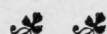


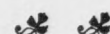
The Dreamer



He sat by the window and dreamed of the day
 He would lead in the ranks of life's turbulent fray;
 Of the time when the world would stand still in its whirl
 Aghast as the flag of success he'd unfurl.
 He dreamed of the power and glory and might
 That come to the men who determinedly fight
 The conquest of now, and the future, it seemed,
 Was rosy and fair as he sat there and dreamed.
 He dreamed of the things that he some day would do
 When he'd battle with fate and would conquer it, too;
 When he'd rise from the ashes of failure and face
 The dead dreams of yesterday's truculent race.
 What did he care for the men who had tried,
 Who had fought their life's battle and, fighting, had died,
 Falling with features toil-riven and seamed?
 Ah, they should have waited a little—and dreamed!
 He dreamed—and the years rolled relentlessly on!
 Chance knocked, paused a while, then forever was gone!
 He woke but to find that the world is a place
 Where doers, not dreamers, win out in the race;
 He woke to the knowledge he'd challenged his fate
 When the grim gods of destiny whispered: "Too late!"
 And the hope in his eyes that once fitfully gleamed
 Passed away with the ghost of the dreams he had dreamed!

C. P. McDonald.

Gems of Thought



"Give me a few friends who will love me for what I am and keep ever burning before my vagrant steps the kindly light of hope; and, though age and infirmity overtake me and I come not within sight of the castle of my dreams, teach me still to be thankful for life and for time's olden moments that are good and sweet, and may the evening twilight find me gentle still."

The walls of the home may be pretentious or lowly, but at their foundation must lie purity, truth and love—the great eternal principles. The outside world may be cold and dreary; it matters not if within are warmth and cheer.

Those who quit their proper character and assume what does not belong to them are for the greater part ignorant of both the character they leave and of the character they assume.—*Burke*.

The very essence of a free government consists in considering offices as public trusts bestowed for the good of the country and not for the benefit of an individual or a party.—*Calhoun*.

In the man whose childhood has known caresses there lies a fiber of memory which can be touched to nobler issues.—*George Eliot*.

"Power flows to the man who can shoulder it and burdens go to those who can carry them."

I am an old man.
 I have seen many troubles
 Many of which never happened.

A Reliable Name

And the Yeast
Is the Same

Fleischmann's

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.



"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.

The ENDURANCE of the Underwood Standard Typewriter



enables it
to meet the
exacting
requirements
of everyday
usage

This is one of the reasons why
UNDERWOODS are re-
placing other makes everywhere

"The Machine You Will Eventually Buy"

UNDERWOOD TYPEWRITER CO.

(INCORPORATED)

31 State Street

Detroit, Mich.

Snow Boy keeps moving out - Profits keep coming in



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

Ask your jobber's
Salesman

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

MICHIGAN TRADESMAN

Twenty-Seventh Year

GRAND RAPIDS, WEDNESDAY, MARCH 16, 1910

Number 1382

SPECIAL FEATURES.

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30.	Special Price Current.

HE STANDS CONDEMNED.

Deacon Ellis, with a bare majority of forty-seven over his opponent, stands condemned by the intelligent, respectable and responsible men of Grand Rapids.

No man who lays any claim to decency voted for Ellis.

No man who has any self respect voted for Ellis.

His support came from the criminal classes, such as saloonkeepers, bartenders and gamblers; cheap politicians and officeholders; men who were promised office or patronage by Ellis in the event of his election and property holders who are alleged to have been intimidated by members of the Board of Assessors.

If Mr. Wernicke, the lion-hearted, had pursued a more vigorous policy, telling a few plain truths about Ellis, his infamous life and the criminal campaign he conducted in his attempt to array employee against employer and thus stir up strife and bitterness where peace and contentment now prevail, the result would probably have been different. A high minded campaign might do under ordinary conditions, but when one of the contestants descends to falsehood—knowing it to be falsehood—and does not hesitate to resort to any infamy to accomplish his purpose, a clean campaign on the other side is not adequate to the occasion.

There is no reason why the nomination of Deacon Ellis should be followed by his election. The Democrats have nominated a fairly good man for the office of Mayor. He is not an ideal candidate by any means, but he is so far ahead of Ellis—morally, intellectually and in every other respect—that he ought to receive the vote of every decent man in the city. True, he has never conducted a gambling establishment or faro bank and waxed fat on ill gotten gains. He has never destroyed happy homes and sent men to State prison for embezzlement from their employers. He has never broken women's hearts and driven children into pauperism. Instead he established a furniture factory when a very young man and has built up a business along reasonably correct lines. He has kept his own

counsel, kept faith with his friends and undertaken to establish a reputation among his neighbors and associates as a good business man and an upright citizen. As between the two men there is no comparison. If the voters of Grand Rapids permit Deacon Ellis to be elected, when they can cast their votes for a man like David Uhl, the Tradesman will be forced to concede that Civic Righteousness is sometimes a fraud and a farce and that good citizenship is a byword and a scorn.

CASH VALUE OF PROMPTNESS.

Did you know that you can pay 2 or 5 cents on a letter to Germany, as you prefer, and yet safe delivery is no surer in the one case than the other? The difference is simply one of promptness. If the 2 cent stamp is attached the letter will go on the first steamer landing at a German port; but with the 5-cent attachment it will go by the fastest steamer, though a transfer is made to get it to a German port. And for this guarantee of the quickest service by any route the mail service charges an additional fee of 150%. But who will say it is not worth the price?

In everyday life there is a great deal of this 2 or 5 cent business going on in a very much less satisfactory way, just because one is never sure after the payment is made that the delivery will be in accordance with agreement. With the general practice of delivering goods in the city, promptness in this respect is obligatory to success. The housewife who orders fresh bread for dinner wants it before the hour of serving. If she orders merchandise of any sort sent to the house at a certain time, even though the goods are not wanted for immediate use, the failure to arrive promptly may necessitate her cancelling some important engagement that the house may not be closed when they arrive. The business man who orders is even more insistent upon delivery at the specified time. If you make a business of dallying your trade will dally correspondingly. If you agree to deliver a package at the station in time for a certain train or trolley car and are a minute behind time, one customer is lost and you do not know how far the ripples of your dilatory spirit will scatter. Any one who tries can be prompt. The sooner you get the habit, the better you will succeed. For reputation's sake, get it.

The man who will not be good until he knows it pays pays too much for the goodness he gets.

There's a world of difference between trying to have people like you and learning to like them.

THE WHEEL HOE.

It is none too soon to get the wheel hoe and other garden implements to the front. Get people interested in them and familiar with their uses. While the best informed farmers know in a general way what is claimed for these implements, not one in twenty realizes what a saving they are to the gardener. If you can convince him of half their merits he will have one with all the attachments.

Show him that the weed cutting attachment is as easy to run as the lawn mower; that it keeps the ground finely pulverized for a couple of inches below the surface, besides cutting a clean swathe of weeds wherever it goes; that his wife can keep the garden in order after he has first done the heavier work and that she can supply fresh vegetables for the table much easier than she can stand over the cookstove preparing fancy dishes.

The seeder will save much time and labor early in the season and the hoes and weeders work the ground up much better than it is possible to do with the hoe, and they do it much more speedily. Many farmers have learned the art of easy gardening by planting in long rows and cultivating in the earlier stages with one horse. But even the steadiest horse will sometimes step on the plants and large clods of earth will be turned up to crush them. The wheel hoe is sure not to do either of these things. Besides, it is quickly available to fill in a few minutes of spare time when it would not pay to hitch up a horse.

It speedily works up coarse ground into fine mulch and those having a garden plot inclined to bake will be surprised at the complete change in the nature of the soil in a single season.

THE DIGNITY OF LABOR.

No single feature in the recent elopement which surprised Washington high life tended more to sanction the paternal displeasure in the eyes of the American people than the bride's denial of the statement that she was a shop girl. It matters little to a sensible public what her calling so that it is honest, respectable labor well done. Marden says that the world has a right to look to us for our own rating. If we belittle our work we may expect others to do the same, but if we stand up boldly and let it speak for itself after we have done our best there is nothing of which to be ashamed.

The honest day laborer is entitled to as much respect as the highest official, providing he has done his best. There is true nobility in honest toil, recognized by the poet long ago, and still unquestioned among thinking

people. The shop girl who is capable, industrious and faithful to duty has as much right to respect as the daughter-in-law of a cabinet member. Some of our greatest men and women have made menial labor a stepping stone to success. But they did it by raising their work to a level with their aims. Abraham Lincoln got more real pleasure out of the first dollar he ever earned, by rowing some passengers in a rude flatboat to a steamer in the Mississippi, than in all the higher walks of life. Was he ashamed of it? No. He made no apology about doing it "for accommodation" or anything of the sort. He was in the race to earn an honest living. While President he related the incident to one of his own cabinet members with evident satisfaction.

All honest toil is respectable. Of course, there are grades and grades, some more congenial and better paid than others. Ambition strives to get to the upper ranks, but only snobbery looks down upon the lower ones.

FOUR KINDS OF SHAMS.

All the world despises an insincere man. If sincerity be lacking all the other virtues can not make a man worthy of respect. There have been insincere men, false men and sham men since the days of Cain. The list of shams is a long one, but they can be divide into a few comprehensive classes:

First, there is the society sham, counterfeiting respectability yet never sure of his social standing, although always full of snobbery.

There are business shams. They are the men who shirk; who despise routine and work. They want the rewards but are unwilling to pay the price for genuine success.

There are religious shams. They know it is honorable to be a Christian. They want that honor without the worth. They counterfeit the genuine thing.

There are skeptic shams. All sympathize with the earnest and honest doubter, but this kind of a sham is always accusing Christians of cant, when he himself is a fraud.

The Almighty demands absolute honesty of heart. He is more patient with harlots than with hypocrites. Christ never spoke a harsh word to the avowed sinner, but with what scorching phrase did He speak to the self-satisfied and shamming ecclesiastics of His day.

Make people think better of themselves and you will not need to worry over your own epitaph.

Many who talk about giving their hearts to their Lord try to prove it by heartlessness to men.

The new day comes by sitting up at night worrying over it.

MEN OF MARK.

Col. Wm. V. Jacobs, Nature Lover and Railway Promoter.

In every business community there are certain men who stand in the relation to the public that was occupied by the minute men at the time of the Revolution. They are sometimes the direct descendants of those citizen soldiers of more than 100 years ago and often possess hereditary characteristics of their ancestors.

In the history of nations there is no more conspicuous and inspiring figure than the minute man of the American Revolution. He was an individual type, having no parallel in any of the other great conflicts of the past. There have been other rebellions, when the people sprang to arms to resist unjust taxation and oppressive measures, but no other rebellion or revolution has brought forth the type of man whose purity of purpose and steadfastness of intent were so evident. The minute man was a man of peace made a man of war by necessity, yet he stood as self-sacrificing and as willing to do his duty as the man inflamed by patriotic passion.

The minute man appeared not in the role of an aggressor so much as in the part of a defender. He had no intention of firing the first shot or striking the first blow; but when that shot had been fired and that blow had been struck he was as steadfast in defending himself and his home and his sturdy principles as he would have been had he been the first to make assault.

To be a minute man means to be a dependence and a defense in time of sudden need—to be conservative and yet steadfast and to be ever ready to protect the public good and to preserve life and property. The minute man in business possesses the same characteristics: In times of business peace he is merely a part of the people; in times of business turmoil he springs into view as sprang his ancestors of old at Lexington and Concord. When necessity arises he is found a live, active factor in the midst of the turmoil hastening the return of peace.

William Vaughan Jacobs was born at West Chester, Pennsylvania, June 19, 1853. His father descended from Welch Quakers, his great great grandfather having come over with John Penn, brother of William Penn, and located in Pennsylvania. Mr. Jacobs attended the schools of his native town until he was 17 years of age, when he secured a clerkship in the bank which was then managed by Wayne MacVeagh, who afterwards became Attorney General of the United States. Three years later he set his face toward the setting sun and located in Chicago, arriving there April 3, 1873. His first employment was in the banking house of Lunt, Preston & Keen. Four months later the manager of this house recommended him to the position of private secretary to Paul Cornell, who was a large operator in real estate. He remained with Mr. Cornell in this capacity for three years, during a portion of which time he was Secretary

and Treasurer of the Cornell Watch Co., at Grand Crossing. In 1876 he engaged in the real estate and loan business on his own account, which he continued with success until 1891, when he undertook the exploitation of the Calumet Electric Railway. This road connected Pullman with South Chicago and Roseland, a distance of forty-eight miles. His associates in this enterprise were N. K. Fairbanks, J. D. Harvey, S. E. Cross, Columbus Cummings and John Turnbull. It was the pioneer electric railway line in Chicago and it has become one of the best paying properties of the kind in that city, owing to the rapid development of the region which it serves.

In 1893 Colonel Jacobs made large purchases of lands at Glencoe, on the

survey which follows the lake region as far as Gull Lake, when the road branches off in two directions—south-east of Battle Creek and southwest of Kalamazoo. So sanguine was the Colonel regarding the success of this proposition that he purchased a considerable portion of the right of way and a large number of farms along the line of the proposed road. Wherever he found a good location for a resort he purchased the entire property, so as to control the character of the resort absolutely. Terminals have been arranged for in all three cities and as soon as a \$2,000,000 bond issue can be placed the construction of the road will be begun. The advantage the road will be to Grand Rapids and her sister cities can never be computed. Not only

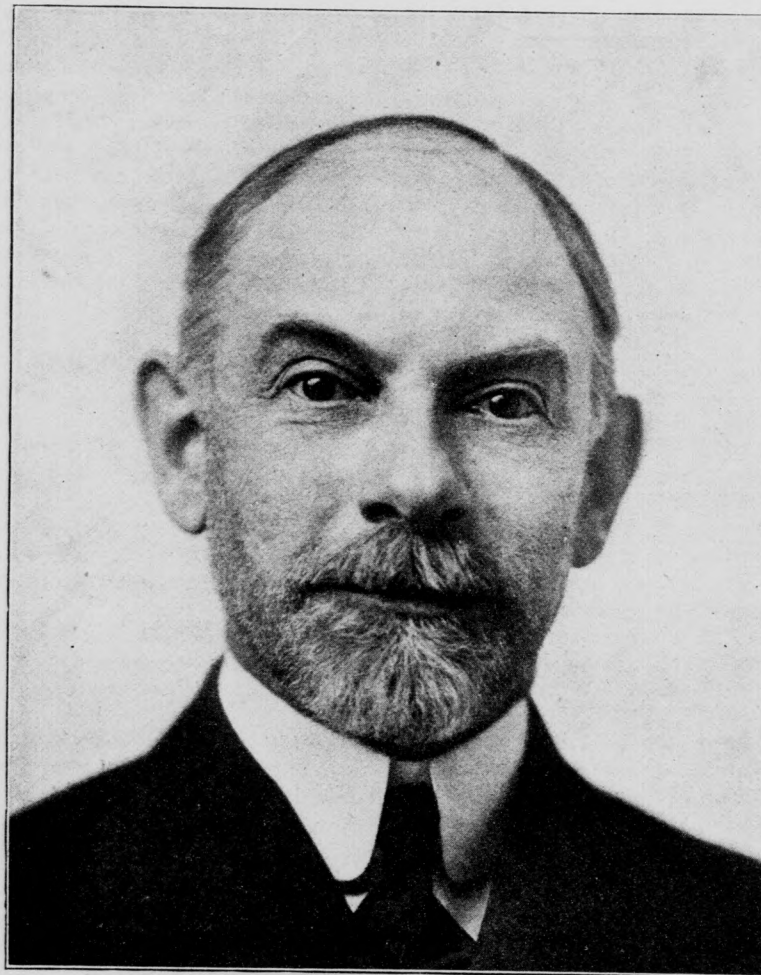
for ten years, from 1877 to 1887. He started as First Lieutenant and ended as Lieutenant Colonel, which gave him command of the regiment.

Col. Jacob's maternal grandfather was an English sea captain, who came to Norfolk, Virginia, in 1794 from the Bermudas, bringing his slaves with him. In 1804 he was elected Mayor of Norfolk, when that honor was considered by the Virginians to be third only to the President of the United States and the Governorship of Virginia. His grandfather, Commodore Jesse D. Elliott, was Captain of the Niagara in the battle of Lake Erie. Before the battle he took two rowboats and captured the gun boats, Detroit and Caladonia, from the British under the guns of Fort Erie. For this service he was thanked by Congress and voted a sword. In the battle of Lake Erie his ship was made the flagship of the fleet by Commodore Perry after the Lawrence had been sunk. For the part he took in this battle he was thanked by Congress and voted a gold medal. The Legislature of Pennsylvania also voted him a medal for heroic service in this engagement. Col. Jacob's great grandfather, Col. Robert Elliott, who served all through the Revolutionary War, was killed by the Indians in Muskingum Valley, Ohio. He was Colonel on General Mad Anthony Wayne's staff. His father's great great grandfather, Col. Thomas K. Bull, who served through the Revolutionary War, was captured and confined in the prison ship, Jersey, for several months. His father was a member of the Legislature that voted a charter to the Pennsylvania Railroad. He is one of the few members of that body who did not accept a gift from the railroad and he never consented to accept a pass from the Transportation Company later on. Col. Jacobs lost one brother by illness during the siege of Vicksburg, in which he was engaged.

Col. Jacobs has two hobbies—a love for country life and a love for flowers. For many years he maintained a greenhouse of his own on his premises at Glencoe and not anything pleases him more than an opportunity to discuss the subject of flowers with experts. He is passionately fond of the country and his highest ambition is to be a factor in the building up of the country between the different terminals of his road. He owns a fine farm on Gull Lake, where he spends his summers and vacation periods and where he entertains his friends with princely prodigality. He has many plans for the development of the lake region in the shape of resorts, vegetable, fruit and dairy farms and intensive farming, and those who know him well and are familiar with his ambitions in this direction share his enthusiasm along these lines.

Personally Col. Jacobs is one of the most companionable of men. He is wonderfully well informed on nearly every subject upon which the average business man is able to converse. He is a prodigious reader, a fluent writer and an apt conversationalist. His presence is an inspiration at any social gathering. His long residence

(Continued on page six)



Col. William V. Jacobs

North shore, the exploitation of which kept him extremely busy for a matter of ten or twelve years. He was one of the promoters of the Skokie Club, which is now regarded as one of the finest golf clubs in the West. It has a considerable amount of timber in the shape of original forest trees, one of which—an enormous elm—was named after the Colonel on account of the work he did in acquiring the lands and laying them out.

About six years ago Col. Jacobs had his attention called to the desirability of an interurban line between Battle Creek and Grand Rapids. He traversed the proposed route a number of times and had seven different surveys made. He finally selected a

will it tend to enlarge the trade of both wholesale and retail merchants, but it will enhance the value of every village lot and every farm along the road and cause new villages and towns to spring into existence which will develop into strong and permanent trading communities.

Col. Jacobs was married November 19, 1890, to Miss Mary Whipple, of Winonta, Minnesota. Her father, Wm. J. Whipple, was editor of the Winonta Herald for forty years. Three children have been born into the family—Elliott, aged 18; Whipple, aged 13, and Katherine, aged 11. The family are all Episcopalians, being members of St. Elizabeth's church, of Glencoe.

Col. Jacobs was a member of the First Cavalry, Illinois National Guard,

"The Crowning Attribute of Lovely Woman Is Cleanliness"

NAIAD



Odorless

Hygienic

Dress Shield

SUPREME IN

Beauty, Quality and Cleanliness

Possesses Two Important and Exclusive Features

It does not deteriorate with age and fall to powder in the dress—can be easily and quickly sterilized by immersing in boiling water for a few seconds only. At the stores, or sample pair on receipt of 25 cents. Every pair guaranteed.

The C. E. CONOVER CO., Mfrs.
101 Franklin Street, N. Y.

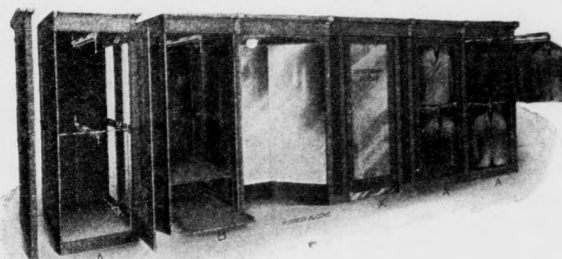
STRAW HATS

How is your stock of Straw Hats? You will soon have a demand for this line of merchandise. We carry a large line of Men's, Boys', Ladies', Misses' and Children's Hats. Also a splendid line of Men's, Boys' and Children's Spring Caps. It will pay you to see our line before placing orders.

P. STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.



The 20th Century Wardrobes

are as essential to the general store—that handles men's and ladies' ready-to-wear garments—as to the exclusive clothier and ready-to-wear garment houses—in fact more so. The 20th century wardrobe system is endorsed by every merchant who uses them. They last a lifetime and the expense to change from the old to the new system is small. Let us tell you about it. Write for catalogue T.

Our New 1910 Cases represent years of experience.

Every weak point eliminated. That is why we recognize no competition.

Grand Rapids Show Case Co.,

Grand Rapids, Mich.

Our Engineers' Coats and Overalls



are not the kind usually sold by jobbers—jobbers' goods are "skimped" in cutting and making whenever necessary. It's simply a case of making fabric and workmanship fit the price. Empire garments are always cut to fit the wearer regardless of the price. Ask our salesman about the new numbers we are showing.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Mich.

Communion Suits

In Long Pants
and
Knicker Pants

Now Is the Time
to
Place Your Order

H. A. SEINSHEIMER & CO.

Manufacturers
PERFECTION

CINCINNATI



Movements of Merchants.

Rapid City—Daniel Huff has closed his meat market.

Charlotte—John Bodell has opened a meat market here.

Grand Ledge—A. C. Davis has sold his drug stock to A. O. Halsted.

Portland—Frank Erdman succeeds Barton Bros. in the meat business.

Petoskey—Thomas J. Carroll will shortly engage in the shoe business.

Portland—H. F. Caswell will open a women's and men's furnishing store here.

Adrian—Louden Bros. will shortly open a grocery store in the Masonic Temple.

West Highland—Walter Marshall has sold his general stock to J. B. Arthur & Son.

Battle Creek—Jones & Fitzgerald have engaged in the sheet metal and repair business here.

Detroit — The Payette-Reese Co., wholesale cigars, has changed its name to the Payette-Walsh Co.

Hancock—Stern & Field will open a clothing and men's furnishing store here under the management of Hugo Field.

South Boardman—J. C. Darling has sold his stock of groceries and meats to Charles Weaver, recently of Manacelona.

Detroit—The capital stock of McDonnell Brothers Co., wholesale produce, has been increased from \$5,000 to \$15,000.

Fowler—Charles Dane has sold his stock of general merchandise to Frank Becker, who took immediate possession.

Ovid—Redfern Bros. & Annis have leased the store formerly occupied by C. E. Jillson and will put in a general stock.

Keeler—Fred Acker and Floyd Kelley, of Dowagiac, have formed a copartnership and engaged in the meat business here.

Channing—Khoury Bros., who conduct two stores at Iron Mountain, have formulated plans to open a general store here.

St. Johns—A. H. Burk has sold his interest in the notion stock of Burk Bros. to his brother, Frederick, who is now sole owner.

Newaygo—William F. Quirk has sold his interest in the Gale Chair Co. to Joseph Schneider and Henry Allman, of Chicago.

Ovid—C. E. Jillson has moved his general stock to Bancroft, where he has purchased an interest in the John Watson general stock.

Nunica—Chauncey Westover has purchased the general stock of Warren Reynolds and will continue the business at the same location.

Lansing—The Beck & Cole Co., grocer, has changed its name to the E. B. Cole Co. and increased its capital stock from \$20,000 to \$30,000.

Owasco—If Shiawassee county goes dry at the spring election, John Lehner will dispose of his saloon fixtures and engage in the hardware business.

Allegan—Because of inability to secure a building suitable to their business through the summer Cronkhite & Sons have closed their meat market.

St. Johns—Charles Walsh, recently of Howell, has purchased the bazaar stock of Louis Seigel and will continue the business at the same location.

Plainwell—Wilson & Mann, marble dealers, have dissolved partnership, Caleb Wilson purchasing the interest of his partner, Rudolphus Mann.

Kalamazoo—Richard Harvey has purchased an interest in the grocery business conducted here by his brother-in-law, Sam Treloar, formerly of Negaunee.

Kalamazoo—Geo. S. Surplice has engaged in the drug business here. He was for several years prescription clerk for John DeKruif, the Grand Rapids druggist.

Eaton Rapids—William Stirling has sold a half interest in his stock of furniture to W. O. Markle and the business will be continued under the style of W. O. Markle & Co.

Bangor—S. Martindale & Son have purchased the shoe stock of Casper Oppenheim and moved it to their store. They have also added a line of ladies' and children's shoes.

East Jordan—Mrs. M. A. Harper and Mrs. Victoria Smythe have formed a copartnership to be known as Mrs. M. A. Harper & Co. and will engage in the millinery business.

Houghton—A. A. Tillman & Co., who conduct a furniture and undertaking business at Hancock, have purchased the furniture stock of August L. Krellwitz and will close it out.

Eaton Rapids—H. L. Boice has sold a half interest in his news and confectionery stock to Owen Stoddard and the business will be continued under the style of Boice & Stoddard.

Kalamazoo—C. W. Vanderbilt, who recently sold his bakery and confectionery business at 114 East Main street, will engage in a similar business at Walnut and Oak streets about April 1.

Alma—N. E. Saad, who has conducted a general store at Langport the past thirteen years, has purchased the grocery stock of J. D. Struble and will continue the business at the same location.

Dowagiac—A new company has been organized under the style of the Fellows Hardware Co., with an authorized capital stock of \$10,000, of which \$8,100 has been subscribed and paid in in cash.

Plymouth—Gittins Bros., dealers in groceries, have dissolved partnership, Cass Gittins selling his interest to his brother, George, who will continue the business under the style of G. A. Gittins & Co.

St. Johns—Lewis Savatz and George Hutchinson, of Alma, have formed a copartnership and purchased the meat stock and fixtures of H. M. Hoerner & Son and will continue the business at the same location.

Zeeland—D. L. Meeuwssen has purchased the tools and apparatus pertaining to the meat business conducted in connection with J. Meeboer's grocery and is erecting a building in which to open a meat market.

Kalamazoo—Dirk Tolhuizen and M. J. Mersen have severed their connection with the Edwards-Chamberlain Hardware Co. and formed a copartnership to engage in a similar business at 121 North Burdick street.

Chelsea—Holmes & Walker have purchased the bazaar stock of Frank Moore and have taken possession of the same. They will put in a new stock of hardware and furniture and will occupy the entire building.

South Range—William Glass has sold his interest in the firm of Glass Bros., dealers in general merchandise, to his brothers, Mandel and Samuel Glass, who will continue the business here and at Ahmeek, under the same style.

Detroit—Sam Mintz, hardware dealer, has merged his business into a stock company under the style of the Sam Mintz Hardware Co., with an authorized capital stock of \$12,000, all of which has been subscribed and paid in in cash.

Lansing—Joy & Haite, furniture dealers and undertakers, have merged their business into a stock company under the style of the Joy Furniture Co., with an authorized capital stock of \$40,000, of which \$31,000 has been subscribed and paid in in property.

Battle Creek—F. E. Buck, of Grand Rapids, and J. J. Putnam have formed a copartnership and purchased the stock of new and second hand furniture of F. A. Allen and will continue the business at the same location, also adding a line of general house furnishings.

Cadillac—J. P. Johnson has purchased P. Cotey's interest in the grocery firm of P. Cotey & Co. The new firm will be known as Johnson & Rasmuson, Peter Rasmuson retaining his interest. The store is located at Seegmiller Bros.' old stand on North Mitchell street and was started last July.

Kalamazoo—A sale of the Joseph Hecht bankrupt stock, known as the Paris Fashion Co., has been made by Receiver E. S. Rankin to John A. Wood, of Terre Haute, Ind. The price paid was \$2,855. The sale was confirmed by Judge H. C. Briggs, referee in bankruptcy. At a first meeting of the creditors of the bankrupt, Mr. Rankin was appointed trustee.

Kalamazoo—Benjamin F. Baumann has purchased E. M. Kennedy's drug stock and has assumed the management. Mr. Baumann has been employed by Mr. Kennedy for the past five years. Mr. Kennedy will retire from business and take several weeks rest before making any plans for the future.

Nashville — Fred G. Baker has merged his general merchandise business into a stock company under the style of the Nashville Merchandise Co. The new corporation has an authorized capital stock of \$2,000, of which \$1,000 has been subscribed, \$40 being paid in in cash and \$960 in property.

Hemlock — The Mueller Bros. & Watson Co. has filed articles of incorporation with the county clerk. The company is organized to carry on a general mercantile business here. The capital stock is \$6,000 and is all paid in in property, the inventory value of which is \$13,497.57. The stockholders are Charles H. W. Mueller, Herman C. W. Mueller and Robert T. Watson, all of this place. Each has twenty shares of the par value of \$2,000.

Kalamazoo—The chap who ran a commission house here a year ago under the name of H. H. Ogden & Co., and who left the city after fleecing farmers of the vicinity out of more than a thousand dollars, can not be brought back here for prosecution for eighteen months. His real name is Arlington L. Davis, and they got "hep" to him in Milwaukee before they suspected here that he was dishonest. Milwaukee was fleeced first by Davis, who came here as an afterthought, and he is serving eighteen months at Leavenworth prison for the Milwaukee jobs.

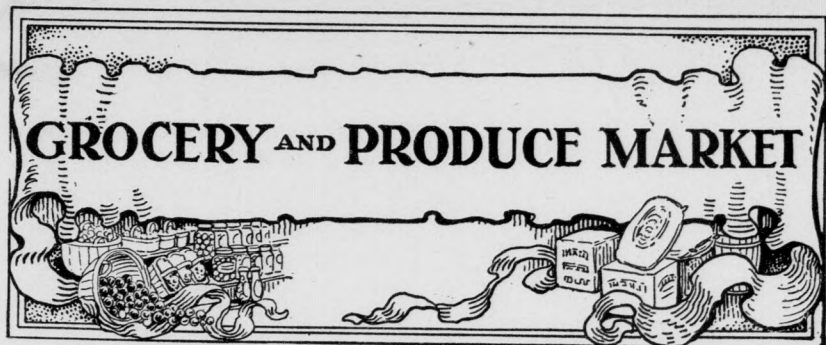
Otsego—At special meetings of the stockholders and directors of the Babcock Tissue Paper Co. and the Paraffin Paper Co. the Paraffin Paper Co. formally sold out to the Babcock Tissue Paper Co. and the Babcock Tissue Paper Co. formally bought the property and assets of the Paraffin Paper Co., and papers were filed at Lansing surrendering the charter of the Paraffin Paper Co. The stock of the Babcock Tissue Paper Co. was increased to \$100,000, and the stock was over-subscribed. The stockholders of the Babcock Tissue Paper Co. instructed the directors to bond for \$75,000, which, with the added stock subscriptions, will increase the size and capacity of their mill as about three is to one.

Manufacturing Matters.

Marquette—Carl Wittler and associates have engaged in the manufacture of awnings under the style of the Marquette Tent and Awning Co.

Detroit—The Sibley Motor Car Co. has been incorporated with an authorized capital stock of \$80,000, of which \$40,000 has been subscribed and \$30,000 paid in in property.

Falmouth—A new company has been incorporated under the style of the Falmouth Creamery Co., with an authorized capital stock of \$4,280, all of which has been subscribed and paid in in cash.



The Produce Market.

Apples—\$4@4.50 per bbl.

Beets—\$1.50 per bbl.

Butter—Receipts of fresh are about normal for the season. The percentage of extra creamery is very light and the market is firm at the same price ruling one week ago. Under-grade creameries are not quite so active and the market is only steady. The receipts of fancy nearby print butter are being cleaned up, while under grades meet with slower sale at relatively lower prices. The consumptive demand is about normal for the season. We do not look for any change in the price or in conditions during the coming week. Local dealers hold creamery at 31c for tubs and 31½c for prints; dairy ranges from 18@19c for packing stock to 23c for No. 1; process, 25@26c; oleo, 12@21c. Cauliflower—\$2 per doz. for California.

Cabbage—85c per doz.

Carrots—\$1.25 per bbl.

Celery—65@90c for California; \$2.50 per crate for Florida.

Cranberries—\$5 per bbl. for Late Howes.

Cucumbers—Hot house, \$2 per doz.

Eggs—Receipts are about normal for the season and the consumptive trade is above the average, owing to the high price of meat. The present market price is about 20 per cent. higher than it was a year ago and the consumptive demand is also about 20 per cent. greater. The future price depends a great deal on weather conditions. We look for a normal production and if we have any change during the coming week it will be a decline. Local dealers are paying 18@19c f. o. b. shipping point, holding case count at 20c and carefully selected stock at 21c.

Egg Plant—\$2 per doz.

Grape Fruit—Florida is steady at \$3.25 per box for 96s, \$3.50 for 80s and \$4.50 for 54s and 64s. Cuban is 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 \$3.75@4 per box for both Messinas and Californias.

Lettuce—Hot house leaf, 11c per lb.; head, Southern stock, \$2.50 per hamper.

Onions—Home grown, 85c per bu.; Spanish are in fair demand at \$1.65 per crate. Green from New Orleans command 35c per doz.

Oranges—Navels, \$2.75@3.25; Florida, \$2.75 for 200s and 216s and \$3 for 176s and 150s.

Pieplant—10c per lb. for home grown hot house stock.

Pineapples—\$3.50@3.75 per crate for Cuban.

Potatoes—The market is utterly featureless. Outside buyers pay 18@25c. Local dealers hold their supplies at 30c.

Poultry—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.

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

In the matter of Samuel J. Skaff, bankrupt, notice is hereby given that the assets of said bankrupt, consisting of a stock of clothing, shoes, rubbers and gentlemen's furnishing goods, together with furniture and fixtures and book accounts, will be offered by me for sale at public auction, according to the order of said court, on Tuesday, the 29th day of March, A. D. 1910, at 10 o'clock in the forenoon of said day, at the store of said bankrupt, No. 306 South Lafayette street, Greenville, Michigan. The sale will be subject to confirmation by the court. The inventory of said assets may be seen at the offices of Milo Lewis, attorney, Greenville, Mich., Peter Doran, 307-8 Fourth National Bank building, Grand Rapids, Mich., and Hon. Kirk E. Wicks, Referee in Bankruptcy, Houseman building, Grand Rapids, Mich.

Dated March 16, 1910.

John Snitseler, Receiver.

Peter Doran,

Grand Rapids, Mich.,

Attorney for Receiver.

Detroit—The Palm Vacuum Cleaner Co. has been incorporated to manufacture and sell vacuum cleaners and other machinery, tools and mechanical appliances, with an authorized capital stock of \$125,000 common and \$25,000 preferred, of which \$75,000 has been subscribed and paid in in property.

V. Roussin, who formerly conducted drug stores at Ludington, Cadillac and Muskegon, will shortly engage in the drug business at Big Rapids. The Hazeltine & Perkins Drug Co. has the order for the stock.

The Grocery Market.

Sugar—Refined is firm at the last reported advance, but the demand is not heavy. The raw market has shown considerable firmness during the week. The Cuban season seems to be dwindling, and on advices of reduced receipts the European market has advanced somewhat.

Tea—Japans remain quiet, with prices still firm in all lines. Active buying must soon commence and prices from first hands are expected to harden accordingly. The better grades of Formosas remain strong in price, while low grades are slightly easier. Congous remain cheap and sales are only fair. The total importations of all teas to the United States during the year 1909 amounted to 104,484,550 pounds, valued at \$16,553,032, an increase over 1908 of 13,553,929 pounds and \$1,661,071. This country is third in rank as a consumer of tea. The Ceylon exports alone showed an increase of 12,461,747 pounds over 1908. Of the 40,578,872 pounds exported from Japan in 1909 the United States took 33,862,304 pounds.

Coffee—Prices on all coffees are firm and every indication is that they will be so for the next few months. Futures on the exchange market are steady. An Eastern report regarding spot coffee says that at the rate the country is consuming the visible supplies a higher price may be maintained before the shipment of Santos coffee is received in July.

Canned Goods—The situation is very strong, for it would be difficult to put one's finger on a weak spot. All grades of peas are firm. Corn is in small supply and some grades may be hard to get soon. Tomatoes have been gradually becoming firmer for some time past. There is a fair demand for pumpkin and prices are unchanged. String beans are moving slowly at unchanged prices. The stocks of California canned fruit have become very much reduced, particularly the better grades. The demand is but ordinary at the present time, but the feeling is one of decided strength. The market on gallon apples rules firm and, as stocks in the hands of packers are very light, the prospect for a stronger market looks more than sure. Reports from Baltimore note a steady market on the different kinds of canned berries, with no change in quotations. The market for cove oysters remains firm, with a limited demand. There is a fair business being done in domestic sardines and the price remains firm. Norway smoked are still in good demand and the quality is fine. Prices are the same as last week. All grades of salmon are still very strong in price, the demand for pink and red Alaska being good. The stocks are limited in most every grade.

Dried Fruits—Apricots are nearly exhausted and show light demand. Raisins are dull, weak and neglected. Currants are moderately wanted at unchanged prices. Apples are weak and dull. Citron, dates and figs are unchanged and dull. Prunes show absolutely no change in quotation, but the demand is excellent. Peaches

are inclined to be firm. Stocks in first hands are low, the bulk of the present available supply being in jobbers' hands. The demand is fair.

Cheese—There has been no change in the market price and the market is firm on the present basis. There is some increase in the production of lower grades and the market is dull at relatively lower prices. It will be about two months before we will have any new cheese that will be of good quality and we do not look for any change in the price before that time. The consumptive demand is very good considering the high prices, which are ruling about 15 per cent. higher than they did a year ago.

Spices—Pepper has ruled higher all the season and still holds to its original level, with sales relatively light because of the present situation as regards available supplies. Ginger is also high. The supply is scarcely sufficient for the ordinary use. Cinnamon remains the same in price as for some time and is in fair demand. Nutmeg is steady, with just a moderate demand.

Rice—Prices remain firm on account of the firmness of the Southern market. The prices in the South are above local parity and this keeps prices here very firm. Sticks are heavy and the increase in business may advance prices.

Syrups and Molasses—There has been no change in corn products since March 7, when glucose declined 10 points and compound syrup dropped with it 1c per gallon. Cheaper corn is the reason. Compound syrup is selling moderately at ruling prices. Sugar syrup is in active demand for manufacturing at steadily maintained prices. Molasses is unchanged in price, steady and quiet.

Provisions—The supply of smoked meats is very short and the market is ruling fully 25 per cent. higher than it usually does at this season of the year. Picnics and New York shoulders are firm at ½c per pound advance. Barreled pork is firm at 50c per barrel higher. Skinbacks and regular hams remain unchanged at this moment, but we look for an advance of ½c per pound in the next few days. Pure lard is also firm at ¼c per pound advance and in fair consumptive demand. Compound is also firm at ¼c per pound advance, owing to the advance in the price of pure lard and the high cost of cottonseed oil, its main ingredients. We look for continued fair trade and see no relief from the present high prices at this time.

Fish—Mackerel are selling fairly well at unchanged prices, small sizes being firm. Cod, hake and haddock are unchanged, firm and in good demand. Domestic sardines are unchanged and quiet; imported grades are quiet and moderately priced. Salmon is firm but quiet.

Detroit—The Lewis Motor Equipment Co. has been incorporated to manufacture and sell automobiles and boat accessories, with an authorized capital stock of \$25,000, of which \$15,000 has been subscribed and \$2,500 paid in in cash.

MEN OF MARK.

(Continued from page two)

in Chicago has given him a varied fund of stories and anecdotes relative to the early days of that city which makes an evening spent in his company exceedingly enjoyable.

Col. Jacobs' interests are not confined to purely commercial enterprises. He is of a broad and charitable mind. He is ready not only to devote his energies to the promotion of business affairs, but to discharge that larger duty that the successful and the fortunate owe to the less fortunate and less successful. The charities and the public movements of his home town have had his support, financial and otherwise, and owe much of their success to the keen business judgment that he has brought to bear upon the problems of such organizations.

As a churchman Col. Jacobs is honored and beloved as one who endeavors to sense the real meaning of religious organizations and to maintain their high aspirations. His personal life has been so full of helpfulness to others that he fits naturally into any association whose foundation stone is the brotherhood of man.

The life of Col. Jacobs contains little that is spectacular but much that is admirable. He has lived life simply and sanely and established himself in the hearts of the people with whom he comes into contact in private life and in the confidence of the men he encounters in business.

This belief in his integrity and judgment is undoubtedly sufficient reward to Col. Jacobs for the demands that are made upon his time by the problems of others in the business world and in his particular community. They give him opportunities for usefulness that are not unwellcome and that receive the same serious thought and consideration he gives to his private affairs.

Col. Jacobs' reputation has been built slowly and surely and certainly. His eminence as a business man was not won by a sudden coup or stroke of fortune, but by that persistent performance of duty and the careful forethought that build the firmest foundation and create the strongest superstructure of a business career. His life is known to the men with whom he mingles and it has been a life to inspire the faith of his fellows.

What Other Michigan Cities Are Doing.

Written for the Tradesman.

After many years of weary effort and the expenditure of much money in piecemeal dredging that has amounted to nothing Saginaw and Bay City have strong assurances that Saginaw River will be permanently improved with an 18 foot channel to Bay City and a 16 foot channel to Saginaw.

Secretary Clement, of the Kalamazoo Commercial Club, recommends the adoption of the slogan: "Seventy-five thousand in 1915; one hundred thousand in 1920."

Clare now has a Board of Trade with over 100 members and Mayor Mulden as President.

Traverse City will vote at the April

election on a proposition to issue bonds for a \$50,000 sewage disposal plant. The need of such a plant seems urgent as the Boardman River is an open sewer and discharges into Traverse Bay, whence the city draws its drinking water.

Bay City will buy its own cement, sewer pipe and like supplies for contractors and it is expected there will be no more skimping of cement and use of inferior pipe and supplies.

The Petoskey Motor Boat Club has been organized in that city with some of the leading business men as members. A fine club house will be erected.

The Cheboygan Chamber of Commerce has been re-organized.

Officials of St. Joseph have decided that the best way to secure pure water is to install a filtration plant.

Telephone and electric light poles are being removed from the business district of Hancock.

Ann Arbor's new ozone filtration plant will be completed and turned over to the private company in April. Residents have been promised the best water in the State.

Zilwaukee and Carrollton, as well as intermediate rural territory, will have mail delivery twice a day by automobile from the Saginaw postoffice, beginning April 1.

Reports from Ishpeming state that, barring unforeseen interruption, there will be a larger tonnage of ore stockpiled at the various mines of the Marquette range before navigation opens than has ever been known before. It is predicted that 1910 will establish a new record in iron ore shipments.

Kalamazoo is placing 1,900 new enamel street signs at the crossings.

Bay City is sending Saginaw Bay water samples to Lansing for analysis. More samples will be taken during the spring freshets, completing a year's investigation of water conditions there. The city's water stations will be consolidated at some point where the water is purest.

The late Arthur Hill, of Saginaw, set apart in his will the sum of \$200,000 to establish an industrial school in that city and officers of the School Board are beginning to take steps toward this end. The trade schools of Milwaukee and other cities will be visited this spring to acquire ideas for the new institution. Mr. Hill was an associate with Mr. Garfield, of Grand Rapids, on the State Forestry Commission for years. He says in his will: "I desire that a course in forestry shall be made a part of the curriculum of the industrial school, to include the practice of gathering and planting the seeds of desirable trees, the transplanting of seedlings and the care of nurseries and all those things which are necessary to the growth and wise perpetuation of valuable trees which shall as cut serve for economic uses."

Benton Harbor is still wrestling with the problem of a pure water supply. Chicago engineers do not advise the use of surface water from Lake Michigan or elsewhere without filtration, and they recommend that more wells be sunk to see if an adequate ground water supply may not be secured.

Almond Griffen.

THREE LOCAL PROBLEMS.

Only One Practical Way To Look at Them.

The municipal election this spring will be one of the most important ever held in Grand Rapids. Never at one time have so many or such great questions been submitted to the popular vote as will be this spring—questions relating closely and vitally to the city's welfare. With many interest in the election will begin and end in the choice of mayor. This, of course, is important—more or less. Mayors, however, come and go, shine briefly and pass on and usually are fortunate if their names are recalled three months under the administration of their successors. The great importance of this election is in its measures rather than its men; the special questions to be passed upon, not who shall have place on the municipal payroll. As for the candidates, in the American fashion, as soon as the votes are counted we will forget the campaign strife and cheer for the winner; but the wise determination by the voters on the special questions will influence this city's future for all time to come.

The first of these special problems, not in real importance but in popular interest, is that of prohibition. The people will decide whether Kent county shall be "wet" or "dry." The decision of this question does not rest with the city voters alone. The voters in the twenty-four townships in Kent county outside of the city have an equal voice in the decision in proportion to their numbers. If the verdict of the county as a whole is "dry" the city saloon and the country tavern alike must go.

The most important of the simply local questions is that of pure water, and upon this question the city vote only will count. For thirty years this city has been agitating the water question. One plan, to go to Bailey Springs, north of the Soldiers' Home, was voted down. Another plan, to seek a supply from Lake Michigan, was defeated. The present plan is to secure pure water by rapid sand filtration. This last plan, which will be voted on this spring, has the unanimous endorsement of a Commission which has been studying the subject for two years. It is the plan which works successfully in Toledo, Pittsburgh, Harrisburg, Cincinnati, Columbus and numerous other cities. Its cost is so moderate that the present earnings of the water department are sufficient to cover interest charges on the additional investment and the increased cost of maintenance. The plan ought to be approved at the polls and it is believed it will be.

The revision of the city charter will also be voted on. This will not be a final vote but merely the first step toward revision. If the proposition receives a majority, as it ought, the next step will be the election of a Charter Commission as prescribed by the State law. The Commission will probably be elected at the State primary in September and will be made up of one delegate from each ward and three at large. The Commission elected will formulate a new

charter for the city, and its work will be passed on by the electorate in the April election a year hence. To vote for charter revision this spring does not bind anybody as to the subsequent proceedings, but simply opens the way to improvement in municipal methods.

Another question will be to approve or reject the franchise just granted by the Council to the two water power companies, the East and West Side, under which these companies will unite in building a new dam and converting the power into electrical energy for distribution pro rata to the owners of the old water rights. The city's share in this improvement will be to build the flood walls, which would have to be done under any circumstance for the protection of the Canal street business district, and to excavate a river bed channel six feet deep and 300 feet wide from Fulton street bridge to the new dam, which will be located about 300 feet above Bridge street bridge. The city will receive without cost right of way in the East Side canal for a trunk sewer, and on the West Side will receive a 60 foot river front driveway from Pearl to Bridge street, a 40 foot drive from Bridge to Fourth street and at Fourth street a small front park and swimming place. The new dam to be built by the Power Company will be of concrete, with an electric chute at one side for the passage over the dam of power and other boats. Aside from any other benefits gained the plan will work a transformation in the appearance of the river.

Opinion is divided as to the merits of the local option proposition, but on the three purely local questions, pure water, charter revision and the power franchise, there seems to be only one way to look at them, and that is favorably. Majorities from these three questions will be to help along the growth, prosperity and good government of the city. Neither politics nor partisanship is involved in either of them. There is "nothing in it" for anybody. The welfare of the city is the issue before the people.

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Grand Rapids, Mich.

PASSED AWAY PEACEFULLY.**Particulars of Life and Death of Geo. W. Miller.**

Traverse City, March 10—George W. Miller was a pioneer of Grand Traverse county, having been born May 17, 1851, at Old Mission. He was the fourth son born to Lewis E. and Catherine Miller and his oldest brother, Henry L., who died in Butte, Montana, a few years ago, was the first white child born in Grand Traverse county. The surviving brothers are Edward E., the pioneer druggist, and Archibald A., the clothing merchant. William, the youngest brother, died in 1885.

Lewis E. Miller, the father, was born in Canada and, being left an orphan when but 17 years old, came to Grand Traverse, where he became very friendly with the Ottawa and Chippewa Indians, finally becoming an Indian trader at Old Mission. He was married at Mackinac to Miss Catherine Kiley, who was born in London, England, and who was the first white woman brought as a bride to Grand Traverse.

In those days, the only school at Old Mission was the Indian school taught by Rev. Peter Daugherty. It was in this school that the older Miller boys were educated, being the only white pupils. When George W. Miller was 3 years old a change in the location of the Mission was made, it being transferred to Omena or New Mission, and it was there that George Miller received his early education, the Miller family having moved when the Indians did. The Indian boys were playmates of the Miller boys and so friendly were the Indians with the children that they gave to each of them an Indian name, George Miller being known as Ge-sick-o-ge-ma, or "Day King." The children learned the language of their red friends almost as thoroughly as they did their own tongue.

When George W. Miller was about 12 years old the family moved to this city and in the Traverse City schools Mr. Miller completed his education. At the age of 17 years he went to Charlevoix, where he entered the employ of the firm of Fox, Rose & Butters, continuing until he decided to embark in the clothing business for himself. After the death of his wife he sold out his business and went on the road for an Eastern clothing firm, traveling for about five years and making a great number of acquaintances all over the North. Eight years ago he engaged in the clothing business in this city, retiring last spring and last fall entering the employ of the Hannah & Lay Mercantile Co. in the clothing department.

On Oct. 4, 1877, Mr. Miller was united in marriage to Miss Ida Whitcomb, the ceremony being performed at Charlevoix. Their happy wedded life continued until about twelve years ago, when the wife crossed the Silent River. To them three children were born: Catherine, who is sleeping beside her mother in the cemetery at Charlevoix, and Lelah and Myrtie, who live at home. Miss Myrtie, who for a year and a half had been teaching in the Detroit Conservatory of

Music, had been called home shortly after Christmas on account of the serious condition of her father. Mrs. Thirza Miller, a sister of Mr. Miller's wife, who made her home with the family this winter, also survives.

It was early in December when Mr. Miller was first taken ill, apparently suffering with the grip. He was not confined to his bed, but his condition was such that he was obliged to give up his duties. Soon after the Christmas holidays he seemed to rally and went down to the store, but was compelled to return before the day ended. From then on his decline was rapid, but it was not until the last that he gave up hope. In fact, his courage was apparently all that kept him alive during the last few weeks. He bore his sufferings in a cheerful manner, being especially brave before his daughters and the rest of the family.

While he was a man who made and retained a large number of friends, home to George Miller meant everything. His whole thought and life were wrapped up in his two daughters and he was never happier than when he was with them. Their pleasures were his pleasures and their friends his friends. His character is shown by the fact that not only were the men of his own age his friends, but there is many a young man in Traverse City to-day who, when he heard the announcement that the end had come, felt that he, too, had lost a personal friend. If ever a man was repaid for care and love expended upon children it was George Miller, for his daughters, when his illness came, never left him, night nor day, and their faces were the last he gazed upon just before the Great Mystery was explained to him. Mr. Miller was fond of the out-of-doors, loving hunting and fishing, and when his daughters

accompanied him on his trips about the country he was perfectly satisfied.

Mr. Miller was a member of Traverse City Lodge, No. 222, F. & A. M., having been raised in the Charlevoix Lodge shortly after his 21st birthday. He was also a member of the Knights of Pythias.—Record.

Movements of Working Gideons.

Detroit, March 14—Charles F. Gilbert, of Kalamazoo, reports a hotel meeting in the American House the first Sunday in each month.

E. C. Tucker, of Three Rivers, called on his customers at Dowagiac and Decatur last week.

Gordon Z. Gage called on the doctors last week along the M. C.

Wheaton Smith led the Griswold house meeting Sunday evening. He was assisted by C. H. Joslin, E. H. Rider, Geo. S. Webb, Thomas P. Diamond, C. W. Harris, Dr. Gordon, Chas. A. Farr, L. E. Allison, Miss E. Newmon, Mrs. Geo. S. Webb, Miss Maud Slawson, Mrs. Gates, the writer and guests of the hotel.

The next meeting will be led by C. H. Joslin. Aaron B. Gates.

Muskegon Grocers and Butchers Will Banquet March 17.

Muskegon, March 13—The jobbers of this city are going to give the grocers and butchers of this city, Muskegon Heights and North Muskegon a banquet at the Occidental Hotel March 17. Fred Fuller, of Grand Rapids, will be one of the principal speakers. Glen E. Denise, President of the Grand Rapids Retail Grocers' Association, and J. T. Percival, of Port Huron, Secretary of the State Association, will also be present. Over one hundred have so far promised to be present. Everything will be decorated in green.

A. R. Bliss, Sec'y.

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you will make more sales for your investment without extra charge to your customer. The more you realize the growing demand for ready made garments at the right prices the more must the D. S. Z. & CO. LINE appeal to you. Send for samples, or when in Detroit visit our show room.

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Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

Wednesday, March 16, 1910

"A DYING NATION."

The idea is occasionally dropped in the realm of the newspapers that France is dying. Attention is called to the France of to-day and the France of Louis XIV., when that nation stood at the head of civilization's best. "Now lies she there and none so poor to do her reverence!" Dying, however, is not always a matter of early accomplishment and it is safe to say that she who has walked a queen for so many centuries at the head of nations will be found to have more vitality than the death-predictors are willing to admit. There are certain facts, however, in the past of the distinguished invalid which it may be well enough to consider and which have led to the assertion that France as a nation is passing away.

Necessarily the moral point of view is the one which commands the whole field of vision. The nation even at the summit of her glory was corrupt, and the French capital to-day is the seat of the corruption, a fact which leads easily to the belief that the decadence of France as a nation is due first to the diminishing birth-rate. Posterity and the proper training of that posterity is the only hope of the continuance of life, national or individual, and it was not until the corruption of the court of the Grand Monarch began to permeate the masses that the diminishing birth-rate began.

With such a beginning the increasing sensuality which naturally followed had its debasing and so its weakening influence and it is a matter of fact that the physical given up to the sensual is short lived, and this is exactly what has taken place in France. What has alcohol done for this dying nation? What it always has done and always will do, weakened it, morally and physically, and the mental in France holds its own only because the mental there is under the control of the savant, the survival of the fittest, and a confirmation of the statement that mind in human affairs is always ruler. Without doubt the leading element in the decadence of the French nation is the loss of spiritual ideals. It is an easy matter to turn the leaves of her past and read

what the religious life of the French nation has been, but all along the centuries its grip has been a loosening one, and the condition of that life to-day needs no repeating. A sentence tells the whole story: the nation has lost its spiritual ideals.

The same law governs the nation and the individual and France has for centuries been laughing at and breaking that law. A candle burning at both ends does not last long. France insists that it does and to prove it she has cut the candle in two and is to-day burning both pieces of the severed candle, each end ablaze, either one of the four being enough to work the destruction of the nation. What then can be expected with all four burning at once? It is only a question of time and not a long time at that, and they who know the character of the French and are familiar with the life they are leading know that be the end far off or near that end is sure to come.

For us at a distance as well as those near at hand it is a matter of some concern whether France is the only nation in decadence. It depends on existing conditions and it is submitted that if the same causes will produce the same results the life including these can not ward off nor escape the impending doom.

HARD ROAD TO TRAVEL.

The man whose "I told you so" rings out clear and sharp is certainly having his innings now. Every day and every paper daily published are proclaiming the fact far and wide. Pittsburg to the bat—if that is the right way to say it—leads off with the trial of one of the men indicted recently for the bribing of councilmen. A bank President testifies that the bank has given \$25,000 to be used in bribery for the passage of an ordinance making the bank a depository for city funds. In Ohio a citizen, who was the partner of an ex-Superintendent of State Printing, has confessed that he and his partner robbed the State of some \$15,000 by falsifying accounts and in other ways. A clerk in the Auditor General's office at Harrisburg, Pa., dropped dead—an important witness at the approaching trial of former State Architect—one of the fourteen men indicted for their connection with capital frauds. To this list the reader may add as many more instances as he cares to, every one of them, together or alone, affirming the fact that "the way of the transgressor is hard;" that honesty continues to be the best policy, and that they who think differently and act differently will find that "Jordan is a hard road to travel."

The reason for all this is not hard to discover. It is the old story not only of gain but of greed, and materials for this story have been accumulating for lo! these many years. Beginning with the now trite maxim, "To the victor belong the spoils," and the upheavals which have followed it, greed gradually elbowed its way to the front and for a half century or more has been aggressively claiming the lion's share of anything and everything upon which it has laid and can lay its covetous hands.

Who that was then alive has forgotten the "shoddyites" that even to-day stain the records of the Civil War? On one scale of the balance was the Northern patriot, suffering and dying for his country and all that the word implies; on the other scale was greed who grew and waxed fat on that patriot's misfortunes. Shoddy displaced the all wool which the Government paid a good price for. Food for the army was adulterated until the thought found voice that the commissary department killed more than the bullets of the rebels. Whoever touched a contract with the Government did so with but one purpose, to satisfy his greed, and the country fairly swarmed with the pestiferous flies, feeding on the rottenness prevailing everywhere. Then came the time of retribution. The dishonesty was uncovered; high and low stood convicted in the eyes of the world, and it was firmly believed that at last dishonesty had found out that wrong is a hard road to travel and always will be.

With such a parentage graft and what follows in its train are not to be wondered at. Like the old Bourbon greed learns nothing and remembers nothing. Following its one idea, keep what you have and get what you can, it stands ready to take every advantage of whatever comes up. Fair means or foul its methods are the same; it is the gain that the greed is after. What if a wise experience has said, time out of mind, that the right only prospers, there is a belief abroad that prosperity is not so confined. What if the road is a hard one to travel, it is the getting there only that counts—a belief and a practice which the rascality now coming to light almost everywhere is not confirming to any great extent.

ARE YOU STILL GROWING?

It is a fact unquestioned by scientists that when a tree stops growing it commences to decay. The two processes may proceed simultaneously at different points; but it is certain that when the formation process ceases, that of decomposition surely begins. It is the same in the commercial world. We are either going forward or going back. There is nothing at a standstill. We may be gaining at some points, and yet allowing insidious decay to take root in the heart of our business. The growth may be unsymmetrical at points which must in time be pruned entirely away.

The question in its modified parts appeals to everyone. Are you growing, are you standing still or are you decaying? The second part of the query is surely answered in the negative. To the first and third we must look for the clue to the situation.

The cash profits may be increasing, but are they increasing proportionately fast? Is a rival encroaching upon your trade, eventually to overshadow you? Are you developing all of your possibilities to the best advantage? Is your growth normal or stunted?

If it has been prematurely arrested at some stage, what is the matter? The tree doctor now quickly removes decayed parts, disinfects the

diseased part and fills in the opening with concrete, ties and braces being first attached. The tree then takes on a new period of life. Business sometimes needs just as drastic treatment or it will be crowded out by a more enterprising firm or prove hollow at the base and fall into hopeless ruin. Look to it well that yours is a growth and a healthy growth. Examine your results and note where the greatest gains and the greatest losses are. The gains can flourish in the sunlight of your prosperity; but doctor up the other side while there is yet time. Keep the tree growing.

EASTER GOODS.

Easter tide has now a much deeper significance than the consumption of the largest possible number of eggs and the display of the latest millinery goods. The true import of the term has touched the commercial as surely as the spiritual chord in human nature. The symbolism of new life is apparent at every turn. It is the time for the general awakening of Nature; for the opening of trade along new lines. He who can most thoroughly convince his patrons that he is fully imbued with this new life is the one who gets the trade.

Let your windows be comprehensive yet simple. Beauty should prevail, yet let it be of the modest type. If your goods seem out of keeping with the spirit of the occasion, introduce some novel feature which will accord with it. The hardwareman may despair of combining his plows and stoves into anything appropriate; yet an incubator full of chicks just emerging from the shell is the best possible advertisement. If the clothier has not enough faith in his new spring suits, each displayed to the best possible advantage, with price mark as attractive as the goods, a bouquet of Easter lilies in the center of the window will complete the design and stamp its originator as up to date. A bunch of daffodils, a bouquet of pussy willows or wild flowers are unmistakable signs which will cause the passer to know that you are awake.

Then back up your delicate Easter offering with some of your choicest goods tastefully arranged. A white and gold background is always attractive. The typical star may be shown in some dainty form. But whatever your method, infuse new life into the arrangement. Let the season's opening start out auspiciously or know at least that you did your best to make it so.

The worst infidelity is that faith which holds that the universe is so much of a lie that you can fool it with a hypocrite's life.

If heaven advertised for gaugers of character half the world would be on the waiting list.

When a man aims his prayers at another he always misses the throne of grace.

Stress the good in your life and you will forget its distresses.

Some who advertise heaven manufacture a good deal of hell.

COMMONS AND UNCOMMONS.

The colleges and universities of the country are grappling with a condition that promises the liveliest kind of a contest. The big income has flooded the land with men who are sending their boys to college with too large allowances and these boys are wasting those allowances in all sorts of lavish display to the detriment, so the controlling powers believe, both of institution and student. True to their snobbish forebears these young men have formed themselves into clubs which only full purses can keep up and, the richest of the richest, the club membership is too exclusive for any but the wealthiest students. Thus an aristocracy founded on the Almighty Dollar has been set up, the spirit of caste has come in, the aim of the American college has been lost sight of and "that democratic mingling of young men which many still think of as the best thing that college life has to give them" is disappearing from the campus and college hall to be seen there, it is feared, no more forever. One institution, Princeton, it seems, has already abolished the clubs and the trouble which other colleges are having with the same absurdity indicates that there is going to be "something doing" in the not distant future.

Whatever trouble comes in settling these differences will doubtless center in "the old man." With all the overbearing insolence of his shirt-sleeve period from which he fondly believes he long ago emerged, he wants it distinctly understood that the boy is his, that the money is his and that boy and money together are carrying out his educational idea to a dot. Expensive? Yes; but as long as he pays for it whose business is it? Exclusive? It is exactly what he wants, and whose concern is it, pray, but the man's who squares the bills? The boy is above the wash-woman's son, the hod-carrier's son and the street-cleaner's son, and the money makes the difference. He has the money and the college will govern itself accordingly or he'll know the reason why; while the boy in question, if left to himself, will want to know, "What's the odds, Dad? It isn't worth making a fuss about."

It is safe to assume that the college authorities will settle the difficulties to the benefit of all concerned. This moneyed aristocracy, too often bold and impudent and vulgar, are presenting claims which the college is bound in no way to recognize or respect. It is unAmerican. It creates a caste in a country where there is no caste and from the nature of things can never be. It is a splendid land where men are declared to be born free and equal. We are commoners without rank or title with no difference except what Heaven itself has decreed and these men, these self-appointed non-commoners, are trying to establish a money standard and so to measure manhood by its bank account.

There is no doubting the result. Public opinion has already settled it. The democratic spirit still lives in

the American college and it will continue to live there. The extravagance which has come boldly in and arrogated to itself the highest seat will be directed to take the place belonging to him, scholarship will take again its honored seat and once more, as it always has been here since the landing of the Mayflower, the prizes will go to the winner, be he the wash-woman's son, the hod-carrier's son or the street-cleaner's son—commoners all, with no more regard for the non-commoners than that class with its false standard can ever hope to have among the better portion of mankind.

NOT A BAD IDEA.

Among the pages of advice floodingly the reading world just now intensely urging that for a cooking school the home kitchen is the only place to establish such a school, and that the girls of the household should begin early the all important lessons and work late, there is another idea cropping out from time to time which does seem worth consideration. It is to the effect that the field of the learners should be widened so as to take in the boys of the family as well as the girls. One suggester backs up his proposition with the statement that half the criminals in this country are brought up to make a breakfast on a cup of strong coffee and a chew of tobacco and that a man who has eaten that sort of breakfast will do anything. It remains to be stated how a knowledge of cooking is going to prevent that kind of breakfast and what the conditions are which will tolerate in any well regulated kitchen a man to cook who will be satisfied with that two-itemed menu for the morning meal. Indirectly he might learn in a practical way physiology enough to keep him from crime and so save him and it is greatly to be hoped that coffee-and-tobacco breakfasts have not reached the 50 per cent. stated, and that if the kitchen instruction takes good care of the girls in the family much of the predicted crime may be avoided.

There is, however, too much belief in the American home that teaching a boy even a few of the feminine arts will make him womanish, that to know how to make a cup of coffee is a disgrace, that to sew on a button is the sure sign of a "sissy" boy, and that not to keep his room in the direst confusion by keeping things picked up puts him beyond the pale of all mankind. It does not make a man womanish to know how to do these things and to do them. Oftentimes his comfort and happiness and even prosperity depend upon them and these are the instances to place in contrast with those others where the boy sits on one foot and knits and sews because he is built that way and says "Oh, fie!" when he means "d—n"—a class that women despise as heartily as do men. Under ordinary circumstances a man washing dishes and moping the floor is not an inspiring sight. His dishcloth and his mop are not the standards to measure his manhood, but there have been times in the world's

history when those very implements of toil have been the measure of manhood and that, too, of the highest order. Here is one instance: The man was one of thirteen children. A ranch in Nebraska attracted him and he and his bride were soon in possession of it. Then the trouble began. It was an "off" year in Nebraska and it seemed to hit that ranch first. The crops failed—everything failed—and when the little girl was born it was a despairing home that received her. There was no help to be obtained for love or money and the poor fellow had to be ranchman and ranchwoman with a sick wife and not very vigorous baby to do for. His home training did the business for him, and with his wife's long apron on and his sleeves rolled up he "sailed in." He cooked and he washed and he kept house. He did the family washing and ironing and mending and he came out all right. It was indeed a mere matter of "have to," of "root hog or die," if you please; but the point just now is that he "rooted" and so much to the purpose that to-day when he tells the story he is so glad that he was equal to the requirements that he never thinks of having been womanish; and he is the last man to be charged with effeminacy to-day.

Moral: Teach the boys to be useful about the house when they are young and when they are old they will not depart from it.

A CHANGE OF PROGRAM.

A gang of carpenters were tearing out the inside of the grocery on the corner and when that happens to a concern that has been in business for a quarter of a century without a penny of repairs there is a reason for it all that is worth looking after. Questions are unnecessary. Somebody has asked them already and the proprietor in the middle of his story made a mental jotting down of the only requirement.

"There had to be a change of program. When I first started in here an empty cracker box was the only thing called for. They'd come about the middle of the forenoon and hang round until dark and then after a jaggling up start for home and nobody knows how they ever got there. Then the women never came and I guess that's what makes the difference. There is a difference and we have to take it into account; but high prices or low prices the man who is going to make his grocery a success has got to look for the farmer's wag-

on and see to it that his stock holds what the folks on the front seat want. This room back in here is going to be fitted up comfortably for a resting room, where the farmers' wives and daughters can come and feel at home. There will be easy chairs with rockers and without them. Pictures will hang on the wall and they won't be ten-cent affairs either. It's going to be a good, comfortable, attractive place and as I figger it it's going to pay for itself a good many times over."

That is enough. The times have changed and the farmer has changed with them and those who care to look back for only twenty-five years will note the change and see the reason why. Once coming to town was a matter that occurred monthly. Supplies then gave out and with a long list the farmer started out early in the morning with his oxen and his cart and after hours of wearisome travel would rest and eat and "refresh," load up and start for home. Neighborlike he is the self-appointed postman for everybody on his line of road and going to town is a matter of importance. That is not the program now. Every day sees his mail delivered at the farm house. The telephone has brought his remotest neighbor within call and instead of waiting a fortnight to come to town for supplies he takes his motor and lo! there he is.

This easy communication and the means to make the most of it are at the bottom of the grocer's change of program. Brought into daily contact with his fellowmen he becomes like them. Their wants are his, he satisfies them. The barber and the tailor are getting to be more and more essentials. Collars and cuffs are in daily use and he is looking sharply after the quality of the goods he wears. Does the farmer now wear the brogans that his forebears did in the days when they drove a team of oxen over the heavy roads? The shoe dealer will tell you that the brogan has given place to lighter wear and that the farmer wears very much the same kind of shoes that other men do. That is not all: He wants a lighter shoe and he wants it comfortable. Fit, shape and style are matters of concern. In a word, the farmer has thrown away the hayseed the cartoonist has given him and the city dealer, like the grocer on the corner, must change his program or lose the country trade.

COSTS

We have in our previous statements shown what our fees are for acting for estates of various amounts. We will be glad to explain our charges in more detail to anyone personally.

Blank forms for wills furnished; also pamphlets in regard to estates and the laws of the State of Michigan regarding the descent and distribution of property.



**THE MICHIGAN TRUST
COMPANY**



THE ETERNAL CITY.

It Should Have More Hospitals and Fewer Churches.

Rome, Italy, Feb. 12.—We wonder if the readers of the Tradesman have any conception of the magnitude of the churches that are here in this religious center, both in number and costliness.

It is a standing joke in Rome when a citizen is asked by a stranger regarding the number of churches here to have him make reply that there is one for every day in the year and more in process of construction.

To do this answer justice we will add that those which are being built are mostly of Protestant denominations, which are gradually making their way into Italy.

Baptists, Methodists, Presbyterians, Episcopalians and the English church are all represented here, and most of these have educational features added to their missions. For instance, the Baptists are conducting a school for the prosecution of their work under the leadership of Rev. Dr. Stuart, who came from Virginia to take up the work. The Presbyterians have a very fine, commodious and centrally located building in which to conduct their services and are ably led, as they have been for over a quarter of a century, by the scholarly Dr. Grey.

The Methodists have three schools to help inculcate ambition in the Italian youth. They have their own building, which can truly be said to be Methodist headquarters, for in it are located the pastor's home, also that of the District Superintendent, who supervises the work throughout this country; also the school for young men, all of the above occupying space over the two church rooms, one for the Italian services and one for the American, which follow theirs.

Besides this there are two schools for females, one for the more advanced being held in Crandon Hall and ably conducted by Miss Burt, who is a daughter of Bishop Burt, and the other for those less advanced, of whom there are now seventy, being the capacity of the building at present, as in it each of the children is housed and fed.

This school, styled "Istituto Femminile Metodista," does all its work in the native tongue and has for its directress Miss Italia Garibaldi, who is granddaughter of the justly famous General Garibaldi, whom perhaps more than any one else Italy has to thank for her present form of government.

The Episcopalians are building a very fine church on Quirinal Hill, one of the best parts of the city and most frequented by English speaking visitors.

Thus it is that Protestantism is coming to share some of the religious work with Roman Catholicism, which has only been possible since the downfall of the rule of the papacy, which, in turn, marks the Garibaldi victory of Sept. 20, 1870.

Because of this eventful day for the Italian nation, every city distinguishes it by giving the name Venti Settem-

bre to one of its principal streets, which refers to the above date. Rome is, of course, no exception and has accorded in a peculiar sense with the idea by naming the wide avenue coming from in front of the King's palace (which there is named Via Quirinal) by this suggestive name (Sept. 20).

But until one takes into account the Roman Catholic church he has in no way numerically represented the religious side of Rome.

Think of enough churches of one denomination in one city, the size of which compares with our State's metropolis, sufficient to make it reliable information, when the Roman informs you as to the number of churches in his city in the manner to which we have before referred. It really puzzled us for a reason, not only for such a vast expense, but why the necessity of so many seemed to exist. It could not be from the fact that this city was once four times its present size, which is said to have been true in her palmy days of the fourth century, for the churches, nearly all of them, have been built within that time, even if not all, and most of them since the fifteenth century.

As we further enquired for a reason we were informed that in an early day many of the leading families erected their own places of worship and so the fact of numbers and nearness to each other could be explained. The above fact is clearly brought out when we explain that as one goes to St. Peter's cathedral just outside of the immense court in front of it is a fair sized church, and when the Vatican is reached, by going to the rear of the church, another one is passed, which is directly across the street from the rear of the other. Then consider, if you will, that every block nearly in the business district of the city has a church to grace its location, and you can begin to draw a mental picture of the Eternal City from the religious standpoint.

Of course, and to be expected, St. Peter's is the larger, perhaps, and the more costly; yet it is not much better from either standpoint than St. Paul's or St. John's in Laterano. It would be hard to estimate the cost of these edifices, but great is the sum represented to say the least.

Almost without exception one would not detect from the exterior anything like the beautiful and costly interior that awaits them, and when once inside they behold in perfect amazement a veritable artist's dream, a sculptor's paradise; both, however, being realities. The beauty of the artistic paintings and magnificent sculpture is considerably enhanced by the whole background, in many instances it being of the most beautiful and costly marble, frequently embellished with the red porphyry or costly malachite green; yet the exterior is usually a very ancient and uninviting, because so unkempt, appearing edifice, although built with a solidity that reveals partially what its age might be.

What has been said here as to churches will apply quite largely throughout Europe, especially when

referring to interior decorations, but one exception will be striking, and that will be found everywhere practically except here, that pictures framed or on rolls, and not wall paintings, are to be seen.

Some of the churches here have much connecting them with important history and have features that at once become intensely interesting to the visitor. For instance, in the Sancta Sanctorum de Urbe, where one can see what are termed the Holy Stairs, he is told that this is one of the most venerable monuments of Rome. It is believed to be the stairway that led up to the balcony of Pilate's hall in Jerusalem. If so these very same stairs were trodden by our Lord during His passion. Tradition says that the Empress St. Helena caused the Scale Santa (Holy Stairs) to be transported to Rome and set up in the church which became the residence of the Popes. It was finally transferred to its present location in the year 1589. Popes and peasants alike have ascended these twenty-eight steps barefoot and on bended knees, the latter only, however, since the year 1870, when the Pope was compelled to take up his permanent abode within the Vatican and its grounds.

The church of the Capuchin Monks has a basement in which can be seen the skulls and bones of over 10,000 bodies brought here to be buried in holy ground, which were brought from the Holy Land by shipload. After sufficient time elapsed their bones were exhumed and the earth was used again for similar purposes.

These bones and skulls are arranged in grotesque shapes about the divisions or compartments into which the basement has been divided, and one is given a sort of shudder and feels as though he were in gruesome quarters as he sees the fanciful designs on the wall wrought by means of sections of the spinal column or other vertebrae of the body.

Dressed skeletons are placed in various attitudes, standing or lying on shelves. Those of twin girls, said to be of the Barkerini family, one of the influential families belonging to this church in the long ago, are standing either side of a pile of skulls with their right and left hands, respectively, upon them.

Rosettes on the side walls and ceilings, pendants for the chandeliers as well as for the chains, and other designs are to be seen that make one have a sort of a "shaky feeling."

We could easily continue along this line, especially that of the costliness of the interiors, in a very extended manner in order to do justice to this vast number (about 400) of churches, but the reader would only be fatigued and not farther enlightened. However, may we be pardoned for a parting thought in connection with the subject?

Had we the management of such a vast sum of money as all this represents we would rather have Homes or Mercy, schools for the poor, hospitals, etc., and, generally speaking, make the eleemosynary institutions the numerically large ones and the

churches only so many as would accommodate the worshippers.

At some services which we have attended the number of those who officiated were more numerous than those who came to worship, and in no instance have we seen the capacity of the church over 10 per cent. in use. We thoroughly believe in churches, but not in building them too extravagantly and with a plentitude that might rob a Peter to make up a shortage in Paul's due.

The poor of the city, which is commonly understood and lamented, the great need of giving many of them comfortable homes and the crying necessity of more attention to the rising population would all seem to demand that a great change should come in the thought of the Roman citizen, and evidence exists that it is already on the way. Chas. M. Smith.

Political Meeting by Telephone.

A political meeting by telephone was an English innovation during the recent heated political campaign. The meeting, with an address by Mr. Balfour and all the attendant sounds, was carried by means of a device of great sensitiveness called the electrophone over the telephone wires seven miles to Highbury, the estate of Joseph Chamberlain, who was thus able to hear all that was going on.

Twenty transmitters were installed inside the rail of the platform. These transmitters contained an extremely sensitive microphonic arrangement. Telephonic lines starting from these transmitters passed under the platform and united into a bundle before making connections with the Birmingham telephone system. Of course, devices were provided for protecting the wires from atmospheric electricity, and, in fact, a violent thunder storm burst over the region without affecting at all the clearness of the transmission. The connection was also made to the long distance wires, so that the notabilities of the Conservative party, assembled in the London offices of the electrophone company, could hear word for word the speech of their leader. It was necessary to use 25,000 feet of copper wire.

The experiment made possible this journalistic prodigy: The stenographic report of the speech published in the morning papers the next day was accompanied by a long letter from Mr. Chamberlain, in which he commented upon the declarations of his colleagues. He also stated that the double receiver held to his ears had brought the words of Mr. Balfour to him as clearly as if he had been sitting immediately in front of the platform. The hurrahs of the audience were the only unreal note. They sounded like waves breaking on the rocks. This is explained by the position of the transmitters, which were all turned toward the orator, and were thus only imperfectly influenced by the noises coming from the hall.

Another Complaint.

"I can't see why you should howl about the cost of living. You haven't any children."

"My wife informs me that dog biscuits have gone up frightfully."

Ceresota
Flour

Barlow's Best
Flour

Cheaper Living

WE beg to digress from our usual this week to call the attention of our fellow merchants and bakers to the splendid opportunity at hand for educating the public to the use of white flour bread as a principal food. The comparative cost and nutritive value of our product, recent revelations in the "Beef Trust" investigation, the agitation for a lower cost of living and the enquiry into the cause of the high cost of living make up a combination of facts and circumstances that furnish an opportunity never equaled for us. **Let everybody get in the game!**

A Voice from Montreal that Preaches Wheat

Many reasons for the present high cost of living are being thoughtfully considered and suggestion points out numerous avenues of escape for the burdened householder; in fact, with Congress hammering at the problem and individuals proving conclusively that it all comes from the tariff, from the increased production of gold and from the trusts, there appear to be doctors enough to diagnose the trouble and get at a certain remedy.

While these forces are at work with a view to curing the great public illness a voice comes up from Montreal that appears worth listening to.

True, the owner of the voice, a certain Mr. Thompson, is connected with one of the greatest milling establishments in the British empire, but that does not necessarily make his advice less valuable, for the investigations of the United States Government bears out much that he says. The burden of his message to starving humanity is that we should eat more bread and less meat; we are too much given to luxurious living.

"The trouble is not," he says, "the high cost of living, but high and extravagant living and the over-indulgence in expensive luxuries."

In this connection a table giving results of the investigation by the United States Government is of interest. It shows the value in energy, muscle and strength-giving qualities contained in ten cents' worth of various food stuffs, and wheat flour heads the list. In fact, it is worth double the value of beans, which come next as sustainers of human life. Eggs are placed at 385, beef at 410, mutton at 445, pork at 1035, while the same money invested in wheat flour gives 6540. The per capita consumption of flour in Canada is less than three cents per day and it is probably about the same in the United States.—*Free Press*.

Wheat Flour

Cheapest and Best Food. U. S. Government Tests Prove It.

ARTICLES	ENERGY 10 CENTS WILL BUY
Eggs	385
Beef, sirloin	410
Mutton, leg	445
Milk	1030
Pork, loin	1035
Cheese	1185
Butter	1355
Wheat Breakfast Foods	1489
Rice	2025
Potatoes	2950
Beans, dried	3040
Wheat Flour	6540

(U. S. Department of Agriculture Farmers Bulletin No. 142.)

Energy, Muscle and Strength Giving Qualities. One pound of flour, costing 2½ to 3 cents, will go as far as two pounds of meat, costing 15 to 20 cents per pound.

Fanchon
Flour

Judson Grocer Co.

Wholesale Distributors

Grand Rapids, Mich.

Aristos
Flour

BATTLE CREEK INTERURBAN.

What Undertaking Means To Grand Rapids.*

Connecting by a direct line the cities of Grand Rapids, Battle Creek and Kalamazoo furnishes not only interurban transportation between cities but part of an inter-State project which will help make Grand Rapids an interurban center, with spokes reaching ultimately into Northern Ohio and Indiana, with connecting interurban tracks from Grand Rapids to Indianapolis and Cleveland.

At your last luncheon I saw a motto which, if I remember rightly, said something about pulling for Grand Rapids. As I read it I knew I was among friends, for that is what I have been doing for the past five years.

In 1907 a delegation from your body visited Battle Creek and Lee M. Hutchins said, "A direct line of railroad between Grand Rapids and Battle Creek is a commercial necessity." I became of this opinion within the first six months of my investigations.

The great Secretary of the Treasury, John Sherman, said, "The way to resume gold payments is to resume."

Deciding that the way to get a railroad between Grand Rapids and Battle Creek was to commence work, we have organized a corporation for the purpose of building it. We have surveyed seven different routes between Grand Rapids, Battle Creek and Kalamazoo. We have selected what we believe to be the best route not only for to-day but for the future.

We have negotiated for rights of way and own about thirty miles and know exactly what we will have to pay for the remainder.

We have a charter from the State and franchises from Kalamazoo and Battle Creek.

We have profiles and maps of the entire route and have ascertained the cost of everything necessary from the up-to-date interurban express car down to the track wrench.

We have laid some track in Kalamazoo; in fact, we have expended over \$100,000 in backing up the faith that is in us. Believing that the three cities and the demands of commerce would in the end find the financial means we have kept our organization intact; we have complied with your railroad laws and only await the quickening touch of capital to construct and operate the railroad.

Your city, the second in size in the State, although having two interurban lines to Lake Michigan, has no interurban connection with Detroit, the commercial capital of your State.

Fifty miles south are the interurban tracks between Kalamazoo, Battle Creek, Jackson, Ann Arbor and Detroit.

The chain of interurban railroads from Detroit west to Lake Michigan is not complete. One link connects Detroit with Jackson, another connects Jackson with Battle Creek and Kalamazoo.

Then a link is missing between the last named cities and Grand Rapids with its two last links connecting your city with Lake Michigan.

It is to supply that missing link of steel between Grand Rapids, Battle Creek and Kalamazoo that we are bending our energies and concentrating our efforts.

We do not antagonize either of the interurban projects which seek to build southerly from your city via Plainwell and Hastings. We believe that if built they will both serve their communities well and we wish them Godspeed.

We seek a middle route which, with seventy miles of track, will parallel no other railroad, will serve a population of over 200,000 and, while connecting your city with both Battle Creek and Kalamazoo, the cities they seek to reach, will open up new and fertile country of great natural loveliness.

In addition to connecting the three terminal cities with each other we connect them with about fifteen lakes of great beauty; three of them, Green, Gun and Gull, of considerable size, the first two being without rail communication of any kind.

We seek to build a trunk line for all three cities, a direct track from Grand Rapids to Yorkville, on Gull Lake, dividing at that point southeast twelve and one-half miles to Battle Creek and twelve and one-half miles southwest to Kalamazoo.

A train service alternating each two hours to Battle Creek and to Kalamazoo will create an hourly service from your city southerly.

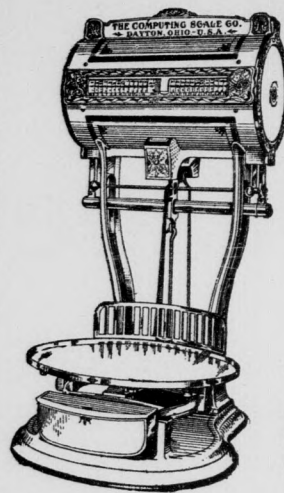
Steam railways afford facilities for coming to your city three or four times a day. We desire to afford facilities for coming to your city every hour for eighteen hours of the day. A two hour service between Battle Creek and Grand Rapids and a similar service from Kalamazoo will be an hour service from Grand Rapids for the eighteen hours.

We will greatly broaden the field of your city's activities.

The country to be developed is fertile and susceptible of intense cultivation. The lake region invites settlement by well-to-do people from cities south of Michigan and from Chicago.

I will not at this time go into financial details or burden you with figures, simply stating that our engineer's estimates for a railroad graded to a grade of 1 per cent. on private right of way, with easy curves and laid with heavy rails, properly balanced, fenced and safeguarded as required by law, with adequate power cars and equipment, both passenger and freight, operating a train service protected by block system of signals, will be less than \$30,000 per mile of track.

We expect to operate as cheaply as the present interurbans in Southern Michigan and to earn as much net earnings per mile of track as they, possibly more. If we can do this the net earnings will pay a fair return on the capital necessary to build, equip and put the railroad in operation.



Who Gets the Profits?

Investigators representing the Press, Public, Legislatures, etc., are now delving into this live and important subject for the purpose of placing the blame and suggesting a remedy.

Some say it's the retailer. IS IT?

We are too closely allied to the retailer to let the statement go unchallenged. We know that your profits are very small after your operating expenses have been deducted.

Some staple articles are sold at a distinct loss. For example, sugar; where is your profit after your percentage for handling has been deducted?

Retailers who make a close study of their business find that a conservative estimate of operating expense is 15 per cent., and then only under the most favorable condition.

How much of your remaining profit is eaten up by old or inaccurate scales?

This is a vital subject and indifference to it courts disaster.

Figure out what one-fourth of an ounce loss on each weighing for a day amounts to, then think it over. Ask yourself if you are sure that you are not losing this much per day.

One penny is all it will cost you to send us a postal asking for our illustrated catalogue showing cuts of our profit-saving, visible-weighing computing scales.

EASY PAYMENTS—You have the option of buying either by easy monthly payments, or a liberal cash discount if paid in 30 days.

Old or unsatisfactory computing scales taken in as part payment on purchases of new ones.



MONEYWEIGHT SCALE CO.

58 State Street, Chicago, Illinois



There's Profit For You

In our line of Trunks, Suit Cases and Bags, because we make the price RIGHT. And you're after PROFIT in your business, aren't you?

Aside from the matter of PROFIT, however, you are also looking for the goods that will bring SATISFACTION to your customers—goods that prove to them they got their money's worth from you—goods that will make another sale.

When you can find such a line you are going to tie up to it, aren't you?

Our Trunks, Suit Cases and Bags embody such a line. Every article represents honest toil, honest material and an honest price. We realize the competition each one of them has to meet, and we strive to make them so good that when once used a customer will want no other—will never need any other.

And you take no risk in handling these goods, because they are backed up by our firm guarantee of QUALITY.

Then why not ask us RIGHT NOW—TODAY—for our catalog—it does not obligate you in any way, and it may mean more dollars for your future business.

Brown & Sehler Co. Grand Rapids, Mich.

*Address by Col. Wm. V. Jacobs before Committee of One Hundred of Grand Rapids Board of Trade.

I will not attempt to tell you of the financial technique of interurban railroad promotion, briefly stating that it is proposed to raise the money by an issue of first mortgage 6 per cent. gold bonds for the proper cost and to give a bonus of capital stock.

Under the new constitution all issues of both stock and bonds require the approval of the State Railway Commission both as to amount per mile and the application of the proceeds.

This is a wise and proper condition, safeguarding the investor and helping the promoter to enlist capital.

As you doubtless know, for the past five years it has been impossible to command capital for new interurban railroads whose showing of earnings must be estimated on paper.

Since the Armstrong investigation of insurance companies in New York in 1905 all avenues for the investment of capital of large financial institutions and trust companies have been most carefully guarded with limitations as to their use.

Consequently new construction of interurban railroads in the State came practically to a standstill. I recall but one interurban company that has been able to carry on any new construction and that is the Michigan United Railway, with established earnings, and they are getting their money in London.

It is needless for me to recite the trials and obstacles which a promoter meets incident to financial panic and awakened public sentiment.

It is hopeless to look at what is called Wall street and the East for money to build this interurban railroad, a new project with no proven earnings. The percentage of profit in it is not big enough to be attractive to parties who figure their profits must be hundreds of per cent.

I have never seen the day in New York—and I go there often—when the Eastern centers were not shuddering at some financial bugaboo which depressed stock. Either Roosevelt was after Standard Oil, Hughes after Wall street with its Rock Island and Hocking Valley deals or Taft after the Sugar Trust, with its little spring in the scales—all disturbing the market and making the wise-acres of finance think the country was going to the financial dogs.

I tell you, men of Grand Rapids, that so long as the surplus funds of the country pile up in New York to be loaned on the street and in the stock exchange on call loans from day to day, on what they are pleased to call "quick collateral," at rates as high at times as 100 per cent., just so long will it be impossible for new railroad propositions in the Middle West to be financed in the East.

An obstacle in the minds of the average house in the East when capital is sought is the limitation of the time placed upon railway franchises in Western cities.

In Eastern cities the life of most railway franchises is either perpetual or for ninety-nine years or more. Under your State constitution a limit

of thirty years is placed on all railway franchises in cities where conditions are as they are in Grand Rapids.

The public are best served by interurban roads coming into the city over the tracks of your local company.

A serious handicap in financing our project in the East comes from the inability of the Grand Rapids Railway to make a longer lease of running rights than eleven years, which is the limit of their franchise. Your city charter limits the time to twenty years. This is considered too short a period by financial men, and if your charter provision can be lengthened to thirty years it will make financing easier.

There is another way, however, than depending on Eastern capital. If a rail outlet from Grand Rapids is so desirable as to be a commercial necessity, why not raise the capital in Michigan? Grand Rapids is famed for doing things. Why not build this railroad yourselves? You have wealth enough to do it.

I am told in Chicago and Detroit that hardly an enterprise of financial magnitude is undertaken where some of the money does not come from Grand Rapids and Northern Michigan.

Your State is canvassed daily by men selling bonds and stocks.

Your city is the financial heart of the northwestern part of the Lower Peninsula, with its population of over half a million of people.

Hardly a city north of you but has conspicuously rich men and rich institutions.

Do you believe that if the great commercial body, your Board of Trade, decides to raise the money to build this railroad they will fail? I do not believe it for a minute.

I am told that your city has raised four million dollars on capital stock for a telephone company.

If you will start a systematic movement under proper guidance to sell the bonds to your own people and your neighbors, to manufacturers and shippers, who will be benefited, I believe you will raise the necessary amount with ease.

It will be an object lesson to the entire Eastern country if it be said that Grand Rapids, the Furniture City, wanted an interurban road to Battle Creek and took hold and built it herself.

Help me get tracks laid to Battle Creek and Kalamazoo will build from that city to Gull Lake and meet you.

When one sees the vast sums the Central Western States are pouring into bond issues to develop irrigation and other enterprises in the Far West it should be possible to secure money for home development and to build this much-needed line to the southeast. With this line built to Battle Creek and Kalamazoo an impetus will be given for projects from Elkhart to connect with the interurban roads of Northern Indiana and for a road from Battle Creek south through Coldwater to the interurbans of Ohio.

Your city is only inferior to De-

**Columbia Batteries, Spark Plugs
Gas Engine Accessories and
Electrical Toys**

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

Acorn Brass Mfg. Co.

Chicago

Makes Gasoline Lighting Systems and
Everything of Metal

MOTOR DELIVERY

McIntyre

Catalog 182

Auburn, Ind.



TRADE WINNERS
Pop Corn Poppers,
Peanut Roasters and
Combination Machines.
MANY STYLES.
Satisfaction Guaranteed.
Send for Catalog.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

BUICKS LEAD
CARS \$1,000 AND UP

BUICK MOTOR COMPANY
Louis and Ottawa Sts. Grand Rapids Branch

TRACE YOUR DELAYED
FREIGHT Easily
and Quickly. We can tell you
10W **BARLOW BROS.,**
Grand Rapids, Mich

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

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

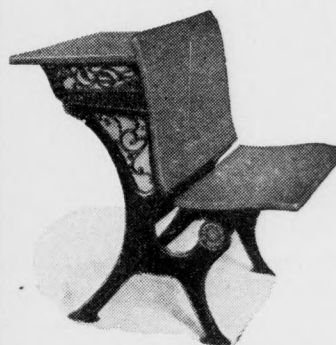
EDWARD B. MOON, 14 West Lake St., Chicago.

FOSTER, STEVENS & CO.

Grand Rapids, Mich.

Exclusive Agents for Michigan. Write for Catalog.

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

troit in population—not a bit in enterprise and culture.

We want to make it possible to ship more goods from Milwaukee and points west across the State by interurban and make it possible to ship to Battle Creek in less than thirty-six hours.

We want to attract a stream of people from the Far South to the lakes on the line of this railroad who will build cottages. We want to afford an opportunity to the people from the interior of adjoining states to reach these lakes. We want to make it possible to get from Chicago to the lakes along the line in a few hours.

We want to develop the rural sections and put ten farmers on each farm where there is one to-day and cut the farms into truck gardens and dairy farms. Do this and Grand Rapids will be greatly benefited.

Not a family will be located on those lakes but will spend some money each year in Grand Rapids.

In this State the average annual increase of traffic on interurban roads is about 10 per cent.

Where can you get three better cities, Grand Rapids, the Furniture City; Kalamazoo, the Celery City, fourth in size in the State and growing rapidly; Battle Creek, the health resort, with its breakfast foods and a fertile country between with its lakes and hills rivaling the famous Berkshires.

Help to build this railroad by buying the bonds and not only will you get the direct returns of interest and future dividends on the capital stock, but your city, your business and yourselves will get returns in increased business and pleasure from quicker and more frequent inter-communication with the cities that are your southern neighbors and the trade will come from the newly developed region south of your city.

The Railroad Committee of this representative body can easily formulate a business plan by which subscriptions to bonds can be safeguarded and be conditional upon the entire sum being raised before any subscriptions are called for or money paid in.

After all things connected with this enterprise are considered the main question is, Is the enterprise commercially sound and will it pay? Will the railroad carry enough passengers and freight at a sufficient profit to support itself and meet the interest on the bonds and earn a surplus?

We believe it will.

We believe the earnings per mile will be larger than those of the interurban roads now operating in Southern Michigan.

From the character of the construction and equipment which we plan we can operate at the minimum cost.

With the development of the country along the line, the growth and development of the terminal cities and connection with present and future interurban and steam railroads we foresee a great commercial success for the enterprise.

A railroad properly built, honestly

and wisely operated, on private right of way, through a fertile agricultural country, connecting rich manufacturing cities, affords the very best and increasing security for money invested in its bonds and stocks.

Willingness To Admit Ignorance.

Evansville, Ohio, March 8—I read a mighty powerful statement—more powerful than many can comprehend—made in an address delivered at the annual banquet of the Sand Lake Board of Trade. It is as follows: "I thank my stars I know enough so that I am not afraid to admit my ignorance and I can recognize and utilize a good thing for my business when I see it." Emerson said, "There is not yet any inventory of a man's faculties, any more than a bible of his opinions."

We should never, so long as we live, set a limit to the power of our minds. Life is a search after power, but the influence we need and must have is too intelligent to come to us until we really need it. He is, indeed, very foolish who thinks he knows it all. Edward Miller, Jr.

A Rare Bargain.

Fancier—This dog, madam, would be cheap at \$100.

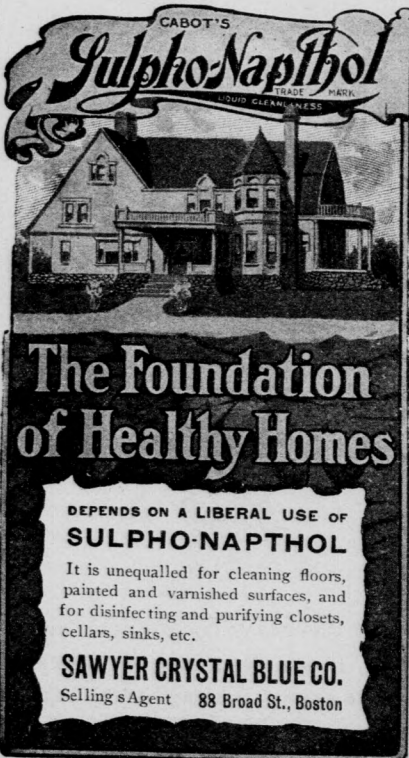
Lady—I would take him, but I am afraid my husband might object.

Fancier—Madam, you can get another husband much easier than a dog like that.—Puck.

It's a queer conceit that regards a dime dropped into the plate as a dollar laid up in glory.

H. LEONARD & SONS

Wholesalers and Manufacturers' Agents
Crockery, Glassware, China
Gasoline Stoves, Refrigerators
Fancy Goods and Toys
GRAND RAPIDS, MICHIGAN



Sulpho Naphthol
CABOT'S
TRADE MARK
LIQUID GLASS
The Foundation
of Healthy Homes
DEPENDS ON A LIBERAL USE OF
SULPHO-NAPHTHOL
It is unequalled for cleaning floors,
painted and varnished surfaces, and
for disinfecting and purifying closets,
cellars, sinks, etc.
SAWYER CRYSTAL BLUE CO.
Selling Agent 88 Broad St., Boston

For sale by
Hazeltine & Perkins Drug Co.
Grand Rapids, Mich.

Agents Wanted

Lozenges

Our plant is one of the largest in the United States and our brand is known throughout the entire country



Double A Lozenges

Are recognized as the leader for quality

ASK YOUR JOBBER

PUTNAM FACTORY

Grand Rapids, Mich.

WORDEN GROCER COMPANY

The Prompt Shippers

Grand Rapids, Mich.

"The Pinch of Prosperity"

Have you felt it? Your customers have felt it if you haven't. They wouldn't mind the high prices of foods if their wages advanced with them.

To "make both ends meet" is the problem of the hour in nearly every household. You can help your customers solve the problem by telling them about

Shredded Wheat

It contains more real body-building nutriment than beef, is more easily digested and costs much less. It is always the same price—always clean—always pure—always wholesome.

Two Shredded Wheat Biscuits, heated in the oven to restore crispness and eaten with a little hot milk, salted or sweetened to suit the taste, will supply all the energy needed for a half-day's work. Being made in Biscuit shape it also forms delicious combinations with baked apples, sliced bananas, stewed prunes or other fresh or preserved fruits.

The Shredded Wheat Company, Niagara Falls, N. Y.

A USELESS LIFE

Developed by Idleness, Egotism and Vanity.

Written for the Tradesman.

Forty or more years ago in the city of Detroit a man died leaving, for those days, a considerable fortune, chiefly real estate, to an only son.

The dominating condition upon which the bequest was based, it is said, was that the beneficiary should abandon the habit of gambling.

At that time the son, a splendid physical example of manhood, full six feet tall, admirably proportioned and equipped with good health and a common school education, was distinguished chiefly as a well groomed and successful poseur about the hotels and other public resorts, who was not addicted to the use of intoxicants or tobacco and who possessed no bent whatever, aside from a moderate, well-controlled devotion to games of chance.

Considered superficially marked success in any one of several occupations was easily within his grasp if he would but put forth an effort displaying industry, ambition and application. Everything—youth, a competence, striking personality, health and strength—seemed to be in his favor.

But the youngster was afflicted in two ways: Self conceit—somewhat authorized by his physical attractions—and laziness—a direct insult to his health, his strength and his youth—were his besetting sins.

For forty years this man has existed in Detroit as one having remarkable powers as a mimic; uncommon facility in the use of most of the humorous dialects—Negro, Irish, French, Jew, Scotch, German and Italian—and he is also noted as a story teller; but his notoriety in this respect is confined almost exclusively to the telling of tales that are loud, profane and altogether unworthy the thought of a decent man.

For forty years this indifferent spendthrift of inherited opportunity has lounged around, taking no part in civic affairs, in desirable social affairs, in everyday business affairs, in educational affairs. Satisfied to remain useless and valueless while his real estate doubled and quadrupled in value again and again and selling only when necessary to replenish his bank account for present use, this man is at present counted as being worth from half a million to three-quarters of a million dollars.

Naturally such a life of indolence has developed, along with increased self conceit, a vindictive and wholly selfish temperament. For example, an active and valuable business man in Detroit owned a fine home adjoining several vacant lots on Woodward avenue which were owned by the lazy, valueless citizen. This business man had a son—a youth 12 or 14 years of age—who was so much of an invalid that for years he could get out of doors only at long intervals. And so the father had a large window put in the boy's ground floor room so that lying upon his couch or in a reclining chair he could see—across the vacant lots owned by

the lazy man—the life and activity for a considerable distance down Woodward avenue.

There arose a difference of opinion between the two property owners and, as a result, the lazy man caused to be erected on his own land a high fence shutting off the view from the sick boy's apartment. The matter got into the courts and the fence came down.

Later the lazy man wished to buy a small 30 foot lot to add to a larger corner lot he had inherited. The owner of the small lot and of the cozy little house he had erected thereon named a price at which he would sell. The lazy, useless man declared the price was too high, that he could not pay it and the home owner retorted that he did not have to; that he did not desire to sell and was in no wise anxious to move.

Thereupon the citizen-cipher allowed that the home-owner would regret his decision and very promptly caused to be erected on the corner lot and as close to the home-owner's lot line as the city's regulations would permit a costly stone house; a residence of practically three stories and representing an investment of at least \$10,000. The new structure cut off all north light from the home-owner's cottage, but the stone house remained unoccupied and absolutely idle for twelve or fifteen years from the time of its completion, because, knowing the story of spite and selfishness that gave it birth, no one would rent or purchase the property.

There remains the old, old story of the "Hog Block," rehearsed recently in the Tradesman, as an example of this lazy, aimless, forty-year idler's revengeful, rancorous reputation.

Now comes the preposterously absurd climax:

The man whose life in merest outline is given above has seriously submitted a proposition to the municipal authorities of Detroit as follows:

He offers to deed to the city of Detroit real estate valued at half a million dollars on condition that the city erect and maintain perpetually at Belle Isle Park a fountain to be known as the ——— fountain (using the name of the lazy man) and the design of the fountain shall be surmounted by a life size statue, in bronze, of the lazy man.

After all, what better could be expected of one who never did a reputable day's work in forty years; who has never done the shadow of anything that would entitle him to the lasting honor he covets?

Charles H. Seymour.

Licorice for Fires.

A new fire-extinguishing mixture for use especially upon highly inflammable liquids has been subjected to severe tests in Germany and found to be successful. It consists of a solution of alum and sodium sulphate in one compartment, and of sodium sulphate, sodium bicarbonate and licorice extract in the other. On mixing carbon dioxide is evolved, which in contact with the licorice solution makes a very persistent and tenacious foam which smothers the fire.

"MORGAN"

Trade Mark. Registered.

Sweet Juice Hard Cider
Boiled Cider and Vinegar

See Grocery Price Current

John C. Morgan Co.
Traverse City, Mich.

HIGHEST IN HONORS

Baker's Cocoa
& CHOCOLATE



Registered,
U. S. Pat. Off.

A perfect food, preserves
health, prolongs life

Walter Baker & Co. Ltd.

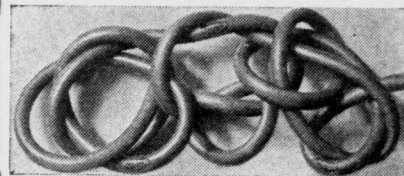
Established 1780 DORCHESTER, MASS.

52

HIGHEST
AWARDS
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EUROPE
AND
AMERICA

REVERO

The Modern Hose



"Revero" Does Not Kink

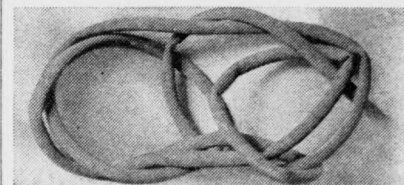
A seamless tube (or lining) of high-grade rubber.

Over this is applied a special double braiding of tightly twisted cotton yarn. (The ordinary hose is made of a strip of wrapped duck.)

Next the cover, which is composed of tough flexible rubber to withstand wear and abuse.

The complete hose is then vulcanized in our patent rigid moulds under very high pressure. REVERO is the only hose made by this process.

This pressure, exerted from inside of hose, forces the rubber and fabric together before it is vulcanized, and thus it becomes one complete homogeneous body.



The Old Style Readily Kinks, Causing
the Plies to Separate

CLARK-WEAVER CO., Agents
GRAND RAPIDS, MICH.

JENNINGS'
C. P. B.

Condensed Pearl Bluing
NON-FREEZABLE

A 10 Cent Bottle Contains 30 Washings
Packed 2 Dozen Large Size in Box, 75c Per Dozen

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Sprague, Warner & Co., Chicago
Judson Grocer Co., Grand Rapids
Stone-Ordean Wells Co., Duluth
Symons Bros. Co., Saginaw
Worden Grocer Co., Grand Rapids
Church & McConnell, Toledo
Lee, Cady & Smart, Detroit
Musselman Grocer Co., Traverse City
National Grocer Co., Escanaba
The Petoskey Grocer Co., Petoskey
The S. C. Shannon Co., Appleton
Gustin, Cook & Buckley, Bay City
Godsmark, Durand & Co., Battle Creek
Moulton Grocer Co., Muskegon
Phipps, Penoyer & Co., Saginaw
Lemon & Wheeler Co., Kalamazoo
Hume Grocer Co., Muskegon
J. F. Halliday & Son, Battle Creek
Kidd, Dater & Price Co., Benton Harbor
C. E. Elliott & Co., Detroit
Kramer & Sons, LaPorte
Ed. M. Lieblein, Hancock

Jennings Flavoring Extract Co.
Manufacturers
Grand Rapids, Mich.





REVIEW OF THE SHOE MARKET

Hints for Effective Displays for the Vernal Holiday.

A few days from now and Easter will be with us. As shoemen we almost universally recognize Easter as the opening of spring business. Practically every progressive retailer in the country takes notice of the day and arranges a window display and interior trim in keeping with the glad season. This year Easter comes early and in that fickle "lamb or lion-like" end of the month when the weather is never to be depended upon for a glad and gorgeous Easter. Easter comes on the 27th and at a time when spring in the Northern States is not well under way or favorable for wearing of new and lighter garments, so that the sale of oxfords and light weight shoes is dependable on favorable weather to some extent. Yet for all this we strongly urge the retailers of the United States to make Easter an opportunity for a grand spring opening. From New York, Philadelphia and Boston we get authoritative word that fashionable customers are rushed with orders for delivery on the 21st with little prospects of filling their orders for spring wearing apparel. This point of spring openings is made a matter of great capital for all branches of trade and lavish expenditures in window trims are being outlined by storekeepers, notwithstanding the early Easter. This play to Fashion's demands has not been quite as prevalent among shoe retailers, but each year brings more dealers into line. The earliness of Easter this year will act as a stimulus to a large spring business.

The March 1 shipments this year were far in excess of any season heretofore, largely due to the early dating of Easter. This is a criterion of the huge spring business anticipated by retailers all over the country. Factories are rushing deliveries daily of spring goods for Easter opening. Previous years brought a formal spring opening about March 20 and then an Easter sale in April, but this year the great majority of opening sales will be merged with the Easter one.

To properly start a spring's business a special display, together with special announcements and advertisements will serve to bring patrons and visitors to view your stocks and to usually buy, whatever the time, weather and conditions. The Easter spirit is so ingrained into the public that a complete new attire seems the one essential to the perfect enjoyment of that festive day. A large dealer, who for many years has made a specialty of a spring opening about

the middle of March, is this year to combine the two and he says, "The effort and money spent will be amply repaid if the public stop and notice and come in, not for the purpose of buying, but to look over the lines of spring shoes." Whatever sales are made in this early period he considers the best exponents of the worth and attractiveness of his line over all else. The period of small sales usual to March is increased to a fair business that is appreciated by retailers from an advertising and receipts-bringing point of view. The early Easter opening is a producer of business further on as well as in immediate sales.

People of to-day are observant and a fitting display usually brings forth the following: "What shoes do I wear this spring?" or "I can not wear these old winter shoes and Easter clothes." At any rate the policy of new Easter outfits makes the sale of shoes dependent upon fashion and not so much upon weather conditions.

Now is the time to prepare for a spring and Easter opening on March 21 to 26, or if you prefer March 26 to April 2, thus taking your Easter-tide display out of Holy Week and into Easter Week.

A beautiful conception of an Easter window for the week prior to that day that is artistic and fitting to the observation of that festival is being exhibited: A corded veiling background gives a delicate white setting around a large white star. A pictorial scene is inside the star and back against the inner glass of the window box. The inner decoration consists of a doll to signify an angel at the foot of an electric cross. The drapery arrangement of the picture and star is excellent and shows great care and taste. The star is studded with electric lights. At night this window scene is the true Easter beacon of attraction, bringing people from far and wide to view its simple beauty.

Naturally some other objects are needed to complete an Easter shoe window and the foreground is set with stylish and serviceable Easter shoes. People come to look at the Easter star and stop to examine the styles. The display of shoes is tasty, not too many nor yet too few, but just the proper setting for an appropriate foreground. Large artificial violets and lilies give the touch of color to star and cross. It is an Easter greeting without the card, but the card is well placed and artistic. A similar window would go well in almost any location and is not very expensive.

Another display in a different setting and very appropriate for the



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



No. 979 Box Cali
No. 990 Gun Metal
One of the best sellers
of the season

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.

Herold-Bertsch Shoe Co.

Makers of the
H B Hard Pan and Bertsch Shoe Lines
Grand Rapids, Mich.



Advertising, Talk or Taking Your Word for it

will sell a man his first pair of shoes. But it's service, solid money value, wear and fit that sells the second.

Back of all we say about our goods; back of all arguments we can use to convince you of their merits; entirely beyond our control there's a tremendous force of word to mouth advertising which wearers of our shoes do for us—one man's praise to another of style, quality and fit.

The power of such advertising is very great; its value lies in its sincerity and its disinterestedness. The only way we get it and keep it is by making goods that deserve it.

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

week before Easter is: A white cross stands out above all else as the token of Eastertide. Festoons of flowers and greens are upon the trellises in two windows. Plenty of white and a tone of color make the window catchy to the eye. Plenty of good sharp light is also necessary and just where it ought to be, on the shoes.

To properly start the spring season needs a campaign of publicity on spring lines. The spirit of optimism should be in every advertisement or announcement. Special borders of Easter symbolism are to be had at slight expense for cards. The formal announcement card is perhaps the best method of inaugurating an Easter opening. The form universally used is in simple script type, "requesting the pleasure of the presence of Mr. Blank at the Easter Spring Opening." This should be sent to the mailing list in ample season, say a day or two prior to the sale opening, so that the patrons will anticipate the exhibition of footwear promised them.

In the newspaper advertisements the card can be used to good advantage or a special Easter border can be made up. The great majority of newspapers have a cut and border service open to their advertisers without charge and whatever is needed is made up according to their desires. The large city daily papers employ commercial artists who will draw figures, flowers, groups or shoes for plates to be used in their advertisements. For Easter if you can devote a certain amount of money put it into several large strong advertisements instead of spreading it over three weeks with a few inches. Your Easter spring announcement card should show plenty of white and be without cuts. This should be run twice and varied with an itemized advertisement of cuts and type with the Easter spirit written all over it.

Take the Easter spirit into your store itself; to make it all exterior is to make it but half the opening. The cheer and feeling of Easter should be imbibed by clerk and proprietor and transmitted to the customers. Easter is the glad season of awakening activities, and let the spirit move your shoe business, too.—Boot and Shoe Recorder.

The Adjustment of Complaints.

The most successful retail store in Chicago has as its guiding rule in settling complaints that the customer is always right. Are there many shoe retailers who follow this rule? Is there one? One great mistake that ninety-nine shoe retailers out of a hundred make when customers bring back shoes that have proved unsatisfactory is to make the customer feel that he has no just claim—and then in all probability make an allowance.

Retailers probably make more enemies, or at least lose more customers by their mistreatment of dissatisfied customers than in any other way. The great majority of customers undoubtedly hesitate to return unsatisfactory shoes for there is always doubt as to receiving pleasant treatment. When the shoe is presented

to the salesman with the complaint the salesman usually says that the shoes are not guaranteed, and apparently with great unwillingness presents the matter to the "boss." In nine cases out of ten they walk away from the customer and in low tones discuss the claim, making the customer feel as if he had done something dishonest. The salesman comes forward and generally makes a proposition that is unsatisfactory. Here the proprietor is brought into the case and says that all he can do is to refer the matter to the manufacturer and that it will be probably a week or two before he will hear from the latter.

The customer leaves the shoes with reluctance and leaves the store dissatisfied. How different would be the result if the salesman were as cheerful in hearing the complaint as when first selling the shoes. How different if the proprietor would take the same interest in the complaint as he did in seeing the salesman make the sale. Think it over, Mr. Dealer! Put yourself in the customer's place and perhaps you will wake up to the fact that sometimes a man makes more by losing a dollar occasionally than he does by saving a dollar or two in a settlement.—Shoe Retailer.

A Crazy Test.

Two German chemists have evolved a test for certain forms of insanity by the action of cobra poison on the blood, which has attracted considerable attention. Several other investigators who have tried it state that it is not reliable. Anybody who knew he was to be experimented upon with cobra poison would be apt to get crazy, so the test can not be depended upon to pick out the sane ones.

MAYER
Martha Washington
Comfort Shoes Hold the Trade

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

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

Costs Little—Saves You Much

Protect your business against worthless accounts by using

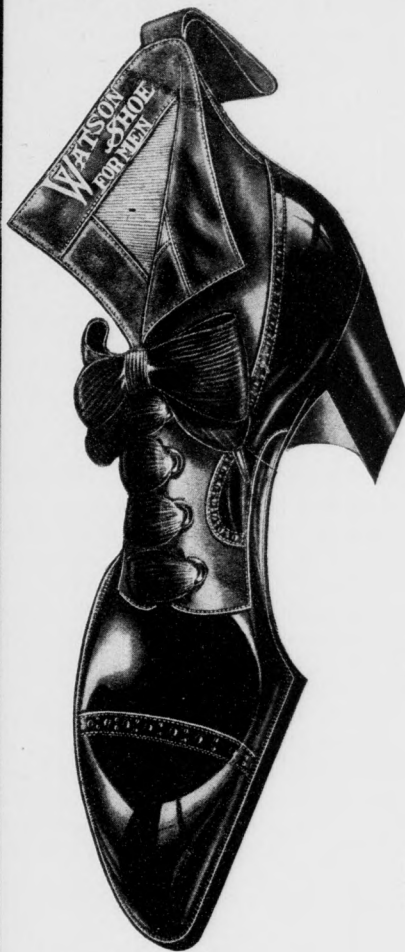
COMMERCIAL CREDIT CO., LTD., Reports
MICHIGAN OFFICES: Murray Building, Grand Rapids; Majestic Building, Detroit; Mason Block, Muskegon.

Country Newspaper For Sale

Only one in a thriving Western Michigan town. Owner selling on account of ill health. Is paying a good profit and can be made to pay more. Write at once for particulars.

Grand Rapids Electrotpe Co.
Grand Rapids, Mich.

Send for Catalogue



Factories
Dixon, Ill.

"The Watson Shoe For Men"

Is verily the top-notch accomplishment of Western custom shoemaking. Its pronounced shape and characteristic lines are winning scores of new customers daily.

Serviceableness Is Bringing These Customers Back For More

Toes are carefully modelled to give the foot all the room required for perfect freedom—no wrinkling nor looseness in the leather—the patent skins in these shoes have extra wearing qualities and a very high finish—tanned to stand very severe usage.

"The Watson Shoe For Men"

Is an attraction on any size of foot and is made in all Leathers

Michigan Salesmen
Willard H. James S. D. Davenport

Watson-Plummer Shoe Company

230 Adams Street, Chicago

Snow and Slush

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

Hood and Old Colony

Get in touch with us NOW

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



NEW PAPER MILL.

How Box Board Is Now Manufactured Here.

The American Paper Co.'s mill on Godfrey avenue is an interesting place to visit. To those who have never seen a paper mill it is a place worth visiting. It is the first mill of the kind in Grand Rapids and some nice pleasant day in spring it is promised the management will invite the public to a general inspection of that which cost \$250,000 and a year of hard work to install.

This mill makes paper box board for the use of the American Paper Box Company in the manufacture of its collapsible box which dry goods and clothing houses find so handy in the delivery of goods. This box board is not heavy weight, but the mill can if desired turn out the heaviest board or thin writing paper. The weight is only a matter of detail and adjustment. The box board under ordinary inspection seems to be a single sheet and of the same material clear through, but as a matter of fact it is made up of five thin layers and three different materials are used. First is the inner surface, which is made of old newspapers. Then come three layers of what is called chip, and this is old boxes, pasteboard, paper and almost anything else that will grind up into pulp. Then comes the outer surface, which is made of old newspapers and new wood pulp, to give it strength and toughness.

The first step in the manufacture of box board is the conversion of the raw materials into pulp. There are five vats for this purpose, two for the different surface pulps and three for the chip, but all of similar construction. The vats are of circular form, and in each is what looks like the covered paddle wheel of a steamboat. The vat is partially filled with hot water, then the wheel is started and the old newspapers, scraps or fibre, as the case may be, are fed in. The wheel keeps the stuff moving around and as it passes through the wheel it is chopped and churned to a pulp. From the vat the pulp flows to grinding machines in the basement and then it is pumped to tanks by the side of but higher than the paper mill proper. From the tanks it is forced through fine mesh sieves and flows by gravity as a not too thick soup into the paper mill's feed tanks. Through these feed tanks revolves a cylinder of perforated copper or brass. This cylinder picks up a thin layer of pulp and as it revolves this layer is deposited on the under side of a wide endless belt. This belt passes on to the next feed tank and cylinder, where a second layer is deposited, then to the third and fourth and finally receives the outer surface layer of mixed old newspapers and fibre. Then the belt takes a turn around a roller and another belt comes down to cover the layers of pulp, and thus protected it passes between heavy and hot rollers to have the moisture pressed out. When enough moisture has been squeezed out and the still soft boxboard has attained a consistency strong enough to bear its own weight it passes from

between the belts to the big drying rollers. These rollers are about three feet in diameter and there are scores of them arranged in three tiers. The boxboard passes through and around these rollers. They are hot and the first sets are in a constant cloud of steam. As the boxboard progresses the steam grows less and finally there is none, which means that the board is dry. Light weight board is dry enough before it goes through half the rollers and then takes a short cut over the top of the machine to the calendering machine, whose polished rollers and heavy pressure give the outer surface a glossy finish on the same principle as a laundry mangle works. Heavy cardboard has to go the full length of the machine, and for very heavy board the machine must be put on slow speed to insure proper drying. From the calendering machine the board goes to the cutting machine. It is first slit to the desired width and then a revolving knife cuts it to proper lengths, and the sheets are all ready for the box factory and drop into trays, to be removed by the attendants.

The raw material, bails of old newspapers, scraps of wrapping paper and box board, goes into the mixing vats at one end and the finished material comes out at the other, and the only human labor is that of supervision or the turning of an occasional valve. The paper machine proper is 250 feet in length and the sheet of box board that passes between or around all the drying and other rollers must be nearly half a mile long. The mill runs without other stop than for adjustment or change of paper from 6 o'clock Monday morning to 6 o'clock the following Sunday morning, with night and day shifts of men, and its daily capacity is forty-two tons of finished board. The board as it comes from the machine is 116 inches wide.

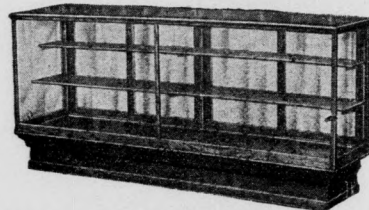
In connection with the box board mill is soon to be started a corrugated board factory for the manufacture of packing boxes. This corrugated board has two surface layers with the corrugated filler between. The two surface layers and the filler are of practically the same material, and will be made as ordinary light weight box board in the paper mill. Instead of being sliced and cut at the end, however, it will be rolled on big spools and passed on to the corrugated board factory. Here the spools will be hung in three tiers. Board from the middle spool will pass through the corrugating machine and then will pass on to the press into which are fed the surface boards from the other spools. The surface boards have been given a coat of glue and as the corrugated goes between them the slight pressure makes them stick. The board then goes to more rollers to be dried and is finally cut to desired dimensions. There are only a few of the corrugated board mills in the country, and the demand for packing boxes of this material is steadily growing. For certain goods and up to a reasonable weight the corrugated board box is preferred to the old boxes of wood. They

are much lighter in weight, which represents a material saving in freight; they are easier to close or open, as hammer and nails are not needed; they are cheaper and will actually stand more hard usage than the boxes of wood. The railroads are accepting them with restrictions as to weight and the character of the materials packed, and it may be predicted the time is not far distant when for many purposes they will be used exclusively.



The Best Show Cases Bear This Trade Mark

Wilmarth
THE CASE WITH A CONSCIENCE



The above show case is the original Knocked Down receding base floor case. No better case can be built at any price. This is one of twenty different styles of floor cases that we build. We carry a large stock on hand ready for immediate shipment at all times. Complete catalog and prices on request.

WILMARTH SHOW CASE COMPANY
936 Jefferson Ave. Grand Rapids, Mich.

MICHIGAN SHOE COMPANY

STYLE SERVICE SATISFACTION

You get them in the **MISHOCO SHOE**

Made in all leathers for
MEN, WOMEN AND BOYS

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

MICHIGAN SHOE CO., DETROIT

Our **BOSTON** and **BAY STATE RUBBER** Stock is Complete

Rouge Rex Welts



People do not look for style only in welt shoes. They expect comfort and service as well.

Our New
Rouge Rex Welt Shoes

Combine Style, Comfort and Wearing quality. They are repeaters well worthy of your consideration.

LET US SAMPLE YOU

Hirth-Krause Company

Shoe Manufacturers

Grand Rapids, Michigan

Excellent Example of Practical Christianity.

The Catholic Settlers' Information Bureau, just organized by Bishop Richter and the priests and prominent laymen of the Grand Rapids Catholic diocese, is a splendid example of practical and applied christianity. It is designed for the prevention of fraud and for the protection of home seekers from the wiles of the unscrupulous. The priests of the diocese and prominent laymen will carry on the work for which the Association is organized and more intelligent or better qualified workers in a good cause could not be desired.

The Grand Rapids Catholic diocese comprises that part of the Lower Peninsula of Michigan north of the Kent county tier of counties. In this district will be found some of the finest farming lands in the State and some of the richest fruit lands in the country. But while there are thousands of acres of first class lands, there are thousands of other acres that are absolutely worthless. These worthless acres in many instances have been exploited by unscrupulous land agents, presumably to their own large profit and certainly to the disaster of their victims. The land agents secure title to these worthless tracts from the State on tax titles at merely nominal cost. They advertise extensively by circulars, pamphlets or through the newspapers, describing these lands as valuable for farming purposes and sell them at prices which ought to buy good lands. All through the jack pine plains districts will be found the abandoned homes of settlers who have bought these lands, struggled desperately for a bare living and then in despair have been compelled to move out, as no amount of industry can extract value from a worthless soil. These wrecks represent much more than the loss of mere dollars. The unfortunate settlers retreat with their money gone, but, worse still, with hearts embittered, spirits crushed, hope gone and health broken, and wives and little children have their full share in the tragedy. As Robert D. Graham, who is personally familiar with conditions, says, the highwayman and the pickpocket are respectable gentlemen compared with the land agent, who, by selling worthless lands, robs his victim alike of money, manhood and opportunity.

It is the purpose of Bishop Richter's Settlers' Information Bureau to put a stop to the land swindles, to guide homeseekers to the good lands and to warn them against the worthless. Each priest in the diocese will obtain all the necessary information within his jurisdiction, and in gathering this information the priests will be aided by prominent laymen. Then when home seekers come in there will be at least one place where accurate, reliable and disinterested advice can be obtained. This will be at the home of the priest, and the information will be equally accessible to the non-Catholic as to the members of the faith. This Bureau and its purpose are worthy of the church, in the highest degree credit-

able to Bishop Richter's wisdom and goodness, and the services rendered will be of infinite value to the State. The officers of the Association are: President, Bishop Richter; Vice-Presidents, Rev. Fr. Thos. Rafter, Bay City, and Patrick Noud, Manistee; Treasurer, Warren Cartier, Ludington; Secretary, yet to be named. The Association has no lands to sell, is not the agent of any land owner and has no personal interests to serve. Its whole purpose is to save men from calamity, to insure for them at least a fair chance at the success which industry should win. It is true christianity with a practical application.

The Passing of a Word.

In certain quarters there seems to be a tendency to drop the word "solicitor" and use either "representative" or "salesman." To many persons, perhaps, the difference in terms does not seem of much importance, but whoever has a due regard for exactness and the suggestive effect of a word, and will consider the etymological and accumulated meaning of the words in question will wonder why astute sales-managers have not long ago relegated the word "solicitor" to that linguistic cemetery where now reposes that other age-worn term, "We beg to advise."

IF YOU CAN GET Better Light

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



The G.E. Tungsten

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

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

City Phone 4261 Bell Main 4277

Established in 1873

Best Equipped
Firm in the State

**Steam and Water Heating
Iron Pipe
Fittings and Brass Goods
Electrical and Gas Fixtures
Galvanized Iron Work**

The Weatherly Co.

18 Pearl St. Grand Rapids, Mich.

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.



Handy Lamp

**Gasoline
Lighting System**

Gives a 300 Candle Power Shadowless Light the instant you move the lever. Turns up or down, like gas, burns dim when not in use, or can be turned up instantly when more light is needed. It floods a 30 foot space with a brilliancy like daylight. Far cheaper than gas, kerosene or electricity and so simple that anyone can use it. Catalogue M. T. tells why. Send for it now.

BRILLIANT GAS LAMP CO.

Dept. 25, 42 State Street, Chicago, Ill.

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
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Long Distance Telephones:
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Ground Floor Ottawa Street Entrance

Michigan Trust Building
Grand Rapids

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

We Make a Specialty of Accounts of Banks and Bankers

The Grand Rapids National Bank

Corner Monroe and Ottawa Sts.

DUDLEY E. WATERS, Pres. and Cashier
CHAS. S. HAZELTINE, V. Pres. JOHN L. BENJAMIN, Asst. Cashier
JOHN E. PECK, V. Pres. A. T. SLAGHT, Asst. Cashier

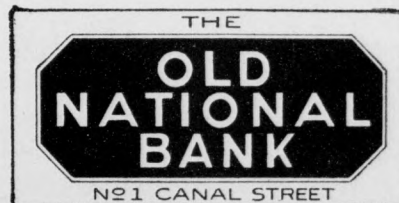
DIRECTORS

Chas. H. Bender	Geo. H. Long	Chas. R. Sligh
Samuel S. Corl	John Mowat	Justus S. Stearns
Claude Hamilton	J. B. Pantlind	Dudley E. Waters
Chas. S. Hazeltine	John E. Peck	Wm. Widdicomb
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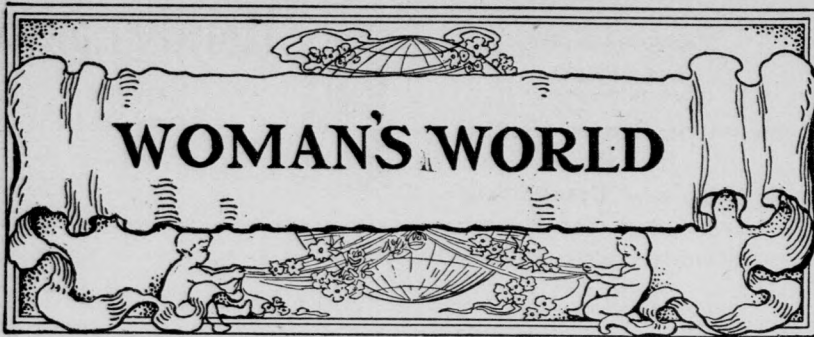
We Solicit Accounts of Banks and Individuals

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



One Can Love More Than Once.

In all the ethics of love there is no question more frequently asked, more earnestly argued, than this: Can we love twice? Yet, for all this, the question is one which might well seem absurd to calm, dispassionate observers, who regard it in the light of all the cumulative evidence that men and women love not only twice, but many times; who remember that some one has said that "more widows and widowers marry than single men and women," while not even the more ardent supporters of the love theory will deny that comparatively few people marry the first person to whom they take a fancy.

Jerome K. Jerome declares: "We never sicken with love twice. A man's heart is a firework which once in its time flashes heavenward. Meteorlike it blazes for a moment and lights with its glory the whole world beneath. Then the night of our sordid, commonplace life closes in around it and the burnt out case, falling back to earth, lies useless and uncared for, slowly smoldering into ashes."

But, as some one has said, there are as many varying kinds of love as there are plants of the field, trees of the forest; and this description applies only to a grand passion, such as is felt but by the few.

Undoubtedly young people, fondly in love at the present moment, will assert what they also earnestly believe, that it is impossible to love twice. They never have loved before, they say; they perhaps may have felt a passing fancy for some one, but love—no! They are firmly convinced that now no change can come over the spirit of their dream. This is probably as it should be from the lovers' point of view; it would be unkind, not to say unfair, to themselves and the present objects of their affection to admit for a moment that any other love which they may have felt has equaled their present devotion in intensity.

Undoubtedly there is a great deal of foolish sentiment felt concerning first love; a sentiment which often is productive of infinite harm, not to say misery, to those who act as if this passion were a species of obsession which is not to be resisted. Much sorrow may arise from some spurious emotion being mistaken for genuine permanent love. A passing fancy born of vanity or boredom; an infatuation fanned by a masterful exhibition of will power, sometimes amounting even to hypnotism; an ardent admiration which can not be warranted to last; these are only a few of the feelings which hurry peo-

ple into matrimony, to be deeply regretted later on. Opinions upon the subject of marrying one's first love are much divided, and the only possible means of settling the question is to beg it and allow that it is mainly a matter of temperament. The age at which one begins falling in love also has much to do with the matter. A cynical modern writer gives it as his opinion that no wise man ever will marry his first love, since he knows that matrimony demands as much special attention as any of the learned professions. And, he sententiously remarks: "Unqualified amateurs swell the lists of the divorce court."

George Eliot asks: "Why should a man's first love be his best? Does the artist or the musician produce his masterpiece at the beginning of his career?" There is much to justify these questions. There is no ground for supposing that all love is inspired of heavenly good, and in an undertaking so momentous as that of marriage it is well to be sure you are right before you go ahead. It often is a blessing in disguise, no matter how much present suffering it may cause, when one's first love is not allowed to ripen into matrimony. The partner who seems all-desirable in youth may prove the curse of lat-

er life. Such a marriage would be like plucking a dandelion at the garden gate before entering to gaze upon its floral treasures. The infatuation of a college boy for a woman of 35 is quite another thing from the love of his manhood; while the romantic attachment experienced by a girl in her teens rarely if ever is bestowed upon the manner of man whom she would choose as a husband ten years later. For the majority of mankind the great love of life comes after several preliminary passages, and it would seem but natural that the sincerest affection should develop in maturity, when the mind has been strengthened and enlarged by experience. The faculties sharpened by use, the impulses regulated by judgment, ought to be more trustworthy than the immature yearning after the first pleasing fancy.

No one can dispute the fact that disappointed love is the source of untold pain, even agony. "That way madness lies," suicide, murder; for, doubt it who will, there are such

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.

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.



Tanglefoot

The Original Fly Paper

For 25 years the Standard in Quality

All Others Are Imitations

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.

things as broken hearts and some have known them. But fortunately for poor humanity people get over most things, otherwise life were impossible to be borne. In all but rare exceptions the human heart is adaptable and the memory conveniently short when it is a case of transferring affections. The average man's capacity for loving or pretending to love is such as to excite a certain degree of admiration, since after all it shows his ability to make the best of things, which in itself is commendable.

The probability is that a man's first love, when it is more than an attack of "calf love," is the deepest and most consuming, but like a hot fire it burns out soonest. This is as it should be, since a youth when he first falls in love rarely is old enough to marry or in a position to support a wife. Therefore the "adorable she" marries a more eligible suitor; the boy's infatuation wears away; he puts in a few years of hard work, and when later on he finds a new love he probably is in a position to marry. Thackeray tells us that every man ought to be in love a few times and have at least one sharp attack of the fever.

After all the strongest proof that men and women can love more than once is afforded by the large number of men and women who marry after the death of a dearly beloved wife or husband. It would be unjust to say that those who make such marriages do so without love for those whom they espouse in either case, and the fact that a large percentage of such unions are plainly and clearly happy leaves no doubt that for them at least it is possible to love more than once. A fault with women who marry widowers is that they are prone to imagine that their husbands compare them continually with those into whose places they have stepped. If the marriage is happy, nothing of the kind takes place. Moreover, the fact that a man prefers to marry again is of itself ample proof that he loves the second wife well enough to put her in the place of her predecessor.

Dorothy Dix.

Cash or Credit.

A large capital or a cash business—this is the alternative that is offered to the retailer. To offset certain disadvantages of the credit system the merchant who does business on this basis must possess a large working capital. Without this competition with his contemporary who was fortunate enough to start business with the cash policy is an arduous and rather hopeless task.

The great advantage of receiving cash is the ability to use it immediately in the further conduct of the business and to obtain the attendant concessions. With a large available capital, however, this benefit is also attainable by the credit-working merchant. But there are other advantages held by the cash-seller that the credit man, in spite of the large capital that he may possess, may not partake of.

As a general rule the cash man receives money for all merchandise that

leaves his store. He is not called upon to sustain loss through unpaid accounts. Because of the savings consummated through the discounting of bills and the elimination of bad debts he is in a position to undersell the credit merchant or to maintain his prices and add to his profits.

The only point wherein the credit merchant has any advantage is in the ability to offer customers the convenience that attends the practice of his policy, and this in itself is not sufficient to outweigh the benefits of the cash system. The reduction of prices is a much more tangible attraction to the public than is the convenience of buying on credit. Moreover, there is a decided tendency on the part of the public toward a realization that going into debt for all purchases is detrimental to their own interests.

How To Relieve That Tired Feeling.

"That tired feeling," is to be overcome by deep breathing. D. F. Comstock, of the Massachusetts Institute of Technology, says that both mental and muscular fatigue disappear after a few minutes of rapid deep breathing. It has been noticed by others, says Mr. Comstock, that deep violent breathing for several minutes so changes the system as to make respiration unnecessary for perhaps as much as five minutes after this preparatory breathing is over.

The effect as a mental stimulant is pronounced. He has noticed in his own case that mental fatigue may be postponed far beyond the usual point by two minutes of rapid deep breathing at half hour intervals. A feeling of sluggishness or sleepiness may be almost completely dispelled.

He has never noticed any reaction as in the case of most stimulants. The effect in muscular fatigue is also marked. Another curious effect is the apparent rapid lapse of time during the latter half of a hard breathing period. The change in time sense is most notable.

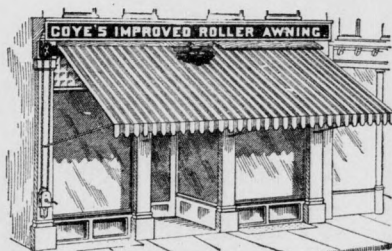
Good Fishing.

Willis—Any fish up at that place where you spent your vacation?

Gillis—I should say so. They are so thick that the only way you can have any sport is to straddle one of them and try to hook the boat.

Love's real wealth is often according to its apparent waste.

Awnings



Our specialty is Awnings for Stores and Residences. We make common pull-up, chain and cog-gear roller awnings. Tents, Horse, Wagon, Machine and Stack Covers. Catalogue on Application.

CHAS. A. COYE, INC.,

11 Pearl St., Grand Rapids, Mich.

GROWTH INCREASES INVESTMENT

But added telephones mean at once increased income.

CITIZENS TELEPHONE COMPANY

Has enjoyed a net growth of more than 200 telephones in its Grand Rapids Exchange during the past two months, and a great growth in others of its many exchanges and long distance lines, so that it now has

MORE THAN 10,460 TELEPHONES

In its Grand Rapids Exchange alone, and about 25,000 telephones in other exchanges in its system. It has already paid

FIFTY QUARTERLY DIVIDENDS

And its stock is a good investment.

INVESTIGATE IT



Alarms by Telephone

The safety of your family
The protection of your property
The peace of your mind
demand
the greatest of protectors
A Bell Telephone

90% of all fire
alarms are said
to be given
by
telephone

Michigan State
Telephone
Company



Klingman's

Summer and Cottage Furniture: An Inviting Exposition

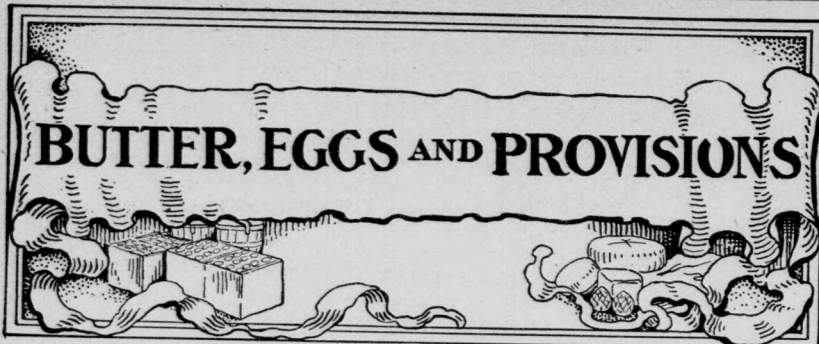
It is none too soon to begin thinking about toning up the Cottage and Porch. Our present display exceeds all previous efforts in these lines. All the well known makes show a great improvement this season and several very attractive new designs have been added.

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

Klingman's Sample Furniture Co.

Ionla, Fountain and Division Sts.

Entrance to retail store 76 N. Ionla St.



BUTTER, EGGS AND PROVISIONS

Observations of a Gotham Egg Man.

Much uncertainty exists among the egg trade at this point as to the probable storage point for eggs this spring. There has been scarcely any dealing in futures to show the drift of sentiment, but there is a very general feeling that prices will be allowed to fall considerably below last year's figures before any free storage will result. There are three reasons for this opinion: First it is very generally appreciated that the prices paid last year led to mostly unprofitable results; some who bought very early and sold early made a moderate profit on their investment, but the rank and file of last year's storage eggs, bought at the average prices prevailing, made no profit or an actual loss, and this in spite of a very unusual stretch of severe winter weather from early December to middle of January. In reviewing the course of last year's market during the season of output it is interesting to note how persistently many operators continued to store at unprecedentedly high prices in spite of very plain evidences that the situation was working into an unfavorable and dangerous position. Up to the end of April there was some ground for the high prices, in the evident lighter early production and the unusually light accumulations to that date. But later there was plenty of evidence that the light early run was being offset by a much larger late yield and it was also shown by reliable statistics that consumptive demand was being curtailed considerably by the unusually high prices prevailing. As early as May, and certainly by June, the information obtainable as to the merits of the situation forecasted quite positively the later realization of excessive accumulations of high cost eggs, and yet summer surplus continued to go away at prices that seemed extremely dangerous, and later proved to be decidedly unprofitable. This experience will undoubtedly have an effect in lowering the speculative point this season.

Second there is every indication of a further considerable increase in egg production this year. The extreme prices ruling last year as a whole are likely to have led to an increased holding of laying poultry on the farms and reports from the interior indicate that this has been the effect. The early spring production is likely to be very heavy, also, because of the late beginning of free laying even in Southern and South-western sections; this will doubtless result in reaching a period of flush production in an unusually wide ter-

ritory at about the same time, and it is expected that the supply during the last half of March and April will be heavy.

The third reason for more conservative buying lies in the widespread agitation of restrictive legislation affecting the cold storage industry. Of course any material restriction of the period of permissible storage would enforce a considerable change in the relative value of eggs at different seasons and affect the quantity of spring surplus that might safely be put away at any given price.—N. Y. Produce Review.

The possibility of really entering into another's grief is a joy that angels must envy us.



THE NEW FLAVOR

MAPLEINE

Better
Than
Maple

The Crescent Mfg. Co.,
Seattle, Wash.

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.

Mica Axle Grease

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

Hand Separator Oil

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

STANDARD OIL CO.
GRAND RAPIDS, MICH.

Hart Brand Canned Goods

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

Michigan People Want Michigan Products

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

C. D. CRITTENDEN CO.

41-43 S. Market St.

Grand Rapids, Mich.

Wholesalers of Butter, Eggs, Fruits and Specialties

SEEDS

If in the market and wish our prices let us know. We handle all kinds and shall be pleased to quote you.

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.

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

SEEDS===Are ready—fill your orders—all kinds clover and grass seeds.

EGGS===Will be in market daily for fresh eggs.

Moseley Bros.

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

Both Phones 1217

Grand Rapids, Mich.

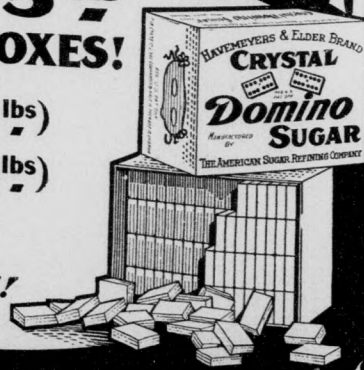
CRYSTAL DOMINO SUGAR

2 lb AND 5 lb
SEALED BOXES!

2 lb BOXES—60 IN CASE (120 lbs)

5 lb BOXES—24 IN CASE (120 lbs)

BEST SUGAR FOR
TEA AND COFFEE!



NEW YORK MARKET.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, March 12.—The demand for Brazil coffee this week has shown improvement. The men with bullish proclivities are strong in the assertion that quotations must advance, but buyers are not falling over each other to purchase much ahead of current requirements. There is a whole lot of lying over the amount of Santos coffee held in the interior and the quantity is given by some as 400,000 bags and by others as 2,000,000. All this probably tends to cause some unsteadiness and until later the situation is apt to be "wobbly." At the close Rio No. 7 in an invoice way is quoted at 87½c. Santos 4s are worth 93½c in an invoice way and are very firm. In store and afloat there are of Brazilian coffee 3,467,000 bags, against 4,185,122 bags at the same time last year. Milds are very quiet—brokers say there is nothing at all doing.

Granulated sugar is "unanimously" quoted at 5.25c, less 1 per cent. The week has been quiet and stocks in distributors' hands are large enough to last for a month. What business has offered has been in the way of withdrawals under previous contract and new business has been almost nil.

No large sales of teas have been reported, but there is a steady outgo to country dealers. Japans of good grade are firm and almost scarce. Indias are well sustained and tend upward.

Quietude is still characteristic of the rice market and would-be buyers continue as such. Prime to choice domestic, 5¼@5¾c.

Spices are firm and the market is in good shape all around, cloves and pepper being the chief centers of attraction. Quotations show no change, but certainly there is no weakness.

Molasses is steady. Sales are not extensive, but there is something doing all the time and quotations are sustained on the basis of last report. New Ponce to arrive is being readily sold and some delay is experienced in shipping. Fancy, 38@40c. Syrups are steady and without change.

There is no animation in the canned goods market. Tomatoes remain on the low level of the past few weeks and if there is no improvement within a month it seems likely there will be a smaller acreage and, consequently, a lighter pack. This seems to be the only remedy for the "tired feeling" that has prevailed for so many months. Standard 3s are offered at 62½c f. o. b. Baltimore, although, of course, some packers absolutely decline business at this figure and will decline anything less than 65c. Corn at 72½c is enquired for, but there seems to be little offering at this and 75c is wanted. "Cheap" peas are also asked for and, in fact, every blessed thing must be "cheap." "Disregard quality entirely if needs be, but give us something that may be purchased for mighty

little money," seems to be the cry of purchasers.

Trade is good in the butter market and top grades are firmly held at quotations. Creamery specials, 33c; extras, 32c; firsts, 30@31c; creamery held stock, specials, 31½@32c; extras, 31c; imitation creamery firsts, 24½@26c; Western factory firsts, 23½c.

Cheese is unchanged, New York State full cream being held at 17½@18c, with demand fairly active.

Eggs are firm and, with arrivals lighter, the market all the week has been well sustained. Western extras, 27½@28c; firsts, 26@27c.

An official of the National Biscuit Company states that, aside from a small output of bread and confectionery, the company is now confining its operations exclusively to the making of biscuits, including more than 1,000 varieties. It has identified a large number of trade-marks and trade names, the titles of which have been protected with uniform success by suits involving practically all of its leading brands. Numerous supply departments are maintained, and in New York City its bakeries and shops cover over twenty-three acres of floor space, in Chicago twelve, in Cambridge six, in Philadelphia 4 and in Indianapolis two acres. Of the company's fifty-eight manufacturing plants in various municipalities in all parts of the United States, thirty-one are owned in fee and twenty-two leased. These plants ship to 174 "selling branches."

Work Your Windows.

There is a vast difference in the amount of good which different people get out of their window displays.

A great many stores, we are obliged to admit, don't "work" their windows as they should and as a natural result the windows do not work for them.

The windows must be kept alive. They must be made to tell always a new, interesting and distinct, emphatic story to the people who pass by and look in.

You can not make a lively window without putting things there which will attract attention and cause people to keep watch of the windows for interesting things.

In answer to the question, "Do hogs pay?" an Iowa editor came back in this fashion: "A great many hogs do not; they take the paper several years and then have the postmaster send it back marked 'refused' or 'gone West.'"

BAGS New and Second Hand

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

ROY BAKER

Wm. Alden Smith Building
Grand Rapids, Mich.

Post Toasties

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

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

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.



Ground

Feeds

None Better

WYKES & CO.
GRAND RAPIDS

THE BEST

You Want the Best

Peacock Brand
Leaf Lard and Special
Mild-Cured Hams and Bacon
Are the Best

And are sold by the best salesmen
in Michigan and Ohio:

R. J. Hill, Houghton, Mich.
W. R. Gee, 203 Mansfield St., Ironwood, Mich.
C. B. Fenton, Box 474, Iron Mountain, Mich.
J. E. Coogan, Marinette, Wis.
Chas. Haase, care The New Ludington Hotel, Escanaba, Mich.
G. P. Farney, 316 Barnum St., Ishpeming, Mich.
W. A. Wilson, care Marquette Hotel, Marquette, Mich.
F. L. Bents, Box 42, Ludington, Mich.
A. C. Malone, 117 So. Seventh St., Saginaw, Mich.
A. E. Leighton, 317 Genesee St., West, Lansing, Mich.
Geo. Bessor, 297 Broadway, Niles, Mich.
C. F. Gehring, 21 Bagley Ave., Detroit, Mich.
H. Schiff, care The Wayne Hotel, Toledo, O.

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 palat-
able as they look. If you have a long-
ing for something different for break-
fast, 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



The Right Sack

The fact that you allow your
customers a wide range of
brands to select from can't
possibly aid you in building
business unless each brand of-
fered has some prevailing fea-
tures which make it better.

Your own good judgment will
tell you that this cannot be truth-
fully said regarding the majority
of brands manufactured and sold.

Then why not reduce the
number of brands and increase
your popularity by liberal re-
commendation of

Crescent Flour

to your customer?

VOIGT MILLING CO.
GRAND RAPIDS, MICH.



Get in the Lead! Don't be a Follower!

Be the first to get for your store the finished product
of expert and up-to-date milling in the most complete
and modern mill in Michigan today. You sell

New Perfection

"The Faultless Flour"

and let the other fellow trail behind. Write us
today for prices.

WATSON & FROST CO., Makers
Grand Rapids, Mich.



The Best Method of Obtaining Results.

Eighth Paper.

The Art of Expression.

Expression is the art of conveying to another in words the thought that is clear in your own mind.

The skill to concisely and clearly accomplish this will determine in a large measure your success in salesmanship.

The ability to give terse, lucid and convincing expression to one's thought is one of the rarest accomplishments.

The man who desires to become a successful salesman must, without neglecting other essentials, cultivate this art, and to do so involves no thought of assistance from any source except that which is directly within his own control.

While predisposition in this direction is ordinarily considered to be essential, the facts of history and reference to common experience are a full refutation of the fallacy of this thought.

No man is ever born with the ability to speak well and each one must follow the same course of true education and broad culture.

This you will best accomplish by careful habits of logical thought and reasoning, together with a study of the meaning of words and the practice of arranging them in proper order and using them in exactly the right place, and the man who will do this will gradually develop into a clear, logical, fluent and convincing speaker.

One of the most common and trite forms of ridicule in school boy days was aimed at him who was said to have "swallowed the dictionary." Such a one was usually looked upon by his associates as an unnecessarily hard worker, but if we knew the lives of all such early associates it would probably be discovered that they, like many other men of note (who worked while others slept) are now standing at the heads of their respective professions.

The deeper the knowledge, the broader the culture, the keener the reasoning faculties, the stronger will be the power of expression.

Knowledge comes to us as the result of experience.

First, we derive knowledge from an acquaintance with the traditions, history and personal accomplishments of those who have preceded us, and this knowledge comes to us from the reading of proper books.

Second, it comes to us as the result of our individual experience and the experience of our associates and

the thinking men and women of our own times.

We should, therefore, seek every opportunity to dig deep for knowledge, and this may be best accomplished by care in the selection of reading matter.

The average man devotes his time for reading to newspapers, pictorial weeklies, popular magazines, effervescent short stories and light frothy fiction, and the result of this reading is evidenced in his speech.

If you have a desire to deepen your knowledge you should give some time each day to serious reading of wholesome and sound literature on such subjects as politics, ethics, philosophy, history or biography.

You should read with a purpose and that purpose should be the clear understanding of the thought of the writer in hand.

Get his meaning by analyzing his statements and by making his thoughts your own. Weigh his propositions and determine whether his arguments prove them to your satisfaction. Criticise his use of words and sentences and, in order that your criticism may be intelligent, make sure that you know exactly the meaning of the words he uses.

Consult your dictionary and get in mind a clear definition and correct understanding of the thought he is attempting to convey. Accept the word and thought that appeal to your understanding and deny and refute the statements and conclusions that your own reason rejects.

A most helpful influence in the art of expression is a familiar acquaintance with the writings of masters of the English tongue. Reading the best thoughts of the great minds of the centuries and thinking in this language of simplicity, purity and nobility soon develops the habit of speaking in the same manner.

The storing of your mind with the carefully chosen sentences and sublimely written verses contained in the works of the best writers of our own and earlier times ultimately gives a stock of riches upon which you can draw for your own use and purposes.

The man who would learn to speak eloquently and express himself interestingly and convincingly should read, ponder and mentally digest the poetic charm, exalting ideals, illuminating descriptions, logical arguments and close reasoning to be found in such books as:

The King James' Version of the Bible.

The Poetical and Prose Works of Wm. Shakespeare.

The Pilgrim's Progress by John Bunyan.

The Philosophy of the Human Understanding by Locke.

The Essays of Joseph Addison.

The Ethical Works of Ralph Waldo Emerson.

The Poems of Henry Wadsworth Longfellow.

In addition to these there are many other valuable books which are considered excellent examples of choice English composition, and among others the following may be recommended:

Lorna Doone by Wm. Blackmoore.

Prue and I by Geo. Wm. Curtis.

Henry Esmond by Wm. Makepeace Thackeray.

Intellectual Life by Philip Gilbert Hamerton.

Across the Plains by Robert Louis Stevenson.

Lecky's Map of Life by Wm. Edward Hartpole Lecky.

The man who knows and uses that knowledge to gain more (by giving what he has), whose education is broadened into true culture, will soon develop the habit of logical thought.

Bear in mind that no matter how great your knowledge it will be of no value to you as a salesman if you lack the ability to make it known and understood by others.

To be successful as a salesman you must have the qualities of the teacher, and the main function of a teacher is to cause others to know that which he knows and which he wishes them to know.

It is said that "knowledge is power," but the power is valueless unless it is given expression. There was just as much power in the product of water and fire before the invention of James Watt as there has been since, but it was latent and valueless because it lacked a vehicle of expression until the invention of the steam engine.

We may, therefore, lay down the proposition that knowledge lacks power unless it is accompanied by the power of expression.

How many men do you know who are carrying around a so-called "college education" who are walking encyclopedias on many subjects and yet who, through lack of their ability to give expression to their thoughts, are only able to earn a daily wage?

So, then, knowledge of itself without ability to make use of it in logical thought is of no commercial value to the salesman, and the man who can not think clearly and reason logically will never be able to give a clear conception of his thought to another.

Clear thinking and close reasoning develop from the assimilation of what you read and the ability to use the knowledge so gained in your own thought and speech. The man who finds himself unable to convey clearly to another the thought which he has will probably discover that the thought is confused in his own mind.

Every salesman should cultivate the habit between calls of arranging in his mind effective forms of speech for use in emergencies. He will not always be able to use just the form

G. J. Johnson Cigar Co.

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

Hotel Cody

Grand Rapids, Mich.

A. B. GARDNER, 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.

The Handshake

If you have ever noticed any difference between one handshake and another you'll understand the reason why so many travelers prefer the

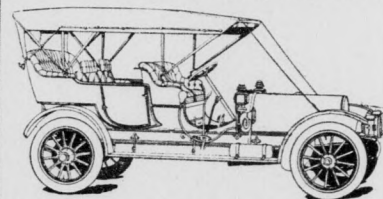
Hotel Livingston

Grand Rapids, Mich.

THE 1910 FRANKLIN CARS

Are More Beautiful, Simple and Sensible than Ever Before

Air Cooled, Light Weight, Easy Riding



Model H. Franklin, 6 Cylinders, 42 H. P.

7 Passengers, \$3750.00

Other Models \$1750.00 to \$5000.00

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

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

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

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

Catalogue on request.

ADAMS & HART

West Michigan Distributors

47-49 No. Division St.

that he has arranged, but if this habit is developed fully he will soon learn that he will receive what appears to be an inspiration of the moment, but which will be, in fact, the result of the planning of months.

As your experience gives you a knowledge of the different types of men you meet you will devote your thought to proper methods of approach and the proper forms of speech to use, and you will discover that you are never at a loss for the proper words to meet the emergency.

Never talk for the sake of using words or airing your knowledge. Have one purpose and let that purpose be the determination to convey to your hearer that which you wish him to know.

Start at some common point of agreement and work out and up from that point, carrying your auditor along in the development of your proposition, making a clear and acceptable demonstration of each point before you proceed to another.

Do not force your thought. Let it be voluntarily accepted. Watch the eye of your hearer and make sure that you see the light of intelligence before proceeding. Keep him in a receptive mood by gradually leading up to the main point of your argument.

Use carefully chosen and apt illustrations of the things he knows and understands to make plain that which you wish him to apprehend and accept.

Connect each succeeding statement with the one preceding it and make its relation so apparent and so plain that there will be no flaw or break in your demonstration.

Do not leave anything to be misunderstood by failing to join together every link in the chain.

Cultivate brevity and terseness in your speech. One of the greatest mistakes of the average salesman is verbosity of style and the result is an impression on the hearer of words, words, words without a single idea.

Use illustrations, anecdotes and stories when they clearly illustrate the subject, but let them be clear and directly to the point.

Let the relation of the illustration to the demonstration be so plain that no uncertainty may exist as to your purpose in introducing it.

When you have made a proper introduction, a clear demonstration, a full and complete argument and you know you have carried your hearer with you during the entire journey always make use of a brief review unless your customer is ready to sign without it.

Here is the danger point and any diffuse or wordy ending may spoil the effect of all that has gone before.

Brevity, terseness and completeness in the review is one of the marks of the real salesman, because this enables him in a few well chosen words to rapidly and concisely make a second and final presentation of all of the main points which he has given in detail, and this brings the mind of his hearer into exact accord with his own.

Furniture Manufacturers To Join in Loading Cars.

With the object of extending and perfecting the service that has been rendered purchasers of Grand Rapids furniture by the Grand Rapids Car Loading Co., the Grand Rapids Furniture Association has purchased the business of the Grand Rapids Car Loading Co., leasing the same warehouse, installing its own force of employes and placing the car loading business under the direct supervision of the traffic department of the Association.

This action by the Association practically eliminates the car loading agencies as a factor in shipment of furniture from Grand Rapids and was only decided upon after thorough investigation of conditions by a special committee and careful consideration by all members of the Association.

The details of operation and of maintenance are not completed, but it is the intention of the manufacturers to render the service of greater value to the dealers and to eliminate every feature of the business that has proven objectionable or disadvantageous or has been subject to deserved opposition by the railroads.

A decision of the Supreme Court of the United States is now pending which will determine the rights of the railroads to deny carload rates to assembled carload shipments of divers ownership. Such cars are commonly known as "pooled cars" and have been opposed by the carriers regardless of a decision of the Interstate Commerce Commission that ownership of the property should not affect the transportation rates or charges.

Whatever may be the decision of the courts in the matter the furniture manufacturers of Grand Rapids, in operating their own car loading facilities, will be governed by the published and legal tariffs and classifications of the carriers, fully appreciating their rights and opportunities to attack any such rates and rules as may be found unreasonable and unduly discriminatory after a fair trial.

Ernest L. Ewing, Traffic Manager of the Grand Rapids Furniture Association, will also be Manager of the car loading department, which will be combined with the traffic department. The offices will be maintained in the Board of Trade building. The warehouse on the Michigan Central tracks, at Cherry and Ionia streets, will be in charge of J. F. Morris, Superintendent.

The recent establishment of a traffic department by the Grand Rapids Furniture Association and the elimination of car loading agencies by the establishment of a carloading department are important moves that mark the progress of Grand Rapids as the world center of furniture manufacture and sale. Dealers are urgently requested to refer to the traffic department of the Association any transportation difficulties they may experience in connection with their shipments of Grand Rapids furniture, and without cost to the dealer such difficulties are given expert attention until a proper and satisfactory conclusion is reached.

In undertaking to develop and improve the car loading service the furniture manufacturers are not seeking a profit from the loading of the cars and therefore expect to render more valuable service at a reduced cost to the dealer, thus facilitating to the greatest extent possible the transportation of his purchases of Grand Rapids manufacture.

The car loading department of the Grand Rapids Furniture Association, organized with a definite purpose and worthy object, will have the support of thirty-one of the largest furniture manufacturing concerns in the world and of hundreds of furniture dealers; it is viewed with approval by the railroads and is under most expert and capable management. Not operated for personal or private profit, no expense necessary to the best service will be spared and the two departments, traffic and car loading, will combine to further demonstrate and maintain the supremacy of Grand Rapids as a furniture market.

Death of Grand Chaplain Thompson.

Hillsdale, March 12 — One more sample case is locked and the key thrown into the sea of eternal love; one more orderbook is closed, its pages written full of kind acts of brotherly fraternalism. Hillsdale Council, No. 116, bows its head in humble submission to the will of the Supreme Ruler of the Universe and the Grand Council of Michigan mourns with them in the loss of our dearly beloved brother, Frank W. Thompson. Ever ready to minister to the needy and distressed and with outstretched hands of friendship to all was the man as we knew him, truly one of God's noblemen. For thirty-five years Mr. Thompson traveled his territory in Michigan and none was better known or more highly respected and esteemed; and when the journey of life was nearing its completion and he knew it his thoughts still were commissions to brothers nearest him of the carrying out of his cherished desires for those left behind. Twelve years ago, at the organization of Hillsdale Council, one of the charter members was our Brother Thompson, he being the first Past Counselor for six years. He held office on the Grand Executive Committee of Michigan and for the past five years had been Grand Chaplain, an appointive office, and each year he was appointed by the Grand Counselor presiding. What greater tribute could be accorded any man? The funeral was held from the home in Hillsdale, Friday, March 11, and attended by over forty members of Hillsdale Council, and many of the Grand officers and was held under the auspices of the Knights Templar Commandery, with the body of United Commercial Travelers acting as escort.

J. D. M.
Hillsdale, March 12—Grand Counselor Lincoln has addressed the following communication to Burr Wilber, Past Counselor of Hillsdale Council:

Inasmuch as the beneficent Father of all has seen fit to take from our ranks our dearly beloved Grand Chaplain, Brother F. W. Thompson,

who has long been in the service, always loyal and true, ever ready to respond to any call for the welfare and upbuilding of the U. C. T. in Michigan, as a dying request of our Grand Chaplain it affords me great pleasure to carry out his wishes, and I do hereby this day tender you the office of Grand Chaplain of Michigan for the unexpired term, which closes June 11, 1910, and I am confident that you will fill the office and discharge the duties in a manner that will command the admiration of every U. C. T. in Michigan.

Ernest McLean Now Landlord of American House.

Kalamazoo, March 15—From a bellhop to hotel manager is the story of the career of Ernest McLean, who has just assumed charge of the American House, Kalamazoo's oldest hotel. Mr. McLean is a Michigan man, having served the traveling public in Saginaw, Bay City, Grand Rapids and Kalamazoo.

He came to this city from Grand Rapids, assuming management of the Burdick House. When the structure burned, McLean lost everything he had, except the clothing he wore.

Made penniless by the fire, he did not wait long to begin a search for work. Assuming an unimportant position at the American soon after the fire, he demonstrated his worth as a sition at the American soon after the hotel man and is now manager of the hotel.

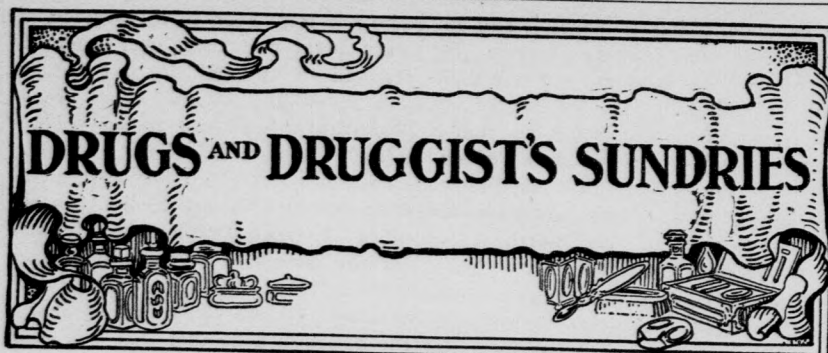
An Ishpeming correspondent writes: T. E. Ludlow, who has represented Franklin MacVeagh & Co. in the Upper Peninsula for four years past, succeeding the late John Power, will take a position with the Gannon Grocery Co., succeeding the late Will Kinsman. Mr. Ludlow finished up his work with the Chicago concern Saturday. His successor has not yet been announced.

Algernon E. White, who has sold baking powder long enough to be a man to feet high, sails for Europe about July 15, where he will spend six weeks among relatives and friends in England. Mr. White has not been back to his birthplace and the scenes of his childhood for many years and is looking forward to the trip with great pleasure.

Richard D. Warner left yesterday for Warren, Ohio, where he will spend several days with his son, Harry, who is studying music in the musical college at that place. Mr. Warner takes very few respites from business cares and will undoubtedly enjoy this brief vacation.

A Port Huron correspondent writes as follows: Joseph Wittlaff, of Detroit, a former resident of Port Huron, will be boomed by local men for the grand secretaryship of the United Commercial Travelers at the convention to be held here in June.

A Bay City correspondent writes: for a number of years traveled for the Peninsular Stove Co., has accepted a position with the P. D. Beckwith Estate, Dowagiac, stove manufacturer, and will be on the road hereafter for the Dowagiac firm.



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. Fanckboner, Grand Rapids.
 Secretary—E. E. Calkins, Ann Arbor.
 Treasurer—Willis Lelsenring, Pontiac.

The Best Method of Exterminating Weeds.

A bulletin issued by one of the agricultural experiment stations gives the following information concerning the use of chemicals as weed exterminators: Common salt may be used for the purpose. (1) By cutting off the larger plants at the summit of the root a few inches beneath the ground and throwing into the cavity so made a large handful. If this is thoroughly and carefully done it may prove very effective, indeed. (2) By sowing salt freely about over the weedy spots after surface cutting the growth. This method might kill some weeds, but can not prove satisfactory in general. (3) By proceeding as before, but turning in stock to feed where the salt was strewn. This method would probably benefit the stock, but will generally fail to kill the perennial weeds. (4) By pouring cold or hot brine upon the cut ends of weeds or their roots. In this case if the soil was quite loose and the method thoroughly carried out, it might prove very effective indeed. Salt will certainly kill vegetation, but it must be used in great quantity and would therefore be applicable to very limited areas.

Lime used profusely has often met with partial success as a weed exterminator. Its use on weeds growing in soils known to be lacking in that element would serve a double purpose, as the weeds would be of a nature to be most badly affected by its use, while the land would be thereby improved for crops needing it. The use of coal oil or kerosene as a weed exterminator can not be recommended, as it will prove too costly, and at the same time only effective when poured liberally upon small areas of soil. Sulphuric acid will kill any weed; yet, strong as it is, it must be applied directly to each individual root stock whose eradica-

tion is desired, thus rendering the process a tedious and costly one. The sulphates of metals, like sulphate of zinc, sulphate of copper, etc., might be used in the same way and prove efficacious, but the cost is to be considered. Experience and experiment have conclusively proved that any extended use of chemicals as weed killers is always attended by more expense and labor than the results can possibly compensate for.

R. E. Johnson.

The Coming Revision of the Pharmacopoeia.

There is a great deal of agitation just now in Pharmacopoeial matters, due to the forthcoming Pharmacopoeial convention in Washington in May. There is a growing demand for a greater degree of publicity in the work of the next Committee of Revision, but Professor J. P. Remington, chairman of the present Committee, is doing all he can to offset this movement. He holds that publicity will greatly retard the Committee in its work. The subject has been warmly discussed at two or three meetings, and there has been some talk of "Pharmacopoeial graft." This is entirely unnecessary and very ungenerous. There has been no "graft," and this is not the reason why committees in the past have given very little publicity to their proceedings. Now that the U. S. P. is a legal standard, however, it is generally felt that the Committee ought to take the drug trade of the country into its confidence as it goes along.

The U. S. Pharmacopoeia as it stands may be a long way from perfection, but it far surpasses any former revision as a fairly accurate and reliable index of the pharmacological and chemical knowledge up to the time of its production. That very great progress has since been made may give more promise for our next Pharmacopoeia, but in no wise reflects on the work that gave us the present one.

The next revision of the Pharmacopoeia will be accomplished under much more favorable conditions. During the past decade pharmacology has made more substantial progress than ever before. Chemistry has gone rapidly forward and therapeutic knowledge has been placed on a scientific foundation only recently possible. A live interest in the Pharmacopoeia has developed, due somewhat to its adoption as a standard in the food and drug law, and a better realization of the place it should fill has gradually extended throughout medical, chemical and pharmaceutical circles.

The Combination of Oils and Magnesia.

Magnesia may be mixed with castor oil in such a manner as to form a powder having the unmodified properties of these substances. The powder contains 50 per cent. of oil and is stable, odorless, tasteless, easy to administer and well tolerated by patients. The therapeutic efficacy is the same as an equal amount of pure castor oil and magnesia. The use of magnesia to transform certain liquids into solids or semi-solids is not new. The United States Pharmacopoeia of 1890 contains a preparation of copaiba in which the desired consistency is obtained by the addition of calcined magnesia and water. By increasing the proportion of magnesia a powder may be obtained. With glycerin, sugar and starch, magnesia forms a solid mass which may be pulverized. In this case there is a chemical combination. In the case of magnesia and castor oil it is a simple mixture, no chemical changes occurring. Neither glycerin nor fatty acids may be found in the mixture. By exhausting with ether one may recover 96 to 98 per cent. of the oil. The difference is due to the presence of a little magnesium soap which is formed by a combination of the magnesia with the free fatty acid of the oil. The mixture of the magnesia and the castor oil is very intimate. It may be treated with either heat or cold without separating the elements.

The Proper Pricing of Prescriptions.

I hope I may not be called a pessimist nor classed as a knocker, but by actual observation I know this matter does not receive the attention it should. I have in mind a man who for 25 cents compounded a prescription calling for twelve powders, composed of veronal and trional, each 60 grains; still another, who dispensed 2 fluid-ounces of Smith's Glyco-Heroin for the same money, an actual loss in each case. And yet these are every day occurrences. I know how difficult it is to get more than one dollar for a bottle of Fellows' Hypophosphites, although it does cost wholesale \$12.50 per dozen, but is that any reason why we should put up a three-ounce prescription, with instructions to copy the recipe on the label, for 25 cents, thinking it may go to a neighbor's store to be renewed? The druggist is paying more rent, he is paying more for help, in fact, he is paying more for everything that enters into his daily use. Besides, he is obliged to pay his wholesaler more for the goods he handles than he did a year ago, and yet he is not charging one cent more for his wares than he did when he was buying coal for \$5.50 per ton.

N. A. Cozens.

Pennsylvania Board Exceeds Its Authority.

A unique situation has arisen in Pennsylvania: This State has a new food and drugs act, based upon the Federal statute. The Board of Pharmacy, charged with the enforcement of the law, has, however, gone beyond the Federal rules and regulations and has established such radi-

cal rules that in effect they amount to an amendment and alteration of the law itself. The manufacturers have combined in an effort to have the regulations submitted to the courts. It has been shown over and over again in this country that an executive board or body can not be vested with legislative functions and can not go beyond the plain terms of statutory law.

Stricter Supervision of Phenol Sales.

Laws restricting the sale of carbolic acid are becoming increasingly numerous. A recent Pennsylvania act puts this substance in a list with morphine, strychnine, arsenic, prussic acid and corrosive sublimate. If these articles are not sold on a physician's prescription they can be furnished only on the personal application of "some respectable inhabitant of full age, and of the town or place in which the sale shall be made." In all cases the bottle must bear a poison label and the sale must be properly registered.

Synthetic Oil of Turpentine.

Rosin oil is introduced in small successive quantities into a closed horizontal retort, charged with soda-lime and heated to about 400 degrees C. After five or six minutes the retort is connected with a condenser and the distillates recovered in the latter are washed with caustic alkali and then with water. They are then treated with 0.5 per cent. of caustic soda, lye or 3 to 5 per cent. of lime-water and distilled by steam. The product is claimed to have the same chemical properties as natural oil of turpentine.

Keeping Hypodermic Needles Aseptic.

The hypodermic needle may be sterilized separately from the syringe by immersing it in alcohol and then passing it over a spirit flame. The alcohol burns out, leaving the needle aseptic and dry. Another method adopted by some dentists is to throw away the little wires which are in all the needles and dry out each needle with blasts of hot air from the chip-blower. Throwing away the wires is said to prolong the life of the needles.

Warner & Co. Buy Out Alfred Wright.

An important change has taken place in the perfumery trade by the affiliation of Alfred Wright, Perfumer, Inc., of Rochester, with William R. Warner & Co., of Philadelphia, pharmaceutical chemists. The business was established in 1866 by the late Alfred Wright, who conducted it until his death in 1891, since which time it has been continued by his sons, Alfred G. Wright, and John S. Wright. The business will be moved to Philadelphia.

Restore Color of Faded Gems.

Radium salts have a wonderful effect in increasing the color of some of the precious gems. Experiments along these lines are being carried on quite extensively. It is just possible that radium will enable jewelers to restore the color of certain faded gems.

WHOLESALE DRUG PRICE CURRENT

Acidum		Copaiba	1 75@1 85	Scilla	@ 50	Rubia Tinctorum	12@ 14	Vanilla	9 00@10 00
Aceticum	6@ 8	Cubebae	3 20@3 40	Scilla Co.	@ 50	Saccharum La's	18@ 20	Zinci Sulph	7@ 10
Benzolcum, Ger.	70@ 75	Erigeron	2 35@2 50	Tolutan	@ 50	Salacin	4 50@4 75	Oils	
Carbolcum	16@ 20	Evechthitos	1 00@1 10	Prunus virg	@ 50	Sanguis Drac's	40@ 50	Lard, extra	bbl. gal.
Citricum	42@ 46	Gaultheria	4 80@5 00	Zingiber	@ 50	Sapo, M	10@ 12	Lard, No. 1	35@ 90
Hydrochlor	3@ 5	Geranium	oz 75	Tinctures		Sapo, W	13 1/2@ 16	Linseed, pure raw	80@ 85
Nitrosum	8@ 10	Gossypii Sem gal	70@ 75	Aloes	60	Seidlitz Mixture	20@ 22	Linseed, boiled	81@ 86
Oxalicum	14@ 15	Hedeoma	2 50@2 75	Aloes & Myrrh	60	Sinapis	@ 18	Nest's-foot, w str	65@ 70
Phosphorium, dil.	@ 15	Junipera	40@1 20	Anconitum Nap's F	50	Sinapis, opt.	@ 30	Turpentine, bbl.	66 1/2
Salicylicum	44@ 47	Lavendula	90@3 60	Anconitum Nap's R	60	Snuff, Maccaboy,	@ 51	Whale, winter	70@ 76
Sulphuricum	13@ 5	Lemons	1 15@1 25	Arnica	50	De Voes	@ 51	Paints	
Tannicum	75@ 85	Mentha Piper	2 25@2 50	Arnica & Myrrh	60	Soda, S'h DeVo's	@ 51	Green, Paris	21@ 26
Tartaricum	38@ 40	Mentha Verid	2 75@3 00	Anconitum Nap's F	50	Soda, Boras	5 1/2@ 10	Green, Peninsular	13@ 16
Ammonia		Morruhuac, gal.	2 00@2 50	Arnica	50	Soda, Boras, po	5 1/2@ 10	Lead, red	7 1/2@ 8
Aqua, 18 deg.	4@ 6	Myricia	3 00@3 30	Asafetida	50	Soda et Pot's Tart	25@ 28	Lead, white	7 1/2@ 8
Aqua, 20 deg.	6@ 8	Olive	1 00@3 00	Atrope Belladonna	60	Soda, Carb	1 1/2@ 2	Ochre, yel Ber 1 1/2	2 @ 4
Carbonas	13@ 15	Picis Liquida	16@ 12	Aurant Cortex	50	Soda, Bi-Carb	3@ 5	Putty, commer'l	2 1/2@ 2 1/2
Chloridum	12@ 14	Picis Liquida gal.	@ 40	Barosma	50	Soda, Sulphas	3 1/2@ 4	Putty, strict pr	2 1/2@ 2 1/2
Aniline		Ricina	94@1 00	Benzoin	50	Spts. Cologne	@ 2 60	Red Venetian	1 1/2@ 2 1/2
Black	2 00@2 25	Rosae oz.	5 50@7 00	Benzoin Co.	50	Spts. Ether Co.	50@ 55	Shaker Prep'd	1 25@1 35
Brown	30@1 00	Rosmarini	@ 1 00	Cantharides	75	Spts. Myrcia	@ 2 50	Vermillion, Eng.	75@ 80
Red	45@ 50	Sabina	90@1 00	Capsicum	50	Spts. Vinl Rect bbl	@ 50	American	13@ 15
Yellow	2 50@3 00	Santal	@ 4 50	Cardamon	75	Spts. Vi'l Rect 1/2 b	@ 50	Whiting Gilders'	@ 95
Bacca		Sassafras	85@ 90	Cardamon Co.	75	Spts. Vi'l R't 10 gl	@ 50	Whit'g Paris Am'r	@ 1 25
Cubebae 5	45@ 50	Sinapis, ess. oz.	@ 65	Cassia Acutifol	50	Strychnia, Crys'l 1 10@1 30	@ 30	Whit'g Paris Eng.	@ 1 40
Juniperus	10@ 12	Succini	40@ 45	Cassia Acutifol Co	50	Sulphur Subl	2 1/2@ 4	Whiting, white S'n	@ 1 40
Xanthoxylum	1 25@1 50	Thyme	40@ 50	Castor	1 00	Sulphur, Roll	2 1/2@ 3 1/2	Varnishes	
Balsamum		Thyme, opt.	@ 1 60	Catechu	50	Tamarinds	8@ 10	Extra Turp	1 60@1 70
Copaiba	65@ 75	Theobromas	15@ 20	Cinchona	50	Quina, S. Ger	17@ 27	No. 1 Turp Coach 1	10@1 90
Peru	1 90@2 00	Tigilil	90@1 00	Cinchona Co.	60	Quina, S. P & W	17@ 27		
Terabin, Canada	78@ 80	Potassium		Columbia	50				
Tolutan	40@ 45	Bi-Carb	15@ 18	Cubebae	50				
Cortex		Bichromate	13@ 15	Digitalis	50				
Abies, Canadian	18	Bromide	25@ 30	Ergot	50				
Cassia	20	Carb	12@ 15	Ferri Chloridum	35				
Cinchona Flava	18	Chlorate	12@ 14	Gentian	50				
Buonymus atro.	60	Cyanide	30@ 40	Gentian Co.	60				
Myrica Cerifera	20	Iodide	3 00@3 10	Guaiaca	60				
Prunus Virgin.	15	Potassa, Bitart pr	30@ 32	Guaiaca ammon	60				
Quillaja, gr'd.	15	Potass Nitras opt	7@ 10	Hyoscyamus	50				
Sassafras, po 25.	24	Potass Nitras	6@ 8	Iodine, colorless	75				
Ulmus	20	Potass Nitras	23@ 26	Kino	50				
Extractum		Sulphate po	15@ 18	Lobelia	50				
Glycyrrhiza, Gla.	24@ 30	Radix		Myrrh	50				
Glycyrrhiza, po.	28@ 30	Aconitum	20@ 25	Nux Vomica	50				
Haematox	11@ 12	Althae	30@ 35	Opil	1 25				
Haematox, 1s	13@ 14	Anchusa	10@ 12	Opil, camphorated	1 00				
Haematox, 1/2s	14@ 15	Arum po	@ 25	Opil, deodorized	2 00				
Haematox, 1/4s	16@ 17	Calamus	20@ 40	Quassia	50				
Ferru		Gentiana po 15.	12@ 15	Rhatany	50				
Carbonate Precip.	15	Glycyrrhiza pv 15	16@ 18	Rhei	50				
Citrate and Quina	2 00	Hellebore, Alba	12@ 15	Sanguinaria	50				
Citrate Soluble	55	Hydrastis, Canada	@ 2 50	Serpentaria	50				
Ferrocyanidum S	40	Hydrastis, Can. po	@ 2 60	Stromonium	60				
Solut. Chloride	15	Inula, po	18@ 22	Tolutan	60				
Sulphate, com'l.	2	Ipecac, po	2 00@2 10	Valerian	50				
Sulphate, com'l. by	70	Iris plox	35@ 40	Veratrum Veride	60				
Sulphate, pure	7	Isalapa, pr.	65@ 70	Zingiber	60				
Flora		Maranta, 1/4s	@ 35						
Arnica	20@ 25	Podophyllum po	15@ 18						
Anthemis	50@ 60	Rhei	75@1 00						
Matricaria	30@ 35	Rhei, cut	1 00@1 25						
Folia		Rhei, pv.	75@1 00						
Barosma	75@ 80	Sanguinaria, po 18	@ 15						
Cassia Acutifol		Scilla, po 45	20@ 25						
Tinnevelly	15@ 20	Senega	85@ 90						
Cassia, Acutifol	25@ 30	Serpentaria	50@ 55						
Salvia officinalis,		Smilax, M	@ 25						
1/4s and 1/2s	18@ 20	Smilax, off's H.	@ 48						
Uva Ursi	8@ 10	Spigella	1 45@1 50						
Gummi		Symplocarpus	@ 25						
Acacia, 1st pkd.	@ 65	Valeriana Eng.	@ 25						
Acacia, 2nd pkd.	@ 45	Valeriana, Ger.	15@ 20						
Acacia, 3rd pkd.	@ 35	Zingiber a	12@ 16						
Acacia, sifted sts.	@ 18	Zingiber j	25@ 28						
Acacia, po	45@ 65	Semen							
Aloe, Barb	22@ 25	Anisum po 20	@ 16						
Aloe, Cape	22@ 25	Apium (gravel's)	13@ 15						
Aloe, Socotri	@ 45	Bird, 1s	4@ 6						
Ammoniac	55@ 60	Cannabis Sativa	7@ 8						
Asafetida	85@ 90	Cardamon	70@ 90						
Benzoinum	50@ 55	Carul po 15	12@ 15						
Catechu, 1s	@ 13	Chenopodium	25@ 30						
Catechu, 1/2s	@ 14	Coriandrum	12@ 14						
Catechu, 1/4s	@ 16	Cydonium	75@1 00						
Camphorae	60@ 65	Dipterix Odorate	2 50@2 75						
Euphorbium	@ 40	Foeniculum	@ 30						
Galbanum	@ 1 00	Foenugreek, po.	7@ 9						
Gamboge	25@1 35	Lini	6@ 8						
Gaultheria po 35	@ 45	Lini, gr'd. bbl. 5 1/2	6@ 8						
Kino	45@ 50	Lobelia	75@ 80						
Mastic	@ 75	Pharlaris Cana'n	9@ 10						
Myrrh	45@ 50	Rapa	5@ 6						
Opium	6 00@6 10	Sinapis Alba	8@ 10						
Shellac	45@ 55	Sinapis Nigra	9@ 10						
Shellac, bleached	60@ 65	Spiritus							
Tragacanth	70@1 00	Frumentum W. D. 2	00@2 50						
Herba		Frumentum	1 25@1 50						
Absinthium	7 00@7 50	Juniperis Co.	1 75@3 50						
Eupatorium oz pk	20	Juniperis Co O T	1 65@2 00						
Lobelia	20	Saccharum N E	1 90@2 10						
Majorium	28	Sot Vinl Galli	1 75@6 50						
Mentha Pip. oz pk	23	Vini Alba	1 25@2 00						
Mentha Ver oz pk	25	Vini Oporto	1 25@2 00						
Rue	39	Sponges							
Tanacetum	22	Extra yellow sheeps'	@ 1 25						
Thymus V. oz pk	25	Florida sheeps' wool	3 00@3 50						
Magnesia		Grass sheeps' wool	@ 1 25						
Calcined, Pat.	55@ 60	Hard, slate use.	@ 1 00						
Carbonate, Pat.	18@ 20	Nassau sheeps' wool	3 50@3 75						
Carbonate, K-M.	18@ 20	Velvet extra sheeps'	@ 2 00						
Carbonate	18@ 20	Yellow Reef, for	@ 1 40						
Oleum		Syrups							
Absinthium	6 50@7 00	Acacia	@ 50						
Amygdalae Dulc.	75@ 85	Aurant Cortex	@ 50						
Amygdalae, Ama	8 00@8 25	Ferri Iod	@ 50						
Anisi	1 90@2 00	Ipecac	@ 50						
Aurant Cortex	2 75@2 85	Rhei Arom	@ 50						
Bergamoti	5 50@5 60	Smilax Om's	50@ 60						
Cajuputi	85@ 90	Sanaga	@ 50						
Caryophilli	1 30@1 40								
Cedar	50@ 90								
Chenopadii	3 75@4 00								
Cinnamoni	1 75@1 85								
Conium Mac	80@ 90								
Citronella	60@ 70								

Lupulin	@ 40	Rubia Tinctorum	12@ 14	Vanilla	9 00@10 00
Lycopodium	70@ 75	Saccharum La's	18@ 20	Zinci Sulph	7@ 10
Macis	65@ 70	Salacin	4 50@4 75	Oils	
Magnesia, Sulph.	3@ 5	Sanguis Drac's	40@ 50	Lard, extra	bbl. gal.
Mannia S. F.	75@ 85	Sapo, G	@ 15	Lard, No. 1	35@ 90
Menthol	3 15@3 35	Sapo, M	10@ 12	Linseed, pure raw	80@ 85
Morphia, SP&W	3 55@3 80	Sapo, W	13 1/2@ 16	Linseed, boiled	81@ 86
Morphia, SNYQ	3 55@3 80	Seidlitz Mixture	20@ 22	Nest's-foot, w str	

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

12 oz. oval doz. box .75		AXLE GREASE		Cove, 2lb. oval .80@75		Premium, 1/2s .80@75		Ginger Snaps N. B. C. 8		Muscatels 2 or. 5		L. M. Seeded 1 lb. 6 1/2		California Prunes 100-125 2 1/2 lb. boxes .4		80-100 25lb. boxes .4 1/2		80-90 25lb. boxes .5		70-80 25lb. boxes .6		60-70 25lb. boxes .6 1/2		50-60 25lb. boxes .7		40-50 25lb. boxes .7 1/2		30-40 25lb. boxes .8 1/2		4c less in 50lb. cases		FARINACEOUS GOODS		Beans		Dried Lima .5 1/2		Med. Hand Pkd .2 1/2		Brown Holland .2 1/2		24 1 lb. packages .1 50		Bulk, per 100 lbs. .3 50		Hominy		Flake, 50 lb. sack .1 00		Pearl, 100 lb. sack .2 45		Pearl, 200 lb. sack .4 80		Maccaroni and Vermicelli		Domestic, 10 lb. box .60		Imported, 25 lb. box .2 50		Pearl Barley		Common .3 00		Chester .3 00		Empire .3 55		Peas		Green, Wisconsin, bu. .2 25		Green, Scotch, bu. .2 25		Split, lb. .04		Sage		East India .5		German, sacks .5		German, broken pkg. .5		Tapioca		Flake, 110 lb. sacks .6		Pearl, 180 lb. sacks .4		Pearl, 24 lb. pkgs. 7 1/2		FLAVORING EXTRACTS		Foots & Jenks		Coleman Brand		Lemon		No. 2 Terpeness .75		No. 3 Terpeness .1 75		No. 8 Terpeness .3 00		Vanilla		No. 2 High Class .1 20		No. 4 High Class .3 00		No. 8 High Class .4 00		Jaxon Brand		Vanilla		2 oz. Full Measure .3 10		4 oz. Full Measure .4 00		8 oz. Full Measure .5 00		Lemon		2 oz. Full Measure .1 35		4 oz. Full Measure .2 40		8 oz. Full Measure .4 50		Jennings D. C. Brand		Terpeness Ext. Lemon		No. 2 Panel .75		No. 4 Panel .1 50		No. 6 Panel .3 00		Taper Panel .1 50		2 oz. Full Measure .1 25		4 oz. Full Measure .2 00		Jennings D. C. Brand		Extract Vanilla		No. 2 Panel .1 25		No. 4 Panel .3 00		No. 6 Panel .3 00		Taper Panel .3 00		1 oz. Full Measure .90		2 oz. Full Measure .1 80		4 oz. Full Measure .3 50		No. 2 Assorted Flavors 1 00		GRAIN BAGS		Amoskeag, 100 in bale 19		Amoskeag, less than bl 19 1/2		GRAIN AND FLOUR		Wheat		Red .1 12		White .1 11		Winter Wheat Flour		Local Brands		Patents .6 10		Seconds Patents .5 60		Straight .5 10		Second Straight .4 70		Clear .4 00		Flour in barrels, 25c per barrel additional.		Lemon & Wheeler Co.		Big Wonder 1/2s cloth 5 85		Big Wonder 1/4s cloth 5 85		Worden Grocer Co.'s Brand		Quaker, paper .5 60		Quaker, cloth .5 80		Wykes & Co.		Eclipse .5 40	
Ammonia		Baked Beans		Bath Brick		Bluing		Brooms		Brushes		Butter Color		Candles		Canned Goods		Carbon Oils		Catsup		Cereals		Cheese		Chewing Gum		Chicory		Chocolate		Clothes Lines		Cocoa		Cocoanut		Cocoa Shells		Coffee		Confections		Crackers		Cream Tartar		Dried Fruits		Farinaceous Goods		Feed		Fish and Oysters		Fishing Tackle		Flavoring Extracts		Flour		Fresh Meats		Gelatin		Grain Bags		Grains		Herbs		Hides and Pelts		Jelly		Licorice		Matches		Meat Extracts		Mince Meat		Molasses		Mustard		Nuts		Olives		Pipes		Pickles		Playing Cards		Potash		Provisions		Rice		Salad Dressing		Saleratus		Salt Soda		Salt		Salt Fish		Seeds		Shoe Blacking		Snuff		Soap		Soda		Soups		Spices		Starch		Syrups		Tea		Tobacco		Twine		Vinegar		Wicking		Woodenware		Wrapping Paper		Yeast Cake																																																																			
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6	7	8	9	10	11
Kansas Hard Wheat Flour Judson Grocer Co. 6 30 Fanchon, 1/2 cloth 5 90 Lemon & Wheeler Co. 5 80 White Star, 1/2 cloth 5 90 White Star, 1/2 cloth 5 80 White Star, 1/2 cloth 5 70 Grand Rapids Grain & Milling Co. Brands Purity, Patent 5 70 Wizard, Flour 5 60 Wizard, Graham 5 60 Wizard, Corn Meal 4 00 Wizard, Buckwheat 4 00 Rye Spring Wheat Flour Roy Baker's Brand Golden Horn, family 5 95 Golden Horn, bakers 5 85 Duluth Imperial 6 00 Wisconsin Rye 4 55 Judson Grocer Co.'s Brand Ceresota, 1/2 6 40 Ceresota, 1/2 6 30 Ceresota, 1/2 6 20 Lemon & Wheeler's Brand Wingold, 1/2 6 40 Wingold, 1/2 6 30 Wingold, 1/2 6 20 Warden Grocer Co.'s Brand Laurel, 1/2 cloth 6 35 Laurel, 1/2 cloth 6 25 Laurel, 1/2 cloth 6 15 Voigt's Milling Co.'s Brand Voigt's Crescent 6 00 Voigt's Flour (whole wheat flour) 6 00 Voigt's Hygienic Graham 5 40 Voigt's Royal 6 40 Wykes & Co. Sleepy Eye, 1/2 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 Meal Bolted 3 90 Golden Granulated 4 00 St. Car Feed screened 28 50 No. 1 Corn and Oats 28 50 Corn, cracked 28 50 Corn Meal, coarse 28 50 Winter Wheat Bran 24 00 Middlings 26 00 Buffalo Gluten Feed 33 00 Dairy Feeds Wykes & Co. O P Linseed Meal 40 00 O P Laxo-Cake-Meal 37 00 Cottonseed Meal 35 00 Gluten Feed 31 50 Brewers' Grains 28 00 Hammond Dairy Feed 25 00 Alfalfa Meal 25 00 Oats Michigan carlots 49 Less than carlots 52 Corn Carlots 62 Less than carlots 65 Hay Carlots 17 Less than carlots 18 HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25 HORSE RADISH Per doz. 90 JELLY 5lb pails, per doz. 2 25 15lb. pails, per pail 55 30lb. pails, per pail 98 MAPLE 2 oz. bottles, per doz 3 00 MATCHES C. D. Crittenden Co. Noiseless Tip 4 50 @ 4 75 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Good 22 Fair 20 Half barrels 2c extra MINCE MEAT Per case 2 90 MUSTARD 1/2 lb. 6 lb. box 18 OLIVES Bulk, 1 gal. kegs 1 10 @ 1 20 Bulk, 2 gal. kegs 1 00 @ 1 10 Bulk, 5 gal. kegs 95 @ 1 05 Manzanilla, 3 oz. 2 50 Queen, pints 2 50 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 90 Stuffed, 3 oz. 1 45 PIPES Clay, No. 216, per box 1 75 Clay, T. D., full count 60 Cob 90 PICKLES Medium Barrels, 1,200 count 6 25 Half bbls., 600 count 3 65 Small Half bbls., 1,200 count 4 50 PLAYING CARDS. No. 90 Steamboat 85 No. 15, Rival, assorted 1 75 No. 20, Rover, enam'd 2 00 No. 572, Special 1 75 No. 98 Golf, satin fin. 2 00 No. 808 Bicycle 2 00 No. 632 Tourist whist 2 25 POTASH Babbitt's 4 00 PROVISIONS Barreled Pork Mess, new 22 00 Clear Back 24 50 Short Cut 21 50	Short Cut Clear 21 50 Bean 20 50 Brisket, Clear 24 00 Pig 24 00 Clear Family 21 00 Dry Salt Meats S. P. Bellies 16 Lard Pure in tierces 13 3/4 Compound Lard 9 80 lb. tubs 1/2 advance 40 lb. tubs 1/2 advance 20 lb. tins 1/2 advance 10 lb. pails 1/2 advance 5 lb. pails 1/2 advance 8 lb. pails 1/2 advance Smoked Meats Hams, 12 lb. average 14 Hams, 14 lb. average 14 Hams, 16 lb. average 14 Hams, 18 lb. average 14 Skinned Hams 15 Ham, dried beef sets 16 1/2 California Hams 11 1/2 Picnic Boiled Hams 15 Boiled Ham 22 Berlin Ham, pressed 11 Minc'd Ham 11 Bacon 17 1/2 Sausages Bologna 8 Liver 5 Frankfort 10 Pork 11 Veal 11 Tongue 11 Headcheese 9 Beef Boneless 14 00 Rump, new 14 00 Pig's Feet 1/2 bbls. 1 00 1/2 bbls., 40 lbs. 2 00 1/2 bbls. 4 00 1 bbl. 9 00 Tripe Kits, 15 lbs. 80 1/2 bbls., 40 lbs. 1 60 1/2 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 32 Beef, rounds, set 25 Beef, middles, set 80 Sheep, per bundle 90 Uncolored Butterine Solid dairy 10 @ 12 Country Rolls 10 1/2 @ 16 1/2 Canned Meats Corned beef, 2 lb 3 00 Corned beef, 1 lb. 1 75 Roast beef, 2 lb. 3 00 Roast beef, 1 lb. 1 75 Potted ham, 1/2 50 Potted ham, 1/2 50 Deviled Ham, 1/2 50 Deviled Ham, 1/2 50 Potted tongue, 1/2 50 Potted tongue, 1/2 50 RICE Fancy 7 @ 7 1/2 Japan 5 1/2 @ 6 1/2 Broken 2 1/2 @ 3 1/2 SALAD DRESSING Columbian, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Scurine, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box 3 00 Arm and Hammer 3 00 Deland's 3 00 Dwight's Cow 3 00 L. P. 3 00 Standard 1 80 Wyandotte, 100 lbs. 3 00 SAL SODA Granulated, bbls. 80 Granulated, 100 lbs. cs. 90 Lump, bbls. 80 Lump, 145 lb. kegs 9 SALT Common Grades 100 3 lb. sacks 2 40 60 5 lb. sacks 2 25 28 10 1/2 lb. sacks 2 10 56 lb. sacks 32 28 lb. sacks 17 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56 lb. sacks 24 Common Granulated, fine 1 00 Medium, fine 95 SALT FISH Cod Large whole @ 7 Small whole @ 6 1/2 Strips or bricks 7 1/2 @ 10 1/2 Pollock @ 5 Halibut Strips 15 Chunks 16 Holland Herring White Hp. bbls. 10 50 @ 11 00 White Hp. 1/2 bbls. 5 25 @ 5 75 White Hoop mchs. 60 @ 70 Norwegian Round, 100 lbs. 3 75 Round, 40 lbs. 1 90 Sealed 14 Trout No. 1, 100 lbs. 7 50 No. 1, 40 lbs. 3 25 No. 1, 10 lbs. 90 No. 1, 8 lbs. 75 Mackerel Mess, 100 lbs. 15 50 Mess, 40 lbs. 6 60 Mess, 10 lbs. 1 75 Mess, 8 lbs. 1 40	No. 1, 100 lbs. 14 00 No. 1, 40 lbs. 6 00 No. 1, 10 lbs. 1 60 No. 1, 8 lbs. 1 30 Whitefish No. 1, No. 2 Fam. 100 lbs. 9 75 @ 3 50 50 lbs. 5 25 @ 1 90 10 lbs. 1 12 @ 50 8 lbs. 92 @ 48 SHOE BLACKING Handy Box, large 3 dz 2 50 Handy Box, small 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85 SNUFF Scotch, in bladders 37 Macaboy, in jars 35 French Rappie in jars 43 SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond, 50 8oz 2 80 Dusky D'nd 100 6 oz 3 60 Jay Rose, 50 bars 3 60 Savon Imperial 3 00 White Russian 3 15 Dome, oval bars 3 00 Satinet, oval 2 70 Snowberry, 100 cakes 4 00 Proctor & Gamble Co. Lenox 3 50 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 50 Lautz Bros. & Co. Acme, 70 bars 4 00 Acme, 30 bars 4 00 Acme, 25 bars 4 00 Acme, 100 cakes 3 85 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 toll 4 00 Marseilles, 1/2 bx toilet 2 10 A. B. Wrisley Good Cheer 4 00 Old Country 3 40 Soap Powders Snow Boy 100s, 11bs. 4 00 Snow Boy 24 41bs. 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 41b. 3 80 Pearline 3 75 Soapine 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 30 Rub-No-More 3 85 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gro. lots 4 50 Sapolio, single boxes 2 25 Sapolio, hand 2 25 Scourine Manufacturing Co. Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 SPICES Whole Spices Allspice, Jamaica 13 Allspice, large Garden 11 Cloves, Zanzibar 16 Cassia, Canton 14 Cassia, 5c pkg, doz. 25 Ginger, African 9 1/2 Ginger, Cochon 14 1/2 Mace, Penang 50 Mixed, No. 1 16 1/2 Mixed, No. 2 10 Mixed, 5c pkgs. doz. 45 Nutmegs, 75-80 25 Nutmegs, 105-110 20 Pepper, Black 14 Pepper, White 25 Pepper, Cayenne 22 Paprika, Hungarian 22 Pure Ground in Bulk 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 STARCH Corn Kingsford, 40 lbs. 7 1/2 Muzzy, 20 1lb. pkgs. 5 1/4 Muzzy, 40 1lb. pkgs. 5 Gloss Kingsford Silver Gloss, 40 1lbs. 7 1/2 Silver Gloss, 16 3lbs. 6 3/4 Silver Gloss, 12 6lbs. 8 Muzzy 48 1lb. packages 5 16 5lb. packages 4 1/2 12 6lb. packages 6 50lb. boxes 4 SYRUPS Corn Barrels 27 Half barrels 29 20lb. cans 1/2 dz. in cs. 1 65 10lb. cans, 1/2 dz. in cs. 1 60 5lb. cans, 2 dz. in cs. 1 70 3 1/2 lb. cans, 3 dz. in cs. 1 75	Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sundried, medium 24 @ 26 Sundried, choice 30 @ 32 Sundried, fancy 36 @ 40 Regular, medium 24 @ 26 Regular, choice 30 @ 32 Regular, fancy 36 @ 40 Basket-fired, medium 30 Basket-fired, choice 35 @ 37 Nibs 26 @ 30 Siftings 10 @ 12 Fannings 14 @ 15 Gunpowder Moyune, medium 28 Moyune, choice 32 Moyune, fancy 40 @ 45 Pingsuey, medium 25 @ 28 Pingsuey, choice 30 Pingsuey, fancy 40 @ 45 Young Hyson Choice 30 Fancy 40 @ 50 Oolong Formosa, fancy 45 @ 60 Amoy, medium 25 Amoy, choice 32 English Breakfast Choice 25 Fancy 30 India Ceylon, choice 30 @ 35 Fancy 45 @ 50 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails 56 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 41 Tiger 41 Plug Red Cross 30 Palo 35 Kyo 35 Battle Ax 34 American Eagle 33 Standard Navy 37 Spear Head, 7 oz. 44 Spear Head, 1 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 33 J. T. 33 Pipe Heidsick 69 Boot Jack 36 Honey Dip Twist 43 Black Stangard 40 Cadillac 34 Forge 34 Nickel Twist 32 Mill 32 Great Navy 30 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5lb. 27 I X L, 16 oz. pails 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 21 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1lb. pails 39 Cream 38 Corn Cake, 2 1/2 oz. 26 Corn Cake, 1lb. 21 Plow Boy, 1 1/2 oz. 39 Plow Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 39 Peerless, 1 1/2 oz. 39 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXXX 30 Good Indian 26 Self Binder, 16oz. 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 24 Cotton, 4 ply 24 Jute, 2 ply 14 Hemp, 6 ply 12 Flax, medium N 24 Wool, 1 lb. balls 8 VINEGAR State Seal 12 Oakland apple cider 14 Morgan's Old Process 14 Barrels free. WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels, wide band 1 10 Bushels, wide band 1 25 Market 40 Splint, large 3 50 Splint, medium 3 00 Splint, small 2 75 Willow, Clothes, large 8 25 Willow, Clothes, me'm 7 25 Willow, Clothes, small 6 25	Butter Plates Wire End or Ovals. 1/2 lb., 250 in crate 30 1 lb., 250 in crate 30 2 lb., 250 in crate 35 3 lb., 250 in crate 40 5 lb., 250 in crate 50 Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 Clothes Pins Round Head. 4 1/2 inch, 5 gross 50 4 1/2 inch, 5 gross 55 Cartons, 20 2 1/2 doz. bxs. 60 Egg Crates and Fillers Humpty Dumpty, 12 dz. 20 No. 1 complete 28 No. 2 complete 28 Case No. 2 fillers 15 sets 1 35 Case, mediums, 12 sets 1 15 Faucets Cork, lined 8 in. 70 Cork lined, 9 in. 80 Cork lined, 10 in. 90 Mop Sticks Trojan spring 90 Eclipse patent spring 85 No. 1 common 80 No. 2 pat. brush holder 85 12lb. cotton mop heads 1 40 Ideal No. 7 85 Pails 2-hoop Standard 2 15 3-hoop Standard 2 35 2-wire, Cable 2 25 3-wire, Cable 2 45 Cedar, all red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 45 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 65 Rat, wood 80 Rat, spring 75 Tubs 20-in. Standard, No. 1 8 75 18-in. Standard, No. 2 7 75 16-in. Standard, No. 3 6 75 20-in. Cable, No. 1 9 25 18-in. Cable, No. 2 8 25 16-in. Cable, No. 3 7 25 No. 1 Fibre 10 25 No. 2 Fibre 9 25 No. 3 Fibre 8 25 Washboards Bronze Globe 2 50 Dewey 1 75 Double Acme 3 75 Single Acme 3 15 Double Peerless 3 75 Single Peerless 3 25 Northern Queen 3 25 Double Duplex 3 25 Good Luck 2 75 Universal 3 00 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 20 Wood Bowls 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 WRAPPING PAPER Common straw 2 Fibre Manila, white 3 Fibre Manila, colored 4 No. 1 Manila, colored 4 Cream Manila 4 Butcher's Manila 2 1/2 Wax Butter, short cut 13 Wax Butter, full count 20 Wax Butter, rolls 19 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Fast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Whitefish, Jumbo 16 Whitefish, No. 1 12 Trout 11 1/2 Halibut 10 Herring 7 Bluefish 14 1/2 Live Lobster 29 Boiled Lobster 29 Cod 10 Haddock 8 Pickerel 12 Pike 9 Perch 8 Smoked, White 12 1/2 Chinook Salmon 15 Mackerel Finnan Haddie Roe Shad Shad Roe, each Speckled Bass 8 1/2 HIDES AND PELTS Hides Green No. 1 11 Green No. 2 10 Cured No. 1 13 Cured No. 2 12 Calfskin, green, No. 1 13 Calfskin, green, No. 2 11 Calfskin, cured, No. 1 14 Calfskin, cured, No. 2 12 1/2 Pelts Old Wool @ 80 Lambs 50 @ 75 Shearings 40 @ 65 Tallow No. 1 @ 5 No. 2 @ 4 Wool Unwashed, med. @ 25 Unwashed, fine @ 23 Standard Twist 8 Cases Jumbo, 32 lb. 7 1/2 Extra H H 10 Boston Cream 13 Big stick, 30 lb. case 8 Mixed Candy Grocers 6 1/2 Competition 7 Special 8 Conserve 7 1/2 Royal 13 Ribbon 10 Broken 8 Cut Loaf 8 1/2 Leader 8 Kindergarten 10 French Cream 9 Star 11 Hand Made Cream 16 Premio Cream mixed 14 Paris Cream Bon Bons 10 Fancy—in Pails Gypsy Hearts 14 Coco Bon Bons 14 Fudge Squares 13 Peanut Squares 9 Sugared Peanuts 12 Salted Peanuts 12 Starlight Kisses 13 San Blas Goodies 12 Lozenges, plain 10 Lozenges, printed 12 Champion Chocolate 13 Eclipse Chocolates 14 Bureka Chocolates 15 Quintette Chocolates 14 Champion Gum Drops 9 Moss Drops 10 Lemon Sours 10 Imperials 10 Ital Cream Opera 12 Ital Cream Bon Bons 12 Golden Waffles 13 Red Rose Gum Drops 16 Auto Bubbles 13 Fancy—in 5lb. Boxes Old-fashioned Molasses 10lb. bx 1 30 Orange Jellies 50 Lemon Sours 50 Old-fashioned Horehound drops 60 Peppermint Drops 60 Champion Choc. Drops 60 H. M. Choc. Drops 1 10 H. M. Choc. Lt. and Dark No. 12 1 19 Bitter Sweets, asstd. 1 34 Brilliant Gums, asstd. 60 A. A. Licorice Drops 60 Lozenges, printed 65 Lozenges, plain 65 Imperials, plain 65 Mottos 65 Cream Bar 65 G. M. Peanut Bar 60 Hand Made Crms 80 @ 90 Cream Wafers 65 String Rock 65 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Good 3 50 Up-to-date Assmt't 3 75 Ten Strike No. 1 6 00 Ten Strike No. 2 6 00 Ten Strike, Summer assortment 6 75 Scientific Ass't. 18 00 Pop Corn Cracker Jack 3 35 Giggles, 5c pkg. cs 3 50 Pop Corn Balls 200s 1 85 Azulikit 100s 3 25 Oh My 100s 3 25 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS—Whole Almonds, Tarragona 16 Almonds, Drake 15 Almonds, California sft. shell 12 @ 13 Brazils 12 @ 13 Filberts 12 @ 13 Cal. No. 1 12 Walnuts, soft shell 15 @ 16 Walnuts, Marbot 13 Table nuts, fancy 13 @ 13 1/2 Pecans, Med. 13 Pecans, ex. large 14 Pecans, Jumbos 16 Hickory Nuts per bu. Ohio, new Cocoanuts Chestnuts, New York State, per bu. Shelled Spanish Peanuts @ 9 Pecan Halves @ 58 Walnut Halves 30 @ 32 Filbert Meats @ 27 Alicante Almonds @ 42 Jordan Almonds @ 47 Peanuts 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

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

CIGARS

Johnson Cigar Co.'s Brand



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

Worden Grocer Co. brand
Ben Hur

Perfection .35
Perfection Extras .35
Londres .35
Londres Grand .35
Standard .35
Puritans .35
Panatellas, Finas .35
Panatellas, Bock .35
Jockey Club .35

COCOANUT

Baker's Brazil Shredded



70 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 .7 @ 5
Livers .7 @ 5

Pork

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

Mutton

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

Veal

Carcass .6 @ 9

CLOTHES LINES

Sisal

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

Jute

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

Cotton Victor

50ft. .1 16
60ft. .1 35
70ft. .1 60

Cotton Windsor

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

Cotton Braided

40ft. .95
60ft. .1 35
80ft. .1 65

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

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



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

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

FISHING TACKLE

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

Cotton Lines

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

Linen Lines

Small 20
Medium 26
Large 34

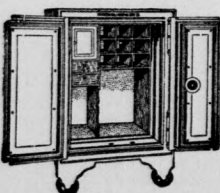
Poles

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

GELATINE

Cox's, 1 doz. Large .1 80
Cox's, 1 doz. Small .1 00
Knox's Sparkling, doz. 1 25
Knox's Sparkling, gr. 14 00
Nelson's .1 50
Knox's Acidu'd. doz. 1 25
Oxford .75
Plymouth Rock .1 25

SAFES



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

SOAP

Beaver Soap Co.'s Brand.



100 cakes, large size .6 50
50 cakes, large size .3 25
100 cakes, small size .3 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 .3 75
Halford, small .2 25

Lowest

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

And because our comparatively inexpensive method of selling, through a catalogue, reduces costs.

We sell to merchants only.

Ask for current catalogue.

Butler Brothers

New York

Chicago St. Louis

Minneapolis



Mail orders to W. F. McLaughlin & Co., Chicago

GRAND RAPIDS FIRE INSURANCE AGENCY

THE McBAIN AGENCY

Grand Rapids, Mich. The Leading Agency



IF one of your customers should ask you some day why

MINUTE GELATINE (FLAVORED)

is the best, you will want to know. Then bear these points in mind: It is absolutely pure. The flavors are TRUE FRUIT. When prepared for the table it is the clearest, firmest, and most NATURAL flavored gelatin on the market. If a customer is dissatisfied, we will refund the purchase price. You are absolutely safe in recommending it. Where do YOU come in? The 33 1-3 per cent ought to look good to you, especially when every package you sell makes a friend for you. Don't sell it for less than 10c STRAIGHT. It's not in the three for a quarter class. Let us send you a package to try at home. Write us to-day, give your jobber's name and we'll prove our claims. MINUTE TAPIOCA CO., 223 W. Main St., Orange, Mass.

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.



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 handsomely.

Your jobber will tell you all about it.

CORN PRODUCTS REFINING CO. NEW YORK.

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—A small day school for boys. Well equipped with apparatus, etc. Accredited. Select and growing patronage. P. O. Box 622, Savannah, Ga. 483

For Sale—Or will exchange for good land on a cash basis. A fine general store located in one of the best towns in Northern Indiana. Practically no dead stock, big established trade, invoice about \$22,000. Can reduce. This is a genuine bargain. Will not consider poor land. Address No. 482, care Tradesman. 482

Grassland—11,000 acres in Northern Wisconsin. Suitable for dairy farming. On railroad. Fine location for colony. Price \$4.50 per acre. Easy terms. E. B. Pulling, Marshfield, Wis. 481

For Sale—Drug stock and very desirable buildings in small town in Central Michigan. Address "Doc," care Michigan Tradesman. 480

For Sale—The best grocery store in the best town in the best fruit belt in Northern Michigan. Address No. 479, care Tradesman. 479

JOHN C. GIBBS EXPERT AUCTIONEER

The auction way is the quickest, the cheapest, the most satisfactory, and therefore the best way to turn merchandise into cash. My methods are proven winners. I have won for others, I can win for you. My work is fully guaranteed. Write me at Mt. Union, Iowa.

Hotel Wanted—A Michigan city of 6,500 inhabitants has only one small frame hotel. Owners will not rebuild a large hotel recently burned. Wanted a competent hotel man to join in building a 40-room modern hotel. Address M. J. Bolen, Boyne City, Mich. 477

Elegant summer home or private boarding house, 16 rooms, on Little Traverse Bay, adjoining 4 famous resorts, running water and all conveniences. E. M. Deuel, Harbor Springs, Mich. 476

For Sale—The best grocery business in the city of Batavia, Illinois, 38 miles west of Chicago. Population 6,000. Stock will invoice about \$3,500. Did a business last year of over \$30,000. We run two wagons. Address John A. Anderson & Son, Batavia, Ill. 475

For Sale—Only 5 and 10 cent store in Michigan manufacturing town of 12,000. Address Rare Chance, care Tradesman. 474

For Sale or Rent—Cheap, brick store building, Mt. Morris. Splendid opening for hardware, general grocery store. Live town. Particulars, address Thos. Ferguson, Mt. Morris, Mich. 486

For Sale—Good laundry, in lively town, cheap for cash, if taken at once. J. Dales, Chesaning, Mich. 485

Gall Stones—Bilious colic is result; no indigestion about it; your physician can not cure you; only one remedy known on earth; free booklet. Brazilian Remedy Co., Box 3021, Boston, Mass. 484

For Sale—Only bakery in good county seat town, 1,800. Good Middleby oven. Wholesale and retail trade. Can sell all two men can make. Rent \$20. Cheap at \$500. Geo. Howard, North Liberty, Ind. 469

Modern bakery, two story building, supplies and wagon, 20,000 population in Wisconsin. \$7,500. Address No. 473, care Michigan Tradesman. 473

For Sale—163½ acre black waxy land, half mile from village; R. F. D.; Southwestern telephone; good school and churches; residence, barn and other buildings; deep well and wind mill. Price \$60 per acre. W. S. Duggan, Myra, Texas. 464

For Rent—Space 66x110 feet, for furniture department in new addition, to be completed Sept. 1, to the largest department store in the State. Address The Bee Hive Company, Sioux Falls, South Dakota. 462

Desirable farms and city property to exchange for stocks of goods. G. W. Streeter, Rockford, Ill. 470

For Sale—Hardware stock and tinshop in city of 50,000; fine stock, good trade; low rent. Invoices about \$8,500. Bargain for quick cash. 612 Trust Bldg., Rockford, Ill. 471

For Sale—\$5,000 stock of general merchandise located in Genesee county. One of the best business propositions in the State of Michigan. Stock can be reduced to suit purchaser. Address No. 456, care Tradesman. 456

Wanted—Location for an up-to-date clothing store or would buy out stock clothing, shoes. Burt Jennings, Sturgis, Mich. 457

For Sale—Four business lots, 25 x 100 feet, with store and stock of general merchandise. Living rooms, warehouse and barn in connection. Everything handy. Connected with waterworks. The only reason for selling is poor health. Chas. L. Merithew, Buckley, Mich. 438

For Sale—Wool, hide and fur business established twenty years. Volume, \$200,000 per year. Present owner has made a competence and desires to retire. Will sell warehouse, cellar and residence for \$6,000 (cost \$12,000), all cash or partly on time. Purchaser should have \$5,000 or more additional capital to conduct business. Address No. 454, care Michigan Tradesman. 454

Don't buy a soda fountain of any kind until you see ours. Also have four second-hand fountains. Michigan Store & Office Fixtures Co., Grand Rapids, Mich. 452

Buy new soda fountains of us. Also have four second-hand fountains. Michigan Store & Office Fixtures Co., Grand Rapids, Mich. 452

Have a 400 acre farm south of city at \$40 per acre. Will exchange for stock of merchandise. Michigan Store & Office Fixtures Co., Grand Rapids, Mich. 453

For Sale—Fine improved 360 acre stock farm, Knox county, Illinois. Also eight foot buffalo robe. Charles Webb, Galesburg, Ill. 450

For Sale—Grocery, queensware stock, corner room, central location, clean stock. Last year's business twenty-eight thousand. Other business, must sell at once. W. E. Caldwell, Ligonier, Ind. 449

Stock of general merchandise for sale or exchange for good farm, in good location and doing good business. Will invoice about \$8,500. Don't enquire unless you mean business. Address No. 448, care Tradesman. 448

For Sale—The new plant and land which I bought on the Belt Line here (and which connects up all the railroads). Easily and cheaply converted into a box shoo factory or woodworking plant of any kind. Norfolk is one of the best locations in the country today for plant of this character. Cheap lumber and cheap freights. Write for particulars. Address "Cornelius," Box 677, Norfolk, Va. 446



Mr. Merchant:

Why Not Have a Profitable Special Sale? One that will clean up the odds and ends and bring in lots of money. My sales are successful at any season and will realize the results you desire with no bad after effect. Stocks reduced and closed out by plans that have been thoroughly tested. Remember I come in person, qualified by knowledge and experience. Write me today, giving size of stock. B. H. Comstock, 907 Ohio Building, Toledo, O.

Koshkonong, the great fruit belt. Come where you can plow all the year & raise everything. Don't stay in that cold country and perish when you can be 20 acres of unimproved land for orchards and poultry. Farms \$15 per acre, \$5 per acre cash, balance \$10 per month. No interest, no taxes. Also 40 acres of unimproved land for \$350, a little farther out. Bern Carr, Koshkonong, Mo. 445

Soda fountain for sale, 15 syrup. Glass dome for water spray, three tanks, glasses and silverware. \$900 worth for \$200. W. I. Benedict, Belding, Mich. 443

For Sale—Dry goods and notion stock, invoicing \$4,000, in Southern Michigan town. Address J. P. Southard, Harbor Springs, Mich. 442

For Sale—Drug store in mountain town, 50 miles from Denver. Full prices. Also would sell building with living rooms over store. A money maker. Address P. O. Box 165, Georgetown, Colorado. 433

Typewriter and office supplies, rubber stamps, etc. Catalogues free. Wallace-Detroit Company, Detroit, Mich. 429

Virginia farms and homes. Send us 5 cents for descriptive catalogue. Halifax Land Agency, News Ferry, Virginia. 420

For Sale Cheap—Stock of clothing and furnishings. Best location in city. Joseph Armstrong, Lapeer, Mich. 418

Incorporate under South Dakota laws. No franchise taxes; save expense, reliable. Drexel Investment Co., Drexel Bank Bldg., Chicago. 415

For Sale—Cheap, bakery. Reason, poor health. 1134 Washington Ave., North Lansing, Mich. 397

For Sale—General stock inventorying about \$7,000 doing a business exceeding \$40,000 per year. Also own half interest and operate telephone exchange of 60 farmer subscribers. Postoffice. Warehouse on track and established produce business. Will rent or sell store building and residence property. Business long established and always profitable. Refer to bankers at Howard City. Address No. 413, care Michigan Tradesman. 413

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

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

Bargain—Combination 5c and 10c store with millinery, Iowa City, 5,000 population. Stock, fixtures \$4,500. Established three years. Answer if interested. Money talks. Address 400, care Tradesman. 400

SOMETHING NEW

We can either close you out or put on a sale to build up your business at a profit for you. Others sacrifice your profits to get business. We get the business and save the profits. We would like to talk it over with you

G. B. JOHNS & CO., Auctioneers
1341 Warren Ave. West Detroit, Mich.

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

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

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. 196

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

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

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

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

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

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

SITUATIONS WANTED.

Registered pharmacist wants position about April 1st outside city. Experienced in wall paper, paints, etc. Address J. care Tradesman. 487

Position wanted in a grocery or general store. Reference A. No. 1. About seven years' experience. Address Box 352, Sheridan, Mich. 461

Position wanted by an experienced retail salesman in general merchandise lines. Twelve years' experience. Address Box 33, Gowen, Mich. 330

HELP WANTED.

Men (or women) \$4 day sure all year, raising mushrooms in cellars, sheds, boxes, etc. Big market. Free illustrated booklet. Hiram Barton, West 48th St., New York. 460

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

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.

Manufacturing Matters.

Cheboygan—The Cheboygan Chemical Co. has been incorporated, with an authorized capital stock of \$6,000, all of which has been subscribed, \$4,000 being paid in in cash and \$2,000 in property.

Lansing—The Auto Wheel Co. has been organized with an authorized capital stock of \$150,000, of which \$77,500 has been subscribed, \$8,275 being paid in in cash and \$16,566.09 in property.

Otsego—The stockholders of the Mac Sim Bar Paper Co. have voted to increase the capital stock from \$321,100 to \$400,000. All of the new stock has been taken by the old stockholders.

Lansing—The Lansing Grinding Co. has engaged in business to manufacture metal articles and machinery, with an authorized capital stock of \$50,000, of which \$25,000 has been subscribed and \$15,000 paid in in cash.

Dowagiac—John F. Brady, formerly of the Brady — Johnson Co., of Chicago, manufacturer of specialty goods, has begun the manufacture of novelty and advertising specialties under the style of the Western Novelty Co.

Escanaba—The Aley Lumber Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property. Operations will be carried on at or near Duke, Gogebic county.

Old Mission—A new company has been organized to engage in the canning business under the style of the Howe & Stickney Corporation, with an authorized capital stock of \$5,000, of which \$2,500 has been subscribed and \$1,000 paid in in cash.

Detroit—The Belle Isle Mustard Works has engaged in business to manufacture and deal in all kinds of table condiments and relishes, with an authorized capital stock of \$5,000, all of which has been subscribed, \$240 being paid in in cash and \$4,760 in property.

Detroit—The Cass Motor Truck Co. has been organized to manufacture and deal in automobiles, motor trucks and supplies and accessories, with an authorized capitalization of \$200,000 common and \$100,000 preferred, of which \$175,000 has been subscribed and paid in in property.

Mattawan—Howard Brothers, operating a feed mill at this place, have gone into voluntary bankruptcy. Papers in the case have been filed by Attorney S. H. Van Horn in the United States District Court at Grand Rapids. The firm consists of Herbert and Nelson Howard, who started the plant a year ago last November and ran for about a year. The assets consist of the mill and machinery, although titles to the mill are held by other parties. Attorney A. B. Titus, of Kalamazoo, represents most of the secured creditors.

Cadillac—The Hanselman Candy Co., Kalamazoo, is negotiating for the purchase of the building recently occupied by the collar factory with a view to engaging in the manufacture of confectionery. Geo. Fosmire, Northern Michigan representative for

the house, is conducting the negotiations for the Hanselman Co.

Cadillac—Richard Rybold and Charles Cutter, the latter formerly of Boyne City, will as soon as the weather permits erect a two-story brick building on South Mitchell street, near the auditorium, where they will engage in the manufacture of candy and its sale at wholesale.

Detroit—Alvan Macauley has resigned as General Manager of the Burroughs Adding Machine Co. to become General Manager of the Packard Motor Car Co. He will succeed S. D. Waldon, who has been elected Vice-President. Mr. Macauley has been a leading factor in building up the tremendous business of the Burroughs Adding Machine Co., of which he has been General Manager for eight years. He was one of the men directly responsible for bringing this great industry to this city. This addition to the administration staff of the Packard is the natural result of its steady growth and the need of increased assistance for President H. P. Joy and Vice-President Waldon in the conduct of the company's business.

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

In the matter of Harold M. Collins, bankrupt, notice is hereby given that the assets of said bankrupt, consisting of a general stock of jewelry, together with store furniture and fixtures and book accounts, will be offered by me for sale at public auction, according to the order of said court, on Tuesday, the 29th day of March, A. D. 1910, at 10 o'clock in the forenoon of said day, at the former store of said Harold M. Collins, at No. 305 Howard street, Petoskey, Michigan. The sale will be subject to confirmation by the court. The inventory of said assets may be seen at the office of Hon. John J. Reycraft, Petoskey, Mich., and at the office of Hon. Kirk E. Wicks, Referee in Bankruptcy, Houseman building, Grand Rapids Mich.

Dated March 15, 1910.

John J. Reycraft,
Trustee in Bankruptcy.
Peter Doran,
Grand Rapids, Mich.,
Attorney for Trustee.

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

Buffalo, March 9—Creamery, fresh, 27@32c; dairy, fresh, 22@27c; poor to common, 19@21c.

Eggs—Strictly fresh, 23c.

Live Poultry—Fowls, 18@18½c; springers, 18@18½c; ducks, 17@18c; old cocks, 12@13c; geese, 14@15c; turkeys, 20@22c.

Dressed Poultry—Old cocks, 13@14c; fowls, 18@19c; chickens, 19@21c; turkeys, 20@26c; ducks, 18@20c; geese, 13@15c.

Beans—Pea, hand-picked, new, \$2.40; red kidney, hand-picked, \$2.85@3; white kidney, hand-picked, \$2.75@3; marrow, \$2.90; medium, hand-picked, \$2.35.

Potatoes—30@40c per bu.

Rea & Witzig.

SUCCESS THROUGH FAILURE.

Some one has said that failures interest him, not simply because they are failures but because he wonders how the defeat will be taken; what the man will do next. History repeats itself in the fact that great obstacles generally block the way to great results. Drake was classed as a fanatic, his credit for a sack of flour gone, when he finally tapped the hole which set the pulse of the Standard Oil Company to throbbing, which made people rich in a day and revolutionized the entire industrial world. His repeated failures but increased his persistence. And while others scoffed or jeered, he plodded steadily away, even although credit and friends were gone.

"Failure," says Jordan, "is often the turning-point, the pivot of circumstance that swings us to higher levels. It may not be financial success; it may not be fame; it may be new draughts of spiritual, moral or mental inspiration that will change us for all the later years of our life. Life is not really what comes to us but what we get from it." Leighton expresses the thought more poetically and concisely, that "Adversity is the diamond-dust Heaven polishes its jewels with."

We have, perhaps, almost consummated a sale, and by some chance over which we have no control it goes through at the last moment. Do we sit down and bewail the bad luck? Not a bit of it. The next best thing is to watch the market and get rid of it at the best price possible; and the chances are that the market turns and we are in the end several dollars better off than if the first deal had gone through.

Setting aside the reckoning in material things, the seeming defeat which gives us more energy, more push, more self-reliance, a keener insight into human nature, a better conception of business methods, a higher faith—this is success through failure.

Entertaining Customers.

An Ohio firm is the originator of a unique idea for increasing business. Put into operation last year, the scheme worked out so well that it is going to be repeated in the very near future. This firm's announcement to its patrons gives full explanations. It reads:

"The American people are always on the alert for something new, original and entertainingly instructive. The busy store realizes this fact, and makes arrangements to give its patrons a royal treat. It is the custom of many merchants to give premiums, either in cash or in presents of some kind; but we do not believe in this system, as it can only benefit one customer among many, and it is our intention to give all our customers the benefit of a present.

"Our proposition is just this: We have arranged for three entertainments, to be given at the opera house, and to these entertainments we are going to send our customers free! We will do this in the following manner: Every 25-cent purchase entitles the customer to a ticket. When tickets amounting to \$5 are returned to

us, we will issue one ticket of admission to the entertainment. There is no limit to the number of tickets to one customer.

"As an illustration: If a customer purchases \$25 worth of goods, that customer will be entitled to five tickets to the entertainment, which he can distribute to either his family or friends. There will be no tickets sold by us whatever. If you want to go to these entertainments you must get the tickets through the purchase of goods or from some one who did purchase the goods. As to the merits of the entertainments, we can assure the public that none excelling them were ever given in the opera house."—Playthings.

Buy Goods, Not Prices.

"The last word will never be said, probably," a retail man remarked a few days ago, "in regard to policy in buying stocks, since every day produces new conditions and new wants that the buyer must meet. But there is one condition that confronts the buyer all the time, and I am inclined to regard it as a constant temptation. It is ever recurring opportunities to buy prices and discounts instead of buying merchandise. That develops which makes a manufacturer or a wholesaler want to dispose of certain goods, and as an inducement a price is fixed or some very good terms are granted and the goods are offered. Now my idea, at least up to a certain limit, is to endeavor to buy the goods that I want, not the terms that I would like. If certain lines and styles are desirable I would prefer to have them than to have less desirable goods at a special price or upon more desirable terms. I have found it true, at least so far as my own especial business is concerned, that my customers would rather have just what they want than something that does not quite suit them, even if I have passed the price advantage along to my retail figures. Of course, this is not a rule to which no exception could be made. There are certain times when the retailer can not refuse to take advantage of some of the special things that come to him, and for this reason I say that the temptation to buy prices instead of merchandise is an ever recurrent one."—Boot and Shoe Recorder.

Most of us are willing to take lessons in patience at the other man's clinic.

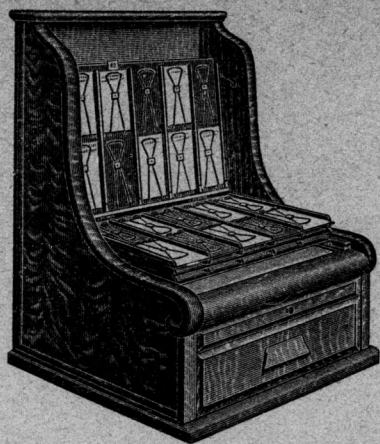
BUSINESS CHANCES.

Wanted—Several good salesmen with established trade in Western and Southwestern States to carry complete line of hats and caps for a well established house on commission basis. State territory, amount of sales and references. A fine opportunity for the right man. Miller-Allaire Co., 623 Broadway, New York, N. Y. 491

Wanted—Location in small town or city for general stock. Address Merchant, care Tradesman. 490

For Sale—\$2,500 stock general merchandise, good factory town 3,000. No. 1 farming country. Good business, offer at low price to sell quickly as other business demands attention. Address No. 488, care Tradesman. 488

For Sale—Clean grocery stock in Grand Rapids, good fixtures and delivery outfit; good location; store building and barn at reasonable rent; \$1,500 buys stock; reason for selling, poor health. Address No. 489, care Michigan Tradesman. 489



Know the Details of Your Business

If you have not a McCaskey Account Register you probably do not know just how much money is due you.

You cannot know what any one or all of your customers owe without referring to one or more books and possibly adding several columns of figures.

With THE McCASKEY you can tell at a glance what one or all owe. THE McCASKEY will give you more information about your business in five minutes than books will in hours.

Will you let us tell you about it? The information is free.

THE McCASKEY REGISTER CO.
Alliance, Ohio

Manufacturers of the famous Multiplex Duplicating and Triplicating Sales Pads.
Also single carbon pads in all varieties.

Detroit Office, 1014 Chamber of Commerce Bldg., Phone Main 3565
Grand Rapids Office, 256 Sheldon St., Citizens Phone 9645

Agencies in all Principal Cities

Our Friends Say Things to Us==



Just a Sample:

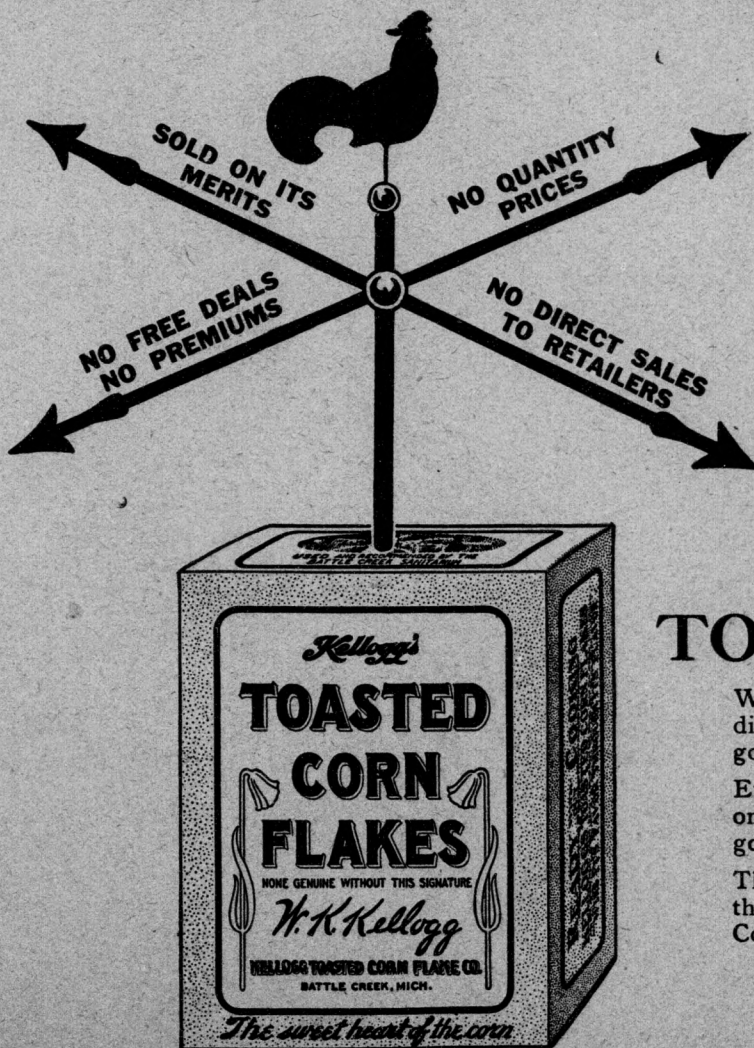
"I am now using White House Coffee and know it to be the best sold. I have had coffee all my life three times a day, and tried nearly all brands before we got the 'White House,' and now none of us would change for anything."

(Mrs. _____
New Orleans, La.

You'll find all users of "White House" in the same mood.

THEY WILL NOT CHANGE—
THEY STICK

Distributed at Wholesale by
JUDSON GROCER CO.
GRAND RAPIDS, MICH.



A Square Deal to Everybody

North — East — South — West

One price to everybody—that's the basis. No special privileges to Chain Stores, Department Stores, Buying Exchanges, etc.

The average retail grocer is our best friend and we give him the square deal—small lots with the assurance of fresh goods.

The bottom price is the price you all pay, and it allows you a good profit on

KELLOGG'S TOASTED CORN FLAKES

We protect our own interests in protecting yours. We long ago discovered that "free deals" frequently meant overstocking—stale goods, etc., that eventually affected the entire trade.

Every customer knows that Kellogg's Toasted Corn Flakes sells on its merits. Ten cents' worth of the best for ten cents, and a good, clean profit for you.

That's why you have stuck, and why you are going to stick, to the one big thing in the cereal market today—Kellogg's Toasted Corn Flakes—the "square deal" cereal.

KELLOGG TOASTED CORN FLAKE CO.
BATTLE CREEK, MICH.

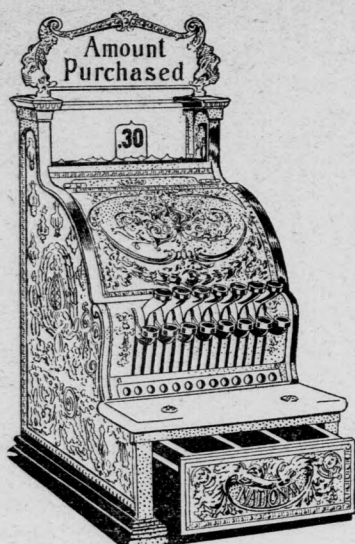
\$20



No. 216

Detail Adder with all latest improvements
11 Keys Registering from 5c to \$1.95,
or from 1c to 99c

\$35



No. 313

Total Adder with all latest improvements
15 Keys Registering from 5c to \$1.95,
or from 1c to 59c

\$50



No. 332

Total Adder with all latest improvements
22 Keys Registering from 1c to \$3.99,
or from 5c to \$1.95

High Grade National Cash Registers At Low Prices

Every merchant wants a National Cash Register.

Eventually we believe you will buy one.

That will be after we have shown you that it will **pay for itself** in your store in a short time.

After you use a National Cash Register you will very likely say, "I wouldn't take several times the price I paid for it. I wish I had used one every day since I started in business."

We say this because it is almost the unanimous expression of every user of a National Cash Register.

Are you not willing to make an investment which requires only a small payment each month and which will pay you back the amount of the principal the first year?

Over 800,000 merchants are using National Cash Registers.

Last year we sold 104,198 new Nationals.

A National Cash Register Pays for Itself

We would never have done this enormous business if the claim, "It pays for itself," was not fully realized by our users.

No matter whether you have a large or a small store, or what kind of business you are in, there is a National Cash Register just suited to your particular needs.

OUR GUARANTEE

We guarantee to furnish a **BETTER CASH REGISTER** for **LESS MONEY** than any other concern in the world.

We make over 200 styles and sizes, with prices as low as \$15.00.

We sell our registers on easy monthly payments or give a liberal discount for cash payments.

Send today for illustrated catalogue showing prices.

This will not obligate you in any way.

\$75



No. 420

Total Adder with all latest improvements
27 Amount Keys Registering from 1c to \$9.99
4 Special Keys: Received-on-Account,
Charge, Paid-Out, No-Sale

\$100



No. 1054

Total Adder, drawer operated, with all latest improvements; prints each sale on a strip of paper
32 Amount Keys Registering from 1c to \$59.99, or 5c to \$59.95
5 Special Keys

The National Cash Register Co.

Salesrooms: 16 N. Division St., Grand Rapids; 79 Woodward Ave., Detroit
Executive Offices: Broadway and 28th St., New York, N. Y.