, 1910

### OVER IN OLD ENGLAND.

Regret is often expressed that in American political campaigns orators and organs sometimes make unwarranted attacks upon the candidates whom they oppose. When they confine themselves strictly to the record, whatever the record may be, nobody can honestly find any fault about it, but when they go outside of it and descend to mud slinging, as it is commonly called, making vicious personal attacks, it is going beyond the bounds either of dignity or decency. The liability, indeed what amounts almost to the certainty of this sort of thing prevents many honorable, capable men from seeking public office. They would be glad of the honor and if elected could be relied upon for a creditable administration, but the flaying and the assaults are so distasteful to them that they hesitate and often refuse to enter the race. It has come to pass that whoever stands up for what is right and best in public affairs is liable to be maligned by those who are hurt by public criticism. Some men who would not care about it so far as they are personally concerned are considerate of their families and hence decline to seek political preferment.

The general impression is that this sort of thing obtains to a greater extent in the United States than anywhere else under the sun. The reason assigned is that this is a country of free speech and that liberty is looked upon as license and accordingly abused. There have recently been some elections going on in England that have been very stubbornly contested. The campaigns are shorter there, but all the elections are not held on the same day, as is the rule in this country. It would appear from the reports that have come across the sea that the English orators and organs offend in this particular quite as much as the Americans and probably a little worse. As the song has it about the Bowery, "They do such things and they say such things," as are downright disgraceful. They go into the mud slinging business with the greatest possible abandon and it is said of them that their methods are worse than the Americans' worst. The

present campaign over there is cited as a very excellent example. They assail and assault men in public life from every possible point, charge them with sins they never committed, shower them with insults and insinuation and fight without gloves. That this sort of thing obtains in England is no defense for its continuance in the United States. There may be, however, some consolation in the indisputable fact that the Americans are not the only nor the worst offenders in this respect.

### GARDEN SEEDS.

In any agricultural community there is a good market for seeds, or at least there can be one worked up if the matter is rightly managed. Many neglect sending for their supply until the warm sun warns them that it is planting time. Then there is delay. Besides, busy people are many of them averse to letter writing. If you can supply the necessary article on the spot you will not only get spot cash but the gratitude of your patrons.

The sale of seeds in a grocery or general store has in many instances been allowed to wane through inferior seed. "I resolved last year that I never would buy seeds at the store again," is the declaration of many who really delight in good gardening. They are slow in germinating and, of course, produce inferior plants. Seeds will sometimes grow, even if they are old. The point is to get such as will start within the proper number of days. In many instances dealers have furnished old seeds and thus have lost their reputation; worse, they have made a bad reputation for the entire general trade.

You can very easily counteract this trouble, but it is going to take some real work. First, deal with a prominent firm, the seeds of which are known to be first-class. Second, buy in such a way that you can guarantee your product as fresh. This will place you on a footing ready to do business. If they have some novelty which you have reason to consider worthy, arrange for a small amount of these seeds to be thrown in with every purchase of a certain sum. As a rule people are chary of novelties at fancy prices, and well they may be; but arranged for in this way, the inquisitiveness of the race will prove tempting. Offer the standard varieties at standard prices, and be prepared to make good your claims in every instance.

### GRUMBLE NOT, BROTHER.

The drop in prices of food products may leave you in the lurch, but don't make a wry face about it. You did not expect it; could not help it; and growling will not mend matters a bit. Resolve to do the best for your patrons and for yourself; and, really, in the end, working for their interests is money in your pocket.

It is a long lane that has no turn, and even though you deplored the high prices of the necessities of life as much as did the working people whom you serve, you did not like to have them come with long faces and tell you how they were forced to cut

out some of the real necessities on account of high prices. You expected them to carry their burdens and to do it quietly. Now, even if you are forced to dole out some of these same commodities at a loss to yourself, do it cheerfully, remembering that what is saved by them in one direction will be spent in another which has lately been forced to the list of prescribed luxuries. And if you are good natured, the chances are that your money till will be just as full at night, even if your shelves are a little nearer empty.

The world has little use for the grumbler. "Blessed are the joy-makers" has come to be one of the beatitudes adopted by custom. And success in any of the walks of life requires the badge of cheerfulness. When out of sorts with the world, look at the dog in the "puppy series" which "only growled," yet a muzzle securely attached is the result. Trade muzzles are too easily adjusted; with too much difficulty removed. Whatever comes or does not come that vexes, the one who trains himself to even temper wins out.

### FARM IMPLEMENTS.

It is not too early to work up the trade in agricultural implements. The farmer knows this and has already got his eyes open. If he has not called upon you the chances are that he either does not realize your facility to furnish what he requires or he thinks he can get a better bargain elsewhere. It is high time for you to convince him regarding your ability.

Make out a list of the farmers in your vicinity. Some of them have large farms, requiring the best implements of every description. Others work on a smaller scale, and the binders and other heavier machines are best rented rather than owned. Still others have only gardens. In each case there is some special machinery needed.

Make it a point when they come in to find out the plans for the coming season, and what will be needed. If it is a new plow or harrow, a short talk may get them interested in your material. Or if there is no chance for an extended conversation, hand them some literature on the subject, with the request that they look it over and call again before purchasing elsewhere.

This matter of literature is too often shoved into the background. We fail to recognize the fact that the manufacturers have spent considerable money in getting it out; that it represents the best thought of experts in advertising; that it often puts things in a manner more concise and at the same time more convincing than it is possible for any one but a specialist to do. Consequently it is not to be used as waste paper, but judiciously distributed.

Get your tools out in sight. Insert a notice in your morning paper. Press sales now, before the rush of spring work comes.

You can not get a man to reverence that which he knows is not right.

### TO HURRY THE HEARING.

The establishment of corporations long ago became popular in establishments which had hitherto for years been conducted as partnerships or even as individual concerns because that form enables the business to go on without let or hindrance by death, disability, absence or any other cause affecting individuals. The shares of stock descend and are distributed among the survivors and affairs proceed without interruption. The word "corporation" is a good deal abused and is misunderstood, because some of the big corporations with a capitalization of many hundreds of millions of dollars get control of monopolies and bring burdens upon the people. Corporations are just as necessary for the proper transaction of business as partnerships and a good deal more so, because they can handle large enterprises, far beyond the reach of individual or partnership capital. The new corporation tax compels a corporation of \$10,000 capital and three stockholders to pay on its net income, while another concern in the same business next door, owned by three partners and doing three times the amount of business, goes scot free.

Legal authorities who have looked into this question think there is grave doubt as to whether that provision of the Payne law is constitutional and whether it can be enforced. The best way to find that out is to hurry it to the Supreme Court of the United States and if it is there affirmed there is nothing else for any corporation to do but to pay the tax and do it just as cheerfully and promptly as possible. An effort has been made to advance just such a case on the Supreme Court calendar so that a decision can be rendered before the 1st of March. In the case before the court the questions are whether the tax is direct in the constitutional sense and if so void because not apportioned among the states according to the ratio of their population, whether the tax improperly interferes with the general taxing power of the State to create corporations, whether the act makes an improper distinction between corporations, partnerships and individuals engaged in the same business and other questions affecting the validity of the law. The statute is to be considered a good one till decreed otherwise. It is very doubtful, indeed it is hardly probable, that the Supreme Court will be able to hand down a decision the last of next month and it is liable to be at least a month later than that at the earliest. It is very important, however, to have this controversy settled and finally determined as speedily as possible.

It is little use talking to a man about his soul when the soup is burned.

A lonesome little orphan sin always turns out to have plenty of cousins.

The trouble with the self-conscious saint is that he never knows his true self.



**WHEN WOMEN SHOULD WORK**

That there are hundreds of thousands of women at work in various vocations, supporting themselves and sometimes supporting others, is obvious. Nowadays very many, perhaps most young women, seek and secure remunerative employment, hopefully awaiting the matrimonial moment when they may be released from daily toil and promoted to the proud position of presiding over a home of their own. The generally entertained opinion is that when a woman marries it is from that moment on the business of her husband to support her, although there are a good many who marry and keep right on working as before. Mrs. Carrie Chapman Catt was asked some time ago whether she thought it right for a woman to earn money after marriage except when it was an absolute and unavoidable necessity, such as might arise if the husband were sick. She answered in this fashion:

"If she hasn't any children and not enough home duties to occupy her, I do. I think the woman who sits idly in a boarding house or furnished room is an indolent creature and a parasite; but any wife who is so fortunate as to have a child has no one but herself to blame if the child runs wild or goes to the devil while the mother absents herself from the home where she belongs and where she ought to be proud to remain so long as the husband and father is able and willing to support her. Furthermore, I have never seen a husband grow cold and indifferent where the wife did her part in a wifely manner. There may be husbands who have gone wrong through pure love of wrongdoing, but close observation and experience, covering a period of forty years, have led me to believe that when the wife remains at home as a wife should and lives within her allowance, making no purchases without the approval of the husband, arranging the house and her own apparel so as to meet his approbation, the husband invariably responds to such efforts on the part of the wife and rewards them with the best he has to offer. Frankly speaking, I can not blame a man for seeking more congenial companions where the wife is a spendthrift, a sloven or is not at home to properly greet him when he returns from his work. The woman who insists on being with her husband during his working hours, tagging his footsteps, interrupting his interviews with customers by injecting the social side of life into business transactions and insisting on knowing the names and occupations of his callers not only makes herself ridiculous in the eyes of her friends but creates an atmosphere of discontent and distrust which necessarily results to the disadvantage of all concerned."

There is a good deal of sense in what she says. Anybody is happier for having some useful employment and working at it a good share of the time. There is precious little happiness to be had in idleness. Those unmarried women who have to work for their own maintenance, as a rule, are very pronounced, not to say severe, in their criticisms of married women

who retain their positions as stenographers, book-keepers, teachers, etc., because they say thereby they are depressing the labor market and keeping other and more dependent women out of work. This is something which each individual must settle without the aid of any one else. Probably in most cases it is a great deal better for married people to keep house and then the woman has her household and her family cares to occupy her mind and attention. The point that Mrs. Catt, the advocate and apostle of woman's rights, makes, that idleness is never defensible, is certainly a good one.

Unfortunately there are women who neglect their homes and their children and shirk the duties and responsibilities of wifehood and motherhood for the sake of being "downtown where things are going on." Such women are more to be pitied than condemned, because they are either insane or morally depraved. The husband has both a legal and moral right to determine where the wife shall live and under what conditions she shall be maintained and any married man who is able and willing to support his wife at home in a manner in keeping with her environment and station in life ought to insist on her doing her full duty as housewife and homemaker, instead of usurping the place that would otherwise be occupied by some one who needs the money to provide the necessities of life. Any woman who thus crowds out of the race a less fortunate sister and insists on working in a store or office or other place of business when the husband is willing to support her at home is such a monster of selfishness that she receives scant consideration, because by obstinately persisting in reversing the law of Nature and defying the law of God she unsexes herself and renders herself an object of scorn and contempt.

**THE OLD TIME DOCTOR.**

In almost every walk of life, professional not less than commercial, progress has brought about changed conditions and new methods. It may be that all changes are not improvements, although it is popular and probably truthful to admit that most of them are. In a speech delivered at a medical conference in Pennsylvania not long ago, Dr. Dixon, that State's Commissioner of Health, suggested that the status of the physician is changing and that his influence in the community is not what it used to be. In the old days the village doctor was a great man. He not only took care of the sick but offered suggestions to the healthy. He was looked upon as a peripatetic and scientific encyclopedia. After he had seen the patient he mixed the medicine with his own hands, then talked with all the members of the family and went off in his one horse chaise to the next case. Now the doctor comes in his automobile, rushes to the bedside, leaves a prescription to be filled at the drug store, perhaps leaves a few instructions with the nurse and hurries away to make the next call.

It would seem that Dr. Dixon did

not touch upon one of the principal differences between the old-fashioned family physician and the physician of these modern times, a difference largely due to the great increase in the number of specialists. In the old time the one doctor took care of pretty much everything from the crown of the head to the sole of the feet. Now there is a different doctor for pretty much every ailment and the surgeons are in a class by themselves. Formerly the general practitioner set broken bones and amputated legs and arms and did the limited operating of the time. Now when there is an operation to be performed the patient is put on a train or into an ambulance and taken to a hospital with a modern surgery, and there given the advantage of the skill which could only be possessed by one who makes a specialty and has had large experience therein. The field of the general practitioner in villages of any size and in cities is very considerably limited and the man who is called in consultation as a specialist is the one most liable to get the credit for the cure. It doubtless can be demonstrated that the new way is better for the patients and that they are more scientifically and skillfully treated. In the small villages, however, the doctor still has much of his old time precedence and prestige. He knows his families and all their ailments and how to treat them and in many cases is well beloved, not only in the little community where he lives but by all the people for miles around, to whom he has gone over all sorts of roads and in all sorts of weather to serve and help.

**TOWN PLANNING.**

In Europe there are a great many more associations and meetings for the discussion of municipal questions generally, in a quiet, dignified way, than in this country. Here in the United States the citizens have meetings enough whenever there is any item of sufficient current interest to warrant a general debate. Such gatherings are well attended and accompanied by much intelligent talk, but our people think they are too busy to deal in purely abstract theoretical matters or discuss them at any considerable length. In England not long since what is known as the National Town Planning Congress met. Over 200 delegates were present, England, Scotland, Germany and France being well-represented, and it is said there were one or two there from the United States. Most cities there as here have grown up with too little regard for the future. Thought in this direction is of comparatively recent date and that is why Western villages and

cities as a rule are better and more symmetrically laid out than those in the East. Old Boston is a very good example of the worst that can happen when cow paths are followed for streets, and most of the cities in the Eastern and Middle States have flat-iron blocks.

Every progressive city here and abroad is growing and it is entirely possible to lay out the suburbs in accordance with up-to-date and modern methods. It was the sense of the Congress referred to that the result most to be desired was to make small, comfortable houses for those of moderate means. It was urged that there should be a restriction of the number of houses in a certain area, that there should be consideration of the plan so as to secure the greatest amount of sunshine for each; that the prevailing wind should be taken into account for better ventilation; that regard be paid to existing and prospective main roads and some provision made in the original plans for public buildings. All this can be brought to pass only in additions to old cities and plans for planting new villages which shall come only through the direction of some new manufacturing enterprise. That there is advantage to the general public in taking careful heed of all the points referred to is indisputable, but it is very difficult to infuse sufficient sentiment into practical business men anxious for money, to induce them in every instance to follow such instructions as this Congress suggests. That sentiment is growing, however, and it is promoted very materially by the holding of such meetings and the publication of their proceedings. The time is coming when more and more attention will be paid to these details, which mean greater comfort, convenience, happiness and health for all the people.

Some men are so conceited they never know whether they are confessing faults or advertising virtues.

No man ever lost any time in the heavenly race by going out of his way to aid another fellow.

One true man in a false faith is better than a score of false men in any true faith.

The better men see the faults of others the more blind they are to their needs.

No man believes in any real Heaven who does not sweat to make it real here.

The only things as contagious as vices are virtues.

**A TEN THOUSAND DOLLAR ESTATE**

Consisting entirely of personal property, would cost the estate, for total charge paying debts and distributing estate to heirs, \$200.



**THE MICHIGAN TRUST  
COMPANY**





## COMMON MISTAKE.

## European Cities Beat Us in Spite of Our Head Start.

Now that city planning is at last getting a hearing in America many men excuse the inconvenience and ugliness of our towns as compared to those of Europe on the ground that European cities began city planning centuries ago and that, consequently, we could not expect to be on equal terms with them. Instead of having centuries of advantage over us, European cities had centuries of handicap. To be sure, there are in them occasional beautiful buildings erected centuries ago, but until recently the cities, as cities, were tangled, huddled masses of narrow, crooked streets and unsanitary houses. Where we could have started with a clean sheet the European cities had to begin by removing blots.

The first modern city plan in the world was that of Washington, designed by President Washington and Major L'Enfant in 1791. Soon after L'Enfant designed the plan of Buffalo. Next came the plan of Detroit, an imitation by Judge Woodward of L'Enfant's work. In spite of the fact that Judge Woodward was only an amateur and that his plan was not followed in extensions to the city, it is the thing that has given Detroit its fame as a beautiful city.

After this good beginning Americans lost interest and half a century later Europeans took the lead with the remodeling of Vienna, when its old walls were pulled down about the middle of the nineteenth century. Paris followed this example in 1852 and from that time until 1870 carried on a tremendous programme of improvements along city planning lines. When Napoleon III. was overthrown this came to a temporary halt, but the value of convenience and beauty in a city had by that time become evident. Vienna and Paris are to-day spending millions to carry out their town planning schemes, because they have found that these millions are money well invested.

Up to 1870 Germany was a comparatively poor country. After that time it began its marvelous commercial and industrial development. As a result its cities began to grow, and as the Germans use intelligence in directing whatever concerns their welfare, they began to plan their cities. When old city walls were pulled down the land was not sold to speculators, but was used for wide "ring" streets and parks. Wide new thoroughfares were driven through the old congested districts and large areas were set aside for parks and recreation spaces so that the population which had been educated and trained might not die out. For until recently no city population has been self sustaining; it has been kept up only by drawing on the country. The Germans were among the first to recognize the economic loss this involved and they have in large measure stopped it.

But here are some figures: Stuttgart, about 280,000 population, made its present city plan between 1890 and 1900.

Cologne, about 500,000 population, had until 1881 only one small park in the old town. The only other recreation place was an alley outside the fortifications. Since then it has converted the site of the walls into a girdle of "ring" streets, wide boulevards expanding occasionally into squares and parks. It has acquired many other parks and recreation spaces, both inside the old town and in the suburbs, and has plans to continue this work for the next ten years.

Dusseldorf began its city planning in 1875.

Rome's modern development began in 1870. It commenced work on its great city plan in 1883.

Budapest began in 1873.

In England several of the most progressive cities have been gradually

have time to profit by the experience of others. But every year's delay means expense in rectifying errors that now need not be committed. City planning is necessary. Begun early it is one of the greatest possible economies.

John Ihlder.

## Why They Pigeon-Holed Mr. Wallin's Bill.

The late Hon. Franklin B. Wallin was largely engaged in the lumber business twenty years ago in the Grand Traverse region of the State of Michigan. In the prosecution of his enterprise he was compelled to deal with logging contractors, not all of whom were honest or capable men. Occasionally a contractor, after settling his accounts with Mr. Wallin, was either unable or indisposed to

ing his case. He read a carefully prepared brief, written by Mitchell J. Smiley, of Grand Rapids, to which the Committee listened with close attention, and then proceeded to add a recital of his experiences in dealing with woodsmen in Northern Michigan. Mr. Wallin informed the members of the Committee that he had served the State as a member of the Legislature several terms and intimated that, on account of this service, he was entitled to a certain amount of consideration. He concluded his address by stating that a certain firm of lawyers located in the Traverse Bay region had caused much of the litigation from which he had suffered. He had positive proof that the actions brought against himself were inspired by the law firm which he named and that



A Result of City Planning in Paris.

working out city plans for several years, while philanthropists who despaired of bringing up a wholesome, efficient population in the great manufacturing centers have started such garden cities as Bourneville and Port Sunlight. Only last fall did the English really take hold of the problem and pass their town planning and housing law, which, it is hoped, will do something to make the great cities places where families may live without all the chances being in favor of their dying out.

In the great cities of America some men are beginning to realize that we, too, must use intelligence even though the exercise of it will cost something at the start. In the smaller cities, like Grand Rapids, we still

pay the workmen employed in the woods, and in such instances Mr. Wallin's logs were levied upon by representatives of the woodsmen under the terms of the mechanics lien law.

Mr. Wallin, having suffered a considerable loss under the operation of this law, sought relief from further annoyance through the assistance of the Legislature. A bill to provide the relief sought for was forwarded to the undersigned by Mr. Wallin, which was introduced in the House of Representatives by request and referred to the Committee on the Judiciary. Responding to Mr. Wallin's further request an hour was fixed for a hearing by the Committee, and a few days later Mr. Wallin journeyed to Lansing for the purpose of present-

payment for services depended upon the results in court of the trials of the suits.

After his departure the members of the Committee burst out laughing, none more heartily than one of their number, who was the head of the firm of attorneys who had caused so much trouble to Mr. Wallin.

The chairman of the Committee finally enquired, "What disposition shall we make of the bill?"

All awaited a suggestion from the member from the Traverse region, who remarked: "Pigeon-hole it."

It was so ordered.

Arthur S. White.

It is not a sin to be rich, but it is a sin not to be enriching.



# The Prosperity of the Farmer IS THE Prosperity of the Nation

WE call the year 1909 a prosperous one and point to a record of increased banking receipts, prosperous merchants and successful manufacturers, but behind the shops and the factories and behind the gold-filled banks lie the farms, and it is the success or the failure of these farms that makes the success or the failure of the cities.

The wheat crop is especially an index to the country's prosperity. The wheat of 1909 brought a large profit to the farmers. The price per bushel for wheat during 1909 was greater than it had been for three years previous to that year.

In choosing the very best grain of the whole crop for the milling of our famous

## Lily White Flour

"The Flour the Best Cooks Use"

we have had no trouble in finding wheat suitable for our use. The effect of this has been shown in our sales. We sold 31,587 MORE barrels of flour during the last six months than we did in the same six months last year. This is because people are beginning to realize that in order to make perfect bread they must have a perfect flour made from perfect wheat.

During 1909 we made further improvements in our milling system which added new lustre to the crown of superiority worn by LILY WHITE, "the flour the best cooks use." In 1910 we will continue to add improvements as fast as they are invented that will place LILY WHITE still further in advance of its many followers.

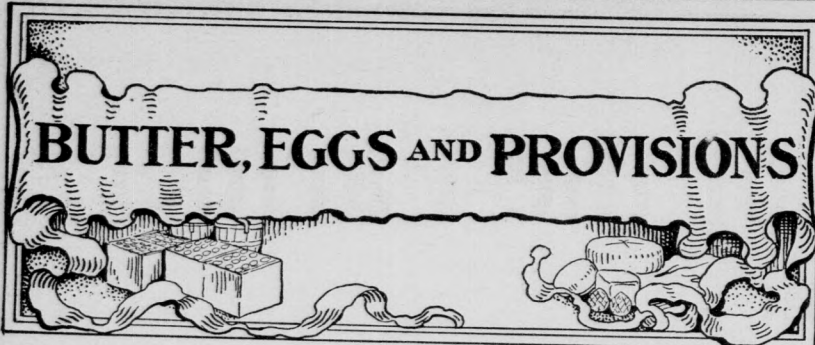
We at all times pay the farmers the highest price for their wheat and other grains and they are also able to exchange their wheat for Lily White flour. This brings many of them to the mill and the city retailers get the benefit of their trade, which might otherwise go to other towns.

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**The Valley City Milling Co.**

Grand Rapids, Michigan





### Observations of a Gotham Egg Man.

The quality of the current receipts of fresh gathered eggs is still quite irregular. From the Central and Northerly Western sections the few lots arriving are often largely mixed with old stale eggs the presence of which makes them very slow sale. Some of the lots arriving from Southernly points are also more or less badly mixed—sometimes with storage eggs—but as a rule the recent arrivals from the South and from Ohio Valley sections have been of improved quality, running largely to new laid eggs. Among these the differences in quality are judged chiefly by the size, cleanness and manner of packing.

As we are now getting a better proportion of fresh quality in the light current receipts the rules for grading on New York Mercantile Exchange have been changed. The grade of "Extra firsts" has been eliminated and the quality requirements for seconds and firsts have been raised to those formerly provided for firsts and extra firsts. That is, the present grade of firsts is the same as formerly for extra firsts, and seconds the same as formerly for firsts.

The present requirements for grade are as follows:

Fresh Gathered Extras, shall be free from dirty eggs, of good uniform size and shall contain 90 per cent. fresh, reasonably full, strong bodied sweet eggs. The balance—other than the loss—may be slightly defective in strength or fullness, but must be sweet. The maximum total average loss, one dozen to the case.

Fresh Gathered Firsts shall be reasonably clean and of good average size and shall contain 65 per cent. fresh, reasonably full, strong bodied sweet eggs. The balance—other than the loss—may be defective in strength or fullness, but must be sweet. The maximum total average loss, two dozen to the case.

Fresh Gathered Seconds shall be reasonably clean and of fair average size and shall contain 50 per cent. fresh, reasonably full eggs. The balance—other than the loss—may be defective in strength or fullness, but must be merchantable stock. The maximum total average loss three dozen to the case.

Fresh Gathered Thirds shall be reasonably clean and of fair average size and shall contain 30 per cent. reasonably full sweet eggs. The balance—other than the loss—may be defective in strength or fullness, but must be merchantable stock. The maximum total average loss six dozen to the case.

"Loss," as used in the Exchange rules, comprises all rotten, spotted, broken (leaking), broken yolked, hatched (blood-veined) and sour eggs. Very small, very dirty, cracked (not leaking), badly heated, badly shrunk and salt eggs are counted as half loss in all grades excepting dirties and checks.

As usual at this season much speculation is indulged in as to the near future course of the egg market. The reduction of our storage reserve is proceeding at a fair rate, but the output is slower than it was during December, in spite of the smaller scale of receipts, owing to the effect of higher prices upon consumption. Last year at this time we had an accumulation of fresh and late gathered eggs in receivers' hands amounting to about 35,000@40,000 cases, but our storage reserve had been reduced to about 15,000 cases. Fresh firsts were then selling at 29c and storage firsts at 26½c, but there was a later advance, under the influence of cold weather West, to 35c for fresh firsts and 31c for storage firsts, the supply of which was then, however, nearly exhausted. Consumptive demand was, at that time, down to about 50,000 cases a week, but the final break in prices did not come until quite late in February.

At the present writing there is no accumulation of fresh gathered eggs to speak of, but the total reserve stock, in storage and out, is large for the season—probably fully 125,000 cases, or two and a half times as much as at this date last year. Current receipts are less now than at this time last year, but they are now tending to increase, while last year they were on the decrease. But consumptive outlets are apparently absorbing more eggs than at this time last year.

Some of the larger holders of refrigerator eggs remaining are evidently counting on a renewal of cold weather in producing sections and a slow increase in fresh production.—N. Y. Produce Review.

### The Balance of Obligation.

Written for the Tradesman.

It is the mission of the merchant, and especially the country merchant, to accommodate his customers in many ways. There are times when he carries store accounts of considerable size. This he is willing to do—of course being convinced that the pay is assured at a not too distant date. Yet there is such a thing as being too accommodating; of stretching the lines until the other man begins to feel that he is the one who is doing instead of receiving the fav-

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

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

W. C. Rea

**REA & WITZIG**

A. J. Witzig

**PRODUCE COMMISSION**

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

"Buffalo Means Business"

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

Consignments of fresh eggs and dairy butter wanted at all times.

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

Established 1873

**WANTED** White Beans  
Red Kidney Beans  
Brown Swedish Beans  
Mail Samples. State Quantity.

**Moseley Bros.**

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

Both Phones 1217

Grand Rapids, Mich.

**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

**The Vinkemulder Company**

Jobbers and Shippers of Everything in

**FRUITS AND PRODUCE**

Grand Rapids, Mich.



or. A practical illustration came a few days ago:

A farmer whose account had run for many months appeared to settle. As usual in such instances, the bill was a little larger than he expected, though each item was acknowledged as a genuine claim. After cancelling the debt he lingered, and finally volunteered the remark, "I pay a good many dollars to you every year, don't I?" The merchant assented to the statement.

"Don't you think I am entitled to a little treat for paying you so much money to-day?"

"Would you like a cigar?" was the cheerful response.

"No, I don't smoke."

"How about an orange or candy?"

"I do not care for either."

"What would you like?" asked the now puzzled proprietor.

"I need a pair of 50-cent overalls pretty bad," was the reply in tones not especially suggestive of modesty.

The dealer could not see that in the privilege of carrying his debt for so long a time, and he went away dissatisfied.

Moral: Accommodate, but do not carry this accommodation to such an extent that the recipient will lose sight of the side of the balance in which the obligation rests.

Bessie L. Putnam.

#### The J. G. Flint Co. Retires from Business.

Milwaukee, Jan. 29.—The J. G. Flint Co. owes approximately \$43,000 and for some time past has been in a condition where it could not pay its creditors, and after the failure of repeated attempts during the course of the past six months to effect a plan of reorganization and to get in additional capital so as to enable it to continue in business, this company found itself in a position where only a full liquidation could be accomplished, and the company sought for the best opportunity of making a sale of its assets. After negotiating with various concerns it succeeded in getting a proposition from the Jewett & Sherman Co., of this city, which takes the entire stock, machinery and good will, as well as the book accounts, at a price of \$34,000, \$30,000 cash and \$4,000 to be paid within thirty days after date. This seemed to be the very best possible thing in the interest of creditors, but we sought the advice and consent of the largest creditors—Hellyer & Co., of Chicago, whose claim is \$6,073.26; Leon Israel & Brothers, of New York, \$3,073.30; Potter Coffee Co., \$1,519.90; J. C. Whitney Co., of Chicago, \$1,268.40; Levering Coffee Co., \$3,375.22, and the Merchants and Manufacturers Bank, of this city, whose claim is \$17,427.87—and, acting under the advice of and after getting the consent of these creditors, this company accepted this proposition, which was for immediate acceptance only. J. G. Flint Co.

#### Renewed Honors To C. M. Drake.

Philadelphia, Feb. 1.—At the annual meeting of the Philadelphia Produce Exchange C. M. Drake was re-elected Vice-President. Mr. Drake is a native of Newton, Sussex county, New

Jersey. When a boy 17 years old he left his father's farm to make his way in the world. He went to New York and secured a position as office boy in a wholesale produce house, where he gradually worked his way up until he became head salesman. Being offered a better place in a Philadelphia produce house, he accepted the position in the Quaker City and was for years the Western representative of this house. At the death of the head of this firm Mr. Drake formed a partnership with W. R. Brice, under the firm name of W. R. Brice & Co. This house, from a small beginning, and under the personal supervision of Mr. Drake, has shown a steady growth, and to-day the firm of W. R. Brice & Co. stands among the leaders of the wholesale butter and egg trade of Philadelphia. Mr. Drake is also connected with several other enterprises, being President of a large and flourishing clothing company in Michigan and also heavily interested in Michigan real estate. He is a jolly good fellow in every sense of the word, has hosts of friends and is one of the most popular young men in the butter and egg trade of Philadelphia. The Philadelphia Produce Exchange made no mistake in electing Mr. Drake as its Vice-President for the ensuing year.

#### Disadvantage of Dealing With Mail Order Houses.

Grand Rapids, Feb. 1.—The reason why "green goods" men are seldom ever caught is because their victims do not like to squeal. This is also largely true of parties who get bitten by dealing with mail order houses. They take it out in kicking themselves, but that usually ends it. To show what treatment customers get from these million dollar mail order houses I give the following:

A concern in this city early last fall ordered a stove through a catalogue. After writing several times and waiting several weeks cold weather came on and they had to buy a stove in Grand Rapids to keep them warm. As the money was sent to the mail order house when the order was placed nothing could be done about the delay but freeze until the stove arrived or buy another. Finally, when the stove did arrive, it had the base broken. The invoice contained a printed letter reading:

"We guarantee every stove to reach customers safely and if any piece or part should be short or damaged, whether due to the carelessness of the railroad company or not, we agree to make good such shortage or damage free of any cost."

The mail order house was notified on December 8th as to the broken condition, requesting a new base sent. Not even a postal card has ever been received from the mail order house which had the cash with the order, which shipped the stove so long after the order was placed that it was too late for winter use and in such broken condition that it was practically useless. Subscriber.

Too many mistake their own pathology of humanity for a system of divinity.



**THE NEW FLAVOR**  
**MAPLEINE**  
Better  
Than  
Maple  
The Crescent Mfg. Co.,  
Seattle, Wash.

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

### PEACOCK BRAND

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

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


Why?

**BECAUSE**

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

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

**Cudahy-Milwaukee**



**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

## The Diamond Match Company

### PRICE LIST

#### BIRD'S-EYE.

##### Safety Heads. Protected Tips.

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

#### BLACK DIAMOND.

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

#### BULL'S-EYE.

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

#### SWIFT & COURTNEY.

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

#### BARBER'S RED DIAMOND.

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

#### BLACK AND WHITE.

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

#### THE GROCER'S MATCH.

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

#### ANCHOR PARLOR MATCHES.

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

#### BEST AND CHEAPEST PARLOR MATCHES.

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

#### SEARCH-LIGHT PARLOR MATCH.

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

#### UNCLE SAM.

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

#### SAFETY MATCHES.

##### Light only on box.

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

## BAGS New and Second Hand

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

**ROY BAKER**

Wm. Alden Smith Building  
Grand Rapids, Mich.

# JENNINGS BAKING POWDER

1 lb. cans retail price 30 cents

Quality guaranteed

Jennings Baking Powder Co., Grand Rapids



## GAS PROMOTIONS.

## One Weakness Peculiar To the Local Market.

Nearly every business house of large transactions and a wide field has its private telegraph code. The code saves expense as an entire sentence may be expressed in a single word. A still more important purpose, however, is secrecy. Sending a message in code takes away the terror of the careless messenger boy, the too talkative operator or the possible wire tapper. What to the house receiving the code message may mean the loss or the making of a million is to the uninitiated a mere meaningless jumble of words, and it matters little how many or who may see it in transit. Sometimes those who have messages to send that they do not want others to know about do not have code arrangements, and in this event it is not uncommon to make use of two different telegraph lines. By one line is sent a dispatch containing every other word of the message, and by the other line are sent the missing words. When the two dispatches are delivered the recipient puts them together and understands. To illustrate, suppose the first sentence of this paragraph contained an important trade secret to be sent by telegraph. By the Western Union would be sent a message that would read "Nearly business of transactions a field its telegraph," and by the Postal would be sent "Every house large and wide has private code." The messages combined would be understood, but apart they mean nothing.

This city, as is well known, is an important gas center. Twenty or more gas properties in other cities have been purchased by Grand Rapids promoters, reorganized and refinanced, and are being operated with this city as the basis. These enterprises have met with a very fair degree of success. Many of them are on a dividend paying basis and others are approaching that happy condition where sugaring off is possible. There is, however, one weakness in the Grand Rapids promotions, and it is a weakness that is liable to take away the attractiveness of the most alluring proposition. This weakness is the lack of an adequate market for the securities that are put out. It is dead easy to buy bonds, preferred stocks and common in almost unlimited quantities from the firms that carry on these gas enterprises, but let a person who holds any of these securities try to sell—that is a different matter, and it is a matter the promotion companies do not seem to particularly concern themselves about either. These companies may in time discover, however, that investors will be slow to respond when it is understood that money once put in must stay in, or if withdrawn it must be with a sacrifice.

The annual meeting of the Grand Rapids Railway Company last week brought changes that will be very pleasing to the people of this city. A place in the directorate was made for

Anton G. Hodenpyl, and in the election of officers Benj. S. Hanchett was chosen President as well as General Manager and Louis J. Delamarter was promoted to Secretary. This shake-up, of course, was amicable. It was arranged by the financial control, which is probably not so very far different from what it was before the merger had been negotiated. President Hanchett will undoubtedly have more authority than did Manager Hanchett, but it is probable he will still find it necessary to refer important matters to those who are higher up. There is hope and encouragement, however, in the fact that Mr. Hodenpyl is one of those who are "higher up." Mr. Hodenpyl is a firm believer in good service as a bringer in of the nickels, and it may be expected his influence will soon be felt in more and better cars and greater courtesy by street car employes toward the patrons. In this Mr. Hodenpyl should have a willing helper in Mr. Hanchett. It may be expected under the new influence not only that the service will be made better but that a greater enterprise will be shown in the matter of extensions and improvements. Mr. Hodenpyl is broad gauged and far sighted; he has what is called construction imagination; he can see a dollar spent now coming back with another dollar at some future time, and he is not afraid to send it on its mission. The company has done so little extension work in recent years that demands are heard from nearly every direction, and some of these demands will have to be heeded soon. It is to this phase of the situation Mr. Hodenpyl should give his early attention.

The Grand Rapids Railway Company may have some excuse for its apparent lack of enterprise in making extensions. It was just ten years ago that the Clark control took over the road from the control of Cummings and O'Dell, of Chicago. During these ten years the system has been almost completely reconstructed. Only 15 per cent. of the tracks in use ten years ago are now in use; 85 per cent. has been replaced with heavier and better. Of the cars and equipment in daily use only about 10 per cent. was in service ten years ago, not counting the trailers for rush days in summer. The company has expended more than \$2,000,000 in ten years for reconstruction and new equipment, and this expenditure does not include street pavements. Ten years ago not to exceed ten miles of the streets in which the company operated were paved; now there are thirty-four miles of paved streets and the company, under the ordinance, must pay for the pavement between the tracks. The paving expense last year was about \$35,000 for a little more than four miles of street. These figures from the annual report are given not as an apology for the company but rather as an explanation, and it may be added that from the company's point of view the worst is pretty well over. There are not many more street pavements to be put in, at least not

immediately, and the money that has gone for concrete and brick can be put into extensions.

The company last year carried more than 20,000,000 passengers—which is not bad for a city of this size. Estimating the population at 100,000, it means that every man, woman and child took about 200 rides in the course of the year. Assuming that the average ride was of fifteen minutes duration the statistics indicate that every man, woman and child spent fifty hours on the cars, or the equivalent of five working days. If the average wait on the street corner for a car was three minutes, every man, woman and child lost an average of 600 minutes, or ten hours for the privilege of paying their nickels, and the aggregate loss of time was something like 100,000 days of ten hours each. Other interesting calculations could be given, but the purpose is not to pile up statistics but rather to illustrate the importance of good service. If every man, woman and child spends an average of five ten-hour days a year on the street cars are they not entitled to comfort, convenience and courtesy? If the average wait for a car is three minutes, with a waste of 100,000 days, would it not be wise economy to put on enough more cars to reduce the wait to two minutes or even one minute? These are problems for the new control to deal with, and it is fortunate that in this new control is Anton G. Hodenpyl and that with him is Benj. S. Hanchett.

## What Does the Mummy Think?

Through the generosity of Edward Lowe the Kent Scientific Museum has among its treasures an Egyptian mummy, which Mr. Lowe purchased when touring in the land of the Pharaohs a year ago. It is the mummy of a woman and is justly regarded as a great curiosity, and few who visit the Museum fail to see it. Those who inspect the mummy may well marvel at the art of the ancients, who so embalmed their dead that we of to-day, 3,000 or 4,000 years after, may still distinguish form and figure and with a little imagination know how the dead did look in life. But does it occur to those who in curiosity and often in frivolity gaze upon this mummy that they are in the presence of death, that what they are looking upon is all that is mortal of what was once a woman, a woman who long ago loved and was loved as women love and are loved to-day, who had her friends and her dear ones, her joys and her sorrows, her hopes and disappointments, her pleasures and pains, and to whom the end came as the end must come to all of us? When this woman died, as we must die, she was laid away by those who mourned to await the resurrection in which the ancients believed as we lay away our loved ones for the immortality we hope for. This woman died 3,000 or 4,000 years ago, but does not the scripture tell us that "a thousand years in Thy sight are but as yesterday when it is past?" The dying sigh, the grief of the bereaved, may be dim-

med by the centuries that have gone by, but should we forget that what we gaze upon was once the habitation of a human soul, the home of a throbbing heart? The mummy is a valuable addition to the Museum, but should we not regard it with that same respect and reverence which we demand for our own dead?

## Probably the Busiest Man in Grand Rapids.

There are few men in Grand Rapids who have greater responsibilities to carry or more work to do than Henry Idema, and how he does it is one of the marvels in local business circles. Mr. Idema is President of the Kent State Bank, and as such is the custodian of \$6,000,000 of deposits, mostly the small savings of men and women who work. He is Vice-President of the Michigan Trust Company and in the absence of President L. H. Withey must give the affairs of that institution much attention. He is a Director in the Old National, and few members of that Board are more faithful in the discharge of their duties. He is an Officer or Director in a score or more of corporations and not one of them does he neglect. He has his personal interests to look after, and on top of all the rest he responds when his church calls upon him and is not altogether unknown in society. How Mr. Idema does it all, how he keeps every line taut, as it is known he does keep them, is beyond understanding. He has a wonderful capacity for work, but even this would not carry him through were it not for his executive ability, his power to see crosslots where other men have to go around, his quick, unerring judgment and his courage to decide immediately.

## Laugh and the World Laughs With You.

Don't make a funeral procession of life's journey. Sorrows will come and aggravations will abound and a thousand brambles will fall across your path; but don't anticipate them with fear or recall them with pain. Look hopefully to the future. Let the world see you cheery. Honest laughter is the odor of the flower of life; the sparkle in life's cup; the juice of the fruit of its tree. A laugh is the key where-with we decipher the man. Avoid the everlasting barren simperer; and him in whose smiles lies a cold glitter as of ice; and the sniggerer and the titterer; and one with a husky cackling, as though he were laughing through wool. Even gruff, sour Thomas Carlyle admitted that "the man who can not laugh is not only 'fit for treasons, stratagems and spoils,' but his whole life is already a treason and a stratagem." So let your laugh ring out and you will find that the world laughs with you—"weep and you weep alone."

John Tweezer.

## Concise.

"What's the difference between capital and labor?"

"Well, one owns the works and the other works the owners."

He who knows no God outside his church knows none therein.



# National Cash Registers

## With Autographic Attachment

Print a sales record, under lock and key, which shows the printed amounts of all transactions. Shows whether they are cash or charge sales or whether money was received on account or paid out, and the clerk who handled each.

By means of the Autographic Attachment you can write the name of the customer, the article sold, the cost price, or other notations opposite the printed amounts made on the sales record.

This daily sales record can be filed away for future reference, as it provides a complete history of each day's business.

National Cash Registers, with the Autographic Attachment, furnished as low as \$65. Other styles as low as \$15. A liberal discount for cash, or easy monthly payments.

### REDUCED FACSIMILE OF SALES SLIP

Amounts shown on this sales record are added into total automatically by the Register

DCa	2.30	No 17 Gas stove
APd	1.55	Freight and drayage
BCh	4.60	James Wilson
MCa	1.50	No 3 Shovel
ERc	8.73	Robt. Miller 1/2 in full
DCa	3.20	No 4 Vice
ACa	2.75	No 12 Brace

This strip of paper is wound on a continuous roll, works automatically, and is 4 1/4 inches wide, with ample space for writing.



No. 1054. National

Price with Autographic Attachment, \$115.00

Without Autographic Attachment, \$100.00

This is the story the sales strip tells of your day's business:

- James sold a No. 17 stove for \$2.30, cash.
- I paid out \$1.55 for freight and drayage.
- Charles made a sale of \$4.60 to James Wilson.
- William sold a No. 3 shovel for \$1.50, cash.
- Harry collected balance of account, \$8 73, from Robert Miller.
- James sold a No. 4 vise for \$3.20, cash.
- I sold a No. 12 brace for \$2.75, cash.

This tells the story of your day's business that every merchant should know.

**We Guarantee to Furnish a Better Cash Register for Less Money  
Than Any Other Concern in the World**

Backed by twenty-five years' experience, making nothing but cash registers, and by \$10,000,000 capital.

Send coupon today for descriptive circular with prices. This will not obligate you in any way.

**The National Cash Register Company, Dayton, Ohio**

Salesrooms: 16 N. Division Street, Grand Rapids; 79 Woodward Avenue, Detroit

Executive Offices: Broadway and 28th St., New York, N. Y.



## RIVAL MERCHANTS.

## Unfriendly Competition Unwise and Unprofitable.

Written for the Tradesman.

The term "rival merchants" is often incorrectly used. Competitors are not necessarily rivals. Rivals are competitors for some object which only one can obtain or possess. Two merchants may be rivals for the securing of the entire trade of a certain individual, company or district. Or they may be rivals for the honor of being the leading merchant in the place; or in other ways.

In a field where one store could supply the needs of the community and prosper, but two could not, there must naturally be a contest until the longest purse, the most perseverance, or some other transcendent quality, gains the coveted prize. Unfortunately it is not always the most honorable man who wins.

Rivalry between merchants is often unnecessary, unwise and unprofitable so long as there are wants of the community unsupplied by either; so long as people must go or send elsewhere for goods which it is practicable for such home stores to handle.

It is unwise for competitors to carry the same lines to the fullest extent possible when it would be more profitable on certain classes of goods for one to branch out in one direction and the other in another. Two competing grocers must carry a full stock of practically the same kind of goods, yet if both must lose considerable on a certain class, fruits, for instance, it would be better to let one supply the needs of the people in that line and make it profitable.

General stores must carry hardware, woodenware, crockery, farm implements, tools, paints, oils, dry goods, clothing, notions, stationery, etc. Much room and capital are required to carry a reasonably full stock. How much better it would be in many cases where there are two or more stores for each one to make specialties of certain lines of goods and carry larger stocks of those, while of those of which a competitor carries a full stock have a few staples. The needs of the community could be more fully met with the same amount of capital and the merchants' profits would be greater.

This plan is sure to meet with some objection. The general store, with its numerous lines and large stock, is especially appreciated by those whose time for trading is limited. In such stores people from the country may have ample time to examine and decide as to the merits of goods, to rest, to look about and enjoy themselves and return home well satisfied with purchases, whereas, if one must go to a dozen stores for as many articles, he or she is hurried, worried, tired and often dissatisfied with some of the goods.

Again, just as soon as the buying public see or think they see evidence of an agreement or understanding between competitors, there is a cry of collusion—combination—to rob the people. An honest merchant ought to be brave enough to follow the course he deems wisest and endeavor

or to disprove such unfounded allegations.

In the army it is considered good generalship to divide or keep the enemy divided. Such tactics are in operation in some communities. By any means, fair or foul, people endeavor to provoke, encourage and perpetuate rivalry between merchants, thinking thereby to secure better bargains. If it is true that some merchants regard the people as their prey, it is also true that among customers are those who are always scheming to beat the merchant.

Unfriendly attitude toward a competitor may be the result of wrong views of merchandising; it may be because of the individual characteristics of one or both merchants—selfish propensities, jealousy—or it may be brought about by false reports circulated by some one who is determined to provoke war between the merchants. It behooves a merchant to consider this phase of the situation before he starts in a course of price-cutting, scheming and unfriendly treatment of a competitor. The spoils of a war between merchants are secured by the spectators.

It is a dead town to some people unless a "scrap" is going on somewhere. The editors, politicians, ministers, merchants, fraternal societies, cliques or sportsmen are expected to have some contest at the front to keep things lively. Beware of being "worked" to amuse or profit the crowd.

There is no doubt that many times false reports are given out with a view to provoke animosity between competing merchants. Stories are fabricated and repeated before a group of customers to see if they can "rile the storekeeper." It may be done only as a practical joke, yet ill effects may result. If a merchant can

be led into saying anything against a competitor his words are sure to be repeated in the hearing of that competitor, and usually so exaggerated or changed as to produce a wrong impression on the hearer.

Merchants have frequent opportunity to help one another in various ways. It is indeed a short-sighted policy which prevents a merchant from directing a customer to another store for goods which he himself can not supply. And it is far worse to attempt to make such customer believe that the article desired is "not kept by any store in town," when in all probability it is.

There may be cases where the customer who is thus directed elsewhere may divert his regular trade to such store, and there may be merchants who would take advantage of the circumstance and make unusual efforts to secure such customer as a regular patron. With people in general, however, the chances are in favor of the old customer and the competing merchant both appreciating the kindness, and the final result will be profitable to the obliging merchant. One unobliging act is often sufficient to drive away a customer. The least evidence of greed or the faintest suspicion that a merchant entertains the idea that a customer's trade "belongs to him" will arouse independence and provoke resentment.

Petty incivilities or an uncourteous attitude toward a competitor may arouse opposition in one who had previously aimed to be fair and friendly. He who believes the field is ample for all the merchants in the place, who wants to "live and let live," and who never seeks a fight may prove a formidable rival when forced into a fight.

Apparent rivalry is not always genuine. For fear people will think the

merchants are combined to prevent free competition, or to cover up such an actual condition, a sham rivalry is kept up. But the people find it out sooner or later.

If one is so fortunate as to be always made unhappy when he sees others prosper, he should not let such a disposition control his actions. He should endeavor to overcome that fault.

There is food for reflection in the sentiment expressed by the owner of hundreds of acres of land, with ample buildings, tenant houses and hired help, to an obstinate young man whom he was trying to persuade to remain in his employ another year. Said he: "I never expect to be so well off that I shall not need sometimes to ask a favor of a neighbor."

Can any merchant believe that the friendship of fellow merchants is ordinarily of no value to him? Can he imagine that there will never come a time when he will need such friendship?

E. E. Whitney.

**"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 &amp; CO., Chicago

# You have had calls for HAND SAPOLIO

If you filled them, all's well; if you didn't, your rival got the order, and may get the customer's entire trade.

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



**Do You Enclose Stamp for Reply?**

Fewer letters are passed on with a query nowadays, calling attention to "stamp enclosed," than ever before in the history of the country. Twenty-five years ago a letter of selfish enquiry that didn't enclose its stamp for reply ordinarily went to the waste basket.

Why is this, when the 1 cent copper is universal, and when the butcher, grocer, baker and candlestickmaker render bills with all sorts of odd cents figured into the balances? The 1 cent piece never had as wide recognition as it has now, while a 2 cent stamp never was as unimportant when placed on a letter.

The fact is that under ordinary business conditions the manager of a house making use of the mails has discovered that at the end of any given year's business the stamp traffic is about evened up. He has discovered that any sort of correspondence that will put his letter head in the hands of an enquirer may be making for the advertising of his business. Naturally his business patrons do not, and need not, enclose stamps for reply, and on the basis of the average modern business, even the selfish individual questions are answered whether stamps are enclosed or not. It is too small to talk about.

Again, too, the stenographer, who has come into the old fashioned world of business and metamorphosed its correspondence, has had her part in the change. The correspondence man, whoever he may be, is likely to have a day's work on his hands without counting stamps. He dictates his letters, and perhaps it is the last work of the day for him to go over type-written sheets, reading them and affixing his signature. He is not going to ask if Jones enclosed a stamp for reply. He signs the letter and the stenographer seals and stamps it for the mails.

Time was when the old fashioned man of business wrote his own letters laboriously with a pen. He wanted to know whether really he had any right to answer a communication before he sat down to the job. And to him the necessity or lack of necessity for an answer was determined largely upon his personal knowledge as to the enclosure of the stamp or of the failure to do so. He wanted to escape writing the letter if he could; he hated to write it worse than he hated to stamp it.

Strangely enough, however, it is in some of the largest of all business establishments where the most careful track of the postage stamp is kept. This is not so much the carrying stamp of every day as it is the "postage due" stamp that comes of insufficient stamp value on the incoming letter. In some businesses this insufficient postage on mail received mounts into hundred of dollars in a year.

In such a house receiving mail in such quantities somebody receiving the mail must pay the postman the "postage due" as stamped upon the letters. This may be a clerk at a money drawer or it may be the cashier himself. This person must keep his cash in balance, necessarily. He

can not pay out 25 cents, half a dollar or a dollar and more a day on insufficient postage without having something to show for the hole in the cash.

The best plan adopted by many such houses is to have the clerk pay the postage as the letters come in, thereafter tearing loose or cutting from the envelopes and wrappers the postage due stamps, dropping them in a compartment in his cash drawer. At the end of the day he "spikes" his canceled postage due stamps and thereby has his cash in balance to a cent, provided no mistake has been made in his work during the day.

In the great newspaper offices where "want advertisements" are printed with the newspaper number of the advertisement given as the address, ten, twenty, or forty letters may accumulate in a day. If these are not called for promptly the advertising medium, having the address of the advertiser on file, may enclose all the letters in one strong envelope and, putting a 2 cent stamp on it, start it to the address of the advertiser. There the postman collects the "postage due" on delivery of the mail.

"Send stamped and addressed envelope for reply" gradually is passing out of date with the advertiser. If he has something to advertise which in all fairness is expected to invite attention of his readers, he is becoming more than ever willing to pay the postage. George Morton.

**Tipping Terror Reduced To a System.**

"Where will your tipping system end?" said the irate visitor.

"Every time I come to New York I find some new scheme to collect dimes from me. But the limit I just now found at my old barber's shop. It's a French 'tonsorial parlor.' I've been going there for years.

"When I went in to-day a buttons held open the door in a way I couldn't mistake. One tip.

"Next a boy took my hat and coat and hung them up. Second tip.

"Then the barber got in his work. Third tip. Understand I'm not complaining so far.

"Now came the bootblack. I paid him and tipped him. Fourth tip.

"The manicure was very gracious. Fifth tip.

"I would have stood for all this. I have been educated up to it. But just as I was starting for the door the French poodle dog of the establishment stood beside me until he caught my eye and then he sat up on his hind legs and held out his front paws and begged. How is that for system?"—New York Times.

**The Philosophy of Economy.**

Wise—Don't get foolish just because you've had a little money left to you. You'd better be economical now.

Gailey—Ah, it's too hard.

Wise—But if you don't live economically now you'll have to later.

Gailey—Well, it isn't so hard to be economical when you have to.

You never find yourself until you lose sight of yourself.



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

For Drinking and Baking



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

**The Walter M. Lowney Company**  
**BOSTON**

**Klingman's**

**Summer and Cottage Furniture: An Inviting Exposition**

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

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

**Klingman's Sample Furniture Co.**

**Ionia, Fountain and Division Sts.**

**Entrance to retail store 76 N. Ionia St.**



THE SYRUP OF PURITY  
AND WHOLESOMENESS

There's a  
good profit for you  
in Karo—

There's satisfaction for  
every customer in Karo.

It is good down to the  
final drop. Unequalled  
for table use and cooking  
—fine for griddle cakes—  
dandy for candy.

**Karo**

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

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

Your jobber will tell  
you all about it.

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



## MILK CHOCOLATE.

## How It Is Produced in Berne, Switzerland.

Genoa, Italy, Jan. 10—The manufacture of any commodity is of importance in proportion to the prominence it occupies on the market, and it may be interesting in a far different sense, for in many instances special machinery is necessary to manufacture a comparatively insignificant product.

Again, an article may be of small comparison when put alongside of the long list of manufactured products of the world, yet to the country placing the same on the market it may mean the most to her of all that she has to boast and the chief feature to which she can refer when issuing a list of her productions for the world's market.

The above can best be understood when we give the subject of our letter—a visit to a chocolate factory in the Capital City of Switzerland.

This is one of the chief industries of this little country. A good many may wonder why this is so, inasmuch as she grows no cocoa beans, the base from which chocolate is made.

We shall assume that our reader understands that chocolate is the product resulting from the admixture of powdered cocoa and sugar, and neither of these articles being produced here it really is wonderful, at first thought, why the manufacture of this article has gained such a strong foothold here in this country.

Before going farther let us say that were the product limited to the two ingredients mentioned Switzerland would probably not have been heard from, at any rate, not to any large extent, and the grocery stores throughout the world would have been the only outlet for whatever country put the article on the market, but if our readers will remember of what prominence the dairy interests are here, the vast districts along the mountainsides for grazing and the absolute purity of the water supply, they will better understand the growth of this industry within this country, and still more apparent will this latter fact be illustrated when we add that one of the largest condensed milk factories in the entire world is located in the center of Switzerland. Such was the case, as will be remembered, before the more edible variety was manufactured and the same was used for cooking purposes chiefly, but to-day—and for some years past, in fact—the advent of Milk Chocolate to the market has meant the finding of some for sale in almost every kind of business shop, until hardly any article that can be mentioned is sold more times in a day, in its various forms, than is the one which we have chosen as the subject of our letter.

This calls to our minds the growth in sale of several other items which, as far as our business experience reaches, have increased many hundred fold in consumption: Take the items of celery, olives and bananas. The first two mentioned have both been placed upon the table since our time of being a traveling salesman, which means within a quarter of a century,

and we well remember the time when the boys would ask each other if they had yet tasted or had got so they could eat either of these articles; but of the latter item we can easily recall an instance that will serve to show the time when this now important item of commerce commenced its upward flight in point of consumption in our land.

When we engaged in business, after serving a five-year clerkship from 1876 to 1881, we succeeded to an old established concern and thought to make a point in the commercial world by adding to the stock such up-to-date articles and items as had not yet been introduced by any of our competitors; and we well remember receiving the first bunch of bananas that had ever come to town. We had seen them only a few times, had tasted and pronounced them unfit to eat, yet we took a chance on one bunch of red ones to keep strictly in the front rank of enterprising merchants.

The goods arrived in due time and were hung up in a prominent place in the store, and we can recall how the customers came in and looked at them, asking what they were.

None had ever tasted them and most had never seen nor heard of such an article before, and the result of this enterprise on our part clearly proved we were too far ahead of the demands, as the transaction netted us a loss. However, they have always been found in our large market places since this time, but the yellow variety soon took precedence and has remained far the better seller, as is well known. This same logic can not be used in the case of the article of chocolate; however, we remember the candy jars in which we kept the sweets on sale were more than 75 per cent. sugar goods in these same days to which we have referred, but as we all now know the figures are more than reversed, as any confectionery shop will prove.

This fact now before us clearly will make it all the more interesting to treat this subject from the standpoint of a visit to a factory where the article is made and to learn something more of its history.

By special arrangement, made through the United States Consular office, our visit to Tobler's chocolate factory was made possible, and we want to say that the firm's representatives made everything extremely pleasant for us, details being explained and samples shown that made the two hours spent in going through the factory ones that we shall always feel were very profitable unto us.

We were first shown through the offices and one of the firm took the pains to instruct us about the crude product, having samples of the bean as they received them. The article, as it grows, is a bean not unlike a shelled almond in appearance, and this is encased in quite a fuzzy husk of slight thickness and contains many seeds of an elongated shape, which are quite odoriferous. It grows upon a tree of considerable size, principally in the Central and South American countries, and botanically is known as Theobroma Cacao.

In its natural state it bears about

## 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



## FLI-STIKON

## THE FLY RIBBON

The Greatest Fly Catcher in the World  
Retail at 5c. \$4.80 per gross  
The Fly Ribbon Mfg. Co., New York  
ORDER FROM YOUR JOBBER

## Printers:

Send for Pica rule, mailed FREE on request.

G. R. Electrotpe Co. H. L. ADZIT

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

## General Investment Co.

Stocks, Bonds, Real Estate and

Loans

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

## COLLECT YOUR BAD DEBTS. NO FEES

New System. No Other Like It. Guaranteed.

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



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

## Jennings Flavoring Extract Company

Grand Rapids, Mich.

Established 1872

## ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2321 Majestic Building, Detroit, Mich.

I Sell  
Coffee Roasters

And teach you to  
Roast Your Own Coffee

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

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

J. T. Watkins  
COFFEE RANCH  
Lansing, Mich.

## H. LEONARD &amp; SONS

Wholesalers and Manufacturers' Agents

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

GRAND RAPIDS, MICHIGAN

## Post Toasties

Any time, anywhere, a  
delightful food—  
"The Taste Lingers."

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

## HIGHEST IN HONORS

Baker's Cocoa  
& CHOCOLATE

Registered,  
U. S. Pat. Off.

A perfect food, preserves  
health, prolongs life

Walter Baker & Co. Ltd.

Established 1780 DORCHESTER, MASS.

Putnam's  
Menthol Cough Drops

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

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

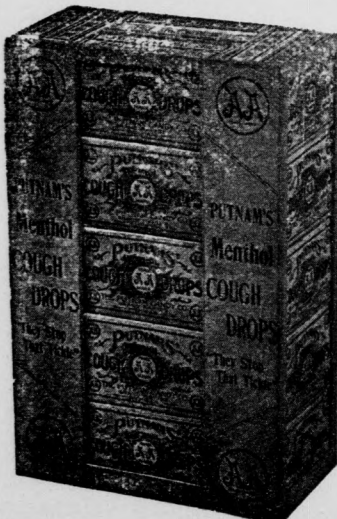
One Full Size Carton  
Free

when returned to us or your jobber properly endorsed.

PUTNAM FACTORY, National Candy Co.

Makers

GRAND RAPIDS, MICH.





the same relation to the chocolate flavor, as we know it, as does a coffee berry in the raw state to the delicious flavor of a properly roasted sample, and the same process is necessary, the proper roasting of it, before it is of much consequence as an article of commerce.

The husk to which we have referred should be removed before grinding; however, we were told that many manufacturers do not do this in order to gain some in weight, but, as our informant told us, always at the expense of the delicate aroma so much prized.

In the basement, where we were next taken, were seen many bags of the cocoa bean, also some in powdered form, but not often thus purchased by the firm, as it prefers not to take chances such as this might incur as to the quality of the product made here.

The roasted bean is first placed in a machine where it is husked and winnowed and thoroughly prepared for powdering. It is then sent to a machine which has the stone grinders, such as were formerly seen in our flouring mills, only that instead of the top stone there were two steel rollers equi-distant running on top of the lower stone, and under which the cocoa was kept by a unique contrivance until it was of the proper fineness.

The next process was the admixture of cocoa butter, a product obtained from this same bean and in which it is very rich, although the obtaining of same is not done here, it being a distinct business and controlled now, as it ever has been, by the Dutch and made in Holland. To make this a little clearer we will explain that this cocoa butter (oil of Theobroma) is the article that forms the basis of the ordinary suppository made by your druggist, and into which he incorporates the medicament. This melts at the ordinary temperature of the body and is readily mixable with the cocoa, its original home. This is done in heated vessels by means of revolving paddles.

The next step consists in adding the milk, in which the sugar has been dissolved, and is accomplished by a constant stirring process, making a veritable emulsion of light brownish appearance.

The ingredients now being thoroughly incorporated the next step is the drying process. This is done by spreading on heated rollers as thick as is practicable, and the machinery by which this is accomplished is quite wonderful for, besides the drying, it is at the proper time pressed into the required thickness and shape desired and cut in sizes wanted for the market. It is now carried to the wrapping room, and here is seen the busiest place in the buildings, for scores of pretty maids are here seen taking the pieces as they fall from the machine that has wrapped them in tin foil, as well as paper, and placing in boxes, perhaps, or tying ribbons on if cartons of bonbons, which this firm have now commenced manufacturing.

One of its specialties, and a most toothsome piece of goods it is, too, is a chocolate-almond stick, retailing

for twenty cents, also put up in bon-bon style, and we predict for it a large sale when once they introduce this in the United States, which will soon be done.

The firm has already opened up some business through the Eastern States, but expects, during this year, to establish a Chicago agency and make an outlet for its full line of goods.

Evidence existed, when we arrived in the third story of the factory, that the firm enjoys a large business, not only domestic but foreign as well, as we saw cartons in which were placed the manufactured goods ready for packing with the names China, Japan, United States, South America, etc., upon them. On asking why this was necessary, we were informed that a different style of packing is required for the various countries into which the goods are shipped, and this because of dampness and heat. To some countries all cases have to be tin-lined and to others every piece of goods is wrapped in foil. Thus we found that in this, as in all kinds of business, there are necessary many things of importance and upon which the success of the firm depends; and we were impressed that this firm's process of manufacture is conducted along lines of scrupulous cleanliness and painstaking care, so that when we again desire to purchase chocolate in any form we can do no better than to ask for the Tobler brand, made in Berne, Switzerland.

Chas. M. Smith.

#### Principal Business Thoroughfare of Grand Rapids.

"Years ago," remarked Charles W. Garfield, "my father, S. M. Garfield, formed the opinion that Division street would in time become the principal business thoroughfare of Grand Rapids. So confident was he that his prediction would prove true that he instituted a movement to have the street widened to 100 feet. Dr. Platt, who owned the property now covered by the Hotel Cody, and Judge Lovell Moore, who owned the site of the Livingston Hotel, were the only opponents of the proposed improvement, but so vigorous was their opposition that they defeated it."

Division street (the words South and North should be abolished) now contains more business houses than Monroe, Canal or Bridge street. If numbers counted for anything in this matter it would be recognized as the principal business street in Grand Rapids. It has three good hotels and many large stores, such as Winegar's, Wegner's, Corl, Knott & Co., Herick Piano Co., Miles Hardware Co., the Pittsburgh Plate Glass Co. and several hundred more of less importance. It has the best street car service in the city, furnished by five lines of cars, and its location is high above the flood district. Real estate values have advanced more rapidly than upon adjoining business streets and, with the modern buildings that have been and soon will be erected upon the street, the son of Samuel M. Garfield may witness the realization of the hopes and aspirations of the father.

Arthur S. White.

## Kent State Bank

Grand Rapids, Mich.

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

Deposits  
5½ Million Dollars

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

3½ %  
Paid on Certificates

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

## Child, Hulswit & Company

BANKERS

## Municipal and Corporation Bonds

City, County, Township, School and Irrigation Issues

### Special Department

Dealing in Bank Stocks and Industrial Securities of Western Michigan.

Long Distance Telephones:  
Citizens 4367 Bell Main 424  
Ground Floor Ottawa Street Entrance

Michigan Trust Building  
Grand Rapids

Many out of town customers can testify to the ease with which they can do business with this bank by mail and have their needs promptly attended to

Capital  
\$800,000



Resources  
\$7,000,000

## THE NATIONAL CITY BANK

GRAND RAPIDS

WE CAN PAY YOU

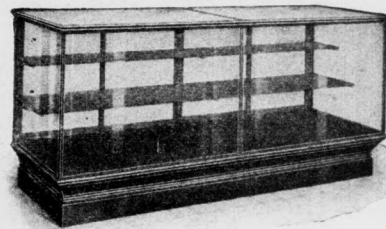
3% to 3½ %

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

49 Years of Business Success

Capital, Surplus and Profits \$812,000

All Business Confidential



## QUALITY

Do you realize there is as much difference in store fixtures as in grades of merchandise?

If you can buy the BEST at the cost of the CHEAP you would surely buy the best.

Let us figure with you for one case or an outfit.

Grand Rapids Show Case Co.

Grand Rapids, Mich.

We Make a Specialty of Accounts of Banks and Bankers

## The Grand Rapids National Bank

Corner Monroe and Ottawa Sts.

DUDLEY E. WATERS, Pres.  
CHAS. E. HAZELTINE, V. Pres.  
JOHN E. PECK, V. Pres.

F. M. DAVIS, Cashier  
JOHN L. BENJAMIN, Asst. Cashier  
A. T. SLAGHT, Asst. Cashier

### DIRECTORS

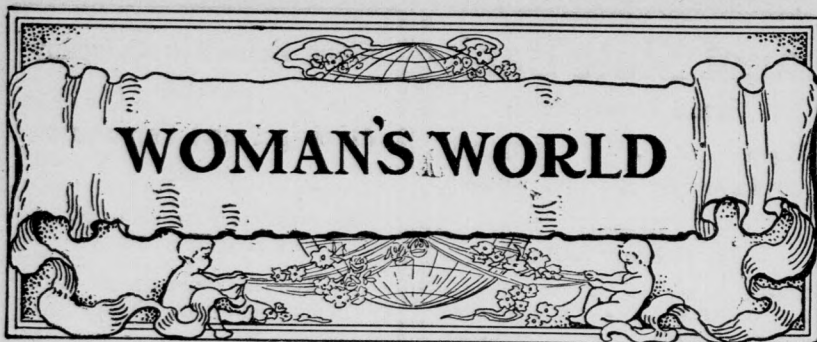
Chas. H. Bender  
Melvin J. Clark  
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Claude Hamilton  
Chas. S. Hazeltine  
Wm. G. Herpolsheimer

Geo. H. Long  
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J. B. Pantlind  
John E. Peck  
Chas. A. Phelps

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Dudley E. Waters  
Wm. Widdicombe  
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We Solicit Accounts of Banks and Individuals





### The New Woman Is Not Always Free.

A great deal is spoken and written nowadays concerning the Freedom of the Modern Woman, with capitals always, be it observed. According to those who discourse to and of the new woman, who, by the way, seems to be made after all of much the same material as the sex has been since the days of Eve, this emancipated creature is at liberty to follow her own sweet will, and is absolutely free to do just what she likes. If she is not firmly persuaded that neither friends nor parents have any right to control her, nor to interfere with her action in any respect, it is not for lack of having been told so many times and oft.

Yet, for all this rodomontade, the doctrine is absurd upon the face of it. No man, no woman, on earth, however great or powerful, is absolutely free to follow every impulse, whether of reason or unreason, without fear of the consequences either to one's self or to others. For all, excepting

a few untrammelled tyrants, there is the policeman with the jail behind him, while Nature has a word to say even to autocrats. She is like an Indian in that she never forgets nor forgives an injury, and those who defy her laws are sure to be punished sooner or later.

All humanity is interdependent in greater or less degree, and the members of a family are like the row of blocks which a child sets up at equidistances; one of them can not fall without upsetting the others.

Who is there, whether man or woman, who, excepting within very narrow limits, may choose his or her fate? Who if given such discretion would not in all probability have cause to regret the fatal boon? Obedience is among the fundamental laws of existence.

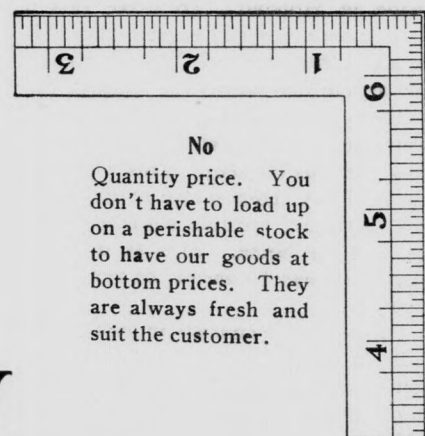
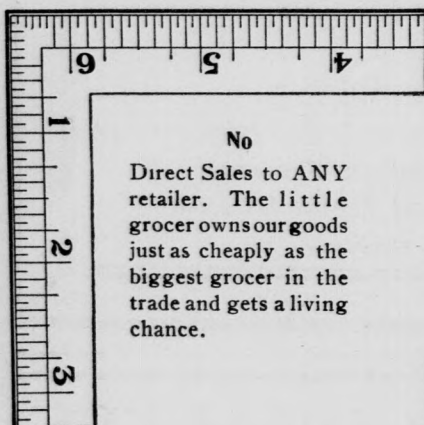
It is undoubtedly true that many of the restrictions which fenced in and hampered women a century ago have been done away with. Happily also, especially with regard to those pertaining to property and rights before

the civil law; statutes which made wives and daughters wholly dependent upon husbands and fathers who sometimes were altogether unworthy of trust. Moreover, which is a immense step in the way of progress, public opinion, that unwritten law which is the severest of all codes, nowadays allows any woman to earn a living in any avenue of honest labor which she has skill to open and strength to pursue. Which is a great gain, seeing that little more than fifty years ago a popular lecturer in the United States summed up the means by which a woman might earn a respectable livelihood as these: To sew, to stand behind a counter, and to teach, adding that in cases of extraordinary talent literature might furnish another sufficient resource. Now time and space would fail to tell of the many brilliant women who have distinguished themselves in every walk of life, excepting in that of war, and who have found wealth coupled with distinction in so doing. Yet even such as these are by no means at liberty to set the conventions of society at naught with impunity. The queen can do wrong, and when she errs is speedily admonished by the public press, that unmistakable trumpet of public opinion.

The severest judges of women are the women themselves; that is to say, the other women. Some one wittily has said that as long as there are two girls left in the world no girl ever will be absolutely free, since even when only the ultimate two are left, the freedom of each will be limited

by her fear of what the other girl may think. As Blanche Amory said, "They are droll, les convenances," nevertheless they are all powerful and can be disobeyed only at a woman's peril.

During long ages, indeed ever since people began to dwell together in communities, society slowly has been building up and perfecting a system of conventions, a system popularly known as "manners," which by long continued use and much polishing has become a most effective machine, when properly used, for promoting intercourse between human beings, whether collectively or individually. The center wheel of this machine, the one upon which its efficacy most depends, is that of courtesy—the power to make one's self agreeable by deference to the opinions and consideration for the prejudices of other people. No one, man or woman, however talented or beautiful, ever will go far without it. It serves to smooth their progress through the crowded highways of the world. The people who insist upon having their own way without regard for the convenience or comfort of other people are hated as masters, punished as servants. Politeness often will be found an easier policy than honesty. Politeness chiefly consists of gracefully giving up one's own will to oblige and please others. Successfully to get on with the rest of mankind it is necessary continually to do what one does not like; to conceal one's real feelings; to refrain from expressing one's opinions; to smile when one is inclined to



## Four Points of the Square Deal Policy

BEST SELLER ON THE MARKET

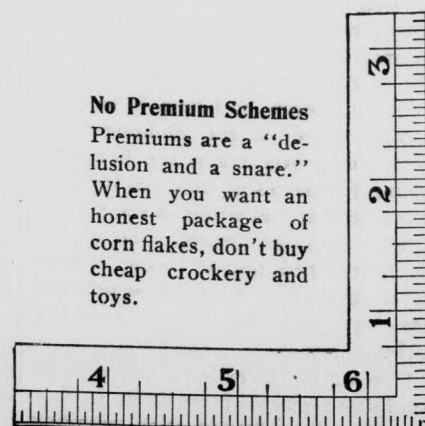
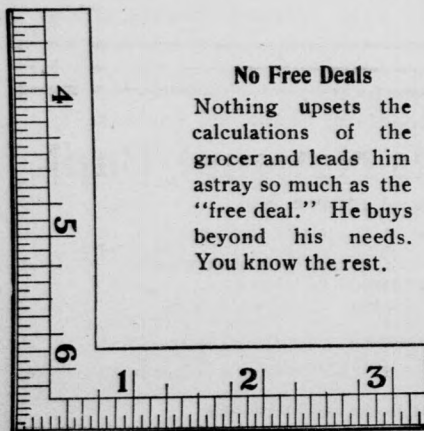


PROFITS SURE AND CONTINUOUS

*W. K. Kellogg*

Kellogg Toasted Corn Flake Co.

Battle Creek, Mich.





frown, and to walk with apparent alacrity in ways which are not of one's own choosing. "All things are lawful for me, but all things are not expedient," said St. Paul, and the key of expediency is one which will be found to unlock many doors.

Above all, no man likes an aggressive woman. Only great talent, amounting, indeed, to genius, can bring such an one success in any walk of life, against the opposition which her attitude is certain to excite, and even then the achievement rarely brings love in its train. In business also it is the woman, still more than the man, who studies to please, who sets per own personal inclination aside in favor of others, who "arrives." Still more, outside of the arena of work and of strife, it is the woman who understands how to exercise her freedom within strictly conventional limits; who never runs a-tit the opinions of her own circle, which after all, to all intents and purposes, is practically her world; who, in short, takes all she can get as a favor, rather than as her due, who is liked by other women and admired by men.

Although the rod of parental authority and the chaperon may have been consigned to the limbo of old-fashioned things along with other instruments of the bygone subjection of women, the fact remains that there still are powerful restraints upon conduct. In spite of her boasted freedom, not one woman in a thousand can be found who will dare to incur the censure and brave the condemnation of her set. Dorothy Dix.

#### Intuition in the Everyday Life.

A surface motorman awakened a train of thought not long ago when he stopped his car shortly at a crossing. There was apparently no one there waiting to get on; a woman was standing on the curb, not even looking toward the moving car, yet when the car came to this corner the motorman brought it to a standstill and sure enough the woman hurried out of the crowd and clambered aboard.

"How'd you know that woman wanted to get on?" he was asked as the controller was thrown on again and the car started with a jerk.

"Just felt it," he laughed, "didn't know it. A fellow's affected that way in this business. How many people nowadays signal the motorman when they want him to stop? It's some sort of power, I guess, that tells me. I can not explain just what it is."

This patient knight of the motor voiced one of the most bewildering psychological truths found in the entire downtown propaganda where about every nip and tuck of the human habit, custom or peculiarity finds a shining place. Taking metropolitan humanity as a whole there are few who do not use intuition in the course of the average workday.

A certain teller in a large Chicago bank recognizes intuition as a faithful and valuable ally, one that can be put to good uses, although one that is not infallible. A "J. Rufus Wallingford" may stroll into this man's bank, toss a thousand dollar check over the counter in a blase manner

and something may "tell" the teller that the check isn't any good.

"I just feel it," he explains this strange power of intuition.

And the check may be turned down or, on the other hand, something may "tell" the cashier that the man is good—he just feels it.

Scoffers are referred to the average policeman.

Does the city detective always know a crook when he plucks him out of a downtown crowd, when the man's back perhaps is turned to the officer of the law?

He feels that the shoulders and neck ahead of him—the head crowned with an old derby—are wanted. Often he does not know the crook's name and could not tell why he arrested him until the man is hauled

back to the station and his photo is found gracing the limelight in the rogues' gallery some months or years back, the intuition in a case of this sort being extremely strong as records prove amply.

Policemen and detectives are supposed to study the photographs, the terse history and "story" of each crook as they are placed on the city's police records. We know that the mind of mortal man can not carry all of this data in his mind, which is a good indication of the wonderful power of intuition which will draw the detective to the crook like a magnet from among a crowd of a thousand people. Lyne S. Metcalfe.

The better the cause the greater the mischief of a base method.

#### The Sunrise.

Blow out the candle, day is come;  
The watchers need no other light  
Than that which floods the solemn room  
Where life is passing with the night.

Across the smiling acres green,  
Across the point, the bay, the hills,  
Strong, like the soul that loved the scene,  
The tide of dawn the chamber fills.

Bow out the candle—small his care  
Whose mortal light burns, ah! so dim;  
Haply his vision opens where  
The eternal sunrise shines for him.

Yes, day is bright above his bed  
And night has vanished with his  
breath;  
See on his face, all shadows fled,  
The morning majesty of death.

#### Her Career.

"As I understand it, they have lost their money, but all of the daughters are able to earn their own living save one, who is most idle and incompetent. What will become of her?"

"She'll have to get married."



## Keep on the Sunny-Side

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or  
Illness?

Comfort  
or  
Trial?

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gives wife and family  
a needed and inexpensive  
convenience and protection

Its thousands of uses offset the charges  
for the service.

**Michigan State Telephone  
Company**







### Wash Buttons Will Be Popular This Season.

Written for the Tradesman.

Manufacturers are anticipating an immense demand when the season devoted to tub dresses arrives for "wash" buttons to go with them. There is a limited demand for this sort of button the year around.

This limited demand has been brought about by the following circumstances:

Time was that, with draughty houses and intermittent heating, it was deemed absolutely necessary for the mother of a household to swathe herself and all the members of her family in the heaviest of flannel garments, both underwear and dresses. The feet must be encased in thick woolen hosiery and stout shoes. When one sallied forth, in addition to all this, oppressive coats and cloaks and mufflers and furs and weighty headgear must be donned. All this was done "for fear you might take cold!"

Now it is all very different where people live in hot water or steam-heated houses. The temperature may be kept at an even summer warmth, making it essential to "bundle up" only when going beyond the interior.

This changed condition of indoor living as to heating conditions has entirely altered the way of dressing for the home, so that it is a fact that women living in superheated houses make not the slightest variation from warm weather custom, as to weight of undergarments, when Old Boreas comes to take up his residence in their midst.

This state of things has extended from inner to outer clothing. The daintiest of dainty gowns as well as the frilliest of frilly petticoats are now considered perfectly suitable for the house.

A glance at the women coming out of the theater lobby or down the steps from an evening church wedding or getting into carriages or autos at the close of any home social function confirms my statement at the beginning of the preceding paragraph.

Of course, I am not speaking of street costumes. Worst dresses have continued to be worn for the street. But, with these, as a rule, the underclothing is the same as that worn at the summer solstice, the only deviation being, possibly, the added woolen tights.

With lightweight underwear, even with woolen frocks, thin cloaks would be inadequate. It is noticeable, however, that, even with depleted thickness of underclothing, less heavy wraps are worn than, say, ten years ago. To be sure, it is just as soul-

racking to stand on a bleak icy corner in the year of our Lord 1910 waiting for a belated street car as it was in the year of our Lord 1900; but, aside from that fact, people don't seem to feel the cold so much as they formerly did. Perhaps they feel it just as much as they did a decade ago, but, in this hurlyburly life that we are all leading, excepting during the shivery delays on the corners for the street cars we either forget about the cold in our mind-preoccupied scurryings from place to place or we perambulate so fast that our blood circulates rapidly and so counteracts the effects of the elements or a combination of the two may account for the existing situation.

But, to return to our subject, buttons:

As I said in starting out, there is to be a big demand when warm weather strikes us for so-called wash buttons. These will be brought out in both large and small sizes and in numberless diversities of designs. Some are in white and some are in colors and all are novel in effect. Crochet plays a large part in their composition. It is a toss-up as to which will be the more favorably received—the crocheted buttons or the embroidered ones—but naturally one sort may be employed where the other would be very inappropriate.

The fact that the approaching summer is to be a "white season" is one of the prominent factors that will help the sale of wash buttons very materially.

All the fashionable shades in elaborately carved buttons in ivory will have their share of attention. Quite a few of these will show openwork floral patterns.

In pearl the "fish-eye" and fancy carved and all the regulation staple styles will be well liked, although not to the extent of the crocheted and embroidered ones.

Many expert needlewomen, anticipating the popularity which these buttons are certain to experience, already have begun to fabricate their own, but this is a lot of work, and, as such beauties are procurable that are made by machinery, more will purchase them readymade.

Jessica Jodelle.

### A Real Salesman.

Roy C. Bretz, a well-known clothing man of St. Joseph, Mo., thus sums up the requirements of good salesmanship:

"The three most important factors of a successful salesman are, quickness to judge human nature, a pleasing personality and untiring patience—of course, granting a salesman must

have an accurate knowledge of his stock at all times. In my estimation there are two kinds of sales made in selling a customer, namely, 'the intelligent sale' and the 'case of customer buying himself.'

"The intelligent sale is the one that holds your customer and brings him back, because the salesman has given the customer something else than that commonplace argument, 'that's all the go' or 'it looks well on you.' He brings out the points of the goods and is able to meet any argument the customer may make in a pleasing, matter-of-fact way, but he does not rouse the obstinate ire of the customer and, in a brief conversation, shows his customer he is competent to handle him in an intelligent way. On the other hand, we have the 'case

of customer buying himself,' the salesman merely pulling goods out of stock and trying them on in an unintelligent and in an entirely listless manner; he has already lost the confidence of his customer by not being able to meet some argument offered during the sale, and it is mere chance if the sale is made. The salesmen I am trying to describe in this article are few and far between, for if one has acquired that art, his ambitions have made buyer, manager or proprietor out of him and his success is assured. An article on salesmanship could fill a book and then not cover the different opinions of people on this subject."

He who shakes at public opinion never makes it.

## Spring 1910 Hosiery



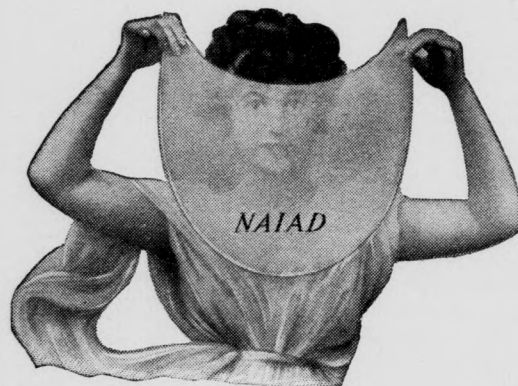
The most popular and well advertised brands for which you are sure to have a demand such as Ipswich, Bear Brand, Burson, Shawknit, Pilling and Madely, Forest City and others. For some of these we have the exclusive agency for Western Michigan. Get our prices before placing orders.

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"The Crowning Attribute of  
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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



**Use of Will Power in Salesmanship.**

Every man likes to believe in his own will power. He prides himself on it, just as the athlete prides himself on his bulging, bunchy biceps.

Will power is a great convenience and a result-getter in salesmanship so long as it is kept within bounds. There's one good, legitimate use for your superior will, and that is to apply it in driving yourself ahead and forcing yourself to stick to business and study your prospect, when sticking and studying happen to be contrary to your natural inclination.

Use your will in throttling your own anger—not, when you are angry, in driving the other fellow into submission. Harness your will and make it drag and plow for you inside your own fences. Don't let it break loose and trample down other people's gardens.

A strong will is as dangerous as a runaway automobile if you don't know how to shut down the levers and turn the cranks that keep it under control.

"I'd like to see the fellow who can worst that will of mine—" that's the attitude of the man with the block-headed, bull-doing sort of will. He expects it to ride down all obstacles and sweep aside all barriers.

And sometimes he sees the fellow who can worst him—but contrary to his boasting assertion, he does not like it at all.

A salesman has more need of strong will power—and still more need of ability to control and direct it—than his brother voyageurs on any of the less turbulent seas of life.

Don't say to yourself: "I WILL sell Mr. So-and-So. He SHALL buy my line."

Will power unsupported by reason and method is a good thing to steer clear of. Don't blindly will yourself to succeed—reason out the ways in which success may be attained and then apply your will power to following them unflinching.

When a salesman's strong will is applied in forcing himself to be more convincing, more proficient, in keeping out of bad company, in constantly hitting the beaten trail—that is a splendid exhibition of power. An attempt to force Mr. Buyer Smith to change his ultimatum when his convictions and prejudices are still unchanged has more of the character of burglary than of salesmanship. But the man who makes a habit of applying his will to self cultivation soon becomes so expert a salesman that he can remove prejudices through reason; he gains the steady patronage of his customer, where the Svengalis would have to content themselves with a single order.

Each man has abundant opportunity to exercise will power right at home within himself. It is not necessary to have other people to perform on for the sake of keeping one's will in practice. If a man wills himself to the thorough performance of his duty down to the least detail; to the acquisition of more knowledge and to improving every hour of his time his will ought to be as ready to rest as a pitcher's shoulder after a base ball game.

A man does not get from New York to San Francisco by climbing into a railway coach and exclaiming, "I WILL get there." There has to be the regular, practical means of locomotion apart from his mental process. The steam must be generated in the boiler, its energy transmitted to the piston and the wheels must turn round and round over every mile of the distance or he will stick fast in New York.

Men are not convinced by less methodical means. Your argument must be the steam that sets the piston-rod of your prospect's reason in motion; the wheels of his opinions will then race rapidly enough in the direction you want them to take.

Will power has been logically compared to the backbone of a man. But we can not be all backbone and nothing else. There must also be agile muscles and limber joints if we are to get through life gracefully and not be jarred all to pieces with every bump.

Take for your motto Chicago's—"I WILL"—but apply it intelligently. Hitch Will in the shafts with Reason—and if Coachman Right has the whip hand there'll be no difficulty. But look out for the passionate, braggart, blind, blustering sort. It loses more business than it brings.

E. W. Ellis.

**He Skated.**

"Sir," said the dry goods drummer, "in asking me to go with you to the ice rink and have a skate, I believe you mean well, but you have called up a recollection that pains my heart."

"Then I beg your pardon. I thought you might like a little diversion."

"Diversion are not for me, my friend. I loved her. It was years ago. She had promised to be mine. I was the happiest man in the world. One night her rosy lips asked me to accompany her to the ice rink. I was no skater; I was not even a skate at that time."

"But you went?"

"I did. It would have brought a shadow to her heart if I had refused. Yes, I went. When we arrived at the rink she expected me to put on skates and do the sliding act with her."

"And you did?"

"I had to or dampen her pleasure. I had never had on a pair, but I uttered a silent prayer and went ahead. She stood waiting for me. I started. I moved the right leg and then the left. It was dead easy."

"And then you cavorted?"

"I did. I slid all over that rink. I sprawled all over the town. I had a leg in either county. In my cavorting I came near my true love and grabbed at her. We went down together. I escaped with a broken leg and a fractured skull, but her nose was broken."

"And she?"

"She is living yet. She sued me for damages, got a verdict for \$30,000, and I am paying it off on the installment plan at the rate of 40 cents a week. No, friend, I love you, but the ice rink is not for me."

**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.

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**

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

**Plain Black**

**Two-tone Effects**

**Black and White Sets**

**Regimental Khaki**

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**Champagne**

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Write us for samples.

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

**Grand Rapids Dry Goods Co.**

**Grand Rapids, Mich.**

**EXCLUSIVELY WHOLESALE**

**Dry Goods**

**Notions**

**Hosiery**

**Underwear**

**Etc.**

**Give us a trial**



### MACEY ENTHUSIASM.

#### It Owes Its Existence To an Environment of Confidence.

It is said that during the recent tour of President Taft to the Pacific Coast he was invited to participate in a stagecoach ride of ten or twelve miles through a canyonlike section of the Cascades of the Columbia and, as the chief guest of honor, he was, of course, given a seat on the boot at the left of the stage driver, whose name was Hank.

There were lesser dignities occupying the other outside seat back of the driver and a few of the "also present" inside the vehicle; and Hank was on his mettle.

Hanging on to the rail at his back with one hand, clutching the side rail with the other hand and with his full twenty-one-stone avoirdupois back of his braced feet, the President had little to say during the ride, until, as the coach was whirling along a niche in the winding face of the mountains at a ten mile gait, he quietly observed to Hank: "Your team seems quite enthusiastic."

"Enthusiastic, Mr. President!" was Hank's response as, answering his strong, confident and steady pull on the reins the six horses hugged the wall to their right. "They know who's handlin' 'em, an' more'n that, they know who's sittin' alongside o' me. You bet they're just as glad an' willin' 's I am."

"But do you think it is quite safe to drive them so fast in such a place?" continued the President with a smile.

"Safe—with me an' you up here?" said Hank, as he deftly caught a new grip on the off reins. "Why, them hosses 'd die of broken hearts sure 'f anything should happen to me an' you on this trail!"

Hank's hosses had confidence in their driver and he, in turn, reposed perfect trust in their sure feet and intelligence; and enthusiasm on both sides was the result. Moreover, it was the best kind of enthusiasm because it was generated by confidence—confidence on both sides.

And it is "gold to gooseberries," as they say in Nome City, if the truth were known, that President Taft reposed the utmost confidence in the joint display of enthusiasm he was witnessing.

Upon the advent of genial Mr. Wernicke as the directing head of the Macey Company, the Macey Enthusiasm had its birth and later its development in an environment of confidence—perfect reciprocal confidence; a confidence representing not only every department of the splendid enterprise which is under his immediate direction but embodying the faith of all who are directly interested in the institution and echoing the reliance placed upon the man by this entire community.

And this condition is amply accounted for by the fact that Mr. Wernicke is a self-reliant, self-developed business man who knows no such thing as fear. He is organizer, financier and diplomat in one—a man who, always rejoicing in the stress and strain of work, never forgets the bur-

dens of others. In this way he manages men without their knowing it; and, being a judge of men, he is successful in getting high grade associates about him, men who aim to do things for him and who, because of their confidence in him, succeed in accomplishing that which they undertake.

Is it any wonder that, under such conditions, the Macey Enthusiasm has become a big and permanent entity in the welfare not only of the Macey Company but also in that of the city of Grand Rapids?

About two hundred years ago—I indulge in this bit of encyclopedical reference to bring present estimates forcibly into view—John Locke, the English philosopher, in his "Human Understanding," wrote: "Enthusiasm

strength is a wondrous tonic for others; whose faith is an inspiration to them; whose rectitude, energy and absolute fairness operate as a benediction upon those with whom he is associated. As philosophy has been classed as "nothing but discretion," and as our friend has discretion plus and is alert in standing by and for such an equipment, he comes very near to being the sanest and greatest philosopher of them all.

Mr. Wernicke's philosophy is that of the man who knows how and insists that others must know how; it is that which pitches in perfect harmony the chorus of the engine and the shafting and the pulleys in the Macey factory; which sets the songs of the saws, the planes, the shapers, the sanders and all else in that factory in

such a place. The jeweler files down a ring, and, though he takes great care to lose none of the precious dust that results, he can not get it all. By the time he had filed down a half dozen rings in the course of the day the amount of dust which has been blown off into the air and which has fallen to the floor, though seemingly infinitesimal, more than equals in value the profit made on the average ring when sold over the counter.

The jeweler has realized this. He saves all his sweepings with infinite care. Two times each morning the floor of the workshop is brushed carefully up in order to retain all the dust. Even with the naked eye one can see the little gold chips sparkling in the dirt and trash. This dust is sifted and dumped into a big drum, where it is kept for months at a time, until there is enough there to warrant cleaning it out. This drum is usually kept in the basement, and a tube of sheet metal which runs down to it receives the sweepings daily. It is the custom for the jeweler to clean or refine his sweepings twice each year.

In order to give an idea of the revenue derived from this practice the case of a certain shop may be mentioned. In this shop there are seven jewelers at work every day the year round. All sweepings are saved and great care is used to catch all the dust and chips possible about the work benches from day to day. The average annual sweepings in this shop amount to between \$4,000 and \$5,000. This is quite enough to pay the rent, not only for the shop itself, but for the retail store downstairs, which is on a good business street. The gold is blown from the trash, melted into bars, and used again. To look at this dirt and trash one would be surprised to realize that from it come the bars of gold extracted by the skillful jeweler.

In larger shops the amount of gold brought from sweepings is proportionately greater. But it is not only the floor that offers up gold to the jeweler. Once each week the porters carefully dust the walls and the woodwork, and from this source alone it is said that not less than \$500 worth of the precious metal is saved.

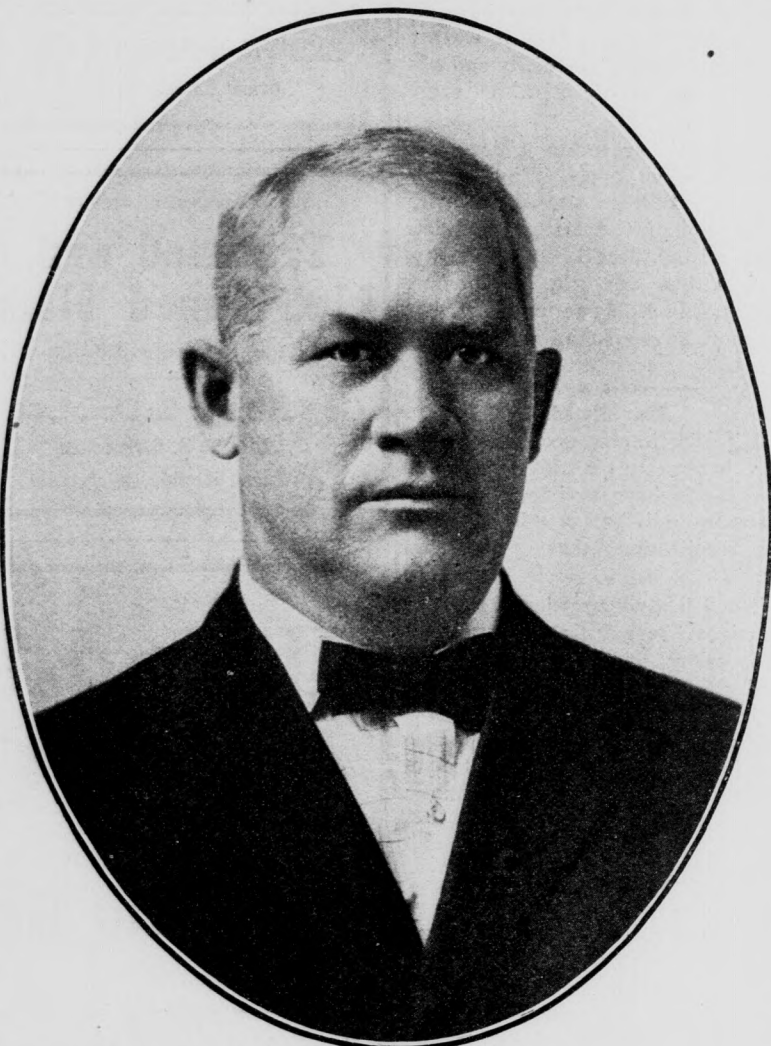
A certain jeweler goes further than this. Each night after the workmen have finished they are required to shake out their aprons over a box in one end of the room, which is then locked with a padlock. Out of this box and the dust and dirt that fall into it over \$300 a year is realized. The annual cleaning of each piece of machinery, such as files and saws, adds its quota to the amount of money saved by careful account of all trash in the shop. The smallest saving counts in the jewelry shop, for gold is elusive in this respect and will accumulate rapidly in a dirty shop.

Lyne S. Metcalfe.

#### No Better.

Sillicus—Do you believe there is honor among thieves?

Cynicus—No, they are just as bad as other people.



O. H. L. Wernicke

takes away both reason and understanding."

A few years later his pupil, the Earl of Shaftsbury, in his philosophical rhapsody, "The Moralists," said: "All sound love and admiration is enthusiasm."

Forty years ago or thereabouts our own Ralph Waldo Emerson declared in his "Circles:" "Nothing great was ever achieved without enthusiasm."

And now comes our unique friend and philosopher, Fra. Elbertus, who says: "Big men succeed through the process of selection. Success is voltage under control—keeping one hand on the transformer of your kosmic kilowatts."

The achievements of the Macey Enthusiasm tell us of a big man whose

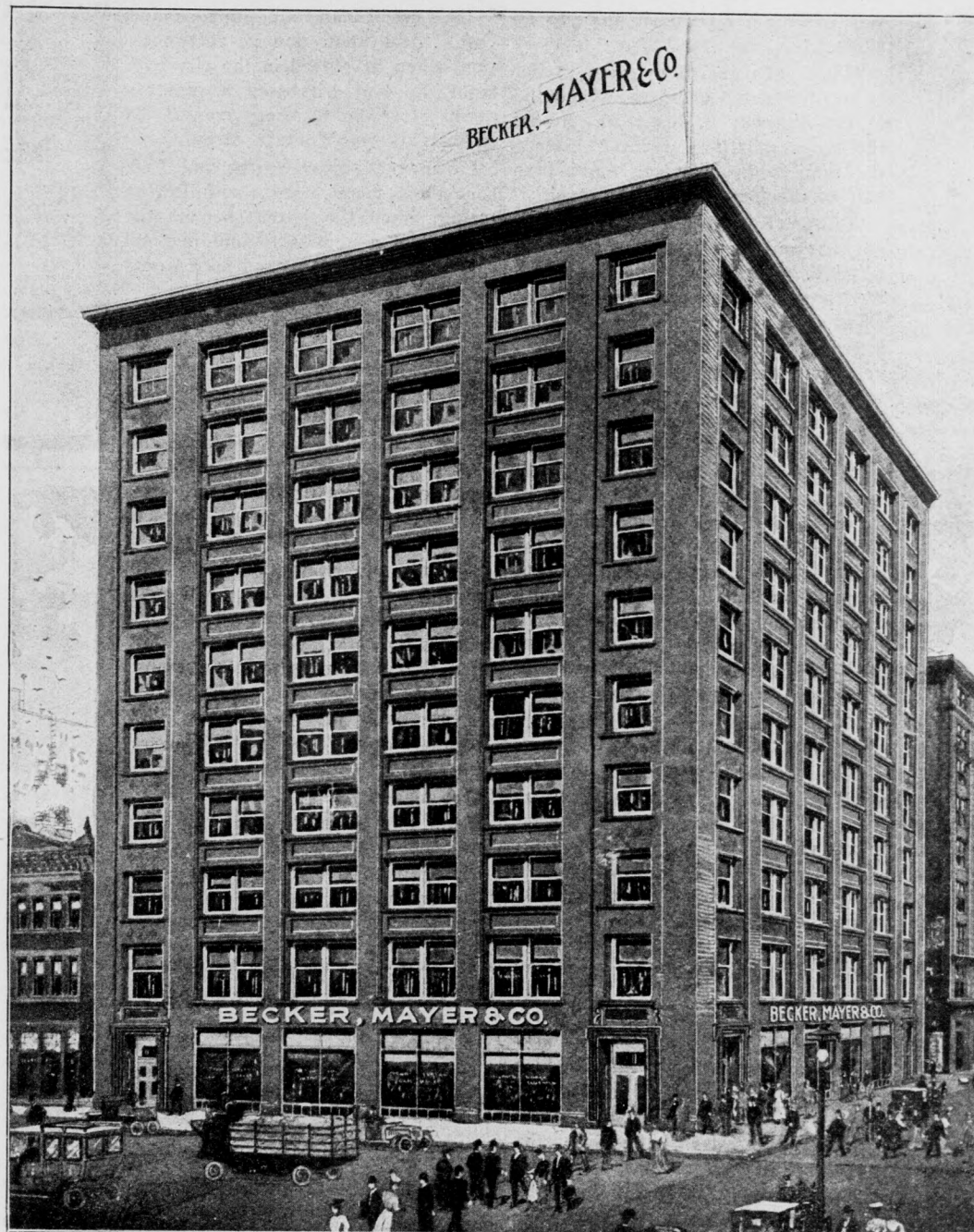
absolute accord as to time, tune and rhythm, which extends to the publicity and selling departments and even to the branch houses and the customers at a distance. It is a harmony which is a constant incentive to Macey Enthusiasm. E. A. S.

#### Where There's Profit in Dust.

"Sweepings" in the jewelry shops mean wealth. Sweepings in the grocery, butcher, and drug store mean nothing but trash. And it is an interesting feature of the jeweler's trade, this careful saving of the sweepings.

By this is meant the workshop where gold is filed, melted, cast, and handled. One would be astonished to know the vast quantity of gold dust that finds its way to the floor in





### Market Buyers

will find the display of "Graduate" styles for Young Men and "Viking System" clothes for boys in our new home, where our showroom is chock full of good things; the new ideas and little details that count so much in the manufacture of swell made clothes. Our Spring line is shown in models in our spacious quarters, corner Congress and Franklin Sts., where our doors swing inward; all visitors WELCOME.

If you're not coming to Chicago in the near future, sign and mail the coupon at once.

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 17.

- ☐ 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**



## AFTER MANY YEARS.

## A Country Merchant Plays Even and Wins.

Written for the Tradesman.

Lafe Harkins had been "keepin' store" for nearly twenty years in a tiny out-of-the-way hamlet and prospering modestly, but he had never been able to entirely overcome a certain degree of pride in the fact that between the ages of 19 and 22 years he had lived and worked in a wholesale house in the city. "And I would not have given up the city," he was accustomed and rather pleased to announce periodically, "only when my Pa died leavin' Ma all alone out here with the store I couldn't see my way clear to leavin' her to run things an' me havin' a good time in town."

"Shucks, Lafe Harkins," said "Terzy" Wood on one of these occasions, "what's the use o' your goin' on in that way? You know an' I know, too, that you couldn't get back home here too quick, an' that it was the luckiest thing that ever happened to you when you came."

"'Cause why?" continued "Terzy" (whose real name was Thirza). "'Cause you'd a stayed a grocer's porter all your life. You hain't got the beesom to earn a good livin' in the city."

Thus it happened that Lafe and "Terzy" had been merely "speakin' acquaintances" since the incident and although the episode was now nearly twenty years old, it was still a current topic in the neighborhood and an exasperating one because of inability to learn, conclusively, whether or not there had been any love affair between the twain.

"Thirza" Wood was a good looking woman, active, shifty and a money-maker—also a spinster; a spinster who was popular with all the families over the countryside, popular with old and young alike. "Why shouldn't I look well," she asked as she gave a hearty, musical laugh, "when I am jest as well's I can be—and I don't have to 'knock wood' on that either? Husband? Marry? Me?" she exclaimed when the friend with whom she was conversing asked the pointed question. "I'm too busy. Land sakes! I've got more people, old and young, on my hands this minute 'n I know how to take care of." And with that she jumped, literally leaped, into her buggy and, her horse full of the spirit

of its mistress, was off and away, "Thirza" waving her left hand awkwardly over her right shoulder as an adieu.

"That gal's got more gimp in her 'n half the men," said Lafe, who stood in the doorway of his store across the street, chatting with Dr. Storrs, the family physician for more than half of the homes in the township.

"Gimp," echoed the doctor, "she's got that and she's got cords and cords of good, sound, common horse sense. It always makes me feel good an' easy when a patient tells me 'Terzy' Wood is goin' to be my nurse, 'cause then I know my directions'll be carried out to the letter and that nothing will be neglected nor forgotten."

While the Doctor was speaking Lafe had looked back through the open door of his store to make sure no one had entered by the back way and then he looked up and down the street furtively as though trying to identify someone headed his way. Not discovering anybody, he asked the Doctor to "step into the store a minute" and, Storrs acquiescing, Lafe shut the door and turned the key.

"Goin' to shut up?" asked the Doctor, a trifle surprised.

"Yes, I am, jest fer a few minutes," said Lafe. "Come on back by the desk. I've got somethin' I want to ast you."

Just what was the nature of the conference was never revealed. The store door was closed and locked for a matter of half an hour and when Doctor Storrs crossed the street and was stopped by Miss J. Kathryn Byrdd, who was the society editor of the weekly village paper, she asked various questions, to all of which the Doctor maintained a good natured silence. Then she began to plead and urge and Miss Nellie Gilmartin, proprietor of the millinery shop before which they were standing, declared that at last she heard the Doctor say: "Would you have me violate my Hippocratic oath?"

As Lafe was a bachelor, boarded and lodged at the hotel and "went to town for goods" about once a month, there were various pegs upon which to hang a story and the villagers did not leave one of them vacant. It was generally known that he never went to town simply to buy goods, because upon each return he was full of what he saw at the theater and

the favored few he regaled with what he had for dinner when— & Co.'s credit man took him to Asdorf Cafe. And upon one notable occasion, when he stayed in the city over night, he had witnessed a nineteen round glove fight, where one of the contestants was "put to sleep."

However, Doctor Storrs and Lafe kept their secret until the following spring, when the latter began the erection of a new store building and announced that the second floor would have "an opry house."

About the first person who called because of this announcement was "Terzy" Wood, and she went at him point blank: "Lafe Harkins, I'm in here to talk to you 'cause Doctor Storrs said I could have influence with you and 'cause, while I know I hurt your feelin's a spell back, I really hate to see you make a fool of yourself. An opry house! The idee!"

"Wait a minute, 'Terzy,'" said Lafe and hurrying to the front door he turned the key, withdrew it and put it in his pocket. Then he turned and faced the wondering woman, saying: "There's just one way you can influence me as to the opry house."

"Lafe," said "Terzy" as she sprang lightly to a sitting on the counter, "what made you lock that door?"

"You did," was the reply as the storekeeper leaned just a trifle defiantly against a showcase opposite her. "I've ben waitin' nigh on to twenty years to git even with you an' somethin' to boot."

"Lafe Harkins, do you know that door is locked and people may come any minute and try the door? What'll they think?"

"Let 'em think. I've done little else for 'bout twenty years—an', besides, ain't we in plain sight?" was his rejoinder.

"Lafe Harkins, you unlock that door this instant or I'll take a runnin' jump through the glass," was "Terzy's" threat as she kicked her heels against the counter impatiently.

"Miss Wood, will you become my wife?" said Lafe, as he stepped squarely between her and the doorway, as though half afraid she would carry out her threat.

The woman's face flushed, her eyes sparkled and the long slender fingers were tightened at the edge of the counter, but her lips parted in a

## Hot Graham Muffins

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

## Wizard Graham Flour

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

Wizard Graham is Made by

Grand Rapids Grain & Milling Co.

L. Fred Peabody, Mgr.

Grand Rapids, Michigan



## Sad, But True

It is true that there isn't enough good flour made to supply everybody, but there is enough made to supply all of the wise folks—both grocers and consumers.

It might be well for you to take advantage of the fact that a great many people lose their share of good flour by not knowing.

Then you'll be in a position to supply all of your customers with Crescent flour, thereby doing your duty to the discriminating customers and a decided favor to the others.

VOIGT MILLING CO.  
GRAND RAPIDS, MICH.



# Barlow's Best Flour

## Barlow's Old Tyme Graham

## Barlow's "Indian" Corn Meal

## Barlow's Fancy Cake Flour

All of these are Choice Michigan Products and we are exclusive owners of these very popular brands

JUDSON GROCER CO., GRAND RAPIDS, MICH.



smile as she replied: "Better late than never."

"Does that mean 'yes?'" eagerly asked the merchant.

"That depends," said "Terzy." "After you have answered three questions I'll give my answer."

"Shall I unlock the door?" asked Lafe.

"Why is it you haven't had the courage to ask me before?" she asked.

"Because I was a coward," confessed Lafe.

"Good. That's frank and true," exclaimed "Terzy" as she jumped from the counter. "Now, do you intend to put an opry house into your new building?"

"Not if I can get you for a wife," Lafe admitted, "'cause we'll need some livin' rooms upstairs with hot water heaters, closets everywhere, bathroom and all the modern fixin's, includin' hardwood floors and a kitchen that'll make your mouth water."

"Now, Lafe Harkins," said "Terzy," full of wonder, "who's been talking to you about my ideas for a dwelling house?"

"Is that your third question?" asked Lafe, thoroughly amused.

"No, it isn't. It's one I just thought of an' I want an answer," and "Terzy" caught hold of Lafe's wrist.

"Unhand me, wretch," cried Lafe, in a mock tragic voice, and taking her free hand in his he continued: "When shall we marry?"

Unexpectedly and unobserved by either party Dr. Storrs had reached

the door and attempting to open it had found it locked. Lafe at once produced the key and while "Terzy" concealed herself behind a showcase he admitted the physician, who asked: "What's up?"

"Doc.," said Lafe, noticing that his sweetheart had hidden herself, "are you dead sure 'Terzy' would have me if I fitted up the second floor of my new building to suit her ideas?"

"Why, no, you idiot. You've got to ask her first."

"I have asked her," was the response.

"What did she say?"

"Oh, you wretches," cried "Terzy" as she stepped from her place of hiding.

L. F. Rand.

#### Future of Calcium.

It has been pointed out that, although calcium is the metal next to iron in natural abundance, chemists and metallurgists are only just beginning to appreciate its possibilities. The ore costs but a few cents a ton for quarrying, since it occurs in inexhaustible quantity, as pure calcium carbonate in limestone, chalk and marble, and the production of the metal is the special task of the electro-chemist.

At temperatures above red heat calcium is the strongest metallic base, and it is believed by many that by its use many problems may find their solution, such as the complete deoxidation of melted metals and the reduction of rare elements. The metal calcium may also, as aluminium has done, find many uses in the arts.

#### Results of Variation in Air Currents.

Cyclones and anti-cyclones are formed through variations in atmospheric circulation. Observation has shown pretty conclusively that the equatorial currents in the upper regions turn away to the eastward in the direction of the earth's rotation and form a continuous whirl around the earth over all the higher latitudes, and it is now believed that the high pressure, which should result from the low polar temperature and the shape of the earth is reversed into low pressure by the forces which lead to the circumpolar whirl, and the air thus held away from the polar regions is found in the tropical belts of high pressure.

The distribution of continent and ocean tends toward complexity. As land absorbs the solar heat much more rapidly than does the ocean, and conversely parts with heat more readily, the range of temperature between summer and winter of continental areas is vastly greater than over the ocean, and the circulation of the atmosphere near the earth's surface is in consequence greatly modified by land and sea.

The most marked evidence of this is found in Southern Asia, where with great heat in summer is situated the lowest barometric pressure of the Northern Hemisphere, which leads to the Southwest monsoon of the Indian ocean and which is, indeed, the Southeast trade wind deflected to the Southwest after passing to the northward of the equator. In winter over the great land area of Asia is found

a vast anti-cyclonic system, which may perhaps not unreasonably be regarded as a portion of the extra-tropical pressure drawn northward and intensified by the contraction of the atmosphere owing to low temperature, and leads to the Northeast monsoons of the Indian ocean and China Sea, which are closely related to the Northeast trade winds of Atlantic and Pacific.

But the far reaching effect of ocean and continent is only one of several factors governing the atmospheric circulation. The fact that the highest winter barometric pressure in Asia is found far south of the greatest cold, together with the general appearance of the chart of mean pressure, suggests that the factors which lead in general to the extra-tropical belts of high pressure are predominant.

In the Southern Hemisphere, with a vast preponderance of ocean over land, the extra-tropical high pressure belt is more continuous and persistent throughout the year, merely changing its position with much regularity with the changing declination of the sun.

#### Not Far Wrong.

Septimus—How is your little girl, Mrs. Smith?

Mrs. Smith—My little boy is quite well, I thank you.

Septimus—Oh, it's a boy! I knew it was one or the other.

#### Definition of a Bachelor.

A bachelor is a man with enough confidence in his judgment of women to act on it.

## Fanchon

### The Flour of Quality

Is milled from choice hard Turkey wheat, grown in Kansas, carefully selected at our 36 country elevators. Turkey wheat contains a superabundance of food-value elements. Our milling processes retain in Fanchon all these food-value parts of Turkey wheat. Fanchon produces better bread and more loaves to every sack. Foods prepared from Fanchon are the most healthful, most nutritious, at the same time the most economical.

We can make a flour to suit the price, but we won't. Fanchon is the product of wheat that costs more—methods that cost more—skill that costs more—care that costs more.

That's why Fanchon is the Flour of Quality. That's why a guarantee of quality is printed on the back of every sack which in part says, "We ask as an especial favor that you return at our expense every sack not exceptionally good."

Fanchon costs you more. Fanchon sells at a higher retail price—pays you more net profit. The selling price must gauge the fairness of the cost and of the value to you.

In selling Fanchon you have the satisfying knowledge that your customers will appreciate Fanchon superiority and will demand Fanchon when in need of flour.

If you appreciate the profit there is in building a business on a quality basis, we have a heap of fascinating Fanchon facts to tell you if you'll let us know you're interested.

## C. Hoffman & Son Milling Co.

"The Quality Mills—Quality of Service and Product"

### Enterprise, Kansas

Judson Grocer Co., Distributors, Grand Rapids, Mich.



## PURITAN BLOOD.

## How It Came To Be Infused Into Michigan.\*

Present conditions, events of recent occurrence, have often a plain connection with events of a much earlier period, the relationship being that of cause and effect, and to trace this relationship and keep alive in the memory of to-day our due obligation to the activities of other and earlier pioneers is the pleasant and proper province of a Society like this.

That the migration which caused the wonderful growth of our State from the time of its birth as a State up to the period of the Civil War, less than thirty years later, had behind it some cogent cause other than mere wanderlust must be apparent.

Born as a State in 1837, on a census which it is said on good authority had to be grossly padded to make out the requisite sixty thousand inhabitants, so great had been its growth that in the period of the Civil War from 1861 to 1865 it showed its remarkable resources in its best product by sending into the field fifty-eight military organizations comprising over eighty-nine thousand soldiers; and the homogeneity of its population is evidenced by the fact that no internal sectionalism, no party division, no race prejudice, no draft riots, showed any marked opposition to this contribution to the common cause of the North in its struggle for human liberty.

It is the purpose of this address to call attention briefly to some of those things which, as it seems to me, are of interest as having been of great influence in this growth of Michigan during this period, through the influx of immigrants, and which, to a large extent, has molded the ideas and ideals of the people of the Peninsular State.

The Puritan occupancy of New England is one of the most remarkable things of modern history and not the least remarkable characteristic of these people was the increase of its population from the fecundity of the people, which made it a teeming hive from which went out an immense immigration to the other portions of the Union following generally along lines of latitude.

Among this people a dozen or more children to the family was the common, not the exceptional, occurrence. This increase, augmented by immigration of co-religionists from England, found room for its overflow by spreading along the coast, peopling Rhode Island and Connecticut and those parts of New Hampshire and Maine that were approximate to the ocean. The interior formed for a long time an uninhabited hinterland, dangerous because of French occupation of Canada and from the fact that any outpost attempted to be established within it was subject to the frightful visitation of the savages from the North, incited and aided by the French, as was the case of Deerfield in the time of Queen Anne's War. These conditions continued down to

the time of the French and Indian War. During this war the British, in carrying on their various expeditions against the French and in maintaining the garrisons along the northern frontier, recruited many soldiers along the New England coast, and these men, serving in the interior and marching through this theretofore uninhabited region, became acquainted with its resources and, after the close of the war, when French domination in Canada ceased and danger from Indian depredations ceased with that domination, were the leaders of a tide of migration from all along maritime New England toward the interior which soon spread over Western Massachusetts, New Hampshire, Vermont and the interior.

The Dutch of New York, less prolific than the Puritans, had expanded by following up the Hudson and out into the Valley of the Mohawk, and here in the westernmost county of the Province of New York, named Tryon county, had established those settlements which then formed the frontier against the territory of the five nations. I might say here, parenthetically, that there never were any six nations of the Iroquois, properly speaking.

These were the conditions existing at the time of the outbreak of the Revolutionary War, and the border warfare of that struggle had its principal scenes in the Valley of the Mohawk and along the frontier of Northern Pennsylvania. At the close of that war the British abandoned their Indian allies in New York and left them to make such a peace as they could negotiate, which resulted in treaties opening up for settlement the western end of what is now the State of New York, but after the settlement as between the United States Government and the Indians another contest remained to be settled. Massachusetts claimed this new region because James I., of pious memory, had in 1620 granted to the Plymouth Colony a strip of territory several degrees wide along the Atlantic seaboard and extending westward to the Pacific. This plainly included the territory of Western New York. New York claimed it because Charles I., in 1663, had granted to the Duke of York lands along the Hudson from Canada to the sea and running westward indefinitely, and this also plainly included the disputed territory. The contention came down to this: James, with Royal generosity, gave away to the Plymouth Colony something that did not and never had belonged to him, and the Colony's rights had passed to the State of Massachusetts. Charles, with Royal prodigality, had given to his brother, the Duke of York, what his father, forty years earlier, had given away to some one else, and New York had acquired the rights of the Duke of York. Both States gave up to the United States Government all of the disputed section west of a line drawn south from the west end of Lake Ontario, but this cession left about nineteen thousand square miles to quarrel over. A most proper and fitting termination of such a quarrel where it is plain neither

party had any claim well founded in equity was to compromise, which was done by a division giving to New York the governmental control or sovereignty of this territory and to Massachusetts the preemption rights; that is, the ownership of the land. Massachusetts became a land owner over a great portion of the territory of the State of New York and soon sold these lands, amounting to about six million acres, to two New Englanders, Nathaniel Gorham and Oliver Phelps, who in reality represented a syndicate of capitalists, and from them Robert Morris, the financier of the Revolution, purchased about a million and a quarter acres.

These various transactions had occupied some years and in the meantime the French, incited by the successful issue of the Revolution in America, had begun an agitation for popular liberty and this agitation had grown into revolution. Amsterdam, then the financial center of the world, was near the scene of its activities. Holland had been the battleground of Europe. Governmental protection as a sanction for the stability of property rights was becoming a thing of uncertainty and shrewd financiers of Amsterdam, foreseeing the hazard of European investments and the unsteadiness of European governments, sought safety by transferring a portion at least of their fortunes to America.

One of the results was the formation of the Holland Land Company, composed of Wilhelm Willink, Nicholas Van Staphorst, Pieter Van Eegen, Hendrick Vollenhofen and Rutger Schemmetpennink, and this company purchased of Robert Morris, directly or indirectly, his holdings in Western New York, then amounting to something like three and a third million acres. The title deeds, by which this transfer was consummated, were almost contemporaneous with the success of the Army of the Revolution at the decisive Battle of Valmy.

The next decade saw a portion of these immense tracts of land surveyed and some of them opened for settlement and by the first decade of the nineteenth century land booming, which, by the way, is no thing of recent days, was carried on in an extensive way throughout the New England States. The Holland Land Company and other similar companies offered as inducements for the settlement of their new territory, which at that time was generally referred to as the Genesee country, a long period of credit and easy terms of payment. The result was that tide of migration was from New England from the beginning of the last century into Western New York, where farms were to be had at the price of two and a quarter dollars per acre on ten year terms, with no interest to be charged for the first three years. No cash payment was required at the time that the articles, as the contracts were then invariably called, were executed. People who could not obtain title to lands elsewhere took advantage of these liberal terms, relying with pioneer hopefulness on the promises of the future.

Another potent cause for an outflowing of immigrants from New England was found in climatic conditions in the interior, into which the tide of migration had poured after the French and Indian War. The summer of 1816 was known throughout New England as a cold summer. In Vermont, New Hampshire, Interior Maine and Western Massachusetts killing frosts occurred during every summer month and many a settler, being discouraged by this condition, looked toward the Genesee country of New York, and this Genesee country became, within a short time, a Newer New England.

The Holland Land Company had established land offices at Batavia, Mayville and Ellicottsville. Their holdings had been organized as a county under the name of Genesee and Genesee county superseded the term "Genesee country." At the end of the first quarter of the last century their lands were well settled, but the average settler had paid little, often nothing, upon his contract. The hardships of pioneer life, the maintenance of the large families on the meager products of the soil, which products were almost entirely unsalable for cash, had brought the natural results: they had pursued the phantom of hope expecting that the deficiency of the then present would be supplied by the future, which was not the case.

The policy of the company was to allow the utmost leniency to these settlers and those conditions might have continued indefinitely, for land was being cleared and fenced, and although the interest had accumulated often to the extent of doubling the original indebtedness, still the increased value furnished increased security had it not been for angry words hastily spoken in the little village of Ellicottsville, where was the office of the land company. These angry words were passed between the agent of the land company, who was the big man of the place, and a rising politician by the name of Stewart. From these words begun an enmity bitter and unrelenting, and a few years later, when Stewart, through his political activity, had secured a seat in the Senate of the State, he found occasion to strike at his enemy, the land agent, by striking at the company which he represented, and a bill aimed at it became a law, which taxed land contracts held by non-residents to the amount of any unpaid balance.

The burden thus placed upon the Holland Land Company and other proprietary companies similarly affected necessitated a radical change of policy. If these companies were to be taxed upon the unpaid balances, it followed, as a matter of business prudence, that they should reduce these balances by collecting the same. Notices were given to delinquents requiring payment of long-due indebtedness and delinquents in many communities meant everybody. Payment in many instances was impossible and the spirit of resentment at this change of policy on the part of the settlers in some cases resulted in acts of violence.

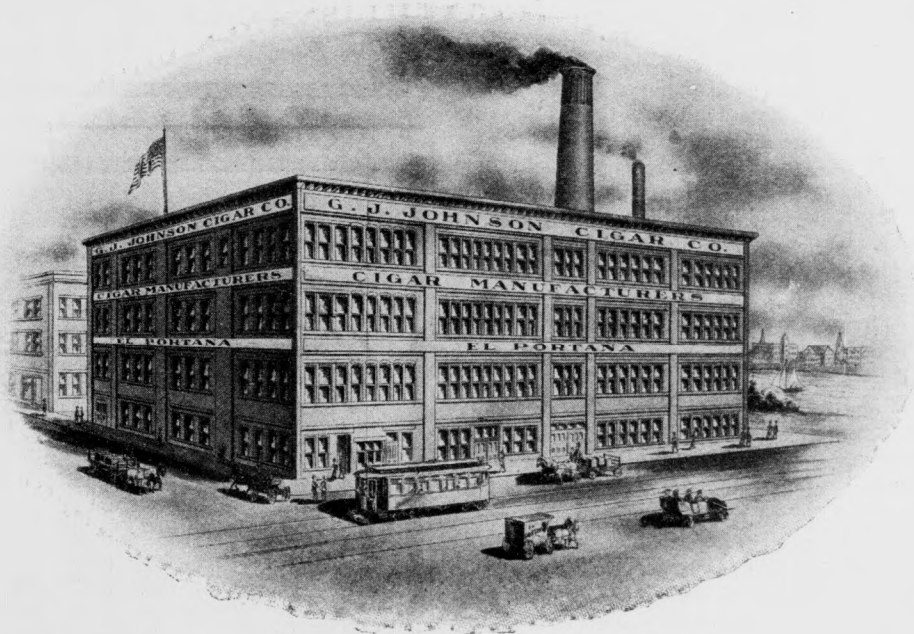
\*Paper read by W. V. Smith, of Flint, at mid-winter meeting of Michigan Pioneer and Historical Society.



# EL PORTANA 5c CIGAR



"In a  
Class by  
Itself"



Manufactured  
Under  
Sanitary  
Conditions

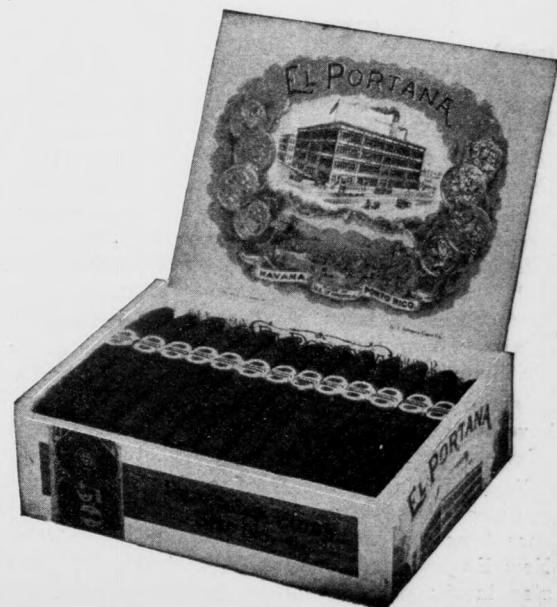
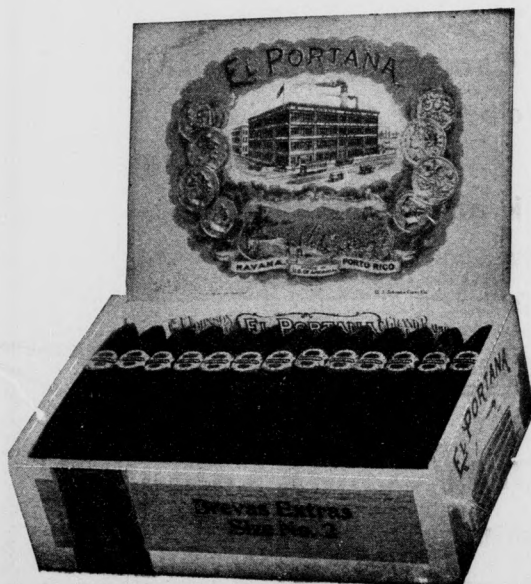
Made in

## Five Sizes

### G. J. Johnson Cigar Co.

Makers

Grand Rapids, Mich.





In the meantime Michigan had become a State, Congress had passed laws granting land warrants to the survivors of the Revolutionary War or their widows, and these warrants entitled the holder, or his assignee, to locate anywhere on the public domain 160 acres of land. As the recipients of these warrants were, necessarily, advanced in years, few of them ever used the warrants for personal location and these warrants could be purchased for a very small consideration. Homestead laws soon followed. The thousands of settlers of Western New York, threatened with eviction in case of failure to pay a debt which, from former leniency, had never seemed serious, turned their eyes toward Michigan, which was then well known by report and especially by a popular song, which began to be heard in every home.

It was easy to get to Buffalo and from Buffalo to Detroit. The Lake navigation supplied the cheapest of transportation and thousands of heads of families sold for such sums as they could obtain to their wealthier neighbor the old home, or, in many instances, abandoned the contract and sought a new home in the Peninsular State. This element made Southern Michigan a third New England, and to-day this newest New England is more exclusively of the blood of the Puritans, more representative of the ideas and ideals of the Puritans themselves than Massachusetts, than Rhode Island, than Connecticut or than any other of the so-called New England States of this present time.

These migrations were first from the teeming New England coast settlements after the French and Indian War into Interior New England; after the War of the Revolution a flood of migration from all of New England to the Genesee country of Western New York, which covered the periods from the beginning of the last decade of the eighteenth up to and including the first three decades of the nineteenth century and a migration from New York and New England generally to the State of Michigan, the flood tide of which was the first ten years after the formation of Michigan as a State and which was due to a considerable extent, indirectly at least, to the hasty quarrel to which I have referred.

W. F. Baxter, now a resident of Detroit but formerly of Lenawee county, tells me that he copied the census of 1870 for certain towns of Lenawee county and that from actual computation made by him it was found that three-quarters of the enumerated inhabitants of those townships were either born in New York or were the children of parents born in that State, and I apprehend that this condition characterizes a large number of localities within the southern part of the State of Michigan.

In the name of this, our county, we have adopted the name of the old "Genesee county."

Especially in the history of the jurisprudence of Michigan is this influence from the older jurisprudence of New England and of New York, and also in the personnel of our early

courts, apparent. Six of the ten territorial judges of Michigan were New Englanders. The first Chief Justice of our Supreme Court was a New Yorker. The Big Four, as the four great judges of Michigan, measured by the influence of their learning and official service on the bench of our highest court, are known to the profession, were every one of them New Yorkers, two of them from the Genesee country of post revolutionary days. The two chancellors of our early chancery court were one from New England and one from New York. Our probate law was adopted almost in its entirety from Massachusetts, our real estate law from New York. The practice of our law courts from the justice court to the Supreme Court was taken almost in its entirety from that of the State of New York. Similar instances might be cited almost unlimited to show how the Michigan of to-day is no more nor less than the New England of the early day transplanted to newer and more fertile soil.

Subsequent immigration to the United States, coming largely from the foreign countries, finding our State already occupied, went far beyond and peopled the more Western States, giving the distinctive German element to Wisconsin, the Scandinavian element to Minnesota and leaving Michigan the last State which may be called essentially the newest New England in the sisterhood of states.

#### What of the Height of Waves?

"What are the wild waves saying?" And how high are they? Measurements and estimates from marines indicate that the average height of all the waves running in a gale in the open ocean is about twenty feet, but the height of the individual waves is often found to vary in the proportion of one to two, and there is, in fact, in a fairly regular sea a not inconsiderable range of size among the waves.

The larger waves that occur at fairly frequent intervals have been termed the ordinary maximum waves, and are perhaps what seamen really refer to when they state the size of the waves met with during a storm at sea. "About forty feet" is a common estimate of the height of the larger waves in a severe gale in the north Atlantic, and this estimate is really not incompatible with a recorded average of a little more than twenty feet. It is difficult to say what may be the greatest height of the solitary or nearly solitary waves that are from time to time reported by mariners. The casual combination of the numerous independent undulations running in the sea produces two or three succeeding ridges of two or three neighboring domes of water of considerably greater dimensions than those of the ordinary maximum waves of a storm.

Although these large cumulative waves may be comparatively seldom observed because so small a fraction of the ocean's surface is at one time under observation, there are seemingly reliable accounts of cases in which these topping "seas" have reached the height of sixty feet.

## IT WILL BE THE Same Story FOR 1910



In the one case, a story of steady increase in popularity—the yearly acquisition of thousands of delighted coffee drinkers and hundreds of the best retailers in the country.

On the other hand, the same reliable blend—the same excellence in quality that has always distinguished "White House" from the usual coffees of the stores.

Distributed at Wholesale by  
**Judson Grocer Company**  
Grand Rapids, Mich.



"GET SOME"

## The Discount on a Dozen

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

"Sell her a dozen cans."

**The Van Camp Packing Company**  
Indianapolis, Indiana



### How To Contribute Most Wisely To Charity.

In these days of growing altruism many demands for help are made upon the charitable public—demands for hospitals, infirmaries and dispensaries; demands for old people's homes, orphanages and asylums for unfortunates; demands for settlements, vacation schools and summer outing work; demands for relief and aid, for anti-tuberculosis and anti-cruelty work; demands for prisoners' aid, anti-cigarette and law and order work; demands for outdoor art, for public lectures and mission work; demands for child placing, juvenile protection and playground work; demands for practically every project that has ever been devised by man for the benefit of his less fortunate brother.

The question of when to give, how much to give and in what form to give are problems with which most business men and persons of wealth are constantly confronted.

So frequent and insistent are these appeals for donations that they often tax the capacity of the ordinary business man who is trying to get a fair return on his investment. So much time is required in determining which appeals are worthy and which have a priority of claim upon religious, business or other grounds that many of the larger corporations have been compelled to establish a separate department to deal systematically and intelligently with this problem.

The man or woman of wealth has long since found it convenient to retreat behind a private secretary who carefully scrutinizes all claims for assistance of both public and private character and who keeps at bay even the most determined solicitor. In this way people of large means are better fortified than the average business man, who is frequently compelled to contribute out of sheer desperation, even when he feels that the request is not a legitimate one.

This advantage, however, is partially offset by the frequent demands for benevolent aid made by wealthy social leaders of the same set, many of whom are interested in promoting their own pet charities. Under such circumstances it becomes equally embarrassing for the man of wealth to refuse, even when his better judgment directs him to do so. Quite often such demands are simply an exchange of courtesies and there is little of true philanthropic impulse connected with them.

General and special written appeals for help are of course more easily disposed of. These appeals are readily made and the results are correspondingly unsatisfactory, as many such letters are consigned to the waste basket, even when there is return postage inclosed and the institution that sends them out is one with an established reputation. There have been instances in which such appeals have not brought enough returns to pay the expense of postage and printing, and for that reason even the best known benevolent institutions can not rely upon that method of solicitation alone.

While lotteries and bazaars are still resorted to by religious institutions, the most popular form of raising money for charitable purposes is doubtless by means of charity balls, theatrical performances, tag days and similar entertainments. Of late, however, there has been a movement in the right direction by some of the larger institutions which have sought promises of regular contributions in stipulated sums extending over a considerable period of time. The large element of waste of time and money is almost entirely eliminated by this process, which ought to commend itself to all those who are desirous of giving wisely, adequately and without ostentation.

The matter of giving wisely, however, is still a question of the first importance when we stop to consider the large number of conflicting and unrelated charitable movements that compete for support. When endowments are contemplated still greater care must be exercised to anticipate future changes and developments. Of course the donor's particular eccentricities must be taken into account, as the number of eleemosynary institutions that have been devised by man extend from providing graveyards for homeless cats to the provision of marriage dowries for old maids. In some cases also one charitable institution has been formed to defeat another of opposite character.

The motives that prompt charitable contributions may be either altruistic or selfish, or a mixture of the two. So skillfully are these two impulses blended at times and so subtle is the distinction that they will not yield to a differential diagnosis and the selfish motive is sometimes mistaken for the truly philanthropic one.

What, then, is the remedy? How is the business house or the individual who is approached for a donation to know under what conditions to give or refuse? Surely every donor can not be expected to have a scientific knowledge of a subject so intricate and far reaching as modern philanthropy. It calls for the advice of those who are specialists in this department, and every large city has or should have such a bureau of information for the guidance of those who wish to give wisely and in the truly public spirited sense.

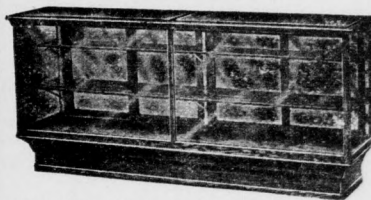
Such a bureau should consist of a commission of non-partisan men and women with a good knowledge of the subject and broad minded enough to coordinate and correlate charitable endeavor without assuming the role of censors. For it should be remembered that many charitable enterprises which were once regarded as doubtful have lived to prove their worth as great public benefactions. The settlement movement is an example of this kind.

In Chicago the United Charities has the nucleus of such a bureau, which if rightly developed and managed, as we believe it has been and will continue to be, is instrumental in saving the community millions of dollars. When next approached by a solicitor call upon it for advice. Hugo Krause.

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

If you use the

**Wilmarth**  
THE CASE WITH A CONSCIENCE



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

**WILMARTH SHOW CASE CO.**  
936 Jefferson Ave. Grand Rapids, Mich.

### Mica Axle Grease

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

### Hand Separator Oil

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

**STANDARD OIL CO.**  
GRAND RAPIDS, MICH.

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

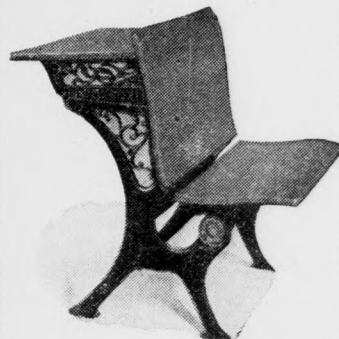
### CHAMPION 70 TO 72 GRAVITY

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

**Grand Rapids Oil Company**

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

### More School Desks?



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

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

We can also ship immediately:

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

**Our Prices Are the Lowest**

We keep up the quality and guarantee satisfaction.

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

**American Seating Company**

215 Wabash Ave.



CHICAGO, ILL.

GRAND RAPIDS

NEW YORK

BOSTON

PHILADELPHIA

### A HOME INVESTMENT

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

### HAS REAL ADVANTAGES

For this reason, among others, the stock of

### THE CITIZENS TELEPHONE CO.

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

### 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.





### Imagination as an Asset in the Shoe Business.

I was reading awhile ago an article by an expert reorganizer of business, in the Atlantic Monthly, which appealed very strongly to me.

It told of the great advantage of imagination in exploiting any business. I am not going to quote from it. You ought to get it and read it entire, for while it does not treat of our business particularly it gives a good many ideas which could be twisted our way.

But what I want to say is this: That the shoe man who is going to be a success should be always and ever thinking, in everything that he sees, hears and reads about, something that he can do to help his business.

For instance, the other day a woman worker in a church society called upon a bluff, quick witted merchant with a subscription list to raise money to help a poor widow with two children. One of the children was a girl of 11 and the other a baby in arms. For the sake of arousing sympathy the church worker brought the mother and her baby along. The merchant looked at the subscription list on which quarter subscriptions amounting to a paltry sum had been realized. Then he looked at the baby, a bright, laughing little thing peering over its mother's shoulder.

"Can't you get any work to support your family?"

"Nothing that I'm strong enough to do, and besides people don't like to have me bring my baby, and the little girl shouldn't be kept out of school to take care of it."

"That's right. That's right. I'll tell you what I'll do: If you'll bring that baby down here every morning after it has its nap until noon and every afternoon after it has its nap until 5 o'clock, I'll give you \$2 a day."

"Why, what can I do to earn the money?"

"Just let the baby sit in a nicely padded clothes basket in the window. That's all, and if she cries, take her out of the window and tend her."

Would the woman accept? Of course she would, and the resulting window trim was the greatest thing ever seen on that street. The crowds in front of the show window got so large, sometimes, that policemen had to remonstrate. Did the baby cry? Not a cry. Just sat there and kicked up her heels, dressed in an outfit that cost the merchant a pretty penny, and smiled back at the crowd of smiling faces outside.

Sometimes there was a sign neatly worded, reading:

### "I'm Going To Wear Blank's Shoes When I Grow Up."

One day the entire window was filled with novelties in babies' shoes. Another day a novelty trip showed the seven ages of man (and woman) as expressed in shoes, in infants' shoes, the school shoes, and so on, to the old fireside comfort sort at the end of the row.

One day the trim was all of dainty ball slippers such, the card said, as the little one would be wearing some day at the commencement ball. Another day it was a window full of fine shoes for men of the sort that her lover would wear when he came a wooing, and another day in contrast to the little feet just starting out in life was a window full of shoes for old folks of the sort that after a long, happy life she would be wearing with comfort as she descended the hill.

The whole idea was wonderfully effective. There is a lot more to tell about the baby and her mother and all that, but enough has been told to show how one merchant combined his philanthropy and his business.

### Scheme of a Shoe Missionary.

A young woman came in to a merchant one day and asked for work.

"You don't look as though you could stand confinement in a store," he said.

"I ought not to be inside," said the girl. "Can you recommend me to outside employment of any sort?"

"I'll give you \$7 a week for awhile to go around to the houses with a little satchel of shoes and show the ladies."

"I don't believe that I could sell enough to pay you."

"I don't want you to sell a shoe if you can help it—unless people insist. Just take a line of our finest goods for women and go to the swellest places in the city, asking for the privilege of showing some choice new designs."

The girl did it and in spite of her efforts she could not resist the women who asked her to get their sizes in certain styles and bring them to the house. The experimnt didn't cost 5 per cent., and it did a lot for the fine trade.

### Surgeon Lost—Shoe Man Gained.

A young physician and surgeon who had made a study of the human foot invented a shoe design which he thought would cure broken arch if properly fitted and would also be a healthful and comfortable shoe for anybody to wear. He went to a shoe manufacturer and tried to sell his invention or let it out on a royalty.

The manufacturer was impressed

but he hesitated. "I'll tell you what I will do," he said: "If you will help I'll test it out. I will rent you a small store on a principal street and make up a line of shoes from your designs. I will advertise it extensively and you shall go in there and meet the customers personally and prescribe your shoes for their feet. See that their trouble is correctly diagnosed and that they have what they need."

It was bad for professional pride, but the young surgeon was poor and enthusiastic about his discovery and he took charge of the store. A good physician and surgeon has been lost to the world in general because the success of the store became so enormous that others had to be started along the same general line, and now the young physician is partner in a big shoe manufacturing business.

### Psychology of Shoe Prices.

A shoe dealer bought enormously of a shoe for women at \$1.60 which he believed would sell like hot cakes at \$2. On the volume of business he anticipated a good thing. The shoes did not move well. Customers looked at them, admired them, but passed them by and either took something else or did not buy.

A clerk said: "Two dollars is a bad price for a shoe."

"I can't afford to sell them at any less," said the proprietor.

"Try them as a wonderful value for \$2.25," suggested the clerk. "It is the better and more attractive price of the two."

The merchant tried it and the shoes went so fast that duplicate orders and triplicate orders, and then some, came along in due course. What the young man said about the \$2 flat price was so. There's something psychic about it. Nobody can explain it, and yet two dollars is not an attractive price at which to purchase a shoe. It is like a 3 C shoe for women. That is the hardest size to dispose of when there is an overstock. Every shoe man knows that. Why a shoe at \$2.25 sells quicker than a shoe at \$2 is something that no merchant can recognize, but that it does is where the shoe merchant with an imagination has an advantage.

### Bright Collecting Scheme.

A young shoe dealer who had a rather small capital had the good fortune to get a large trade among wealthy people. Not wealthy business people but wealthy people who lived on large incomes and devoted themselves to society and the pursuit of pleasure. They were splendid profitable customers—bought good goods at good prices and had everything put down on the books without question.

All that was very fine, only the young shoe merchant had a very small capital, and he needed it in his business instead of on the books. Good accounts are a fine asset, but they don't help much when it comes to paying the jobber and manufacturer and coping out fat discounts. Customers of this class, as every merchant knows, are the hardest people in the world to collect from. They are sensitive, don't like to be dunned, except in the way of a mere

statement, and they don't like to have these come too fast or frequently or for small amounts. As I heard one of them say once. "I hate to bother to write a check for these little, paltry sums." Then they are often away from home for long periods with no one in charge authorized to settle, and so, practically always, with money in bank in wads, they keep the merchant waiting.

The young merchant studied over the matter quite a time. He figured that in opening the letter containing the statement the customer at the first blush thought to pay it, and the second thought of getting his check book and filling it out, directing the envelope, and all that, caused him to hesitate, he laid it away until such a time as the accumulation of bills in one spot would be worth writing checks for, the statement became mislaid and lost and another delay ensued.

Then a bright thought occurred to him: He made a point of finding out which banks his wealthy patrons used for their open accounts and got a supply of checks from each bank. Then, in sending out a statement to one of these people he enclosed a neat statement of account, a stamped and addressed envelope and a bank check made out for the amount of the bill, but unsigned. This check pinned to the statement looked good when it came in, the patron enjoyed a good laugh at the clever scheme, saw he had but to sign his name and put the check in the envelope, did it and one scheme of collecting had made good. The young merchant states that the plan works like a charm and has hurried up many a long drawn out account. Noticing that it worked so well with this class of customers he tried it with a class of customers who were perilously close to no good, and, strange to relate, it worked also there. The delicate compliment of assuming that the debtor had an open account at the bank named was too flattering to be resisted by some of them. In fact, one man is said to have been so pleased that, while he had no account at any bank, he took the sum called for by the check to the bank named and opened an account so that he could send the check back and have it honored.

It is a great scheme. Try it.—Charles H. Newton in Boot and Shoe Recorder.

### A Legal Distinction.

A long-winded, prosy counselor was arguing a technical case recently before one of the judges of the Superior Court. He had drifted along in such a desultory way that it was hard to keep track of what he was trying to present and the Judge had just vented a very suggestive yawn.

"I sincerely trust that I am not unduly trespassing on the time of this court," said the lawyer, with a suspicion of sarcasm in his voice.

"There is some difference," the Judge quietly observed, "between trespassing on time and encroaching on eternity."

Hatred is never so loathsome as when it assumes a holy name.



# A Line That Makes Good

Style and quality rank high in the Mayer line—You may search where you will—you'll never find shoes that combine both style and quality to the degree found in the line of

*Mayer*

Custom Made  
Quality Shoes



The illustrations above are representative of our line of Men's and Women's fine shoes.

## Honorbilt Shoes for Men

## Leading Lady Shoes for Women

With these shoes in your stock you will be sure to satisfy your trade and make headway in your business. Back of the sterling quality of Mayer Custom Made Shoes is a big advertising campaign that makes selling easy



**F. Mayer Boot & Shoe Co.** MILWAUKEE, WISCONSIN.

Largest Manufacturers of Full Vamp Shoes in the World



### EDUCATING THE PUBLIC.

#### Advantages of Opening the Furniture Show Rooms.

Berkey & Gay opened their show-rooms to the public two afternoons this week to let the folks at home see their new line. The attendance was large and those who attended will hope to go again, for there is pleasure in seeing fine furniture, and there is art education in it, too. Whether the company will have open days following the July opening, and a year hence, is not announced, but why would it not be a good idea? And why should not the other manufacturers do likewise? This city is famous for its furniture, but how many people in this city actually know what the different factories produce? How many persons in Grand Rapids have before this had a chance to see the Berkey & Gay line? How many know the distinctive features of the Nelson-Matter, the Phoenix, the Royal, the Century, the Oriel, the Sligh, the Paine, the two Widdicombs, the Stickley, the Grand Rapids or any other of the forty-four lines of which this city boasts? Outside of trade circles it is no exaggeration to say that of all the people living in Grand Rapids not one in a thousand has actual and accurate knowledge of what draws the buyers here semi-annually from all parts of the country and from foreign lands. The reason they do not know is that they have not been given the opportunity. The manufacturers do not sell at retail and this to a large degree takes away the incentive to show goods. It is true the furniture stores carry Grand Rapids goods, but not at any store will any full line be shown, and none even pretend to show what all the factories produce.

The Berkey & Gay idea of opening their showrooms is a happy one, and if this became a general custom with all the manufacturers fewer instances would be heard of Grand Rapids men buying furniture in Chicago or New York or Boston and upon its arrival find that it was made here. Opening the showrooms would give the people of this city a greater pride in home industry, a higher degree of civic patriotism and at the same time it would increase their appreciation of the artistic and the beautiful.

During the buying season eight or ten of the factories maintain dining rooms, where buyers can have luncheon at noon to save them the long trip back to the hotel. The factory dining room is not only a convenience to the buyers but it keeps them out of the grasp of others who want to sell. During the rush these dining rooms are reserved for the buyers and the factory representatives, but as the season tapers the manufacturers often invite in their friends, both of the trade and out of it, to enjoy their hospitality. The Grand Rapids Chair Company, whose dining room is famous among the buyers, closed the buying season last Saturday with a dinner to a dozen or more business men. President E. H. Foote presided and the occasion was one of rare enjoyment.

A few years ago secret drawers or compartments were much in demand, especially in bureaus and writing desks, but it is not often such hiding places are found now, unless, of course, the goods are made to order. Why the fashion has changed is not explained, but it may be because those who have papers, money or jewels to keep prefer the security of a safe or a safety deposit vault. But one of the summer lines shown here this season contained a table with an ingenious secret drawer. The table had two diamond shaped ornaments on the side and a drawer at the end. When the end drawer was drawn as far out as possible it released a spring and a pull on one of the diamond shaped side ornaments brought out the secret drawer.

This city has several large furniture factories, but the number that started large can be counted on about half the fingers of one hand. The Sligh Company, with its \$400,000 capital and big factory, is the growth in thirty years from \$19,500 actually paid in. The small beginnings of Berkey & Gay, the Nelson Matter Co., the Phoenix and the Widdicombs are parts of the industrial history of the city. How the Michigan Chair Company started has never been told. It dates from 1883, when Harry S. Jordan, Thos. F. Garratt and Ed. Crawford threw up their jobs at the Grand Rapids Chair Factory and with a joint capital of \$600 went to Grand Ledge to start a chair factory of their own. They rented a building and fitted it up as a factory. They were practical men, not afraid of work and soon had things going and, in spite of the discouraging prophecies of their friends, prospered from the beginning. Jordan and Garratt in time bought the Crawford interest and, when the advantages of Grand Rapids as a center appealed to them, they moved back to the city which they left in '83 in search of fortune. When they decided to come back they had money enough to buy a site in Pleasant Valley and to build a factory, but a necessary adjunct to a furniture factory is a lumber yard. Their capital was not quite large enough to cover this essential and rather than borrow money they let the new factory stand idle for a year until enough money had been made to buy the needed land. And then they moved.

The labor situation in Grand Rapids has been better than usual this winter. In spite of snow storms and blizzards work has not stopped on many of the big building jobs, and then the factories and shops have had more to do. The number of men out of employment has been much below the average. An early and very brisk opening of spring work is looked for, and from present prospects the difficulty will be to find workers rather than to find work. There will not be as many big street improvement and sewer construction jobs this year as last, and this will to some degree relieve the labor market.

Most moral astigmatism is due to the squint of envy.

## 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.

## Six Weeks More Winter Says the Groundhog

But six weeks is a short time to prepare for spring business, and the merchant who is not hibernating like the groundhog will want his shelves well stocked with

### Rouge Rex Shoes



those Solid Leather, Well Fitting, Long Wearing shoes made by H.-K. Co. for men and boys. Also a good line of the Playmate Shoes for misses and children for the early spring buyers.

If you have postponed your spring purchases, don't delay longer. Six weeks is a short time, and you can't afford to be caught napping.

And don't overlook our line of men's and women's fine oxfords.

A postal will bring our salesman with a full line of samples.

**Hirth-Krause Co.**

Shoe Manufacturers

Grand Rapids, Mich.



## NEW YORK MARKET.

## Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Jan. 29—Sympathizing with a more active speculative coffee market the spot article has had a better week and a better feeling exists, although the demand shows no material improvement. The proposed sale of coffees by the Brazilian government at auction has probably had an effect tending to smaller amounts being taken. In store and afloat there are 3,959,547 bags, against 3,841,170 bags at the same time last year. Mild grades are generally reported as in very moderate movement and with no noticeable change in the run of quotations, good Cucuta being held at 10½c.

Teas are doing fairly well and dealers are certainly not bemoaning the condition of affairs. Proprietary goods are selling freely and the owners thereof must certainly be in a contented frame of mind.

The grocery trade at the moment seems well filled up with sugar and sales made are almost altogether of small quantities—withdrawals under previous contract.

Rice shows freer movement and it seems not improbable that the non-meat eating campaign has something to do with the increased activity. Quotations are well sustained and dealers are very well satisfied with the outlook.

Spices are dull and sales are apparently of the smallest possible quantities. The range of quotations is entirely unchanged, but this is not quite exact as pepper seems to have shown some decline.

Grocery grades of molasses have been doing fairly well all the week and the supply is not overabundant. Good to prime centrifugal, 26@30c. Syrups are quiet.

Canned goods are very quiet, as is almost invariably the case just before inventory among the large concerns. And yet there is a steady volume of business, such as it is, and, as in the case of rice, consumers are making inroads upon supplies as they lessen their consumption of meat, and this is one substantial factor in accounting for the firmness displayed in the quotations of almost every article on the line. Especially is the consumption of tomatoes showing larger movement, and this is most fortunate as this article is kicked from pillar to post in a manner that makes the packers' hearts ache. It seems to be a fact that really strictly standard 3s are not to be found for less than 65c unless in exceptional cases. Some futures, it is said, have sold for 62½c, but the market is not yet established. Corn is in moderate request, with a sale of Indiana goods reported at 72½c of the Country Gentleman variety. Desirable peas are worth 70c. Other articles are about unchanged.

Within the week butter has declined and during the past day or so a turn upward has appeared for top grades, so that creamery specials are now held at 32c; extras, 31c; firsts, 29½@30c; held creamery, 30@31@

32c; Western imitation creamery, 26@27c; factory, 23½@24c.

Cheese is unchanged and firm at 17½@18c.

Storage eggs are apparently "holding their own," if the term may be used, and special marks of refrigerator stock are working out at 27½@28c; Western extras, 37@38c; firsts, 34@35c.

## In the District Court of the United States for the Western District of Michigan, Southern Division.

In the matter of Henry Kemmler and William Buskirk, copartners, trading as Kemmler & Buskirk, bankrupts. No. 800 in bankruptcy.

By order and authority of said court notice is hereby given that at 10 o'clock a. m. on Monday, the 14th day of February, 1910, at the premises, 1254 and 1256 South Division street, Grand Rapids, Michigan, occupied by said bankrupts under the name of Kemmler & Buskirk, I shall sell at public auction for cash to the highest bidder all the tangible estate and assets of said Kemmler & Buskirk, bankrupts located in said building at 1254 and 1256 South Division street, Grand Rapids, Michigan, consisting of buggies, agricultural implements, harness, harness fixtures, shovels, picks, two horses, ropes, lightning rod, wire fencing, etc., and office equipment, which said property is more fully itemized and described in the inventory and appraisal now on file with Kirk E. Wicks, Referee in Bankruptcy, in said city of Grand Rapids, and which said inventory and appraisal may there be seen and inspected.

Right is reserved to withdraw from said auction sale any and all property for which in the opinion of the trustee a sufficient bid shall not be made.

All sales are to be made subject to the confirmation of said court in accordance with the order of said court authorizing this sale. And such sale or sales will be confirmed unless cause to the contrary be shown within five days after the trustee's report thereof is filed with said Referee.

Dated at Grand Rapids, Michigan, this 31st day of January, A. D. 1910.

Val Cryder, Trustee,  
245 Houseman Bldg.,  
Grand Rapids, Mich.

## The Meanest Town in the West.

A party of commercial travelers resting over New Year's were seated in the corridor of a leading hotel one morning, discussing the characteristics of the different towns they visit. Said one: "The meanest town in the West is in Northern Kansas. While I was there last month they found the dead body of an unknown man in the streets. In his pockets were \$100 and a revolver. Instead of taking the money and giving him a decent burial, they arraigned him under the name of Richard Roe, fined him \$100 for carrying concealed weapons and buried him in the potters' field in an old pine box."

You never get near to God by running away from men.



## The Race of Success Runs on Time

Napoleon said: "I beat the Austrians because they did not know the value of five minutes."

Several thousand alert progressive shoe dealers have already placed their order for the

## Bertsch Shoe

If you are not one of that number you owe it to your good judgment and your business acumen to see this line—our salesmen are out—one of them will call on you, but to expedite matters—to get the samples of this line before you in good season, that your goods may reach you on time—let us have a request for the samples today.



No. 979 Box Calf  
No. 990 Gun Metal  
One of the best sellers  
of the season

Herold-Bertsch Shoe Co.

Makers of the  
H B Hard Pan and Bertsch Shoe Lines  
Grand Rapids, Mich.



## "Rikalog"

The word "Rikalog" on a high cut shoe means in every case strength, fit and long hard service. Our trade in high cuts and our reputation for making good ones extend from Alaska to Florida. We make many special kinds for farmers, hunters and lumbermen and all others who do hard walking over rough wet country. "Rikalogs" are the high cuts for you and your customers as to price, profit and wear.



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



## WATCHING COLLECTIONS.

## How the Merchant Can Reduce His Losses.

The up-to-date merchant keeps constantly in close touch with his business, giving it the results of his thoughts, and never allowing himself to get too busy to think, for when a man gets too busy to think he loses money. He not only keeps in touch with the record of goods sold to-day but also of the account due for the goods that were sold a year ago to-day, or maybe five years ago and are still unpaid for. He also keeps an eye on the expense account and takes advantage of his discounts and, like "Figurin' Jim," he is always looking ahead.

"Figurin' Jim" was a hard working negro and had no use for the trifling, no-account darkies that lay around and did not work. One day Jim went down to the ticket office of the railroad, and, stepping up to the window, addressed the ticket agent as follows: "Say, Boss, how much is a ticket to Springfield?" "Eight dollars," replied the agent. "Well, how much would it be for a corpse?" "Just the same," answered the agent. "Well, how much would it be for a round trip?" "Sixteen dollars." "Well, would it be the same fur de corpse fur a round trip, too?" asked Jim. "Well, I suppose it would," replied the agent, "but we don't generally sell tickets for dead people but for one way."

"Well, Boss, it's jes' like dis: You see, m' wife, Sukey, she's daid and her folks all live down in Springfield, and I jes' been a-figurin' dat maybe it'll be cheaper to take her down thar and let um all see her and den bring her back heah and bury her dan it would be to have a passel of good-fur-nothin', no-account niggers up here boahdin' off of me fur a month."

Every merchant, big or little, who by his carelessness allows accounts to become outlawed, and barred by the keeping track of the debtor, becomes in a way a party to making oftentimes a rascal of what might otherwise have been an honest man. Many an individual's first act of rascality was committed when he learned that bills became barred by law after a certain length of time had elapsed and no payment or written promise to pay had been made by him and the retail merchants throughout the land have done much by their negligence to educate the masses in this particular branch of commercial law until now-a-days the statute of limitations is to the deadbeat what the alibi is to the thief, his dearest friend.

On the other hand there is never in the stock of goods any merchant carries a commodity in which there is as much profit as in his old accounts, if given as much consideration as he does the goods for there is nothing succeeds so well in making collections as persistent dunning, and any merchant who will adopt a system whereby the knowledge of his account is kept constantly in the mind of the delinquent customer will be agreeably surprised at the result of his efforts. No man ever gets accustomed to being dunned, and I have frequently made collections from men

who came in and paid their accounts in order to stop the regular system of letters they were receiving.

No account need become valueless (if the debtor remains alive) if given proper attention, for the simple reason that every one's condition in life is constantly changing. We either progress or go back. We get better off or poorer and if we have nothing to start with there is but one direction to go, and that is to go forward. No man wants to remain poor and it is not infrequent that an account that appears and probably is worthless to-day may in five years be worth its face and interest, provided, however, the merchant has not allowed it to become barred by law through his negligence in not keeping in touch with the debtor by letters that would command replies, which replies would in themselves keep the account alive, since a written acknowledgment of an indebtedness reinstates an account.

## Promissory Notes in Collections.

A rule which I have adopted in my office and recommended to my merchant clients in handling delinquent accounts, that has proven very satisfactory and profitable as well, is the taking of promissory notes. A note when given does away with the necessity of an itemized statement being kept as the note is in itself evidence of the fact that a settlement between the parties has been had; that there has been a meeting of the minds of the contracting parties and a balance arrived at, hence if at maturity of the note suit is necessary or at any other time the note alone when filed is sufficient to prove the indebtedness without an itemized statement and the usual affidavit that is required by law when suing on open accounts. Further, an open account on which no payment has been made or written promise to pay is held by the creditor is barred by our statute of limitations in five years, whereas a promissory note is not barred for ten years, during which period of time many changes may take place in the affairs of men. We live in a period when men become rich sometimes in a day.

Again every one—business men, professional men, in fact, all of us—gives a promissory note with our names affixed thereto more consideration than an open account on which our name is written by a creditor, and if both the open account and promissory note become due the same day and we have money to pay but one, it is needless to say on which indebtedness it will be applied, although both are of equal importance towards maintaining our financial standing and credit. And, too, there are some men who will never allow an open account to worry them at all, yet will lie awake at night to devise ways and means to meet a promissory note, once it is executed, which would be of no more value to the creditor than their open account.

This fact was illustrated to me some time ago. An account had been filed in my office against a man who among the merchants was looked upon and considered the prince of dead-

beats. I called the prince in by letter and received from him the usual hard luck story and promise to pay. I assured him that his explanation was quite satisfactory and suggested that the matter be closed up by his executing a thirty-day note for the amount, to which suggestion he consented most graciously and paid the note in two weeks. In fact, he called at my office twice in the meantime to ascertain when the note would be due, assuring me that he would have the money, and paid it off two weeks before maturity.

I am satisfied that this was the first and only promissory note the prince had ever executed in his whole life, and being an egotist (a characteristic of the deadbeat) he began to look upon himself as a man of affairs

and in all probability beat other bills to get the money to gratify his egotism and take up his note.

The further value of taking promissory notes when accounts are uncollectible at the time was demonstrated in a recent case which came to my office. In 1894 John —, a railroad shop man, owed one of our merchants, a grocer, \$150 for goods and, being unable to pay the same and about to move into another part of the State, the merchant secured his

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and  
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note for the amount. In fact, at that time John would have signed a note for the national debt had he been given sixty days in which to pay it, since he had nothing out of which a judgment could be made. Nothing further was heard of John until after the note, together with the itemized account, had been destroyed by fire, and all barred by the statute of limitations. The merchant, however, made a copy of the note from memory, remembering the date and amount and rate of interest, and in the early part of 1909, fifteen years after the debt was made and the note executed, brought the memorandum or copy of the note to my office. Later I located John in a Southern Missouri town, employed in the railway mail service, and after several letters had been written to him, each just a little stronger than the last (persistent dunning illustrated) he grew angry and answered my last communication while he was still mad, admitting the indebtedness and execution of the note. Later John paid me \$250, the extra \$100 being a compromise settlement of accrued interest.

Had he been compelled to furnish an itemized account as required by law when suing on an open account, even with John's written admission of an indebtedness to plaintiff, we would have still failed in making a case. Whereas, a note having been once executed, although lost or destroyed, was evidence of the fact that a settlement between the parties had been arrived at as to the amount due and the balance expressed in a promissory note, and although the note was lost the copy made by the plaintiff from memory, together with John's admission of the execution of the original note, would have given us a standing in court.

Further, this was one of those cases where the debtor was wholly insolvent when the account was made and the note was executed, but he is now in good circumstances, having inherited more than \$5,000 a short while ago, thus strengthening the argument and contention that every man either progresses or goes back, and if broke in the beginning there is left but one direction in which to go, and that is to go forward.

#### Correspondence.

As the telegram, telephone message and wireless always command immediate attention because they convey a great deal in a few words, so it is with business letters. The short, concise, to-the-point letter is always read, even although it be a circular. In fact, the long drawn out Robin Hood barn epistle has no place in the business world. Many merchants in their desire to sell more goods become so afraid of offending a customer that they will against their better judgment allow an account to go on and on without saying anything, and let it get bigger and bigger until at last they see their error when it is too late, whereas a brief letter to the debtor would at least prevent the account from growing out of proportions, while on the other side of the street Jones, another merchant who

thinks more of his accounts than he does of hurting somebody's feelings, has been getting his money regularly from the same customer and selling him oftentimes goods he really does not need, simply because when he began to get slow with Jones, Jones wrote him a short concise letter, just like the one the bank wrote Jones when he had overdrawn, and as a result Jones never had any more trouble about his account. It was the other fellow who was afraid he might offend some one, or lose a customer; he is the fellow that holds the bag.

#### He Who Moves Away.

While a great many people move away from a town or city where they have resided for a long time, yet they seldom remain permanently, and while they may be absent some time, even years, yet as a rule they usually leave behind "ties to bind" that sooner or later cause them to return to the old town.

To illustrate this fact, two years ago our railroad shops were closed down and people who had been employed therein left the city by the score, and almost in every instance left unpaid bills behind. In fact, there were in my hands alone for collection against persons who had moved away several thousand dollars of claims and they took good care to cover their tracks, leaving practically no trace whatever of where they had gone. After the shops were reopened, however, and business had assumed a normal condition, I wrote each debtor a letter, using our circular form letter No. 2, addressing each person as though they lived in the city again, and that we knew of their presence, and as a result 30 per cent. of the letters were responded to and debtors came in and cut of the one transaction an aggregate of over \$500 was collected, while the time and expense were practically nothing. I found that in a great many instances they had returned, keeping the fact quiet by not showing themselves in districts where they had heretofore run accounts, and had resumed their former occupations in the shops, and as the tone of the letters received by them indicated that we knew of their presence again in the city and fearing to jeopardize their positions by being sued on their accounts, they somehow couldn't keep from coming in. We found one man by this method who had been away three years and had returned and resumed his employment at the railroad shops. He came in and paid us \$40 that he had owed for groceries for five years, and another who had been living in a distant city for more than four years paid us \$38, which he had owed before moving away.

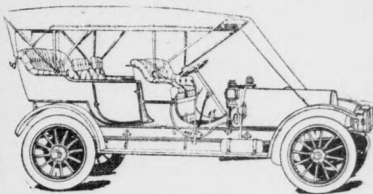
I relate these instances to further illustrate my previous statement that if a merchant will give his old accounts proper consideration and keep the debtor constantly reminded of his unpaid bills he will be agreeably surprised at the results of his efforts, and as was the case with us, in sending out letters at random to people who were supposed to be back from abroad, the investment proved to us and will prove to anyone very profitable.

C. C. Lawson.

## 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.

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QUICK CLEAN SAFE  
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FOSTER, STEVENS & CO.

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Exclusive Agents for Michigan. Write for Catalog.



## THOSE WHO HEED NOT.

## A Preference Based on Pretense the Cause.

Written for the Tradesman.

"Back, back to the farms."

Thus we shout oracularly, not to say indignantly.

Then when someone enquires as to whom we are addressing, we refer them to Secretary Wilson down in the Agricultural Department or to our Uncle Jimmy Hill.

It is so dead easy and so perfectly natural, don't you know, to put the cap on the other fellow.

We are unanimous in our belief that the people must be driven back to the farms in order to save the country and our chief wonder is that everybody does not heed the call instantly.

Of course we can not set an example because we were not raised on a farm; do not know anything about live stock or the tilling of the soil and besides we are city bred.

It is quite true that many of the boys and girls who have passed their infancy and childhood upon farms rush to the cities, but a majority of these make the change with a specific, worthy purpose firmly fixed in their minds, with the courage, industry, thrift and determination back of that aspiration to assure to them ultimate success.

At the same time there are many such boys and girls who love the work, the wonders, the achievements and the independence of farm life and who are ready and anxious to stake their happiness and contentment upon that sort of a life who do not leave the farms. And it is in the hands of such people that the farms of the United States remain.

Now what of us of the urban quality?

Like those who are farm bred, some of us achieve distinction in the professions, in finance, commerce and industrial exploits, but a vast majority of us are dire failures simply because we do not possess the gimp to go to the farms and help out.

We love the paved streets, the plate-glass windows, the street cars, the eternal wilderness of people, the bustle and noise and the perpetual display of avarice on the one hand and pretense on the other. And we just dote on the social glitter. So we can not be expected to go to the farms.

It is a safe wager that at least 75 per cent. of the clerks, accountants, porters and workmen in the stores, offices and factories, anywhere, are young men and old who have passed their lives chiefly in the city.

As boys they began at from three to six dollars a week and as men they are earning from ten to twenty dollars a week. Moreover, a majority of these workers are well aware that, making the change at even 30 or 35 years of age, they might, by going upon a farm and working as intelligently and well as they do in their present positions, very shortly achieve an independence they can never know in the city.

Every man of ordinary horse sense knows that no man ever employs another at specific wages and for specific work where he does not expect to

make money on that man and his work, either directly or indirectly.

And it is the man who compasses such results steadily and continuously who becomes a captain of industry or a leader in commerce or finance. And we all of us, each one for himself, wish to reach such a distinction and would do so if possible. So we have no call to blame those who do succeed.

Where we fall down, we city bred men who are hanging on to the outer edge of Society and trying to make everybody believe that our incomes are 100 per cent. greater than they really are, is in not taking a brace in our moral and civic entities the very instant we find we are doomed—so long as we cling to the city and its allurements—to work for somebody else at wages or upon a salary.

Nine-tenths of the men thus situated might, if they would, find employment upon farms, with this advantage developing at once—they would be on the way to their own development as farmers.

Of this nine-tenths, assuming that more than 50 per cent. are married and the heads of families, that 50 per cent., by the practice of industry, economy and thrift, might place themselves and their families in a position of independence—which breeds peace and content—inside of three years and work no harder than they are required to work at present.

But, no, we won't do it. It is the boy from the farm who must go back to the farm. We won't do it because we can not live without neighbors ten feet away on either side and about the same distance above and below us. We want company—which we rarely enjoy, by the way, except in the matter of gossip; we must see people and buildings and vehicles—which we neither know, occupy nor utilize; we must buy our bread by the loaf, our vegetables by the half peck, our meats by the pound, our milk by the pint, our fuel by the quarter ton, and so on, and so on.

No, if anybody goes back to the farm it must be those who were "borned and raised there."

Why, it's too much, altogether too much, to ask us to forego the excitement of buying furniture and things on the installment plan and to give up the fascinations of the lobby of the hotel, the cafe, the theater, the saloon and worse. We wouldn't live a month if we couldn't punch the time clock morning, noon and night and receive our pay envelope marked with our number instead of our name.

So we tell both of our Uncles Jimmy, "Look elsewhere for the saviours of our country." Max Wurfel.

## The Free and the Brave.

"What did the poet mean when he called his country 'the land of the free and the home of the brave?'"

"He was probably referring to bachelors and married men," said old Mr. Smithers, sadly.

## Just Good Enough.

George—Do you think that I am good enough for you, darling?

Darling—No, George; but you are too good for any other girl.

## Notice of Trustee's Sale in Bankruptcy.

The United States District Court for the Western District of Michigan, Southern Division.

In the matter of Frank S. Kern (in bankruptcy), bankrupt, notice is hereby given that by order of the United States District Court for the Western District of Michigan, I will sell to the highest bidder, on Thursday, the 10th day of February, A. D. 1910, at the building known as the Elon Conklin building and formerly occupied by the said Frank S. Kern as a drug store, in the village of Hartford, Van Buren county, Michigan, at 2 o'clock in the afternoon of said day, the entire stock of goods of the estate of said Frank S. Kern, bankrupt, consisting of stock of drugs, patent medicines, paints, oils, wall paper, druggists' sundries and specialties, soda fountain, tables, chairs, counters, showcases, wall fixtures, gasoline lighting plant, etc., being the entire stock of goods and fixtures belonging to said estate of Frank S. Kern, bankrupt.

Said sale will be made subject to a certain chattel mortgage for \$1,439, with interest thereon from January 1st, 1909, at 6 per cent.

Notice is hereby also given that I will receive offers to purchase said stock at any time up to said time and date of sale, and that at the time of said sale any party wishing to may raise their said bid or new bids will be received.

Said stock of goods and fixtures will be open at any time for the inspection of prospective purchasers.

The highest bidder will be required to deposit with the trustee of said estate the sum of fifty dollars as an evidence of good faith.

All sales will be made subject to confirmation or rejection by the United States District Court.

The right is also reserved by the said trustee to reject any or all bids.

Volney E. Manley,

Trustee of the estate of Frank S. Kern, bankrupt. P. O. address, Hartford, Mich.

Dated January 21, 1910.

## Not a Good Imitation.

The storekeeper at Yount, Idaho, tells the following tale of Ole Olson, who later became the little town's mayor:

"One night, just before closin' up time, Ole, hatless, coatless and breathless, come rushin' into the store an', droppin' on his knees, yelled, 'Yon, Yon, hide me, hide me! Ye sheriff's after me!'"

"I've no place to hide you here, Ole," said I.

"You moost, you moost!" screamed Ole.

"Crawl into that gunny-sack, then," said I.

"He'd no mor'n gotten hid when in runs the sheriff."

"Seen Ole?" said he.

"Don't see him here," said I, without lyin'.

"Then the sheriff went a-nosin' round an' pretty soon he spotted the gunny-sack over in the corner."

"What's in here?" said he.

"Oh, just some old harness and sleigh-bells," said I.

"With that he gives it an awful boot. 'Yingle, yingle, yingle!' moaned Ole."

## A Preliminary Step.

"Why in emigrating to America have you planned to leave your youngest son behind?"

"Oh, I guess he'll follow later. He has just been appointed cashier in a Berlin bank."

## Hart Brand Canned Goods

Packed by

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

Michigan People Want Michigan Products

## 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.

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

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.

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### Gospel of Work for Modern Woman.

It makes me smile when I hear a man flatter himself with the belief that his sex has heretofore "supported" women. Now, frankly, was there ever a time when the average man of family supported a wife in the sense that most of the modern, no family, flat or hotel dwelling tribes figure it out?

To-day we find a woman in a five or six or seven roomed flat, her husband furnishing the means to keep her there in idleness, with probably one woman to look after her. Their income does not permit him to do more, so she spends her time discontentedly contrasting her fate with that of rich women, and making her husband feel that somehow he has been remiss in his duty. Or perhaps she lives in a family hotel and follows a daily routine of being massaged, visiting her dressmaker, playing bridge, attending matinees and in the evening visiting some showy restaurant with her husband, wearing all she has on her back.

The poor man, remembering his father, cheerfully "supports" his wife, although it leaves him nothing to bank nor to expend on ideals of his own—and he hasn't any children. Both he and she conclude that he is doing no more than his duty.

Maybe he is not, but she certainly falls far short of hers. As a matter of fact, did his father ever support his mother, in the absolute sense his wife demands of him? What was the situation? What did our grandfathers and grandmothers do to make the home what it used to be? In the first place grandmother bore five or six children, often more. Then she baked, cooked, sewed, preserved and performed a thousand other domestic operations that were necessary to keep a family clothed and fed in those days, or she did all the overseeing and trained help to do the work. It is probably true that most American grandmothers worked with their own hands to supply the wants of their children and their husbands.

Grandfather never supported them in the flat sense of the term as used to-day by many couples. They supported themselves by working in the home from sun up to sun down, managing others at the same time, training their daughters to do their stints in the home. They helped grandfather to support the family by supervising the industrial operations which could be economically carried out in the home in those days.

That the whole condition of things has shifted to-day, so that it is a waste of time to perform many of the industrial operations our grandmothers had to, such as making underwear, carpets and stockings, is not the fault of the modern woman. Her idleness in the home is enforced in a large measure by modern economic conditions, but that is another story. This is simply a glance at the past, an examination to learn if the average man ever "supported" his wife. She supported herself and helped him to support the family.

I have heard men say with conviction that no woman would be out in

the world working if all men did their duty. That I do not believe, for it takes no account of modern industrial changes. If every man did his duty women couldn't be supported at home in the comfort and dignity of other days in these times when it is more economical on the whole to buy what you use and eat and wear than to make it.

Can the average man with the wants of several girls and several boys to supply support the girls in absolute idleness? They have to be idle if they do not engage in business downtown or follow a profession.

It is not profitable to make things at home to-day, with the cost of materials so high, although they saved and scrimped down to the last penny. The meanness and penuriousness engendered by such a course, pursued in the hope of saving the women from an openly self-supporting career, is infinitely more deteriorating to character than adopting a business career is destructive of finer instincts.

The family is reduced to-day because one salary—that of the father—can not cover the wants of several people. As a result the family becomes two—the hard working husband and the selfish, self-centered and discontented wife, in many cases. It is the gospel of work we women need. Our mothers and grandmothers worked before us. We can not live in idleness. We have to work, we ought to work and we are happiest working. And we are doing only what all women in generations back have done when we work. We are "supporting" ourselves and helping our menfolk support the next generation. Mary O'Connor.

### Luxuries Life's Real Necessities.

If Oliver Wendell Holmes will only give us his lovely luxuries we can do without the dire necessities. For the luxuries are the real necessities and supply our most primary wants. The fine arts are the genuinely practical arts. And the ineffable idealities are the real realities. And the too, too solid flesh and blood and bone and iron and concrete are the airy insubstantial nothings that must have a local habitation and a legitimate use found for them.

It is the ornamental, it is the ideal, that is the most intimate and the most utilitarian. For it wields a subtle, insinuating, irresistibly mighty influence that penetrates wonderfully into otherwise inaccessible recesses of the mind and of the heart and moves hard and inert things that are insensible to the impacts of grosser forms.

The flowers know this well. It is their whole story. Nothing in the world is more purely ideal than they. Nothing in the world is more merely ornamental than they, more intrinsically a luxury. The poets have written of them in lyrics and sonnets and other light verse. But even a sounding Homeric epic itself has not enough of vastness and majesty to set forth their floral sovereign power.

They have healed our sick, consoled our sorrowful, refreshed our weary, buoyed our downhearted with Heaven born hope, invigorated the feeble

with one knows not what Divine force. And these are our primal needs. The rest is play if we have our strength and our cheer and our hope. And without these a worldful of machinery and electric batteries comes to little.

But they have done more than this—have turned our careers, molded our aims, created in us new hearts. The sight of one violet for one moment has turned sinners to righteousness.

The flowers count more than the corn and potatoes in nurturing men. It is our flowers and our poetry and our music and our prayers and our ideals that sustain and upbuild us rather than our loaves and fishes. The poetry penetrates to the pulse of us and sets into motion that which starts all the outer wheels, the innermost man of us.

No number of manicurists, hairdressers, masseurs and beauty doctors could have remodeled the boy into the likeness of the Great Stone Face. You remember Hawthorne's sweet story. It was the lad's inner ideal that molded and transfigured his features. It was his love for the Great Stone Face that made him like to it. These pictures we love and admire become ourselves. Their idealities are lined in our own features and figures and in our own words and motions and actions. The music that transports us plays again in our careers. It exalts and transports them, too. Lifts them out of the commonplace into the uncommonplace.

It wafts us into another realm of thinking and feeling, a higher world, a paradise. Here fire burns us not and wet damps us not. There is no weather and there is no mercury. We fly on wings rather than walk. Our strength is as the strength of ten. We are buoyant, powerful, blissful. We have on the clear heights so different an experience than in the sluggish, muddy places below that it can not be interpreted to the mud dwellers.

Any supreme moments take us into this world. Soldiers on the field have such moments. Mothers have them. Lovers have them. Thinkers have them. Saints have them. Musicians and artists and poets have them in the periods of inspiration. And their works, the fine arts, echo their consciousness and transmit it to the beholder and the hearer.

And those who dwell much in the world of the poets and the artists and the musicians and the high thinkers, in the glorious world of the saints, in the Other World of Love, find themselves inevitably becoming denizens of another realm.

Or rather they find themselves becoming different beings who can deny pain, evil, matter, death, disease, disharmony in certain senses of the

words. Because for them in this superconsciousness they cease to exist as they existed for them in the commonplace consciousness. They are like bells in vacuums. The clappers may be struck as hard as you will, but there is no sound until the bells are returned into the dense air where the jar and jangle, the evil, sorrow and sickness reappear.

And, by the bye, the higher world of light and sweetness seems to be the real home of the soul. And the real soul is the man that is at home there. And when he sinks into the netherworld of the commonplace he feels himself a foreigner. It is below his par. He is perfectly attuned to the world of the ideal. If he sinks to the commonplace he views his sunk self as does the fond mother her misbehaving child. "That is not mamma's little darling," says the mother. This child with untoward pranks she does not recognize as the real child.

The real child is the child of nobler mood. Others may contend with her that the mischief is as much a part of the little one's nature as the cleverness and charm. But she will not have it so.

Likewise the man keyed to the higher pitch ceases to recognize the lower, ceases to be sensible of it. The self he knows is genius, hero, god. The Great Stone Face which he worshiped as art, as ideal, is realized in his own features. The art, the ideal, has fulfilled the sublimely practical function, the birth of a new creature.

Ada May Krecker.

It is easy to make the Bible a curse by using it as a barrier between you and your brother.



The cash register, computing scales and 'phone save your time. The housewife appreciates time-savers too. Then tell her about

### MINUTE GELATINE (PLAIN)

It is all measured. Every package contains four envelopes. Each holds just enough to make a pint. Time of measuring saved.

It requires no soaking. It dissolves in less than a minute in boiling water or milk without first soaking in cold water. More time saved.

Besides, it is the clearest, firmest gelatine to be had.

Use these talking points and they'll help the sale. The sale helps you. It pays 36 per-cent. Don't sell at less than two packages for 25c. It's worth even more.

Send your jobber's name and ask for a package to try yourself. It's free.

MINUTE TAPIOCA CO.,

223 W. Main St., Orange, Mass.



## Non-Freezable Bluing

Condensed Pearl Bluing is highly concentrated—it is non freezable

Order now from your jobber or direct

The Jennings Flavoring Extract Company  
Grand Rapids, Mich.  
ESTABLISHED 1872





### Some of the Constituents of True Salesmanship.

#### Second Paper.

##### Integrity.

Integrity is that element of character which represents uprightness, sound moral principle, unity of purpose to do right, and the habit of so doing under any and all circumstances.

No man can maintain strict integrity and wobble or swerve or wriggle when put in a tight place. The test of integrity comes when the temptation is presented to do the wrong thing for personal gain.

The man of strict integrity can always be depended upon and his known acts in the past are an earnest of what may be expected of him in any future emergency. His sole question at the time of action is, "Is it right?" and having determined that question, he may be depended upon to do his duty as he sees it. It is being true to your principles.

##### Fidelity.

Fidelity is the word which expresses your proper regard and attitude toward the duties, trusts and obligations imposed upon you by those to whom you owe allegiance. Your friends, your family, your acquaintances, your employer and your customers.

It represents your intuitions, thoughts and purposes in the discharge of those duties justly imposed upon you by those to whom you are responsible.

The man who has fidelity ingrained in his character will never betray by thought, word or deed any one to whom he is bound to be true. If he can not agree with the principles or practice of his associates in any of the relations of life, he will say so and thus relieve himself of any charge of double dealing or unfaithfulness.

He will either work harmoniously in his environment or will plainly state his objections and his dissatisfaction and cease his relations.

He will not fawn upon the powers that be one minute and snap and snarl and bite the hand that feeds him the next.

True fidelity is a rare quality and needs careful cultivation if it is to be retained.

It represents your real attitude of mind toward your work and duties.

It is being true to your trust.

##### Honesty.

Honesty does not mean to refrain only from lying, cheating, stealing, defrauding or those acts for which the law will punish you if you are discovered.

It means something more than to refrain from the putting of your hand into your neighbor's pocket or the resisting of the temptation to help yourself to the contents of your employer's money drawer or bank account.

It means that you can not afford to sell to another anything that your judgment says is not worth the price you ask for it.

You must have the absolute conviction that you are doing your customer a favor and a business kindness in selling him, or you have no right to attempt to take his order.

Honesty involves candor in your statements, fairness, equity and straightforwardness in your business transactions.

It represents openness, frankness and sincerity in your thoughts and acts in all matters concerning your relations to others.

It is being true to mankind.

From the foregoing it would appear that: Good character is the result of pre-natal influence combined with careful, conscientious training and wholesome and proper environment during the receptive period of life.

It is based upon precept to some extent, but it is largely the result of good example and personal experience.

Character develops from the realization that impure, untrue or dishonest thoughts and actions do not make for true happiness.

Therefore the importance of character must be realized by him who would make the most of his life and derive therefrom the maximum of possible happiness and true success.

##### Inclination.

The possession of good character being assured the next in importance in any calling is a natural love for our inclination toward it.

Do not attempt to make a life work of salesmanship if you do not feel drawn toward it in an irresistible manner.

Do not try to become a salesman simply because you believe it will pay better than anything else, even if that be true.

The man who does not love his work will fail ignominiously sooner or later.

If you do not enter the lists from choice your chances for ultimate success are greatly diminished.

Therefore, first of all, decide whether or not you prefer the profession of a salesman to any other and, having decided, determine to make of yourself all that your ability will allow, and your success is assured.

You will grow as you work if you work as you grow.

Next to love for his work a salesman should be a man of broad and deep knowledge.

He should know himself thoroughly and what his qualifications are—his strong and his weak points.

He should know men. Unless the salesman is a student of human nature he will fail to discriminate in his contact with men of business and will fail. He will try to drive square pegs into round holes, or vice versa, and may succeed; one may be made to conform to the shape of the other, but in the process the peg will lose its squareness or the hole will cease to be round. Friction will ensue and the result is never satisfactory. He will not have a smooth fitting bearing and things will not revolve and, without motion, there is no life.

He must know business principles and commercial rules of conduct. Whatever his own views and theories may be he must conform to established usage. The greater his knowledge of the science of doing business the greater will be his chance of success.

He must know his own business thoroughly, its traditions and history, its peculiarities, its points of comparison with and divergence from other lines of trade. He should know all he can about the methods, characteristics, strength and weaknesses of his competitors and their products.

Above and more important than all else, he must know his own institution and its product.

He should know of its inception, struggles, failures and successes; its present status and its hopes for the future.

Following knowledge, and as a consequence thereof, comes courage.

To acquire and retain courage one must drink at the fountain of knowledge copiously and as often as the opportunity is presented.

The man of knowledge is naturally courageous and fearless.

Courage is the self-reliance which comes from knowledge.

Fear is the terror inspired by ignorance.

Courage is the confidence which produces faith, hope, trust and the determination to succeed.

Fear is the influence which makes for distrust, discouragement and despair.

Courage is the attitude of mind that is not appalled by opposition, but which meets difficulties with calmness, firmness and sublime confidence.

##### Faith.

The salesman must be a man of faith.

The word is to be taken in its broadest and most comprehensive sense.

His faith must be the expression of his confidence in himself, his work, his ability, his employer and the product he is selling.

Remembering that confidence begets confidence he must have faith in others if he would inspire faith in himself. Confidence, cheerfulness and optimism are contagious and the man who radiates them will influence

the same spirit in others toward himself.

The skeptical, cynical, pessimistic man, consciously or unconsciously, will inspire thoughts in others that will result in a harvest of doubt, disbelief and distrust in his own statements.

His faith must be intelligent if it is to be permanent. He may believe that which he can not understand, but it must be based upon much that he already knows.

Therefore, if he would create confidence and a faith in others (without which he can not hope to succeed) he must have confidence and faith in himself and in others to an abundant degree.

## 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.

## Good Sunday Reading

We recommend that you read our Sunday dinner menu card next Sunday. It makes excellent Sunday reading. Dinner 5:30.

## Hotel Livingston

Grand Rapids

## Sawyer's CRYSTAL

See that Top

## Blue.

For the Laundry.

DOUBLE STRENGTH.

Sold in Sifting Top Boxes.

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

It goes twice as far as other Blues.



Sawyer Crystal Blue Co.

88 Broad Street,

BOSTON - MASS.



### Greetings From the Knights of Grip New President.

Lapeer, Feb. 1.—In accordance with time-honored precedent I am pleased to extend to you greetings and assurance of my best wishes personally and officially for your continued prosperity as a member of our splendid order. There are a multitude of good fellows who have an interest in your welfare and want your interest in them. It is especially to assure you of the one and ask of you the other that this is written.

The Michigan Knights of the Grip is truly a great organization and I feel keenly at this time the official responsibility that has been placed upon me. There are two ideas that are most in my thoughts and if they can in some degree be carried out I will not feel my administration barren of results.

1. I would like to see every Knight make prompt payment of his benefit assessments the first time he gets notice from the Secretary. Of course, this would save us expense and the order can always use money to good advantage and would save many hairs in the Secretary's head from turning gray. It would also be even more to the advantage of the membership and would save some widows and orphans from facing the disaster of a policy lapsed through neglect until too late. Many have had such experience. Such was the Thompson case, of Caro, discussed at our recent annual meeting. In that case benefit was lost because the policy lapsed only six days under conditions pretty generally understood by the membership. When your first notice comes send in the money. The second notice will ask for just as much and you may be out on a long trip and not get it.

2. I would like to see the 2,500 mark reached in our membership this year. It can be done if every member will bring in a new member; we may go beyond that mark, and why not?

The Michigan Knights of the Grip has a splendid record of good work done and is worthy of a boost from every member. Help us to reach 2,500 and you make the order that much stronger for good work and you help the fellow you bring in.

Are you with me on both of them? All right. Shake.

The retiring administration has left the order in excellent condition and let us keep it on the up grade.

Let me hear from you at any time you have anything to suggest for the good of the order.

C. H. Phillips, Pres.

### Meeting of the Old and the New.

Lansing, Feb. 1.—A meeting of the directors of the Michigan Knights of the Grip was held at the office of the former Secretary, M. V. Foley, at Saginaw, Jan. 15. All of the old directors were present except W. D. Barnard. The death claim of Grant H. Rouse was ordered paid.

The Secretary's report showed the following balance on hand:

General fund .....	\$ 810 57
Death benefit fund .....	1,391 90
Employment and relief fund.	738 52

Promotion fund ..... 3 00

Total .....\$2,943 99

President Frost, on retiring from the chair, thanked the members for their untiring and unflinching interest displayed in behalf of the Association.

Frank L. Day, in behalf of the members of the old Board, extended to the Executive officers the thanks of the members for the manner in which the business of the different officers had been conducted.

The old Board then retired and the new Board took hold. All the members of the new Board were present.

Treasurer Burch presented his bond, which was approved.

The President announced the following committees:

Finance—H. P. Goppelt, Saginaw; W. J. Devereaux, Port Huron; F. L. Day, Jackson.

Printing—M. C. Empey, Bay City; N. B. Jones, Detroit; John S. Martin, Grand Rapids.

Legislative—J. J. Frost, Lansing; F. N. Mosher, Port Huron; F. S. Ganiard, Jackson.

Assessment No. 1 for 1910 was called Feb. 1, to close Feb. 28.

A warrant was ordered on the Treasurer for \$2 in favor of George H. Randall to pay Assessment No. 1 from employment and relief fund.

The following bills of expense for the Board meeting were allowed and ordered drawn on the Treasurer from the general fund:

John D. Martin.....	\$7 64
Lou J. Burch.....	6 78
W. J. Devereaux.....	2 00
C. H. Phillips.....	4 36
F. M. Ackerman.....	3 33

The bond of F. M. Ackerman was accepted.

The Treasurer was requested to deposit the funds of the Michigan Knights of the Grip in the German American Bank of Port Huron or some first class bank in Detroit if he can get satisfactory interest on the deposits.

The next meeting of the Board of Directors will be held the first Saturday in March at the office of Secretary F. M. Ackerman, at Lansing, and the Secretary was requested to notify the Finance Committee to meet on Friday evening, March 4.

It was directed that a slip be printed and sent out with assessment notice No. 1 in reference to the annual convention which was held at Lansing Dec. 28, 1909, whereby the convention voted to have every member of the Association secure one new member for 1910, the slip stating, "Have you secured your new member?" F. M. Ackerman, Sec'y.

### Household Remedies.

A little fellow rushed breathlessly into a drug store.

"Please, sir, some liniment and some cement!"

"What?" asked the puzzled clerk.

"What's the trouble?"

"Mam hit pop on the head with a plate."

As soon as you have life you have the inexplicable.

The best argument for piety is its application.

### On the Trail of Our Ancestors.

Recent researches have filled up to a great degree the gaps in our knowledge of paleolithic man. The skeleton found in the lower grotto of Le Moustier showed a 16 year old. He had short extremities, in which fact is seen an approximation to the present arctic races of Mongoloid relationship. There are extraordinarily massive proportions in the absolutely chinless lower jaw. There are knobs on the backs of the incisors. All the upper front teeth have much curved roots adapted to the round arching of the upper jawbone.

The position of the skeleton proved that diluvial man buried his dead with care. The posture is that of sleep, with the face turned toward the right, and the right arm under the head, which was surrounded by flint flakes. Beside the skeleton was found among the flint implements a splendidly worked hand wedge. There is no sign of cannibalism.

Dr. O. Schoetensack has recently made a notable find at Mauer, near Heidelberg, of a fossil human lower jaw, which he has called homo heidelbergensis. It unites two at first seemingly contradictory qualities, massiveness of the body of the jaw combined with entire absence of chin projection, breadth and thickness, and equally a set of teeth agreeing with that of present man in all essentials, the size of the teeth not surpassing the scale of variation in some still extant primitive peoples, such as the Australians.

Doubtless the teeth of man are in many respects more primitive than those of anthropoid apes, and some of the characteristics met with in human dentition are actually primitive features. A glance at the lower jaw of a young gorilla or of a South American howler shows a remarkable resemblance to that of homo heidelbergensis. To discover the roots of the human race we must go far back, perhaps even to the roots of the mammalian genealogical tree, and additional probability is lent this idea by the Heidelberg find.

The teeth of the Heidelberg jaw undoubtedly prove that no anthropoid stage preceded that to which the Heidelberg jaw belongs, so that to explain the similarity of human and anthropoid forms we must go back to the remote ancestor forms, which there branched off, on the one side the genus homo and on the other the genera of anthropoids, and perhaps of other ape species.

### His Cold Romance.

"I was driving across the country in Pennsylvania one winter's day years ago," said the man from Boston, "when a blizzard came up. I ought to have put up at a farmhouse, but I didn't. I pushed along until it grew dark, and then came upon a young woman who had met with an accident. One runner of her sleigh had broken down and her horse had given out completely."

"And, of course, you went to the rescue?" was asked.

"I could do no different. We were both all bundled up, and we had little

to say. I turned her horse loose, pulled the sleigh to one side and drove on. Within a mile we ran into a big drift and were stuck. The girl didn't know where we were any more than I did. It was snowing so one couldn't see five feet. I blanketed the horse, gave the girl all the robes and my big ulster to boot, and then began to tramp up and down to keep from perishing. I have always thought it was a gallant and considerate action on my part."

"And the girl let you do this?"

"She did. That was the long night of my life. It was years and years long. I had my ears and toes and heels frost-bitten. My heels itch to this day. Morning came at last and the blizzard ceased."

"And then what?"

"Then two things happened: One was the discovery of a farmhouse not ten rods away, and the other was that the girl had no sooner emerged from the robes where she had nestled warmly all night then she gave me a wild look and exclaimed:

"Oh, Lord, but what an awfully homely young man!"

"And then?"

"And then she fled into the farmhouse and I pursued my journey. My cold romance was ended."

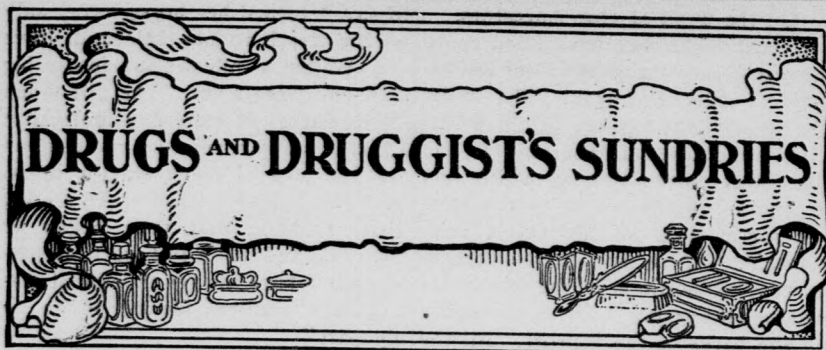
### Grand Rapids Council, No. 131.

The meeting of Feb. 5 will be something of a "red letter" meeting for Grand Rapids Council, No. 131, U. C. T. Important people are going to be entertained. A large class of good men and true will be there to be shown the "Ray of Hope" out of the darkness and a spread fit for the gods, as well as traveling men, will be temptingly laid, and it is rumored it will be gotten up by the Dutch, the Irish and the Jew. Saturday morning at the Pantlind a special meeting of the Executive Committee of the Grand Council of Michigan, composed of John W. Schram, of Detroit, John A. Hoffman, of Kalamazoo, James F. Hammill, of Lansing, and John D. Martin, of Grand Rapids, will be held and presided over by Grand Counselor A. T. Lincoln, of Hillsdale. In the evening Grand Rapids Council, No. 131, expect to entertain Grand Counselor A. T. Lincoln, of Hillsdale, Grand Secretary Fred C. Richter, of Traverse City, and Grand Conductor Geo. B. Craw, of Petoskey, and the members of the Grand Executive Committee, which will undoubtedly be the largest representation of Grand officers any Council in the State has ever had the pleasure and honor of entertaining.

A Cadillac correspondent writes: J. Neilan, who for some time past has been engaged as salesman for the Alma Roller Mills, has resigned his position to accept a much more lucrative one as salesman for Symons Bros. & Co., of Saginaw.

Frank Califf, of the Califf Mercantile Co., of Thompsonville, has gone on the road for the Geo. E. Ziegler Co., manufacturing confectioner, of Milwaukee. His territory will include all of the shore towns in Western Michigan.





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

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

**Michigan State Pharmaceutical Association.**  
President—Edw. J. Rodgers, Port Huron.  
First Vice-President—J. E. Way, Jackson.  
Second Vice-President—W. R. Hall, Manistee.  
Third Vice-President—O. A. Fanchboner, Grand Rapids.  
Secretary—E. E. Calkins, Ann Arbor.  
Treasurer—Willis Lelsenring, Pontiac.

#### Annual Address of President Bugbee.

Because it is expected by conventions of this character that their President shall address them at this time is the only excuse I have to offer for taking a few moments of your time. The report of the Secretary, which is to follow, will tell you what has been accomplished in the four months since our meeting in this city to organize this Association.

A few weeks ago my home city entertained the State Grange in annual session. Over one thousand delegates were present and every county in the State represented. And for four days they earnestly considered matters affecting their interests. I was impressed as never before with the value of a strong organization—strong numerically and in their purposes. Their views were diversified; the discussions earnest and some times forcibly expressed. But individual and local interests gave way to the larger thought, "What is best for us as a whole?" We all know their influence in legislation. We have three thousand druggists in this State. If the farmers of the State can accomplish these things, then why not the pharmacists? If they can leave their homes once a year to consider matters affecting their interests, then why not we? Every Legislature has (supposedly in the interest of the public health) passed laws affecting us as professional and business men. I speak for our profession throughout the State when I say we do not object to but approve of laws that safeguard the people's health, if those laws are not conceived in ignorance, or revenge, or to serve some ulterior purpose. While restraints of all kinds are thrown around us, men of another profession are permitted to dispense medicines of questionable value and often bought in the cheapest market, with no law that says, "Thou shalt not." Peddlars carts are permitted to

vend their drugs and medicines of more or less merit—mostly less—paying no taxes and not responsible to any laws of public health.

But why take time to tell you of things you already know and which you have met to consider. Let us do so calmly and dispassionately. If we differ as to ways and means let us take counsel of the Grangers. Let us have a fraternal spirit that will go with us and be effective in our own cities and hamlets. I am speaking from an experience of over thirty-five years when I say that present conditions are largely due to ourselves in letting jealousies and the desire to beat our competitor creep in and affect our business. Stop it. Let us join hands with him in the next block or across the street, over in the next town, the next county, and let the chain of "live and let live" thus formed continue until every druggist in every county is pushing or pulling together for our common welfare. I have few recommendations to make. I recommend an enlargement of the Legislative Committee to ten or more members; that every member of this Association become a member of the Committee on Membership for the next thirty days to secure at least one new member in his community.

We can congratulate ourselves for the good condition of our Association so soon after its organization. To the hard work of our Secretary is due much of this. And I would not forget the valuable help of several of our brothers among the commercial travelers and among those druggists who helped in its organization. I suggest the formation of local or county associations.

I desire at this time to express our hearty and sincere appreciation for courtesies extended and help given by the Michigan Tradesman and its editor, E. A. Stowe. I wish the Tradesman was a weekly caller at your store.

In closing I wish to say, also from years of experience, that we can not individually or as a body better help our cause than by a closer "in touch" with our brothers of the wholesale trade. I could not put it better than in this little clipping sent out by an Eastern firm:

**WHAT WOULD FOLLOW**  
If I knew you and you knew me,  
'Tis seldom we would disagree;  
But, never having yet clasped hands,  
Both often fail to understand.  
That each intends to do what's right,  
And treat each other "honorable bright."  
How little to complain there'd be  
If I knew you and you knew me!

Where'er we ship you by mistake  
Or in your bill some error make,  
From irritation you'd be free,  
If I knew you and you knew me.  
Or when the checks don't come on time,  
And customers send us "nary" a line,  
We'd wait without anxiety  
If I knew you and you knew me.

Or when some goods you "fire back,"  
Or make a "kick" on this or that,  
We'd take it in good part, you see,  
If I knew you and you knew me.  
With customers ten thousand strong,  
Occasionally things go wrong—  
Sometimes our fault, sometimes theirs—  
Forbearance would decrease all cares.  
Kind friend, how pleasant things would be,  
If I knew you and you knew me!

Then let no doubting thoughts abide,  
Of firm good faith on either side;  
Confidence to each other give,  
Living ourselves, let others live;  
But, any time you come this way,  
That you will call, we hope and pray;  
Then face to face we each shall see,  
And I'll know you and you'll know me.

#### Hair Insoles and Hot Coffee.

Written for the Tradesman.

In a certain prominent drug store in—let us call it Detroit—the other day, was a large display of hair insoles; in fact, it was so large that it entirely filled the floor and background of the window space.

Cold weather is an excellent time to exhibit hair insoles and the great number shown would give to the observant public an impression that a large stock of this merchandise is carried, and quantity naturally would ensure the probability of a correct fitting.

Also nipping weather is a time when hot coffee and sandwiches are appreciated by cold and hungry humanity.

So far, so good.

But the one objectionable feature of the display—and a most glaring and inexcusable one—was the fact that the sign

Hair Insoles  
Ten Cents a Pair

was immediately under one exploiting the firm's

Hot Coffee  
And Meat and Lettuce Sandwiches  
At All Hours  
Of the Day  
and  
Night

The proximity of the line "Hair Insoles" and the advertisement directly over it concerning the "Hot Coffee," etc., created a most disagreeable combination, and one would think that the man trimming the window would have been struck with the absurd dissimilarity of the footwear and a card suggesting things to eat. The incongruity seemed not to have "struck in"—at least not to the extent of separating the placards.

Window trimmers should look most carefully to the sorts of goods which they combine or suggest.

H. E. R. S.

#### Florida Sponges Gathered by Greeks.

Greeks get the Florida sponges. These experienced foreigners, driven out of the Mediterranean by the governments bordering on that sea, have immigrated to Florida for the purpose of plying their vocation in American waters. With years of training in the deep waters of the Mediterranean Sea they have become experts in the art of sponge gathering. In a diving suit called shefonder they can easily secure sponges that can not be reached by American hookers.

The diving suits worn are of the most modern and perfect make, heavily weighted with lead. Even leaden soled shoes are worn. The divers carry with them to the bottom a large mesh sack into which the sponges

are placed with both hands just as if they were oranges. The boats follow along on the surface, pumping fresh air to the divers and hauling up and lowering the sponge bags whenever full or empty. The diving suits worn by these sponge gatherers are so perfect, and the water so clear at the depth to which the divers descend that there is little risk of life except from sharks.

The water where the sponges abound is infested with man eaters, so that there are many thrilling escapes for the Greeks who walk the bottom of the sea. These sponge fishers carry no weapons because a weapon that would cause death under water would have to draw blood. And one shark killed the first traces of blood would attract a dozen more. When one of the man eaters appears the diver's only course is to remain absolutely still, for a shark will not disturb anything it considers dead. As a veteran Greek sponge fisher testifies it requires extraordinary nerve for a man alone at the bottom of the sea to keep still all the while a fifteen foot hungry shark is circling him and lashing him with its tail.

#### The Drug Market.

Opium—Is slightly lower.  
Morphine—Is unchanged.  
Quinine—Is steady.  
Bismuth Preparations—Have been advanced 25c a pound.  
Norwegian Cod Liver Oil—Is steadily advancing.  
Glycerin — Has advanced and is tending higher.  
Iodine Preparations — Have advanced.  
Balsam Peru—Is very firm and tending higher.  
Elm Bark—Is very firm and advancing.  
Prickley Ash Berries—Have again advanced.  
Oil Bergamot—Is very firm and advancing.  
Oil Wormwood—Has advanced.  
Asafoetida—Is very scarce and has again advanced.  
Buchu Leaves—Are higher.  
Goldenseal Root—Has advanced.  
Lobelia Seed—Has declined.

#### Ozone as Sterilizer of Water.

For aqua pura use ozone. It purifies because it adds nothing except oxygen, which assists in aeration. An ozonizing plant recently has been installed at Saint Maur, near Paris, where the water of the Marue River was found to contain many disease germs even after it had passed through sedimentation basins and sand filters. The cost of sterilization is less than 5 cents per thousand cubic feet. The temperature of the water is lowered by the operation, and not a trace of nitrous oxide, chlorine compounds, hydrogen dioxide, or metallic salts due to corrosion of the apparatus can be detected in the sterilized water.

Of the ozone absorbed 73 per cent. is consumed immediately in sterilization, 7 per cent. remains diffused through the water, and exerts a subsequent sterilizing effect, and 20 per cent. escapes into the atmosphere.



## WHOLESALE DRUG PRICE CURRENT

Aceticum	6@	8	Copaiba	1	75@	1	50	Scilla	1	75@	1	50	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin	65@	70	Salicin
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## 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	12 oz. ovals 2 doz. box .75	Doz.	Cove, 1lb. .... 85@ 95	Doz.	Cove, 2lb. .... 1 60@ 1 80	Doz.	Cove, 1lb., oval .... @ 1 20	Doz.	Plums .....1 00@ 2 50	Doz.	Peas ..... 90@ 1 25	Doz.	Marrowfat ..... 95@ 1 25	Doz.	Early June ..... 15@ 1 80	Doz.	Early June Sifted 1 ..... 95@ 1 80	Doz.	Pie ..... 90@ 1 25	Doz.	No. 10 size can pie ..... @ 3 00	Doz.	Grated ..... 85@ 2 50	Doz.	Sliced ..... 95@ 2 40	Doz.	Fair ..... 85	Doz.	Good ..... 90	Doz.	Fancy ..... 1 00	Doz.	Gallon ..... 2 50	Doz.	Standard ..... @	Doz.	Col'a River, talls 1 ..... 95@ 2 00	Doz.	Col'a River, flats 2 ..... 25@ 2 50	Doz.	Red Alaska ..... 1 35@ 1 75	Doz.	Pink Alaska ..... 90@ 1 00	Doz.	Domestic, 1/4s ..... 3 1/4 @ 4	Doz.	Domestic, 1/2s ..... @ 5	Doz.	Domestic, 3/4 Mus. 6 1/2 @ 9	Doz.	California, 1/4s ..... 11 @ 14	Doz.	California, 1/2s ..... 17 @ 24	Doz.	French, 1/4s ..... 7 @ 14	Doz.	French, 1/2s ..... 18 @ 23	Doz.	Standard ..... 90@ 1 40	Doz.	Fair ..... 85	Doz.	Good ..... 1 00	Doz.	Fancy ..... 1 25@ 1 40	Doz.	Standard ..... @	Doz.	Fair ..... 95@ 1 10	Doz.	Good ..... 85@ 90	Doz.	Fancy ..... @ 1 40	Doz.	Gallons ..... @ 2 50	Doz.	Perfection ..... @ 10 1/2	Doz.	Water White ..... @ 10	Doz.	D. S. Gasoline ..... @ 13 1/2	Doz.	Gas Machine ..... @ 4	Doz.	Deodor'd Nap'a ..... @ 12 1/2	Doz.	Cylinder ..... 29 @ 34 1/2	Doz.	Engine ..... 16 @ 22	Doz.	Black, winter ..... 8 1/4 @ 10	Doz.	Bordeau Flakes, 36 1lb. 2 50	Doz.	Cream of Wheat, 36 2lb 4 50	Doz.	Egg-O-See, 36 pkgs. .... 2 85	Doz.	Excell'o Flakes, 36 lb. 4 50	Doz.	Excell'o, large pkgs. .... 4 50	Doz.	Force, 36 2lb. .... 4 50	Doz.	Grape Nuts, 2 doz. .... 2 70	Doz.	Malta Ceres, 24 1lb. .... 2 40	Doz.	Malta Vita, 36 1lb. .... 2 85	Doz.	Mapl-Flake, 36 1lb. .... 4 05	Doz.	Pillsbury's Vitos, 3 dz. 4 25	Doz.	Ralston Health Food ..... 4 50	Doz.	36 2lb. .... 2 85	Doz.	Sunlight Flakes, 36 1lb 2 85	Doz.	Sunlight Flakes, 20 1lb 4 00	Doz.	Kellogg's Toasted Corn ..... 2 80	Doz.	Flakes, 36 pkgs in cs. 2 80	Doz.	Vigor, 36 pkgs. .... 2 75	Doz.	Voigt Cream Flakes ..... 2 80	Doz.	Zest, 20 2lb ..... 4 10	Doz.	Zest, 36 small pkgs. .... 2 75	Doz.	Roll'd Oats ..... 5 10	Doz.	Steel Cut, 100 lb. sks. 2 65	Doz.	Monarch, bbl. .... 4 85	Doz.	Monarch, 90 lb. sacks 2 35	Doz.	Quaker, 18 Regular ..... 1 45	Doz.	Quaker, 20 Family ..... 4 00	Doz.	Bulk ..... 3 1/2	Doz.	24 2lb. packages ..... 2 50	Doz.	Columbia, 25 pts. .... 4 15	Doz.	Snider's pints ..... 2 35	Doz.	Snider's 1/2 pints ..... 1 35	Doz.	Acme ..... @ 17 1/2	Doz.	Gem ..... @ 18	Doz.	Jersey ..... @ 18	Doz.	Riverside ..... @ 17 1/2	Doz.	Springdale ..... @ 17 1/2	Doz.	Warner's ..... @ 17 1/2	Doz.	Brick ..... @ 18 1/2	Doz.	Leiden ..... @ 15	Doz.	Limburger ..... @ 17	Doz.	Pineapple ..... 40 @ 60	Doz.	Sap Sago ..... @ 22	Doz.	Swiss domestic ..... @ 13	Doz.	Walter M. Lowney Co. .... 30	Doz.	Premium, 1/4s ..... 30	Doz.	Premium, 1/2s ..... 30	Doz.	CIDER, SWEET	Doz.	"Morgan's"	Doz.	Regular barrel 50 gals 7 50	Doz.	Trade barrel, 28 gals 4 50	Doz.	1/2 Trade barrel, 14 gals 2 75	Doz.	Boiled, per gal ..... 50	Doz.	Hard, per gal ..... 20	Doz.	Baker's ..... 37	Doz.	Cleveland ..... 41	Doz.	Colonial, 1/4s ..... 35	Doz.	Colonial, 1/2s ..... 38	Doz.	Epps ..... 42	Doz.	Huyler ..... 45	Doz.	Laddie ..... 46	Doz.	Lowney, 1/4s ..... 36	Doz.	Lowney, 1/2s ..... 36	Doz.	Lowney, 1/4s ..... 36	Doz.	Lowney, 1s ..... 40	Doz.	Van Houten, 1/4s ..... 12	Doz.	Van Houten, 1/2s ..... 20	Doz.	Van Houten, 1/4s ..... 72	Doz.	Van Houten, 1s ..... 31	Doz.	Webb ..... 39	Doz.	Wilbur, 1/4s ..... 40	Doz.	Wilbur, 1/2s ..... 40	Doz.	Dunham's 1/4s & 1/2s 26 1/2	Doz.	Dunham's 1/2s ..... 27	Doz.	Dunham's 1/4s ..... 28	Doz.	Bulk ..... 12	Doz.	Common ..... 10@ 13 1/2	Doz.	Fair ..... 14 1/2	Doz.	Choice ..... 16 1/2	Doz.	Fancy ..... 19	Doz.	Peaberry ..... 19	Doz.	Fair ..... 16	Doz.	Choice ..... 19	Doz.	Fancy ..... 19	Doz.	Choice ..... 15	Doz.	African ..... 12	Doz.	Fancy African ..... 17	Doz.	O. G. .... 25	Doz.	P. G. .... 31	Doz.	Arabian ..... 21	Doz.	Package	Doz.	New York Basis	Doz.	Arbuckle ..... 14 25	Doz.	Dillworth ..... 18 75	Doz.	Jersey ..... 15 00	Doz.	Lion ..... 14 25	Doz.	McLaughlin's XXXX	Doz.	McLaughlin's XXXX sold	Doz.	to retailers only. Mail all	Doz.	orders direct to W. F.	Doz.	McLaughlin & Co., Chicag-	Doz.	go.	Doz.	Extract	Doz.	Holland, 1/4 gro boxes 95	Doz.	Felix, 1/4 gro ..... 1 15	Doz.	Hummel's foil, 1/4 gro. 85	Doz.	Hummel's tin, 1/4 gro. 1 43	Doz.	National Biscuit Company	Doz.	Brand	Doz.	Butter	Doz.	N. B. C. Square ..... 6 1/2	Doz.	Seymour, Round ..... 6 1/2	Doz.	Soda	Doz.	N. B. C. .... 6 1/2	Doz.	Select ..... 8 1/2	Doz.	Saratoga Flakes ..... 13	Doz.	Zephyrette ..... 13	Doz.	N. B. C. Round ..... 6 1/2	Doz.	Gem ..... 6 1/2	Doz.	Faust, ..... 8	Doz.	Sweet Goods.	Doz.	Animals ..... 10	Doz.	Atlantics ..... 12	Doz.	Atlantic, Assorted ..... 12	Doz.	Arrowroot Biscuit ..... 16	Doz.	Avena Fruit Cake ..... 12	Doz.	Brittle ..... 11	Doz.	Bumble Bee ..... 10	Doz.	Cadets ..... 9	Doz.	Cartwheels Assorted ..... 10	Doz.	Chocolate Drops ..... 16	Doz.	Circle Honey Cookies 12	Doz.	Currant Fruit Biscuits 10	Doz.	Cracknels ..... 16	Doz.	Coffee Cake ..... 10	Doz.	Coffee Cake, Iced ..... 11	Doz.	Cocoanut Taffy Bar ..... 12	Doz.	Cocoanut Bar ..... 10	Doz.	Cocoanut Drops ..... 13	Doz.	Cocoanut Honey Cake 12	Doz.	Hippodrome Bar ..... 8	Doz.	Square ..... 10	Doz.	Honey Block Cake ..... 14	Doz.	Honey Cake, N. B. C. 12	Doz.	Honey Fingers, As. Ice 12	Doz.	Honey Jumbles, Iced 12	Doz.	Honey Flake ..... 12 1/2	Doz.	Honey Lasses ..... 10	Doz.	Household Cookies ..... 8	Doz.	Household Cookies Iced 9	Doz.	Iced Honey Crumpets 10	Doz.	Imperial ..... 9	Doz.	Jersey Lunch ..... 9	Doz.	Jubilee Mixed ..... 10	Doz.	Kream Klips ..... 25	Doz.	Laddie ..... 9	Doz.	Lemon Gems ..... 10	Doz.	Lemon Biscuit Square 8	Doz.	Lemon Fruit Square ..... 12 1/2	Doz.	Lemon Wafer ..... 17	Doz.	Lemona ..... 9	Doz.	Mary Ann ..... 9	Doz.	Marshmallow Walnuts 16	Doz.	Molasses Cakes ..... 8	Doz.	Molasses Cakes, Iced 9	Doz.	Molasses Fruit Cookies	Doz.	Iced ..... 11	Doz.	Mottled Square ..... 10	Doz.	Nabob Jumbles ..... 14	Doz.	Oatmeal Crackers ..... 8	Doz.	Orange Gems ..... 9	Doz.	Penny Assorted ..... 9	Doz.	Peanut Gems ..... 9	Doz.	Pretzels, Hand Md. .... 9	Doz.	Pretzelettes, Hand Md. 9	Doz.	Pretzelettes, Mac. Md. 8	Doz.	Raisin Cookies ..... 10	Doz.	Reverse, Assorted ..... 14	Doz.	Rosalie ..... 9	Doz.	Rube ..... 9	Doz.	Scalloped Gems ..... 10	Doz.	Scotch Cookies ..... 10	Doz.	Snow Creams ..... 16	Doz.	Spiced Currant Cake ..... 10	Doz.	Sugar Fingers ..... 12	Doz.	Sultana Fruit Biscuit 16	Doz.	Spiced Ginger Cake ..... 9	Doz.	Spiced Ginger Cake Iod 10	Doz.	Sugar Cakes ..... 9	Doz.	Sugar Squares, large or	Doz.	small ..... 9	Doz.	Sunnyside Jumbles ..... 10	Doz.	Supperba ..... 10	Doz.	Sponge Lady Fingers 25	Doz.	Sugar Crimp ..... 9	Doz.	Vanilla Wafers ..... 17	Doz.	Victors ..... 12	Doz.	Waverly ..... 10	Doz.	In-er Seal Goods	Doz.	per doz.	Doz.	Albert Biscuit ..... 1 00	Doz.	Animals ..... 1 00	Doz.	Arrowroot Biscuit ..... 1 00	Doz.	Baronet Biscuit ..... 1 00	Doz.	Brenner's Butter	Doz.	Wafers ..... 1 00	Doz.	Cameo Biscuit ..... 1 50	Doz.	Cheese Sandwich ..... 1 00	Doz.	Chocolate Wafers ..... 1 00	Doz.	Cocoanut Dainties ..... 1 00	Doz.	Faust Oyster ..... 1 00	Doz.	Fig Newton ..... 1 00	Doz.	Five O'clock Tea ..... 1 00	Doz.	Ginger Snaps, N. B. C. 1 00	Doz.	Graham Crackers, Red	Doz.	Label ..... 1 00	Doz.	Lemon Snaps ..... 50	Doz.	Oatmeal Crackers ..... 1 00	Doz.	Old Time Sugar Cook. 1 00	Doz.	Oval Salt Biscuit ..... 1 00	Doz.	Oysterettes ..... 50	Doz.	Peanut Wafers ..... 1 00	Doz.	Pretzelettes, Hd. Md. 1 00	Doz.	Royal Toast ..... 1 00	Doz.	Saltine Biscuit ..... 1 00	Doz.	Saratoga Flakes ..... 1 50	Doz.	Social Tea Biscuit ..... 1 00	Doz.	Soda Craks, N. B. C. 1 00	Doz.	Soda Cracks, Select 1 00	Doz.	S S Butter Crackers 1 50	Doz.	Sultana Fruit Biscuit 1 50	Doz.	Unedea Biscuit ..... 50	Doz.	Unedea Jinjer Wayfer 1 00	Doz.	Unedea Lunch Biscuit 50	Doz.	Vanilla Wafers ..... 1 00	Doz.	Water Thin Biscuit 1 00	Doz.	Zu Zu Ginger Snaps 50	Doz.	Zwieback ..... 1 00	Doz.	In Special Tin Packages.	Doz.	Per doz.	Doz.	Festino ..... 2 50	Doz.	Nabisco, 25c ..... 2 50	Doz.	Nabisco, 10c ..... 1 00	Doz.	Champagne Wafer ..... 2 50	Doz.	Chocolate Tokens ..... 2 50	Doz.	Sorbetto ..... 1 00	Doz.	Nabisco ..... 1 75	Doz.	Wykes & Co.	Doz.	8 25	Doz.	Ecipse ..... 5 25	Doz.	8 25	Doz.	Ecipse ..... 5 25	Doz.	8 25	Doz.	Ecipse ..... 5 25	Doz.	8 25	Doz.	Ecipse ..... 5 25	Doz.	8 25	Doz.	Ecipse ..... 5 25	Doz.	8 25	Doz.	Ecipse ..... 5 25	Doz.	8 25	Doz.	Ecipse ..... 5 25	Doz.	8 25	Doz.	Ecipse ..... 5 25	Doz.	8 25	Doz.	Ecipse ..... 5 25	Doz.	8 25	Doz.	Ecipse ..... 5 25	Doz.	8 25	Doz.	Ecipse ..... 5 25	Doz.	8 25	Doz.	Ecipse ..... 5 25	Doz.	8 25	Doz.	Ecipse ..... 5 25	Doz.	8 25	Doz.	Ecipse ..... 5 25	Doz.	8 25	Doz.	Ecipse ..... 5 25	Doz.	8 25	Doz.	Ecipse ..... 5 25	Doz.	8 25	Doz.	Ecipse ..... 5 25	Doz.	8 25	Doz.	Ecipse ..... 5 25	Doz.	8 25	Doz.	Ecipse ..... 5 25	Doz.	8 25	Doz.	Ecipse ..... 5 25	Doz.	8 25	Doz.	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<b>Kansas Hard Wheat Flour</b> Judson Grocer Co. Fanchon, 1/2 cloth 6 30 Lemon & Wheeler Co. White Star, 1/2 cloth 6 00 White Star, 1/2 cloth 5 90 White Star, 1/2 cloth 5 80 <b>Grand Rapids Grain &amp; Milling Co. Brands</b> Purity, Patent 5 70 Wizard, Flour 5 60 Wizard, Graham 5 60 Wizard, Corn Meal 4 00 Wizard, Buckwheat 4 00 Rye 4 60 <b>Spring Wheat Flour</b> Roy Baker's Brand Golden Horn, family 5 95 Golden Horn, bakers 5 85 Douth Imperial 5 70 Wisconsin Rye 4 55 Judson Grocer Co.'s Brand Ceresota, 1/2s 6 30 Ceresota, 1/2s 6 20 Ceresota, 1/2s 6 10 <b>Lemon &amp; Wheeler's Brand</b> Wingold, 1/2s 6 25 Wingold, 1/2s 6 15 Wingold, 1/2s 6 05 <b>Worden Grocer Co.'s Brand</b> Laurel, 1/2 cloth 6 20 Laurel, 1/2 cloth 6 15 Laurel, 1/2 cloth 6 10 Laurel, 1/2 cloth 6 05 <b>Voigt Milling Co.'s Brand</b> Voigt's Crescent 6 00 Voigt's Flour 6 00 Voigt's Hygienic 6 00 Voigt's Graham 5 40 Voigt's Royal 6 40 <b>Wykes &amp; Co.</b> Sleepy Eye, 1/2 cloth 6 20 Sleepy Eye, 1/2 cloth 6 10 Sleepy Eye, 1/2 cloth 6 00 Sleepy Eye, 1/2 paper 6 00 Sleepy Eye, 1/2 paper 6 00 <b>Meal</b> Bolted 3 90 Golden Granulated 4 00 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 32 00 <b>Dairy Feeds</b> Wykes & Co. O P Linseed Meal 35 00 O P Laxo-Cake-Meal 32 50 Cottonseed Meal 34 00 Gluten Feed 30 00 <b>Brewers' Grains</b> Hammond Dairy Feed 25 00 Alfalfa Meal 25 00 <b>Oats</b> Michigan carlots 43 Less than carlots 45 <b>Corn</b> Carlots 65 Less than carlots 68 <b>Hay</b> Carlots 14 Less than carlots 15 <b>HERBS</b> Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25 <b>HORSE RADISH</b> Per doz. 90 <b>JELLY</b> 5 lb. pails, per doz. 2 25 15 lb. pails, per pail 55 30 lb. pails, per pail 98 <b>MAPLEINE</b> 2 oz. bottles, per doz 3 00 <b>MATCHES</b> C. D. Crittenden Co. Noiseless Tip 4 50 @ 75 <b>MOLASSES</b> New Orleans Fancy Open Kettle 40 Choice 35 Good 22 Fair 20 Half barrels 2c extra <b>MINCE MEAT</b> Per case 2 90 <b>MUSTARD</b> 1/2 lb. 6 lb. box 18 <b>OLIVES</b> Bulk, 1 gal. kegs 1 10 @ 120 Bulk, 2 gal. kegs 1 00 @ 110 Bulk, 5 gal. kegs 95 @ 105 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 <b>PIPES</b> Clay, No. 216, per box 1 75 Clay, T. D., full count 60 Cob 90 <b>PICKLES</b> Medium Barrels, 1,200 count 6 50 Half bbls., 600 count 3 75 Small Half bbls., 1,200 count 4 50 <b>PLAYING CARDS</b> No. 90 Steamboat 85 No. 15, Rival, assorted 1 25 No. 20, Rover, enam'd 1 50 No. 572, Special 1 75 No. 98 Golf, satin fin. 2 00 No. 808 Bicycle 2 00 No. 632 Tourist whist 2 25 <b>POTASH</b> Babbitt's 4 00 <b>PROVISIONS</b> Barreled Pork Mess, new 22 00 Clear Back 24 50 Short Cut 31 50	<b>Short Cut Clear</b> 21 50 Bean 20 50 Brisket, Clear 24 00 Pig 24 00 Clear Family 21 00 <b>Dry Salt Meats</b> A. P. Bellies 16 <b>Lard</b> Pure in tierces 13 3/4 Compound Lard 9 80 lb. tubs, advance 9 50 lb. tubs, advance 1/2 50 lb. tins, advance 1/2 20 lb. pails, advance 1/2 10 lb. pails, advance 1/2 5 lb. pails, advance 1 5 lb. pails, advance 1 <b>Smoked Meats</b> Hams, 12 lb. average 14 Hams, 14 lb. average 14 Hams, 16 lb. average 14 Hams, 18 lb. average 14 Skinned Hams 15 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 <b>Sausages</b> Bologna 8 Liver 5 Frankfort 10 Pork 11 Veal 11 Tongue 11 Headcheese 9 <b>Beef</b> Boneless 14 00 Rump, new 14 00 <b>Pig's Feet</b> 1/2 bbls. 1 00 1/2 bbls., 40 lbs. 2 00 1/2 bbls. 4 00 1 bbl. 9 00 <b>Tripe</b> Kits, 15 lbs. 80 1/2 bbls., 40 lbs. 1 60 1/2 bbls., 80 lbs. 3 00 <b>Casings</b> Hogs, per lb. 32 Beef, rounds, set 25 Beef, middles, set 80 Sheep, per bundle 90 <b>Uncolored Butterine</b> Solid dairy 10 @ 12 Country Rolls 10 1/2 @ 16 1/2 <b>Canned Meats</b> Corned beef, 2 lb. 2 90 Roast 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 95 Deviled ham, 1/2s 55 Deviled ham, 1/2s 95 Potted tongue, 1/2s 55 Potted tongue, 1/2s 95 <b>RICE</b> Fancy 7 @ 7 1/2 Japan 5 1/2 @ 6 1/2 Broken 2 1/2 @ 3 1/2 <b>SALAD DRESSING</b> Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 1 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 1 doz. 1 35 <b>SALERATUS</b> Packed 60 lbs. in box 3 00 Arm and Hammer 3 00 Dewland's 3 00 Dwight's Cow 3 00 L. P. 3 00 Standard 1 80 Wyandotte, 100 1/2s 3 00 <b>SALT</b> Common Grades 100 3 lb. sacks 2 25 60 5 lb. sacks 2 15 28 10 1/2 lb. sacks 2 05 56 lb. sacks 32 28 lb. sacks 17 <b>Warsaw</b> 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 <b>Solar Rock</b> 56 lb. sacks 24 <b>Common</b> Granulated, fine 1 00 Medium, fine 95 <b>SALT FISH</b> Cod Large whole @ 7 Small whole @ 6 1/2 Strips or bricks 7 1/2 @ 10 1/2 Pollock @ 5 <b>Halibut</b> Strips 15 Thunks 16 <b>Holland Herring</b> 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 Sealed 14 <b>Trout</b> No. 1, 100 lbs. 7 50 No. 1, 40 lbs. 3 25 No. 1, 10 lbs. 90 No. 1, 8 lbs. 75 <b>Mackerel</b> Mess, 100 lbs. 15 50 Mess, 40 lbs. 6 60 Mess, 10 lbs. 1 75 Mess, 8 lbs. 1 40 No. 1, 100 lbs. 14 00	<b>No. 1, 40 lbs.</b> 6 00 <b>No. 1, 10 lbs.</b> 1 60 <b>No. 1, 8 lbs.</b> 1 30 <b>Whitefish</b> No. 1, No. 2 Fam. 100 lbs. 9 75 3 50 10 lbs. 1 12 55 8 lbs. 92 48 <b>SHOE BLACKING</b> Handy Box, large 3 dz 2 50 Handy Box, small 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85 <b>SNUFF</b> Scotch, in bladders 37 Maccaboy, in jars 35 French Rappie in jars 43 <b>SOAP</b> J. S. Kirk & Co. American Family 4 00 Dusky Diamond, 50 8oz 2 80 Dusky D'nd, 100 6 oz 3 80 Jap Rose, 50 bars 3 60 Savon Imperial 3 00 White Russian 3 15 Dome, oval bars 3 00 Satinet, oval 2 70 Snowberry, 100 cakes 4 00 <b>Proctor &amp; Gamble Co.</b> Lenox 3 50 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Ivory 3 <b>Lautz Bros. &amp; Co.</b> Acme, 70 bars 4 00 Acme, 30 bars 4 00 Acme, 25 bars 4 00 Acme, 100 cakes 3 35 Big Master, 70 bars 2 85 German Mottled 3 00 German Mottled, 5 bxs 2 95 German Mottled, 10 bxs 2 90 German Mottled, 25 bxs 2 85 Marseilles, 10 cakes 6 00 Marseilles, 100 cakes 5c 4 00 Marseilles, 100 ck toil 4 00 Marseilles, 1/2x toilet 2 10 <b>A. B. Whisley</b> Good Cheer 4 00 Old Country 3 40 <b>Soap Powders</b> Snow Boy 24 4lb. 4 00 Snow Boy, 60 5c 2 40 Snow Boy, 30 No. 2 2 40 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 <b>Soap Compounds</b> Johnson's Pine 5 10 Johnson's XXX 4 25 Nine O'clock 3 30 Rub-No-More 3 85 <b>Scouring</b> Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gro. lots 4 50 Sapolio, single boxes 2 25 Sapolio, hand 2 25 Scourine Manufacturing Co. Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 <b>SODA</b> Boxes 5 1/2 Kegs, English 4 1/4 <b>SPICES</b> <b>Whole Spices</b> Allspice, Jamaica 8 Allspice large Garden 11 Cloves, Zanzibar 16 Cassia, Canton 14 Cassia, 5c pkg. doz. 25 Ginger, African 9 1/2 Ginger, Cochinchina 14 1/2 Mace, Penang 50 Mixed, No. 1 16 1/2 Mixed, No. 2 10 Mixed, 5c pkgs. doz. 45 Nutmegs, 75-80 25 Nutmegs, 105-110 20 Pepper, Black 14 Pepper, White 12 Pepper, Cayenne 22 Paprika, Hungarian 38 <b>Pure Ground in Bulk</b> Allspice, Jamaica 12 Cloves, Zanzibar 22 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 <b>STARCH</b> Corn Kingsford, 40 lbs. 7 1/2 Muzzy, 20 1lb. pkgs. 5 1/4 Muzzy, 40 1lb. pkgs. 5 <b>Gloss</b> Kingsford Silver Gloss, 40 1lbs. 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 7/2 12 6lb. packages 6 50lb. boxes 4 <b>SYRUPS</b> Corn Barrels 28 Half barrels 30 20lb. cans 1/2 dz. in cs. 1 75 10lb. cans 1/2 dz. in cs. 1 70 5lb. cans, 2 dz. in cs. 1 80 1 1/2 lb. cans, 2 dz. in cs. 1 90	<b>Pure Cane</b> Fair 16 Good 20 Choice 25 <b>TEA</b> 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 <b>Gunpowder</b> Moyune, medium 28 Moyune, choice 32 Moyune, fancy 40 @ 42 Pingsuey, medium 25 @ 28 Pingsuey, choice 30 Pingsuey, fancy 40 @ 45 <b>Young Hyson</b> Choice 30 Fancy 40 @ 50 <b>Oolong</b> Formosa, fancy 45 @ 60 Amoy, medium 25 Amoy, choice 32 <b>English Breakfast</b> Choice 25 Fancy 30 Fancy 40 @ 45 <b>India</b> Ceylon, choice 30 @ 35 Fancy 45 @ 50 <b>TOBACCO</b> Fine Cut Cadillac 54 Sweet Loma 54 Hiawatha, 5lb. pails 56 Telegram 56 Pay Car 56 Prairie Rose 56 Protection 49 Sweet Burley 41 Tiger 41 <b>Plug</b> Red Cross 30 Palo 35 Kilo 35 Battle Ax 37 American Eagle 37 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old 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 62 Mill 32 Great Navy 36 <b>Smoking</b> Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5lb. 27 I X L, 16 oz. pails 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 21 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1lb. pails 40 Cream 38 Corn Cake, 2 1/2 oz. 26 Corn Cake, 1lb. 22 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 Country Club 30 Forex-XXXX 30 Good Indian 26 Self Binder, 16oz. box 20-22 Sweet Foam 24 Royal Smoke 42 <b>TWINE</b> Cotton, 3 ply 24 Cotton, 4 ply 24 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium N 24 Wool, 1 lb. balls 8 <b>VINEGAR</b> State Seal 12 Oakland apple cider 14 Morgan's Old Process 14 Barrels free. <b>WICKING</b> No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 <b>WOODENWARE</b> Baskets Bushels 1 10 Bushels, wide band 1 25 Market 40 Splint, large 3 50 Splint, medium 3 00 Splint, small 2 75 Willow, Clothes, large 8 25 Willow, Clothes, med 7 25 Willow, Clothes, small 6 25	<b>Butter Plates</b> 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 <b>Churns</b> Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 <b>Clothes Pins</b> Round Head. 4 inch, 5 gross 50 4 1/2 inch, 5 gross 55 Cartons, 20 2 1/2 doz. bxs. 60 <b>Egg Crates and Fillers</b> Humpty Dumpty, 12 dz. 20 No. 1 complete 40 No. 2 complete 28 Case No. 2 fillers 15 sets 1 35 Case, mediums, 12 sets 1 15 <b>Faucets</b> Cork, lined, 8 in. 70 Cork lined, 9 in. 80 Cork lined, 10 in. 90 <b>Mop Sticks</b> Trojan spring 90 Eclipse patent spring 85 No. 1 common 80 No. 2 pat. brush holder 85 12lb. cotton mop heads 1 40 Ideal No. 7 85 <b>Pails</b> 2-hoop Standard 2 15 3-hoop Standard 2 35 2-wire, Cable 2 25 3-wire, Cable 2 45 Cedar, all red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 <b>Toothpicks</b> Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 <b>Traps</b> Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 45 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 65 Rat, wood 80 Rat, spring 75 <b>Tubs</b> 20-in. Standard, No. 1 8 75 18-in. Standard, No. 2 7 75 16-in. Standard, No. 3 6 75 20-in. Cable, No. 1 9 25 18-in. Cable, No. 2 8 25 16-in. Cable, No. 3 7 25 No. 1 Fibre 10 25 No. 2 Fibre 9 25 No. 3 Fibre 8 25 <b>Washboards</b> Bronze Globe 2 50 Dewey 1 75 Double Acme 3 75 Single Acme 3 15 Double Peerless 3 75 Single Peerless 3 15 Northern Queen 3 Double Duplex 3 00 Good Luck 2 75 Universal 2 65 <b>Window Cleaners</b> 12 in. 1 65 14 in. 1 85 16 in. 2 20 <b>Wood Bowls</b> 13 in. Butter 1 50 15 in. Butter 2 25 17 in. Butter 4 00 19 in. Butter 5 90 Assorted, 13-15-17 3 00 Assorted, 15-17-19 4 25 <b>WRAPPING PAPER</b> Common straw 2 Fibre Manila, white 3 Fibre Manila, colored 4 No. 1 Manila 4 Cream Manila 4 Butcher's Manila 2 1/2 Wax Butter, short c't 13 Wax Butter, full count 20 Wax Butter, rolls 19 <b>YEAST CAKE</b> Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Least Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 <b>FRESH FISH</b> Per lb. Whitefish, Jumbo 16 Whitefish, No. 1 12 Trout 11 1/2 Halibut 10 Herring 7 Bluefish 14 1/2 Live Lobster 29 Boiled Lobster 29 Cod 10 Haddock 8 Pickrel 12 Pike 9 Perch 8 Smoked, White 12 1/2 Chinook Salmon 15 Mackerel Finnan Haddie Roe Shad Shad Roe, each Speckled Bass 8 1/2 <b>HIDES AND PELTS</b> 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	<b>Pelts</b> Old Wool @ 30 Lambs 50 @ 75 Shearlings 40 @ 65 <b>Tallow</b> No. 1 @ 5 No. 2 @ 4 <b>Wool</b> Unwashed, med. @ 23 Unwashed, fine @ 28 <b>CONFECTIONS</b> Stick Candy Standard 7 1/2 Standard H H 7 1/2 Standard Twist 8 1/2 <b>Cases</b> Jumbo, 32 lb. 7 1/2 Extra H H 10 Boston Cream 13 Big stick, 30 lb. case 8 <b>Mixed Candy</b> Grocers 6 1/2 Competition 7 Special 8 Conserve 7 1/2 Royal 12 Ribbon 12 Broken 10 Cut Loaf 8 Leader 8 1/2 Kindergarten 8 French Cream 10 Star 9 Hand Made Cream 11 Premio Cream mixed 14 Paris Cream Bon Bons 10 <b>Fancy-In Pails</b> Gypsy Hearts 14 Coco Bon Bons 14 Fudge Squares 13 Peanut Squares 9 Sugared Peanuts 12 Salted Peanuts 12 Starlight Kisses 11 San Blas Goodies 12 Lozenges, plain 10 Lozenges, printed 12 Champion Chocolate 13 Eclipse Chocolate 14 Eureka Chocolate 15 Quintette Chocolate 14 Champion Gum Drops 9 Moss Drops 10 Lemon Sours 10 Imperial 1 Ital. Cream Opera 12 Ital. Cream Bon Bons 12 Golden Waffles 12 Red Rose Gum Drops 12 Auto Bubbles 13 <b>Fancy-In 5lb. Boxes</b> Old Fashioned Molasses Kisses, 10lb. bx 1 20 Orange Jellies 50 Lemon Sours 60 Old Fashioned Horehound drops 60 Peppermint Drops 60 Champion Choc. Drps 65 H. M. Choc. Drops 1 10 H. M. Choc. Lt. and Dark No. 12 1 10 Bitter Sweets, as'd, 1 20 Brilliant Gums, Cry. 60 A. A. Licorice Drops 90 Lozenges, printed 65 Lozenges, plain 60 Imperial 60 Mottos 65 Cream Bar 60 G. M. Peanut Bar 60 Hand Made Crms 80 @ 90 Cream Wafers 65 String Rock 60 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Good 3 50 Up-to-date Assmt's 3 75 Ten Strike No. 1 6 50 Ten Strike No. 2 6 00 Ten Strike, Summer assortment 6 75 Scientific Ass't. 13 00 <b>Pop Corn</b> Cracker Jack 3 25 Giggies, 5c pkg. ca 3 50 Pop Corn Bells 200s 1 25 Azulikit 100s 2 25 Oh My 100s 3 50 <b>Cough Drops</b> Putnam Menthol 1 00 Smith Bros. 1 25 <b>NUTS-Whole</b> Almonds, Tarragona 16 Almonds, Drake 15 Almonds, California sft. shell 12 @ 13 Brazil 12 @ 13 Filberts 12 @ 13 Cal. No. 1 12 Walnuts, soft shell 15 @ 16 Walnuts, Marbot 13 Table nuts, fancy 13 @ 13 1/2 Pecans, Med. 13 Pecans, ex. large 14 Pecans, Jumbos 16 Hickory Nuts per bu. Ohio, new Cocanuts Chestnuts, New York State, per bu. <b>Shelled</b> Spanish Peanuts @ 9 Pecan Halves @ 58 Walnut Halves 30 @ 32 Filbert Meats @ 27 Alicante Almonds @ 42 Jordan Almonds @ 47 <b>Peanuts</b> Fancy H. P. Suns @ 7 1/2 Roasted @ 7 1/2 Choice, H. P. Jumbo @ 8



## Special Price Current

### AXLE GREASE



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

### BAKING POWDER



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

### BLUING



### C. P. Bluing

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

### CIGARS

Johnson Cigar Co.'s Brand



S. C. W., 1,000 lots .....31  
El Portana .....23  
Evening Press .....22  
Exemplar .....32

### O'Halloran Bros. Brands

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

### Worden Grocer Co. brand

Ben Hur  
Perfection .....35  
Perfection Extras .....35  
Londres .....35  
Londres Grand .....35  
Standard .....35  
Puritans .....35  
Panatellas, Finas .....35  
Panatellas, Bock .....35  
Jockey Club .....35

### COCOANUT

Baker's Brazil Shredded



70 5c pkgs, per case ..2 60  
36 10c pkgs, per case ..2 60  
16 10c and 36 5c pkgs,  
per case ..... 2 60

### FRESH MEATS

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

### Pork

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

### Mutton

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

### Veal

Carcass .....6 @ 9

### CLOTHES LINES

#### Sisal

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

#### Jute

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

#### Cotton Victor

50ft. ....1 16  
60ft. ....1 35  
70ft. ....1 60

#### Cotton Windsor

50ft. ....1 20  
60ft. ....1 44  
70ft. ....1 80  
80ft. ....2 00

#### Cotton Braided

40ft. ....95  
60ft. ....1 35  
80ft. ....1 65

#### Galvanized Wire

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

### COFFEE

#### Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1lb.....  
White House, 2lb.....  
Excelsior, M & J, 1lb.....  
Excelsior, M & J, 2lb.....  
Tip Top, M & J, 1lb.....  
Royal Java .....  
Royal Java and Mocha.....  
Java and Mocha Blend.....  
Boston Combination.....  
Distributed by Judson  
Grocer Co., Grand Rapids;  
Lee, Cady & Smart, De-  
troit; Symons Bros. & Co.,  
Saginaw; Brown, Davis &  
Warner, Jackson; Gods-  
mark, Durand & Co., Bat-  
tle Creek; 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 feet .....5  
No. 2, 15 feet .....7  
No. 3, 15 feet .....9  
No. 4, 15 feet .....10  
No. 5, 15 feet .....11  
No. 6, 15 feet .....12  
No. 7, 15 feet .....15  
No. 8, 15 feet .....18  
No. 9, 15 feet .....20

#### Linen Lines

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

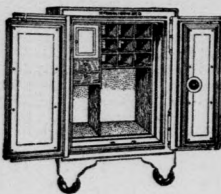
#### Poles

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

#### GELATINE

Cox's, 1 doz. Large ..1 80  
Cox's, 1 doz. Small ..1 00  
Knox's Sparkling, doz. 1 25  
Knox's Sparkling, gr. 14 00  
Nelson's .....1 60  
Knox's Acidu'd. doz. ..1 25  
Oxford .....75  
Plymouth Rock .....1 25

### SAFES



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

### SOAP

Beaver Soap Co.'s Brand



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

Tradesman's Co.'s Brand



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

### TABLE SAUCES

Halford, large .....2 76  
Halford, small .....2 25

# Now Push 25c Goods

The right kind of 25-cent bargains will  
now draw trade, and in a 25-CENT SALE  
—with all the variations that can be given  
it—there is just the stock-clearing help you  
need at present.

Again we emphasize the superior timeli-  
ness of our jobbing by meeting your imme-  
diate needs in our February catalogue with  
a sale of things positively amazing, to retail  
at 25 cents and pay a profit.

Also we are uniquely ready for market  
buyers with our complete display of spring  
and summer lines, not in one, but in these  
ELEVEN markets:

New York Chicago  
St. Louis Minneapolis Dallas  
Omaha Seattle  
San Francisco Baltimore  
Cincinnati Kansas City

Feel, please, that our sample displays in  
any of these ELEVEN cities are yours to  
use for making the most of your time in  
market.

And to make yours a busy February, tell  
us TODAY to send you our February cata-  
logue—No. 766 F.F.

**Butler Brothers**  
Wholesalers of  
General Merchandise

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—Edison Mimeograph No. 0, complete and in good order. Price \$8. Fred Boger, Golden, Ill. 367

For Sale—Well-established shoe business cheap, in Northern Michigan town. Location alone or with stock. Good reasons for selling. Address No. 364, care Tradesman. 364



## To the Merchant Who Wants to Turn Merchandise Into Ready Cash

Now is the time to convert surplus merchandise and slow selling goods into real money. "A dollar in the tin is worth two on the shelf." My successful Sales Plan will throng your store with eager buyers and sell your goods at a profit. Stocks reduced and closed out. Give size of stock. Write me to-day. **B. H. Comstock**, the man with the Sales Plan that makes good, 907 Ohio Building, Toledo, Ohio.

Drug Store—Finest in Central Michigan city of 3,500 and a hustler. Stock consists of drugs, wall paper, stationery, books, etc. Will invoice \$9,000. Will sell on easy terms or take real estate. Owner is not a druggist and has other business that takes his entire time. Address **Y. Z.**, care Tradesman. 363

For Sale—A good clean stock of general merchandise, invoicing with fixtures, \$9,000 to \$6,000, no clean little town in Central Kansas. D. N. Guthrie, Alden, Kan. 362

For Sale—Clean up-to-date drug stock, fixtures and soda fountain. Located in beautiful country town 1,000 population Central Michigan. Shoe factory and tannery. Address **X. Y. Z.**, care Tradesman. 359

For Sale—On account of other business, we have decided to sell our grocery, which is one of the best paying groceries in Grand Rapids. Address **Heaton Bros.**, 704 Wealthy Ave., Grand Rapids, Mich. 355

For Sale—Stock general merchandise. Good farming country. One and one-half miles from railroad. Invoices \$2,000. Address **Binford & Thrasher**, Stanford, Ind. 366

A fine furniture business for sale. Address **C. C. Sweet**, Benton Harbor, Mich. 352

For Sale—A fine piece business property, also up-to-date 80 acre farm, well supplied with grain, stock and machinery. Write Owner, **T. H. Brown**, Eau Claire, Wis. 349

For Sale—A nice clean shoe stock, about \$5,000; county seat town; Central Illinois; a money-maker; will sell at a small discount. Reason for selling, going to California. Address **Lock Box 462**, Eureka, Ill. 348

For Sale—Quick at 75c on the dollar, \$11,000 stock dry goods, shoes, clothing, groceries. Fine business and location. Owner must get out quick account of health. If you mean business write **P. O. Box 206**, Manton, Mich. 346

For Sale—Grocery and hardware stock and fixtures about \$2,000. Everything new and up-to-date. New farming town on railroad and river. Last year's sales about \$10,000. Good reasons for selling in 50 days or not at all. Cash. **Faye E. Wenzel**, Edgetts, Mich. 345

For Sale—Or exchange for farm, \$6,000 general merchandise stock. Good location in prosperous Michigan city. Good trade and low expenses. Address **No. 343**, care Tradesman. 343

For Sale—Nice clean grocery stock and fixtures; no old goods; everything up-to-date. Doing nice business. Address all enquiries to **Tecumseh News**, Tecumseh, Mich. 341

For Sale—Stock dry goods, men's furnishings and shoes. Invoice \$4,000. Profitable trade guaranteed. City growth 1,000 a year. Rent \$10 month. Will cut out any department desired and sell for 90c on dollar in thirty days. No trades. Spot cash or equivalent. Address **XXX**, care Tradesman. 340

For Sale—Michigan hardwood timber. 160 acres choice timber, principally white oak, elm, basswood, beech and maple. Situated five miles from Portland on the Pere Marquette railroad and four miles from Pewamo on the Grand Trunk. For particulars address **Fred H. Knox**, Administrator, Portland, Mich. 338

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

Great Opening—For Sale—My stock of dry goods, clothing and shoes; best established business in Southern Michigan; has always been a big money-maker. Can sell each department separately. Best of reasons for selling. **J. Kapp**, Three Rivers, Mich. 335

For Sale—Furniture business in Northern Indiana. Good locality. Will sell stock or stock and building. **S. S. Laudeman**, Bremen, Ind. 334

Fine residence with three lots, good barn, desirable location. Physician's office fixtures and furniture, including library, worth \$700. Practice from \$5,000 to \$6,000 a year. Strictly cash. Will take \$1,000 less than cost to build home for all. Long time on part. Must change climate. Address **No. 333**, care Tradesman. 333

Do you want to sell your business? We have all kinds of propositions to offer. Write us. **Wm. Axe & Son**, Owosso, Mich. 331

Position wanted by an experienced retail salesman in general merchandise lines. Twelve years' experience. Address **Box 33**, Gowen, Mich. 330

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—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—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—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

## 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

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

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

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 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—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. 263

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—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—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

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

## G. B. JOHNS & CO.

### Expert Merchandise Auctioneers

WE GUARANTEE to get you 100 cents on a dollar for all goods sold, as per contract given

1341 Warren Ave. West Detroit, Mich. Try Our Special 10 Day Sale

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

## SITUATIONS WANTED.

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

Wanted—Young man wishes position in clothing store with chance for advancement. Best references. Address 342, care Tradesman. 342

Wanted—Position by window trimmer and general clerk. Best of references. State salary. Address **No. 339**, care Michigan Tradesman. 339

## HELP WANTED.

We have an exceptional opportunity for a man of ability to manage a legitimate business in town of about 800. Must take interest in business of \$1,000 or over. **W. R. 800**, care the Tradesman. 369

Local Representative Wanted—Splendid income assured right man to act as our representative after learning our business thoroughly by mail. Former experience unnecessary. All we require is honesty, ability, ambition and willingness to learn a lucrative business. No soliciting nor traveling. This is an exceptional opportunity for a man in your section to get into a big paying business without capital and become independent for life. Write at once for full particulars. Address **E. R. Marden**, Pres., The National Co-Op. Real Estate Co., Suite 371 Marden Bldg., Washington, D. C. 300

Wanted—Experienced general store clerk. Single. Willing worker. Steady position. References required. **A. C. Smith**, Mgr., Springvale, Mich. 366

Splendid contract waiting **No. 1** life insurance producing manager, Grand Rapids district. Address **D. Scott Partidge**, Supervisor, 160 Adams St., Grand Rapids, Mich. 365

Salesman wanted to carry as sideline on 10% commission, the finest line of infant's soft soles in this country. The line most extensively advertised and most extensively imitated. Small, snappy sample outfit. If you want the best sideline in this country, write at once. **H. H. Freeland**, Mfr., Established 1896, Rochester, N. Y. 350

Wanted—Tinner and hardwaremen to act as local agents for one of the oldest houses manufacturing gasoline lighting appliances in the country. Address **No. 337**, care Tradesman. 337

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

## FARM LANDS

To Exchange—An improved farm in Benzie County, value \$5,000, for stock merchandise or store building and stock. Address **No. 368**, care Tradesman. 368

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

## SPECIAL FEATURES.

Want to buy drug stock in Michigan, small or large. **V. Roussin**, 19 Peck St., Muskegon, Mich. 361

Barber—To buy out present tenant; \$150 for chair and other furniture; reasonable rent; no competition; nice, clean town; no saloons; only good, clean men need apply. **F. G. Warren**, Warrens, Wis. 360

Wanted—Stock of general merchandise or dry goods, shoes or furniture in exchange for fine grain and stock farm. **B. A. Deffler**, Elkhart, Ind. 351

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., ar. German-American Realty Co., Rogers, Ark. 323

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

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

Want Ads continued on next page.

# Here Is a Pointer

Your advertisement, if placed on this page, would be seen and read by eight thousand of the most progressive merchants in Michigan, Ohio and Indiana. We have testimonial letters from thousands of people who have bought, sold or exchanged properties as the direct result of advertising in this paper.



## THE DRINKING MAN.

## Business Competition Promoting Sobriety Among Men.

Business bars drinking men. Competition has become so keen that every line of business is beginning to shut its doors absolutely to the drinking man, and only men of steadfast habits can find employment. Thus, while business competition is promoting sobriety among men, among women of leisure there has been within recent years an alarming increase of the drink habit. The frequency with which even respectable women drink cocktails, whisky straight, wines and liquors of all kinds is a matter of common observation, and scenes that shocked us ten years ago are now passed by without comment. Indeed, so common is drinking that the situation is often a source of embarrassment to the woman who does not drink.

If "history is philosophy teaching by example," the American people should take warning, for there is no plainer lesson taught in the republics of history than that luxury, extravagance and immorality consequent upon vast wealth in the hands of a few are the certain forerunners of decay.

The plain lesson of history is that the last symptom of national decline is found in womanly folly; corruption may spread far and wide and do much harm in the community, but there is hope for both the church and the state so long as the wives and mothers, the daughters and the sisters retain their moral integrity. When that is gone all is gone. Purity and worth find their last retreat in the home; if driven thence they are doomed to die and with their death perish the prospects of the land.

## Reason for Man's Ideal.

Man's ideal of what woman ought to be is based upon his belief of what she normally is—better than himself. His own selfish desire is the chief factor in dragging her down from the pedestal upon which he himself placed her, and yet with that strange inconsistency which characterizes him he will idolize her if she resists.

If sin seems blacker in woman than in man it is simply because she is by nature purer and has farther to fall. If man seems to condemn sin in the woman more than in the man he is paying to her, for that reason, his highest compliment.

Intoxicants are dangerous enough to men, to women they are especially so. Romulus sentenced women to death for intoxication as the beginning of unfaithfulness to the marriage vow.

The lack of moral balance and defective will produced in the woman by drink are more marked than in the man. Woman's emotional organization is more susceptible than that of man, hence the special danger of drink to the woman.

The disastrous results of tippling among women are already too well known to physicians, and experience shows that, while men who drink often reform, women who become victims to drink seldom do.

## Easy To See For Yourself.

That the women drink as freely and

frequently as the men is a sight that you can see for yourself in the fashionable cafes of our great cities, where wealth abounds and beauty smiles. I speak from what I have seen myself. I dare not trust myself to describe the things I have seen among women, young and tender, upon whose more impressionable temperament and finer organization the destroyer had taken firm hold, and among women no longer young, but whose soul and sense were dead long before their eyes were closed.

Did time and delicacy permit I could detail at length heartrending stories coming from the homes of the outwardly respectable and rich, of ruined homes, broken hearts, hopes destroyed, affections crushed, reputations blasted, prayers silenced, grief sitting on the vacant seats of paternal care, tormented souls, cheerless graves, dishonored lives, untold sorrow, and drink did it all. I could, if I had the heart, detail at length cases which have come under my own observation, and in which my advice has been sought during my long experience as a pastor, which would make your breath catch, your blood chill and which would call forth your deepest commiseration on behalf of the victims and rouse your just indignation against the social custom which produces such misery.

The doctors, if they dared tell their story, in the words of Shakespeare, might declare: "But that I am forbidden to tell the secrets of the prison house, I could a tale unfold whose lightest word would harrow up your soul."

## Scenes Worse in Homes.

I have written of what may be seen in festive assemblies in public places. I have said nothing of the scenes in private parlors which would be neither creditable nor tolerated in public places. I have seen again and again women's eyes sparkle with an unwonted fire, and the gayety of their merriment was plainly something more than the natural flow of their own spirits.

Were the wealthier classes of society to discontinue the use of drink the effects would be to render drink unfashionable, for fashion is only another term for public sentiment. I know how tyrannical fashion is and that there are many persons who would rather be out of the world than out of fashion, but improbable of success as may be your protest, the improbability of your success is no reason for being silent. They who attempt nothing are quite sure to accomplish nothing.

Social usages can be more easily changed than we at first suppose. If only a small number in every community or social circle of those who are raised by their wealth and hospitality above the accusation of meanness and by their standing above the suspicion, so dreadful to endure, of being unfashionable—if a few such people were to begin the change there would be many to follow and a few years would show great and general improvement.

It is woman's influence to which we

must look for the change required. If woman really wishes the change it will be accomplished, and if you faithfully performed your duty, if your influence were heartily exerted, the whole great question of temperance would be triumphantly carried. It is for you women to say whether the drinking custom shall continue to increase among us or daily become less.

## Women Molders of Character.

Woman controls the affections of man and thereby molds his character. If you could only understand the importance of your position and the greatness of your work as the educator of the human race you would find enough to employ all your faculties and to satisfy your highest ambitions. In view of such great responsibility resting on you, have we not a right as men and as patriots to demand that you help to elevate the tone of public sentiment and so advance the cause of morality?

Women are the law givers, men are the subjects. Men are influenced by the teaching they receive from and the example that is set them by the women.

The regard paid to woman in society depends much upon the standard of public morality. If she wishes to be more highly respected and to have her claims more justly considered, her best means of accomplishing these is to labor for the world's betterment. So true is this that you may measure the moral elevation of a community by the estimation in which woman is held. There is no exception to this rule.

If women mix the drink, men will not refuse to take it. If you give men the impression that you think they are better company when their tongues are loosened by drink, and treat intemperance as a joke, men will regard dissipation as a pardonable fault. If you are horrified because of some poor fellow, whose first step in folly was taken under your direction, but who is now by drunkenness made unfit for your society, your inconsistency will plainly appear and men will see that it is not so much the drinking habit that is condemned as its vulgarity and grossness.

Will you mothers place temptation in the way of your sons? Will you sisters make virtue difficult to your brothers? Will you young women who would place your keeping in the hands of him you love place in his hand the poison which may find its way to his heart? Will you wives continue to surround your husbands with snares so skillfully covered that they may fall into them almost unawares?

Madison C. Peters.

## Spitzbergen Now Attracts World's Attention.

A splendidly wild nature in a narrow strip lying between the greatest ice mass of the northern hemisphere and an ocean almost ice free for many months in the year is the home of the Eskimos, the only polar people of the globe. The splendid white skin of the polar bear of Greenland is a highly prized ornament. The skin of the arctic fox is still more so. Less valuable are the reindeer. But since they

are found in large herds and their meat is edible, they too are profitable to the hunter. They and some other kinds of animals were eagerly hunted long after the golden days of the whale hunt had ceased.

Although at present the chase has considerably diminished, the hunt for the arctic fox and the collecting of eiderdown are still continued, while the polar bear and the walrus have shared the fate of the Greenland whale, and except in the extremest north are rare visitors to the coast. The colonization of Spitzbergen has assumed a new phase. Tourist travel now extends to the remote polar islands. The feeling that one is far removed from all civilization and regions governed by the laws of human society, entirely alone with nature, is fascinating.

There are wonderfully beautiful days with intense blue and white; then, during summer, the sun never sets. There are immense flocks of the most varied sea birds, magnificent swarms of eider ducks, and reindeer. There are mountain spurs capped with eternal ice, and streams of ice projecting far into the ocean. Coal is found in great quantities and is readily accessible from the fiords. Not a few nations are turning their gaze on Spitzbergen, with the result that a diplomatic conference, it is said, will soon be held to decide upon Spitzbergen's future.

## Doing Her Best.

William Pruette, the singer, tells of a servant girl who came to Mrs. Pruette in tears and asked permission to go home for a few days. She had a telegram saying her mother was sick.

"Certainly you may go," said Mrs. Pruette, "only don't stay longer than is necessary, as we need you."

A week passed and not a word from her. Then came a note which read:

"Dear Miss Pruette I will be back nex' week an' please kep my place for my mother is dying as fast as she can."

## Fooling the Doctor.

Lyttleton—My physician says that I must take but one drink a day.

Middleton—Are you obeying orders?

Lyttleton—Yes; but I'm several weeks ahead of my allowance.

When the church becomes an end in itself it soon makes an end of itself.

## BUSINESS CHANCES.

For Sale—Sixty acres timber, composed of walnut, oak, elm, maple, linden, sycamore and ash. Wish to clear land. Correspondence and inspection solicited. Address H. W. Swarts, R. F. D. No. 7, Princeton, Ill. 371

For Sale—Stock of drugs reduced to about \$900. On account of death of owner, will sell at big discount to close estate at once. A. M. N. Barnum, Sand Lake, Mich. 370

Patent for sale, advertising novelty that will prove a moneymaker. I have no manufacturing facilities, so will dispose of patent at reasonable price. P. S. Hay, 20 Commerce St., Montgomery, Ala. 373

For Sale—Dry goods stock, best town in Southern Michigan. Best paying staple dry goods stock. Invoices \$12,000. Annual sales \$25,000. Will sell cheap to anyone, close at once. Best reasons for selling. Buyer can come in and stay certain time to verify all claims. Address W. F., care Michigan Tradesman. 372



# If You Happen

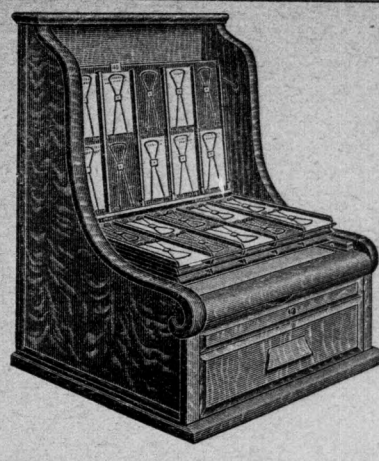
To need a stock of Bang-up  
Coffee that'll make your cus-  
tomers "sit up and take notice"  
there's

## "QUAKER" BRAND COFFEE

Always "on top"

**WORDEN GROCER COMPANY**

Grand Rapids, Mich.



Pays  
for the  
Privilege  
of  
Working  
For You

If some bright, intelligent person should offer to pay you one, two or three hundred dollars for the privilege of working for you, would you give him the position providing he was neat, attractive, honest and well recommended by others?

**THE McCASKEY ACCOUNT REGISTER**  
will take the place of one clerk in most any store that employs five people.  
Four people can do more work with a McCASKEY SYSTEM than five people can do with the day book and ledger system.

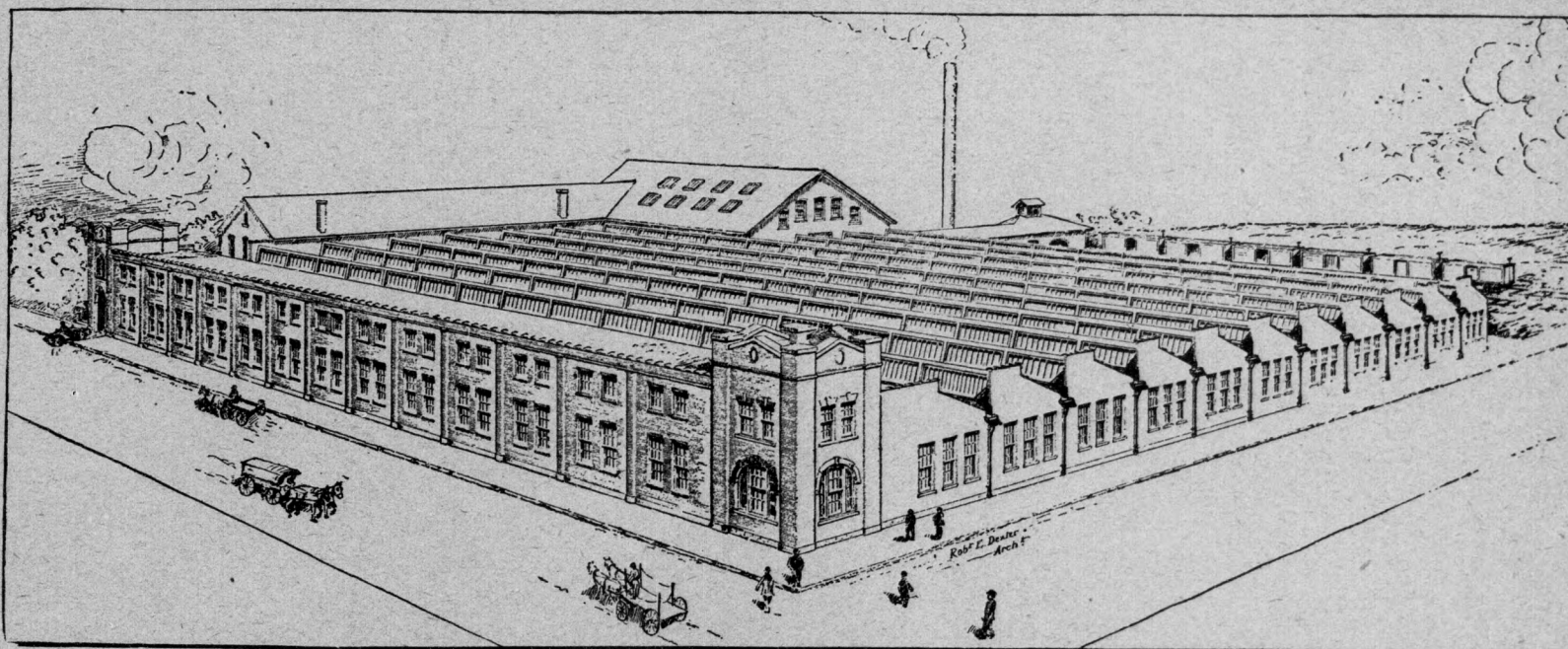
It pays for itself several times over the first year.  
It handles accounts quickly, accurately and satisfactorily.  
Every account posted up to the minute.  
Complete information at hand regarding all your customers.  
Prevents goods leaving the store without being charged.  
The greatest collector ever invented.  
Nearly sixty thousand up-to-date merchants are using the McCASKEY SYSTEM.  
Information is free. Drop us a postal.

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the different styles of Single Carbon Books.

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## 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-MONEY WEIGHT SCALES?  
Shipment of our goods will be greatly facilitated by our own private switch track making direct connection with the Pennsylvania Railroad.

**FACTORY**  
**The Computing Scale Co.**  
DAYTON, OHIO

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Sole Distributors  
**Moneyweight Scale Co.**  
58 State Street, CHICAGO



# The Only Reason Someone Doesn't

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

## The Only Reason We Don't

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



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

When you are satisfied,  
When your customers are satisfied,  
And when we are satisfied,  
We figure that the problem is solved.

If you have a customer who doesn't buy BLUE LABEL KETCHUP from you, tie her closer to you by telling her to try it—you will only have to do it **once**.

Conforms to National Pure Food Laws

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### CURTICE BROTHERS CO., Rochester, N. Y.

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## Don't Depend On a Dog

We know it is mighty hard work to convince the owner that his particular dog isn't the best all around store protector and the most voracious

### Burglar Eater

on earth, but as a matter of fact thousands of stores have been robbed where nearly everything was taken except the dog and they could probably have coaxed

him off if they'd had any use for him. Dogs are all right for pets, but when it comes to protection for money, books and papers they don't stack up with a

### First Class Safe

We have the right kind, the kind you need. Write us to-day and let us quote you prices.

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

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