

# MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$2 PER YEAR

Twenty-Ninth Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 29, 1911

Number 1471



We can fill orders for Christmas Green Decorations much more satisfactory if given early than if you wait. Our men are now in the woods of Virginia and swamps of Tennessee selecting Fancy Holly as well as the Forests of the North cutting Christmas Trees.

We employ experienced help, make miles of Boquet Green Wreathing as well as many thousands of Fancy Holly Wreaths.

Write For Prices

**Brown Seed Co.**

Ottawa and Louis Sts.

Grand Rapids, Mich.



## Klingman's Sample Furniture Co.

The Largest Exclusive Retailers of  
Furniture in America

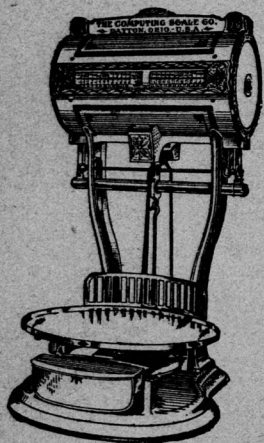
Where quality is first consideration and where you  
get the best for the price usually charged for the  
inferiors elsewhere.

Don't hesitate to write us. You will get just as  
fair treatment as though you were here personally.

Corner Ionia, Fountain and Division Sts.  
Opposite Morton House Grand Rapids, Mich.

## Give Us What is Lost

If it were possible to regain possession of wasted merchandise and recover the Mountain of Values annually lost through carelessness and inaccuracies, we would make this proposition to every merchant in the world:—"Give us what can be saved by changing the present day methods, and we'll equip every store on earth with the Moneyweight System, and have millions of dollars in gain after paying the cost of such an undertaking."



What you waste would make you rich if you would make up your mind to be the master of your store problems and change your methods from one of uncertainty to one of certainty. We have a system of gaining full profits—and we teach this system which is used in connection with and built around our system of Computing Scales.

The Computing  
Scale Co.  
Dayton, Ohio

Moneyweight Scale Co.  
58 N. State St.  
MASONIC TEMPLE, CHICAGO  
Grand Rapids Office, 74 So. Ionia St.  
Detroit Sales Office, 148 Jefferson St.

Direct Sales  
Offices in All  
Prominent Cities

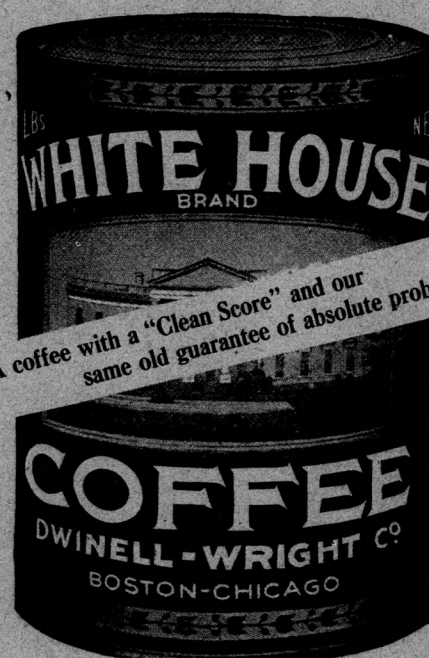
Please mention Michigan Tradesman when writing

Experience has taught thousands that there

is no economy in cheap, inferior Y E A S T.

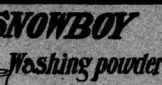
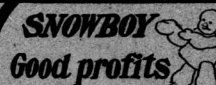
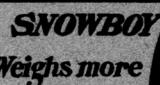
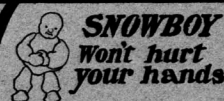
Use FLEISCHMANN'S—it is the

best—hence the cheapest



Dwinell-Wright Co.

Principal Coffee Roasters  
BOSTON—CHICAGO



We are telling YOUR customers about SNOW BOY  
Washing Powder every day.

How much SNOW BOY have you in stock?

*Lautz Bros. & Co.*

Quick Profits

Buffalo, N. Y.



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Twenty-Ninth Year

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## GETTING TOGETHER.

### Down Town Retailers Begin To Touch Elbows.

The meeting of the retail merchants at the Pantlind Monday night was well attended, about fifty turning out, for the most part representing the down town districts. The net results of the meeting were the appointment of a committee to formulate a plan for a permanent organization of the retailers and another to canvass the retail trade for members. The members of the Organization Committee are Frank B. Winegar, M. A. Heyman and Chas. Trankla, and of the Membership Committee J. Frank Quinn, Paul F. Steketee, Edward Rood, Jas. R. Fox, D. M. Wegner, W. G. Kirschgessner, Chas. E. Norton, M. M. Martin, J. A. Solomons, Glenn A. Denise, Chas. A. Mitts, Chas. S. Jandorf, J. C. Herkner, Henry Smith and Heber A. Knott. The Organization Committee will do its work this week and will arrange for another meeting next Monday night; when it is expected a plan of action will be agreed upon and officers elected. The Membership Committee will meet without delay and will endeavor to "sign up" every down town merchant and as many of those in the outlying districts as possible. The purposes of the organization, as set forth in the call circulated for signatures Thursday night, are "for mutual protection and advancement and for the purpose of promoting the industrial growth of Grand Rapids."

John Buys, chairman of the Retail Dealers' Committee of the Board of Trade, called the meeting to order Monday night and in doing so made a brief address explaining the purposes, as follows:

In calling together a body of men for the purpose of organization, the question naturally follows: Why should we organize? What benefits will we derive from an association? In other words, what is there in it for us? Expecting

this question would arise, I want to give you a few good reasons why the retailers of Grand Rapids should organize.

The retailers of Grand Rapids should organize because organization is the recognized modern method of doing things. Without organization we are a scattered force, no stronger than the individual man; we may be willing to help promote the city's welfare, but each for himself and pulling in a different direction we land nothing.

In his own business the retailer knows the importance of organization; the partners or stockholders must work together, the heads of departments, the clerks, everybody must have hold of the rope and be pulling in the same direction. Unless this be so success can not be looked for. The retailers are partners in the building up of Grand Rapids and in this undertaking why should we not apply the same methods we use in our private affairs?

Through united effort more conventions can be secured for Grand Rapids, which means more customers.

Excursions to Grand Rapids can be promoted and encouraged and through organization we can make the visitors glad they came and want to come again. At present only such excursions come to Grand Rapids as the railroads are pleased to give us or as private enterprise may arrange.

Scarcely a day but some of us have grievances in the matter of freights and express and singly we can do nothing; united we will receive consideration.

Almost daily we are held up or sand bagged and we invite this and make it easy by not standing together.

There are various trade abuses that could be corrected by organization and mutual agreement.

In municipal affairs, in the framing of new ordinances, in matters relating to taxation the retailers if specially interested would have weight, influence and authority if organized, but unorganized we can do nothing. In street cleaning, street lighting, street sprinkling, and in other matters of importance to us all we have no voice because we have no medium through which to make our wants known.

When the Legislature is in session we need organization to promote the enactment of laws that we want and to prevent the passage of measures that put unnecessary burdens upon business.

In public enterprises like the recent apple show, the West Michigan State Fair, and the summer race meetings, we can through organization do much to promote their success to our own advantage and the benefit of the city.

Finally, organization is sane and sensible. It represents the spirit of the times. It is what is being done in every walk of life and in all the world's activities. It means concentrated effort and achievements instead of dissipated energies and nothing gained.

Carroll F. Sweet was toastmaster of the evening and, in assuming the gavel, outlined his views as to the situation and as to what the retailers should do in the following words:

Why am I interested? Because, as a business man, I dislike to see unbusinesslike methods.

Because as a consumer, I dislike variable prices and qualities to match. I am not an expert in jewelry, clothing, dry goods, etc., but I am not such a fool as not to realize that cut prices mean sooner or later cut quality or some such method of keeping the balance on the right side of the books, and I may be one of those who gets in on the cut quality.

Because as a citizen of Grand Rapids, I dislike to see a condition exist which makes Grand Rapids a laughing stock or an object of scorn to outsiders, and which deprives Grand Rapids of the splendid boosting which the retail merchants could give it, if their time and thought and money were not so wholly taken up fighting among themselves.

If you had confidence in one another no organization would be necessary, but you haven't. You individually want all the business—and there is enough for all if you charge a reasonable price for your goods—cost, handling, delivery, collection and overhead expenses considered. Cut prices mean poor service, poor quality or poor profits. The consumers are willing to pay for good service and for quality, and they don't want you to do business without a reasonable profit, for it means your closing up sooner or later, and "Sheriff Notices" don't look good to anyone.

You to-day believe a customer as

against a competitor. This is natural and human, but illogical. Hire someone in whom you all have confidence or, at least, whom none of you distrust, and let him prove to every one of you that every other one of you is honest, or if he finds any whom he can't prove honest and honorable, drop him out.

By the time you learn that your competitors are honest, are interested in having you make money because that means that they too, can make money, and that the closest kind of legitimate co-operation with them is a lot more to your interest than is any other relationship toward them, you will have reached the point, where you will get together often. You will want to help the others, and will want to do yourself what will be most pleasing to them. Here are some of the possible results that will come from organization:

Confidence in mankind including your competitors.

Better service to the consumer.

Better quality of goods for the consumer.

A square and more reliable deal for the consumer.

Decreased loss of accounts.

Decreased collection fees.

Decreased delivery cost by combining efforts to outlying districts.

Decreased investment, by carrying smaller variety, but just as good an assortment.

Decreased waste advertising expense.

Decreased waste charity subscriptions.

Decreased insurance rates.

Decreased mail order house competition.

Decreased inimical legislation.

Decreased transportation tangles, delays, annoyance and expense.

Decreased bonuses to purchasers.

Increased efficiency.

Increased promptness of service in stores.

Increased promptness of delivery.

Increased trade to other towns.

Increased mail service.

Increased phone service.

Increased telegraph service.

Increased express service.

Increased freight service.

Increased pleasure and satisfaction in doing business.

Increased profits, etc.

Try it for a year, or at least six months.

Make yourselves believe that your competitor is honest until you prove him otherwise. One proof presented to him will likely make him honest and have a beneficial effort on others. Be Game!

J. H. Beek, Secretary of the Association of Commerce of St. Paul, was the first speaker of the evening and he discussed Value of Organization. His address covered organization work in a broad sense, rather than as relating to conditions in this city. He said he believed in organization, because it meant co-operation, and it is only through co-operation that results can be accomplished. He has just come from New York, where a hearing was being had on express rates, which represents the co-operative effort of over 200 cities through their commercial bodies. He visited Cleveland and attended a meeting of 150 business men in the city hall to discuss with the council the use of the interurban tracks for the handling of freight during certain hours of the day under proper regulation, and this represented co-operation. Go to any growing aggressive city in the country and you will see the business men working together and the greater the harmony among them the more satisfactory are the results. In fact, the last census shows that those cities which have the largest and best commercial organizations are the cities that have shown the best percentage

of growth. In all communities are some men who do not see the value of organization, who hang back, find fault and do nothing. Suppose all the men in a community were of such a character, what would the city amount to? Every man should regard himself a debtor to the city he lives in and should endeavor to do his share to make his home city a better place to live and do business in. The men who count are those who do things and usually they get back more than they put in. If organization does nothing else it makes the members better acquainted and more friendly, promotes good fellowship and mutual confidence and this in itself is worth while. St. Paul formerly had several small commercial bodies with no co-operation among them and none of them accomplishing much. These various associations have been merged to form the St. Paul Association of Commerce, and with dues of \$50 a year this Association now has 1,200 members and to belong to it is considered a privilege as well as a civic duty. This association does not confine itself to commercial matters, but takes cognizance of anything that relates to the city's welfare, whether commercial, industrial, financial, social and even religious. This organization has done wonders to promote the fame and fortunes of St. Paul. Through it the business men have learned to work together, to co-operate, to subordinate self for the general good, and what has been accomplished is only a small part of what is yet to be gained. Organization is necessary in every city that wants to prosper, and if Grand Rapids will try it for a year it will be convinced this is true.

Heber A. Knott spoke briefly on what the retailers could do through organization and harmony of action. The success of any organization depends upon the spirit of those who form it. If the spirit of jealousy and distrust predominates, not much can be looked for, but if there be a generous spirit of mutual helpfulness each will have a share of the good that all will receive. Every business man is trying to increase the volume of his trade. The best way to do this is to have more people trade in Grand Rapids. By organization the retailers can bring more traders here through the West Michigan State Fair, which draws 20,000 or 30,000 people to town every fall; through the West Michigan Development Bureau, which is doing so much for the development of that part of the State to which Grand Rapids is the gateway; by industrial expositions which will increase the demand for Grand Rapids

(Continued on page forty-eight)





## Before Carving the Turkey


The President proclaimed it, and we ought to all give thanks—  
But I'm an unknown person on the rosters of the banks,  
And I've been sick and worried, and a lot of things went wrong,  
And so I got to thinking that my thanks could not be strong.  
But then, who knows? It might be that the bank that held my dough  
Would have been one that busted—so, you see, I hardly know.

I look the whole year over and I haven't gained in health,  
Nor shot to fame and glory, nor been cluttered up with wealth,  
But still I get to thinking of the things that might have been,  
And of the folks in trouble that so far I've not been in,  
And then, although I'm poorer than a starving alley cat,  
I think that I am thankful, in a measure, just for that.

Why, I might have a title—be a count, perhaps, or earl—  
And then be rudely parted from a million and the girl;  
Or I might be a magnate with uncounted money's might—  
And a thousand busy juries planning daily to indict;  
Or I could be out for office, with the public on my trail—  
So I breathe a thankful whisper rather than a sorry wail.

When I look the wide world over and observe how all the rest  
Have their troubles and their sorrows, spite of all they have possessed,  
Then I get to thinking maybe things are just as well let be,  
And I don't know anybody I would rather be than me;  
So I sigh a gentle blessing on the few things in my lot,  
And I sing a thankful measure for the things that I am not!

S. E. Kiser.





## NEW YORK MARKET.

## Special Features of the Grocery and Produce Trade.

New York, Nov. 27.—Spot coffee took a fresh grip the last two days of last week and closes firm and higher. Rio 7's in an invoice way are quoted at 15@15½c. In store and afloat there are 2,225,404 bags, against 2,948,810 bags at the same time last year. The receipts of coffee at Santos and Rio from July 1 to Nov. 24 aggregate 8,658,000 bags, against 7,831,000 bags at the same time last year—a situation which certainly does not seem to indicate any dearth of coffee. Milds are quiet and steady, with good Cucuta quoted at 16¾c.

Refined sugar has been very quiet and no surprise whatever will be occasioned if a decline sets in at any time. The level is too high for much business and the ultimate consumer is exhibiting so much economy in the use of sugar that refiners will find an accumulation on hand if they do not relieve the situation.

Last week some comparatively large sales of Japan and Formosa teas were made and the market in general is in a good healthy condition, with sellers very optimistic as to the future. The Treasury ruling on colored teas will be announced, it is likely, this week, and this will remove an irritating point in the tea trade.

Rice is quiet, as is invariably the case at this time of the year. Prices are well held, but show no variation whatever from last week. Supplies are ample and the varieties are sufficient to meet every requirement.

Spices are unchanged. When sales are made the amount is of the smallest possible quantity. Stocks are not overabundant, although in no line does there seem to be any scarcity.

Molasses had a good week and the situation is decidedly in favor of the seller on the basis of 25@32c for good to prime open-kettle—quotations that have prevailed for many weeks. Syrups are quiet and unchanged.

In canned goods the only article that is attracting attention is the gay and festive tomato. For really desirable 3's the rate is practically 9½c, although some goods may be found for less. The demand has been good and there is bound to be a market well cleaned up before spring. Corn, even when fancy, is of slow sale and, of course, the lower grades move even more slowly. Peas are firm, with most call existing for soaked goods. Other goods are moving slowly, as everybody is looking after holiday "fixin's."

The supply of top grades of butter being rather short, the market shows an advancing tendency and creamery specials are quoted at 36c; extras, 35c; held stock, 32½@33@34c; imitation creamery, 33@34c; factory, 22@22½@23c.

Cheese is firm. Whole milk, 15½c. Eggs are firm, with finest Western gathered as high as 33@35 and even to 45c. There seems to be no limit to the price to which "hen fruit" may go. The supply of ordinary stock is

amply sufficient to meet requirements and is working out at 23@28c. Storage eggs of best grade are retailing at 31c.

## Another Chapter on Eggs by Weight Matter.

Allegan, Nov. 28.—We seem to have conveyed a wrong impression, by what was said concerning weighing eggs, last week. To correct some conclusions and further explain why we believe the plan will be a success with us, or any buyer who chooses to adopt it, we would say further:

Our statement that we (and others) have long sold eggs by weight, meant that in effect they are usually sold by weight, since the buyer specifies what the cases shall weigh; we did not mean that we have billed eggs by the pound. We shall still bill them by the carton or dozen, but since each carton contains one and a half pounds of eggs net, and each case of eggs in fillers weighs, net, 45 pounds or so, we are and have been selling by weight (little eggs can not be in it, except as 15 are put in a carton).

Now, we propose to pay those who produce the large eggs a premium by weighing eggs as they are brought in. We hope to discourage to some extent the production and marketing of little eggs. We think that little eggs will be used at home and that the tendency will be to keep better breeds of hens and feed them well. Anyway, such little eggs as still come to us will be paid for at what they are worth. Crescent Egg Co.

## Great Benefit To the Trade.

Chicago, Nov. 28.—We have never had any experience in buying eggs by weight except in a general way. We are always willing to pay more for a car of eggs that will average 44 to 45 pounds, net, to a case of thirty dozen each than we are for one that will average less than that.

Eggs that will weigh 45 pounds to the case, net, are considered high grade from point of view where weight is taken into consideration.

The Crescent Egg Co. will probably encounter difficulties in its campaign for the reason that perhaps for a time at least it will stand alone with regard to its method of buying eggs.

If the practice proposed by it, as indicated by you, was universally adopted, however, it could not help reflecting great benefit to the trade in general, and would in time have the result of encouraging the producer to raise varieties of poultry that would not only produce larger eggs but would be more valuable as a meat proposition. J. H. White & Co.

## Method Used in the East.

Chicago, Nov. 27.—We do not retail eggs; in fact, operate a public cold storage, and therefore can give you no information in regard to buying and selling eggs by weight. We understand this is the method used in the East. Booth Cold Storages.

The coal dealer should be careful to take the right weigh.

## Officers and Directors in Clash Over Stock Deal.

Saginaw, Nov. 28.—An airing of the Duryea Auto Co., capitalized at \$300,000, which has recently located here, is promised when two injunction suits started in the Circuit Court come to trial, Charles Duryea, as President of the company, claiming to control 19,000 shares of common stock, secured an injunction Saturday against the directors, Robert S. Crawford, Fred H. Clum, J. Phillip Beck and Joseph Seeman, restraining them from holding any meetings to transfer one-half of the contract which the Duryea company has with Robert S. Crawford to manufacture automobile parts. It is alleged that the directors planned to make the transfer to the Brooks Manufacturing Co., which would damage the plaintiff, he alleges, to the amount of \$50,000.

The second injunction restrains Charles Duryea and Joseph Seeman from transferring or disposing of any of the stock in the automobile company now held by them. Mr. Brooks alleges that Mr. Duryea had placed in Mr. Seeman's keeping 11,056 shares of stock, which he was to hold while Mr. Duryea and the Board of Directors were straightening out some difficulties. Mr. Brooks further alleges that George Gallup, knowing of the transactions, was about to purchase the stock from Mr. Seeman, and that Mr. Gallup is not an innocent bona fide purchaser, but has full knowledge of the transaction.

## Must Quit Store After Ten Hours.

Flint, Nov. 28.—Herbert N. Bush, dealer in dry goods, shoes and meats, pleaded guilty to a violation of the labor law in permitting girls in his employ to remain in his store longer than ten hours a day. He paid a fine of \$10, the minimum fine under the law.

The complaint against Bush was made by Miss Luella M. Burton, Deputy State Labor Inspector, and charged that on Saturday, Nov. 4, girls were employed longer than the ten hours allowed in the law. Bush stated that his violation of the law had been unintentional, as he was not aware the girls could not be in the store longer than ten hours, provided they were not required to work more than that number. Bush had informed his women employees they were not required to work more than the specified number, but he permitted them to come to the store of their own volition.

In closing the Bush case all the cases started by Miss Burton for violations of the labor law have been wound up. There were four com-

plaints and in each case the defendant pleaded guilty to unintentional violations of the law.

## Immense.

She—What fine large eyes Edith's husband has.

He—I never noticed it. You must have been present when he received her dressmaker's bill.

## For a Quietus.

Quiet-spoken Customer—You keep everything for the piano, don't you?

Salesman—Yes, sir. We do, sir.

Quiet-spoken Customer—Give me an ax!

## G. J. Johnson Cigar Co.

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

## The Clover Leaf Sells

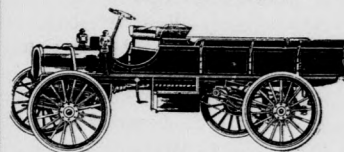


Office 424 Houseman Bldg.

If you wish to locate in Grand Rapids write us before you come.

We can sell you property of all kinds. Write for an investment blank.

## Chase Motor Wagons



Are built in several sizes and body styles. Carrying capacity from 800 to 4,000 pounds. Prices from \$750 to \$2,200. Over 25,000 Chase Motor Wagons in use. Write for catalog.

Adams & Hart

47-49 No. Division St., Grand Rapids

## 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.

## NACHTEGALL MFG. CO.

429-441 South Front St., Grand Rapids, Mich.

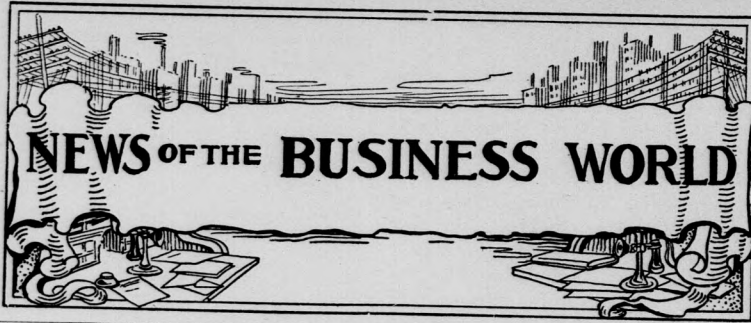
Manufacturers of High Grade

## BANK, STORE AND OFFICE FIXTURES

Order Work Our Specialty

Get our price before placing order for your new work or alterations.





### Movements of Merchants.

Vermontville—Ed. Boardman has engaged in the meat business here.

McMillan—John Massey will open a restaurant and cigar store here Dec. 1.

Galien—George J. White succeeds White Bros in the cigar and tobacco business.

Caro—A. T. Hiser has closed out his stock of meats and retired from business.

Dowagiac—Frank Sanders has opened a meat market on Commercial street.

Elwell—Roy L. Simmons, of Pellston, is Cashier of the new bank just opened here.

Bately—J. M. Jackson will open a bank in Gleason & Sippy's new store building.

Williamston—W. J. Armstrong has opened a bazaar store in the Addis building.

Bellevue—T. E. Robinson has closed out his stock of drugs and will retire from business.

Traverse City—Emil Hesoun, recently of Northport, will open a meat market here Dec. 1.

Charlotte—L. H. Wood & Co. have opened a feed and flour store on West Lovett street.

Thompsonville—Frank Wilson has opened a shoe and harness repair shop in the Hilton building.

Dowagiac—John S. Cook, recently of Chicago, will engage in the jewelry business here about Dec. 15.

Thompsonville—E. DeLaney has sold his grocery stock to George Stockhill, who has taken possession.

Fennville—Fred Veysey has purchased the Grim building and will occupy it with a stock of meats Dec. 1.

Carson City—W. L. Wright, recently of Bancroft, will engage in the hardware business here about Dec. 15.

Morenci—Fred Colgrove has sold his bakery to Clarence Fellows and Carl Baum, who will continue the business.

Deford—Perry Spencer, formerly manager of the hotel at Columbiaville, has engaged in the hardware business here.

Reed City—Irvin Upp, wholesale meat dealer, has opened a retail market at the corner of Upton avenue and Higbe street.

Battle Creek—Mrs. Laura E. Walker has purchased the J. W. McCall bakery and will continue it at the same location.

South Boardman—E. C. Strickler has re-opened his hardware and furniture business in the building vacated by L. D. Musser.

Battle Creek—Ely Link has sold his cigar and tobacco stock to B. Abbott, who will continue the business under his own name.

Battle Creek—Harry McDowell and Harry Seward have formed a copartnership and purchased the Louis Snearley meat market.

Kalkaska—Titus & Potes, meat dealers, are erecting a one-story brick store building, which they will occupy as soon as completed.

Carson City—Alfred E. Gunther has leased a store room in the Thayer block and will occupy it with a stock of furniture about Dec. 1.

Homestead—G. W. Hyde has sold his store building and stock of general merchandise to Vorheis Bros., who took immediate possession.

Lansing—Frank Dehm has purchased the grocery and meat stock of George Decke and will continue the business at the same location.

Eaton Rapids—Blake & Stoddard, flour and feed dealers, have dissolved partnership, Mr. Blake taking over the interest of his partner.

Reed City—Charles Dean will open a general store at ToId Lake Dec. 1, with Mrs. Dean in charge of the dry goods and fancy work departments.

Kalamazoo—E. R. Baker, dealer in groceries, has uttered a chattel mortgage covering all stock and fixtures, for \$416.61, in favor of William Walsh.

Detroit—The Adams & Ford Co., of Cleveland, Ohio, has obtained judgment for \$285.35 against Andrew Pabis, shoe dealer at 2426 Jefferson avenue.

Saginaw—C. F. Nelson has leased a store building at 106 North Hamilton street, which he will occupy Dec. 1 with a stock of jewelry and silverware.

Whitehall—William C. Cotes, who has been with the hardware firm of Gee & Carr for thirteen years, has resigned. He will engage in hardware and undertaking.

Quincy—R. J. Stanfield, shoe dealer, has filed a voluntary petition in bankruptcy. Liabilities, \$4,200.21; assets, \$2,140.55, of which \$535 is claimed exempt.

Ishpeming—Janzito & Jerelomo have opened a grocery store here, having removed their stock from Negaunee, where they formerly conducted a store.

Sidney—The Sidney Produce Co. has been organized with an authorized capitalization of \$1,000, of which \$500 has been subscribed and paid in in cash.

Bronson—Freidrich Bros., brick and lumber dealers, have purchased

the plant of the Bronson Lumber Co. and will operate it in connection with their own.

Kinross—The Kinross Mercantile Co. has engaged in business with an authorized capitalization of \$2,000, of which \$1,100 has been subscribed and paid in in property.

Pinconning—Lathrop & Stuart, dealers in dry goods, clothing and shoes, have merged their business into a stock company under the style of M. B. Lathrop & Co.

Adrian—Harry Clegg, who has been employed in the W. H. Calhoun meat market for some time, has purchased the stock and will continue the business under his own name.

Bay City—The Gregory Farm Seed Co. has been incorporated with an authorized capital stock of \$6,000, all of which has been subscribed, \$600 being paid in in cash and \$5,400 in property.

Kalamo—Collard & Collar, dealers in general merchandise, have dissolved partnership, Mr. Collar taking over the interest of his partner and continuing the business under his own name.

Marquette—J. C. Fassbender and Fred Pierce have formed a copartnership under the style of Fassbender & Pierce and will engage in the meat business on Washington street Dec. 1.

Detroit—A new company has engaged in business under the style of the Elias Shoe Co., with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed and paid in in cash.

Pokagon—George Cameron and J. R. Cook, who are engaged in the implement business, have purchased the Charles Lewis store building and will add a line of general merchandise to their stock.

Ann Arbor—Justus A. Trubey, who conducts a confectionery store at 116 South Main street, has uttered a chattel mortgage for \$1,000, covering all stock and fixtures, in favor of Eliza C. Brogan.

Grand Ledge—A. W. Sekell has sold his interest in the furniture and wall paper stock of Sekell & Stokes to Walter C. Rawson and the business will be continued under the style of Stokes & Rawson.

Kalamazoo—The Quality Drug Stores Co. has engaged in business with an authorized capital stock of \$150,000 common and \$100,000 preferred, of which \$150,000 has been subscribed and paid in in property.

Luther—George F. Smith has purchased the interest of his partner in the meat stock of Montgomery & Smith and will continue the business under his own name. Mr. Smith still retains his interest in the meat stock of Montgomery & Smith, at Reed City.

Corunna—The business of W. A. Curtis & Co., furniture and undertaking, has been purchased by Clark Shipman, Mr. Curtis retiring because of ill health. He will remain with Mr. Shipman temporarily, however, and may take up another line of business later.

Mass—August Antilla, furniture and hardware dealer, has filed a petition in bankruptcy. Liabilities, \$16,000; assets, between \$6,000 and \$7,000. It is claimed an offer of 25 cents on the dollar will be made by Mr. Antilla when the case comes up for trial.

Lapeer—Thomas White has purchased the interest of Ewen McLennon in the McLennon & White dry goods stock, on Nepessing street. Mr. White and Mr. McLennon have been in partnership for the past two years. Mr. McLennon, who has been a leading business man for many years, will retire.

Kalamazoo—S. O. Bennett, who has conducted a grocery store in the same location for more than twenty years, has sold his stock to John E. Teller. Mr. Bennett will retire from business as soon as he can close a deal whereby he will be able to dispose of the three other grocery stocks which he operates in various sections of the city.

Charlotte—M. A. Tolbert, a well known local business man, has purchased the interest of H. J. Schieferstein in the grocery firm of Hall Bros. & Schieferstein and has taken possession. Mr. Tolbert is a member of the livery and real estate firm of Tolbert & Co. and will still retain his interest in that company. Mr. Schieferstein is not certain as to what his future plans will be.

Pontiac—A. E. Block, of Manistee, has purchased the interest of Dr. R. E. Moss in the drug store which has always been known as the Macy store and has taken possession. Mr. Block is a graduate of the pharmacy department of the U. of M. and has had ten years' experience in that line of work. He will be assisted in the store by C. E. Bohn, of Alpena, who is also a registered pharmacist. The store will be known henceforth as the Pontiac Drug Co.

### Manufacturing Matters.

Zeeland—The Wolverine Furniture Co. has increased its capital stock from \$50,000 to \$220,000.

Detroit—The Detroit Creamery Co. has increased its capital stock from \$600,000 to \$800,000.

Port Huron—The capital stock of the Havers Motor Car Co. has been increased from \$60,000 to \$200,000.

Grand Ledge—Nathan Holt and Mark Doty have formed a copartnership to engage in the manufacture of sauer kraut.

Detroit—An attachment has been issued against the Carnhartt Automobile Co. for \$739.23, in favor of the Dorian Remountable Rim Co.

Clare—The Clare Creamery Co. has engaged in business with an authorized capital stock of \$6,000, all of which has been subscribed and \$4,000 paid in in cash.

Homer—The Simpson Manufacturing Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$80,000 common and \$20,000 preferred, of which \$80,000 has been subscribed and paid in in property.





### The Produce Market.

Apples — Wagner and Twenty Ounce Pippin fetch \$3.25 per bbl., Pound Sweets, \$3 per bbl.; Snows and Jonathans, \$3.50 per bbl.; Baldwins, \$3.50@4 per bbl.; Spys, \$4@5 per bbl.; Russets and Greenings, \$2.75 per bbl.

Bananas—\$1.50@2 per bunch, according to size and quality.

Beets—50c per bu.

Butter—There has been very active trading in butter during the past week. The receipts are cleaning up daily, and the market is firm at 2c advance in all grades, both of solid packed and prints. The receipts are not as large as usual for the season and stocks in storage are also lighter than usual. The market will likely continue firm, probably with unchanged prices for some little time. Local dealers hold factory creamery at 36c for tubs and 36½@37c for prints. They pay 28c for No. 1 dairy and 19c for packing stock.

Cabbage—65c per bu.

Carrots—60c per bu.

Celery—18c per bunch.

Cocoanuts—60c per doz. or \$4.50 per sack.

Cranberries—Early Blacks command \$2.80 per bu. or \$8 per bbl.; Late Howes, \$9.50 per bbl.

Cucumbers—\$1 per doz. for hot house.

Eggs—Receipts of fresh eggs continue very light and everything received meets with ready sale at outside prices. The market is 1c higher, but fancy stock is bringing a premium over quoted prices every day. Stocks of eggs in storage are ample, and storage eggs have not advanced in sympathy with fresh. The demand is increasing for this grade of eggs, however, and if there is any change it will probably be a slight advance. Local dealers pay 30@31@32c per doz. for strictly fresh.

Grape Fruit—Florida has declined to \$5 per box of 54s or 64s.

Grapes — California Tokay, \$1.75 per box of 20 lbs. net; California Malaga, \$1.75 per crate of 20 lbs. net; Imported Malaga, \$3.50@5.25 per bbl., according to weight.

Honey—20c per lb. for white clover and 18c for dark.

Lemons — California, \$4.75 for choice and \$5 for fancy.

Lettuce—Hot house, 14c per lb.; head, \$1 per bu.

Nuts—Ohio chestnuts, 16c per lb.; hickory, \$1.75 per bu.; walnuts and butternuts, 75c per bu.

Onions—\$1.10 per bu. for home grown; \$1.75 per crate for Spanish.

Oranges—Floridas, \$3.25 for 126s to 216s; Navels, \$3.85.

Potatoes—The general situation is graphically described by Mr. Kohnhorst in his weekly review of the market. Local dealers hold supplies at \$1 per bu.

Poultry — Thanksgiving receipts were very heavy this year, while prices are considerably below those of a year ago. Local dealers pay 7½c for broilers, springs and fowls; 4½c for old roosters; 10c for ducks; 9c for geese; 15c for turkeys. These prices are for live weight.

Radishes—25c per doz. for hot house.

Squash—1c per lb. for Hubbard.

Sweet Potatoes—\$6.50 for Jerseys.

Turnips—50c per bu.

Veal—6@11c, according to quality.

### Bankruptcy Proceedings in Referee Wicks' Court.

Nov. 22. In the matter of Van Motor Car Co., bankrupt, of Grand Haven, the first meeting of creditors was held and John Snitseler, of Grand Rapids, was elected trustee.

In the matter of Clarence W. Cornwell, bankrupt, an iron moulder of Walker township, an order was made calling the first meeting of creditors for December 5, for the purpose of proving claims, electing a trustee, etc.

Nov. 27. In the matter of George Poulos, bankrupt, a fruit dealer and confectioner of Grand Ledge, an order was made calling the first meeting of creditors for December 11. Wm. J. Meyers, of Grand Ledge, has been appointed custodian for the receiver in this matter and is now engaged in taking an inventory and appraisal of the assets and will have same on file at the time of the first meeting.

In the matter of North American Boiler Co., bankrupt, of Muskegon, an order was made calling the first meeting of creditors in this matter for December 12, at the office of the referee, Grand Rapids.

Cornelis Koeman, a merchant of Holland, was adjudged a bankrupt on his own petition and the matter was referred to Referee Wicks for proceedings. The bankrupt's assets are practically all either covered by mortgage or exempt. The liabilities are listed at \$881.31.

Bert Sterling Canfield, son of Will S. Canfield (Judson Grocer Co.), has gone on the road for the Christie-Collar Co., of Muskegon. His territory will include all the towns in Southern Michigan.

The new broom sweeps clean only when there is a willing hand at the other end of it.

### The Grocery Market.

Sugar—New York refined dropped another 10 points this morning, placing Eastern granulated on a 6c basis. The demand is of a fair size, as many of the retailers are buying more freely since prices have reached a lower level. The market of the United States is much lower than in Europe and, while their sugars are firmly held, ours decline, showing that the markets of this country are working independently of the European market on account of the surplus of stocks at the present time.

Tea—The market is quiet, with no change in prices. Sales are being made simply for present requirements. Low grade Japans are high priced compared with former years. Nibs are practically out of the market, none being offered for sale. The season is now closed in primary markets. Low grade Congous are bringing firm prices. The situation on China Greens remains in suspense and importers are waiting for a decision from the Treasury Department on the color question. Until that is rendered we can expect no greens this year. Formosas have ruled high all the season and prices seem to be maintained. Ceylons and Indias maintain their firm position on increased demand and now stand at 2c advance over a year ago.

Coffee—All grades of Rio and Santos rule nominally the same as last week, although a good round order might secure a slight concession. Mild coffees show no change for the week and light demand. In fact, the general demand for coffee is quite light. People are unquestionably using substitutes, and the aggregate reduction caused by this in the regular consumption of coffee is probably very large. Mocha and Java are unchanged and quiet, Mocha being scarce and firm.

Canned Fruits—New York State apples show no change for the week and the demand is light. California canned goods are unchanged and quiet. The demand for pineapple is active and prices are firm. Wholesalers state that as soon as new goods arrive either from the Hawaiian Islands or the Bahamas, they go into consumption, and it is quite evident that there will be a shortage. The demand for the remainder of the line is fair and prices are firm.

Canned Vegetables—The market on tomatoes is about 25c per dozen higher than opening prices, and it is thought there is no chance of their being lower for some time as the pack is smaller than usual. There is nothing in canned peas to be had which the retailer can sell at 10c. The supply of any grade is very limited and will be all cleaned up long before another packing season. Corn is taken more freely by the retail trade than any other article in the line on account of prices being so low. It seems that some of the canners, after filling their future contracts, had some stock left and offered it at a low price in order to clean up, which had the effect of lowering prices on all grades. The

market on sweet potatoes, string beans and pumpkin holds at about the same prices as a week ago and the demand is only fair.

Dried Fruits—Apricots are dull at ruling prices. Raisins are dull at unchanged prices. Currants are slightly stronger; demand is fair. Other dried fruits are dull and unchanged. Prunes are slightly easier in secondary markets by reason of jobbers who bought early taking profits, but on the coast the market is unchanged. Peaches are dull and show no change for the week.

Spices — Cables from producing countries are rather devoid of feature, although the shipments are very small. Demand for spices from the consuming trade is fairly good and fully up to the average for this time in the year. Ground pepper has advanced 2c per pound and the market on all spices is still very firm after the advances of a week ago.

Rice—Prices are still very low, ranging from 3@6c per pound, which gives the retailer a good article to talk about while there is so much being said about the high cost of living.

Cheese—High grade is bringing a premium over the market. The consumptive demand is good and if any change occurs it will probably be an advance.

Fish—Cod, hake and haddock are unchanged and in fair demand. Domestic sardines are substantially unchanged and in light request; imported sardines are scarce but quiet. Salmon shows no change for the week and moderate demand. Mackerel is dull but still high and firm. From now on for several weeks the demand will turn to other things, although prices will probably not recede much, as stocks of mackerel are concentrated in strong hands.

Provisions — Smoked meats are steady. Pure and compound lard are steady at a seasonable demand. No important change is looked for during the next few weeks. Barrel pork is firm at an advance of 50c per barrel. The demand is good. Dried beef and canned meats are unchanged and steady.

At the public sale of the assets of the L. F. Jones Seed Co., last Saturday, W. M. Adams bid in the assets for \$2,800. It is understood that he made the bid in behalf of Frank M. Beach, who has been acting as trustee of the estate and that, in the event of the sale being approved by the court, Mr. Beach will pay into the court \$3,250, which will enable him to pay the creditors about 30c on the dollar. This is one of the most liberal acts to which the Tradesman has had its attention called for some time and shows the integrity and good faith of Mr. Beach in his dealings with the estate. In the event of this program being carried out, Mr. Beach will form a co-partnership with L. F. Jones and continue the business under the style of the Jones Seed Co.

Fashbaugh & Jones, meat dealers at Saranac, have added a line of groceries, the Worden Grocer Co. furnishing the stock.





#### Quotations on Local Stocks and Bonds.

	Bid	Asked
Am. Box Board Co., com.	23	
Am. Box Board Co., Pfd.	90	
Am. Gas & Elec. Co., Com.	66	67
Am. Gas & Elec. Co., Pfd.	44	45½
Am. Light & Trac. Co., Com.	294	294½
Am. Light & Trac. Co., Pfd.	107	108
Cities Service Co., Com.	80¼	80¾
Cities Service Co., Pfd.	81	82¼
Citizens Telephone Company	93½	94½
Commercial Savings Bank	175	180
Com'th Pr. Ry. & Lt. Co., Com.	60	60¼
Com'th Pr. Ry. & Lt. Co., Pfd.	89	89½
Dennis Bros. Salt & Lbr. Co.	85	91
Denver Gas & Elec. Co., bonds	93	95
Flint Gas Co., 5% bonds	96¼	97½
Fourth National Bank	185	193
Furniture City Brewing Co.	85	91
Globe Knitting Works, Com.	125	130
Globe Knitting Works, Pfd.	100	101
Grand Rapids Brewing Co.	210	225
Grand Rapids Gas Lt. Co., b'ds	100¼	101
Grand Rapids Ry. Co., bonds	100	101
Grand Rapids Nat'l City Bank	164	166
Holland-St. Louis Sugar, Com.	12¾	13¼
Kent State Bank	250	251
Grand Rapids Savings Bank	175	
Lincoln Gas & Elec. Co.	29	30
Macey Company	95	98
Michigan Pacific Lumber	10¼	
Mich. State Tele. Co., Pfd.	97	99
Michigan Sugar Co., Com.	104	108
National Grocer Co., Pfd.	81	83
Old National Bank	198	200
Pacific Gas & Elec. Co., Com.	72¼	73¼
Pacific Gas & Elec. Co., Pfd.	89	90
Peoples Savings Bank	235	
Saginaw City Gas, bonds		98¼
United Light & Ry. Co., Com.	52	55½
United Lt. & Ry. Co., 1st Pfd.	78	80
United Lt. & Ry. Co., 2nd Pfd.	67	70

November 28, 1911.

The official announcement of the acquisition of the Light & Power Co., of Galveston, Texas, by the Cities Service Co., has been the feature of the week. Investors in Grand Rapids and vicinity anticipated an opportunity to participate in the new underwriting and profit, and, learning that the stock had all been placed in London, were disappointed, and inclined to sell their holdings. The outside market seemed to be better satisfied over the deal, and both the Common and Preferred stocks showed slight advances.

Prices on American Light & Traction common, are still holding firm. While there was no heavy buying during the week, there is a steady demand for the common stock, and several of the holders of preferred have sold and re-invested in the common.

The demand for Bank stocks continues with practically no offerings. Quite a little Grand Rapids National City has changed hands and we still have a number of unfilled orders.

#### New Invention of Great Value To Bankers.

Invention has once more come to the aid of the banker to make his work easier. This time it is a machine by which up to eighteen signatures can be written simultaneously. The contrivance is entirely mechanical. There is a master pen and then a row of eighteen fountain pens and when the master pen is used the others follow its motions exactly, reproducing signatures or written matter as desired. The machine is on the principle of the pantagraph, except that there are many of them instead of only one. The same principle is seen also in the carving machines used in the furniture factories, only that it is smaller and much more delicately adjusted. The machine was brought out just in time to be used in signing up the certificates of stock issued by the Standard Oil Company in working out the plan of disintegration made necessary by the decision of the Supreme Court. For each old certificate thirty-four

certificates of stock in the subsidiary companies had to be issued and to have had to sign up all these would have been a tremendous task, calling for half a million or more signatures. With the new machine it is easy, the certificates being signed in bunches of eighteen. The new machine will be of practical use in the banks in signing certificates of deposit, drafts and other papers which can be signed in blank, and it will also be handy in signing reports that are made in duplicate or triplicate. The relief which the machine will give will be for the executive officers, the very officers who can spend their time to better advantage than in affixing their signatures to routine papers. The inventors have been very good to the bankers, or rather the bankers have been prompt in recognizing and making use of labor saving devices. They have the typewriter, the adding machine, the machine for counting coin, the fountain pen and now comes the signagraph. A few more inventions and to be a banker will be a joy.

Heber W. Curtis, Cashier of the Grand Rapids National City Bank, and Miss Jean Sinclair, daughter of Dr. and Mrs. M. C. Sinclair, will be married at Westminster Presbyterian church the evening of December 12. Mr. Curtis is comparatively a newcomer in Grand Rapids, but he has succeeded in winning one of this city's most charming daughters, from which it may be inferred he certainly has been going some.

Charles B. Kelsey will leave about December 12 to join his family in England and to spend the holidays with them. Mrs. Kelsey and daughter have been abroad since spring and will remain several months longer.

Chas. F. Young, Vice-President of the Commercial Savings Bank, is the bank's chief executive during the absence of President Robert D. Graham, and there is no apparent rattling around in the box either. Mr. Young has recently declined two bank presidencies. When it became known in Alpena that he had purchased the Alpena gas works and would carry on the business, he was tendered the presidency of one of the Alpena banks if he would make his home there and look after the business. On his recent visit to Athens, Georgia, where he owns the gas works, he was tendered the presidency of the Georgia National Bank, conditional, of course, that he would give personal attention to the bank. He

Merchant's Accounts Solicited  
Assets over 3,000,000

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FIRE INSURANCE AGENCY**  
THE McBAIN AGENCY

Grand Rapids, Mich. The Leading Agency

## Kent State Bank

Main Office Fountain St.  
Facing Monroe

Grand Rapids, Mich.

Capital - - - - \$500,000  
Surplus and Profits - 250,000

Deposits  
6 Million Dollars

HENRY IDEMA - - - President  
J. A. COVODE - - - Vice President  
A. H. BRANDT - - - Ass't Cashier  
CASPER BAARMAN - - Ass't Cashier

3½%

Paid on Certificates

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

We recommend the purchase of the

Preferred Stock of the

**Cities Service Company**

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**Kelsey, Brewer & Company**

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Ask for our quotation sheet

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If all your time is not taken

## You Can Add to Your Income

Selling Life Insurance for

The Preferred Life Insurance Co. of America  
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ASK US HOW

WILLIAM A. WATTS, Sec'y and Gen'l Mgr.

## GRAND RAPIDS NATIONAL CITY BANK

Resources \$8,500,000

Our active connections with large banks in financial centers and extensive banking acquaintance throughout Western Michigan, enable us to offer exceptional banking service to

**Merchants, Treasurers, Trustees,  
Administrators and Individuals**

who desire the best returns in interest consistent with safety, availability and strict confidence.

**CORRESPONDENCE PROMPTLY REPLIED TO**



declined both offers. He will continue to make his home in Grand Rapids.

The next convention of the American Bankers' Association will be held in Detroit in 1912, and this certainly can be regarded as a high compliment for Michigan. The convention will bring to the State representatives of the greatest banking institutions in the country, men who have made life studies of banking as a profession and have won the highest success. The coming of these men will be of interest to the entire State. The convention this year was held at New Orleans and has just come to a close, with the election of Wm. Livingston, of Detroit, as President.

The affairs of the Chelsea Savings Bank, wrecked by former State Treasurer Frank C. Glazier, have been wound up with the distribution of the last of the assets. The savings depositors receive a final dividend of 11¼ per cent., making a total of 81¼ per cent. of what was coming to them, and the commercial depositors receive 6 per cent., making a total of 50 per cent. that they have realized. The total payments have been \$706,864, out of about \$1,000,000 due. The State had about \$500,000 on deposit in Mr. Glazier's bank and pulls out \$419,135, but the surety company on Mr. Glazier's bond will make up most of the difference. The State and the depositors have come out of the wreck better than anybody supposed they would. This, it may be remarked, however, is not due to anything the Glazier management did to safeguard the bank's patrons. The bank had a long and honorable record under the management of Frank C. Glazier's father, and it enjoyed the confidence of the people, but the recklessness and folly of the young man and his inclination to spread out brought it to ruin. Glazier is expiating his foolishness behind the bars, which is as it should be. The wreck of this bank has served one useful purpose: State funds are now better safeguarded than they were and the element of graft in the use of State funds, if not entirely eliminated, is at least greatly reduced by the publicity required as to where the money is placed and the limitations prescribed as to how much any one bank shall have with reference to capital and surplus. It is unlikely the State will ever again be caught to the same degree in another bank failure.

The American Bankers' Association has endorsed the plan for a central reserve bank, and no doubt during the next year or two much will be heard of this plan in Congress in financial circles and elsewhere. The central reserve bank in theory will be a vast reservoir of wealth, to which banks all over the country will contribute co-operatively, and in times of distress and panic this reserve can be used to avert trouble wherever help may be needed. In theory the plan is good, but

it might be suggested that in panic times it is not the big reserve in New York, but the cash in the home vaults and immediately available that quiets the nerves of depositors. A more effective remedy against panics than a central reserve bank with extraordinary powers would be the simple requirement that local banks carry a larger proportion of their resources in ready cash and maintain a larger reserve. This plan would, perhaps, make banking somewhat less profitable, but it would be safer banking. The central reserve bank, it is likely, will meet with scant favor from the common people, and with the common people will be enough bankers and business men to give the opposition weight.

#### News Matters in the Buckeye State. Written for the Tradesman.

A three days' membership campaign resulted in the addition of over 300 names to the roll of the Dayton Chamber of Commerce and the list is now well over the 1,200 mark.

This week the Fish and Game Commission is beginning the work of restocking sections of the State which now have no quail, taking the birds from well supplied districts of Southern Ohio. Farmers and game lovers of the northwestern part of the State have promised to furnish feed and shelter for the birds during the winter. A study of quail is being made in a number of Ohio colleges and it has been found that, under proper conditions, quail can be aided in caring for their young by the construction of runways which prevent birds of prey from destroying the eggs and little ones.

The Common Council of Dayton has passed an ordinance extending the franchise of the Dayton, Springfield & Xenia Southern Railway Co. for another twenty-five years.

Three ice cream manufacturing concerns of Dayton, the Conover, the Beeghley and the J. L. Laymon & Son companies, have consolidated and the new concern is the Dayton Ice Cream and Dairy Co., capital \$100,000. A plant costing \$50,000 will be erected on South Main street.

A sixty-four page book with the title, "Greater Newark," has been issued by the Newark Board of Trade, giving the city's advantages as a location for manufacturing enterprises.

Every desk, chair and table used in furnishing the thirteen rooms occupied as offices of the Ohio Board of Administration, Columbus, was made by prisoners in the Mansfield State reformatory. Almond Griffen.

#### A Business Interview.

Undertaker—Our business is looking up.

Grave digger—Looking up? Oh, yes, I see!—the aviators.

#### Going One Better.

"We surprised all our friends by getting married."

"Good enough. Now surprise 'em by staying married."

A frankfurter and roll killed a hungry New York boy who ate too much of them at a time.

## Old National Bank

### Grand Rapids, Michigan

**SOLICITS** The accounts of merchants.

**OPENS** Savings accounts with anyone, anywhere, paying 3% semi-annually on all sums remaining 3 months. Banking by mail is an easy matter, let us tell you how easy.

**ISSUES** Savings Certificates of Deposit bearing interest at 3½% if left one year. 3% if left six months.

**EXTENDS** Courteous treatment to all.

**Capital and Surplus**  
**\$1,300,000**

**Resources**  
**\$8,000,000**

**LET US SERVE YOU**

## Fourth National Bank

**Savings  
Deposits**

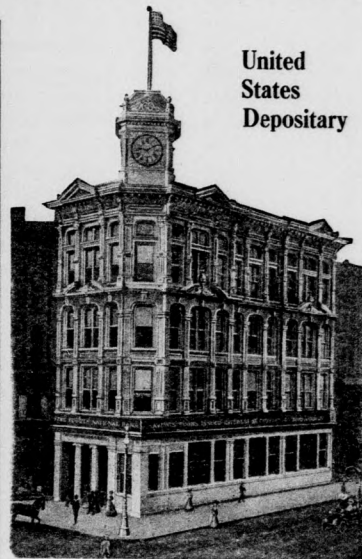
**3**

Per Cent  
Interest Paid  
on  
Savings  
Deposits

Compounded  
Semi-Annually

Capital  
Stock  
**\$300,000**

United  
States  
Depositary



**Commercial  
Deposits**

**3½**

Per Cent  
Interest Paid  
on  
Certificates of  
Deposit  
Left  
One Year

Surplus  
and Undivided  
Profits  
**\$242,000**

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of the

### Continental and Commercial Trust and Savings Bank

The capital stock of this bank is owned by the Continental and Commercial National Bank of Chicago.

**Combined Assets over \$200,000,000**

Offer high grade Municipal, Railroad and Corporation Bonds and Debentures to yield investors 3½ to 6%. Correspondence invited.

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of issues a year or more old, 25 cents.

Entered at the Grand Rapids Postoffice  
as Second Class Matter.

E. A. STOWE, Editor.

November 29, 1911

## ANOTHER LAND SWINDLE.

The Chicago Tribune is a great newspaper—the greatest newspaper in the world, in the estimation of the Tradesman—and it is entitled to much credit for the manner in which it has planned and is conducting the Land Show now open to the public in the Coliseum at Chicago. The exhibit is a remarkable one and can not fail to result in great benefit to the country at large. Unfortunately, Michigan is not represented at the Land Show, except by a small but very interesting and attractive exhibit from the Upper Peninsula.

While the Lower Peninsula is not represented in a creditable way, it is represented in a very discreditable way by a gang of swindlers who claim to own the "City of Fruitvale," just across the lake from Chicago. This "City" is represented to be located on White River, in Muskegon county, and every person who attends the Show is handed a certificate entitling him to a lot in the "City of Fruitvale" on payment of \$3 for recording the deed and securing the abstract. Herein is the milk in the cocoanut. The lot is 25 x 100 feet in size, which no one would think of undertaking to build on at a summer resort where land is cheap and air and sunshine are the chief essentials. The \$2 which purports to pay for the abstract is practically all profit, because the abstracts can be printed in quantities at a cost of a fraction of a cent. The Tradesman has no means of knowing how much of the land is devoted to streets and parks, but it looks as though the schemers would get about fifteen lots out of an acre of land. The land probably cost them \$1 an acre—perhaps only a few cents an acre—and they are selling it out to the gullible people who visit the Land Show at the rate of about \$45 an acre.

The whole scheme bears the impress of fraud because Fruitvale is represented to be a city, whereas there is no city by that name in Muskegon county—not even an incorporated village. It looks very much like some of the swindles that have been worked on the public around Houghton Lake and Higgins Lake and the Tradesman will be very much mistaken if any purchaser of a free lot at \$3 per is ever able to obtain his money back.

The worst feature of the affair is that these lots will, undoubtedly, all be sold for taxes, which will cost the State of Michigan forty cents a description for seven consecutive years. Such being the case, the cost to the State of selling these lots for taxes from year to year until the State acquires a title, will be from \$10,000 to \$20,000.

Appearances indicate that thousands of people are availing themselves of this "great offer" to acquire a free lot in the "City of Fruitvale." At the office on Wash-bash avenue, where the certificates are being exchanged for cash and a receipt for \$3, hundreds are in line and a glance at their faces leads to the thought that if they were offered a free lot in Mars or a free seat in Heaven, they would be just as greedy to avail themselves of the opportunity.

The Tradesman is very much surprised that a paper of the character and standing of the Chicago Tribune should permit such an ardent swindle to be worked in connection with a worthy enterprise.

## DOUBTFUL EXPEDIENCY.

President Milton R. McRea, of the Detroit Chamber of Commerce, is urging the establishment in this State of a Commissioner of Agriculture. He thinks there is real need for such an official, and in this he is sustained by the Detroit organization of which he the head, and he is asking the commercial bodies of this State to concur. The duties of the Commissioner would be to encourage the development of the farming interests in the State, to advise and instruct as to best methods and to attract settlers to Michigan. These are worthy purposes, but is there anything a Commissioner of Agriculture could do that is not already being very efficiently done through agencies already in existence? The Michigan Agricultural College is doing splendid work in encouraging the farming interests and in agricultural education, instruction and training. The work of the College is not confined to its halls and to those who come to study, but is carried direct to the homes of the farmers in printed bulletins scattered broadcast to all who apply and in the institutes, which go into every county in the State. The College has its experimental stations, where new varieties are tested, and it has its experts in all branches of agriculture who are always at the service of those who may need advice. If a new disease breaks out among the livestock, if a new pest appears in the fruit trees, if a new blight works havoc with growing crops, a word to the College and an expert is hurried to the scene to find out what is the trouble and to suggest remedies. Through the College, also, the farmers of Michigan have the benefit of the scientific research work and the experts of the Agricultural Department at Washington. Could a State Commissioner of Agriculture hope to accomplish what the Agricultural College is already doing or could he do it more economically?

As for attracting new settlers, the various development bureaus are doing very efficient work, and what they are doing is without expense to the State. To have a Commissioner would be merely a duplication of what the bureaus are doing, and it is quite possible the State official would interfere with instead of help the private enterprises.

## BUTTER AND CHEESE.

According to a bulletin issued by the Census Bureau, the number of pounds of butter produced in 1909 was 624,764,653, and that was an increase of 18 per cent. over 1904. Of this amount 410,692,616 pounds were packed solid in 1909 an increase of 13 per cent. over butter packed the same way in 1904, and 214,072,037 pounds were made in prints and rolls an increase of 28 per cent. over 1904. This shows that more people prefer their butter in prints and rolls now than they did several years ago. The number of pounds of cheese produced in 1909 was 311,126,317, a decrease of two per cent. from 1904. There was, however, a gain of 24 per cent. in full and part cream cheese and an increase of 125 per cent. in skimmed cheese, while on all other kinds there was a decrease of 93 per cent. making the average two per cent. This decrease in the total number of pounds of cheese manufactured is credited to a deficiency of material due to the better price received by the milk raiser for his cream at the butter factory than for the milk at the cheese factory.

There was a large increase in condensed milk, amounting to 60 per cent. over 1904. The increase in the sweetened variety was eight per cent. and there was an increase in the unsweetened of 154 per cent. There was a decrease of 60 per cent. in the number of pounds of skimmed milk sold in 1909, and an increase of 12 per cent. in casein, dried from skimmed milk. The value of the products increased 63 per cent. and there was an increase of 65 per cent. in the cost of materials used. The capital invested in the butter, cheese and condensed milk business was over \$71,000,000 in 1909, an increase of 51 per cent. over 1904. The salaries and wages paid increased 50 per cent. The miscellaneous expenses show an increase of 108 per cent. These expenses include rent of factory or works, taxes and amount paid for contract work. The horsepower used increased eight per cent., and the average horsepower per establishment was approximately 12 in 1909 and 11 in 1904. These figures do not include 19 establishments in 1909 that were engaged primarily in the manufacture of other products but making butter, cheese or condensed milk as by-products. The butter business makes a better showing than cheese manufacture, but more people eat butter than they do cheese, the latter being classed perhaps as a luxury.

## PUBLIC SERVICE PENALTIES.

President Hadley, of Yale College, the other day, in an address which has attracted a good deal of attention and called out considerable comment, urged that educated, able, hon-

est young men owed it to themselves and to their country to take a more active interest in politics. That sentiment has been frequently uttered and just as frequently applauded. Business and professional men too often say that all their time is taken up with the management of their own affairs, and that there the greatest profit lies. To say the least, that is not a public spirited, or patriotic view. It is frequently asked why this or that man does not accept a nomination for some office, which everybody realizes he is splendidly equipped to fill acceptably. One of the reasons, and a very appropriate one is, that they hesitate to subject themselves to the insinuations, the mis-constructions, the half concealed accusations incident to the campaign. They fear the assaults upon character and integrity, and although they have been all their lives honest and upright, and enjoy that reputation among those who know them, they dislike to be assailed and misrepresented before those who have had no personal knowledge to the contrary. It takes a man of pretty good courage to accept a nomination these days. That this prevents a public service and the community from getting the help of many good men is a fact pretty generally accepted and understood.

Four adventure books which are likely to be popular with juvenile readers—and adult readers as well—have recently been issued by M. A. Donohue & Company, the Chicago publishers. The four books form a series of Boy Scout travels and doings, humorous at times, but often daring and dangerous. The books are written by Alfred B. Tozer, a regular contributor to the Tradesman and well known as a magazine writer. They are handsomely bound in cloth and illustrated with pen-and-ink drawings. Clean, instructive and entertaining, it is probable that the books will have a wide sale. The titles are: Boy Scouts in Mexico or On Guard With Uncle Sam; Boy Scouts in the Canal Zone or the Plot Against Uncle Sam; Boy Scouts in the Philippines or the Key to the Treaty Box, and Boy Scouts in the Great Northwest or Fighting Forest Fires. The volumes deal with history as well as adventure, and a clever detective story runs through each one, making the ideal juvenile holiday gift.

The coffee dealer is certainly between the devil and the deep blue sea. With the coffee trust, made up of Brazilian growers and American importers, on one hand and with the coffee substitute manufacturers making marked inroads on the other hand, the life of the coffee dealer is anything but a pleasant one at this time. Probably nothing has done more to curtail the consumption of coffee than the high prices now prevailing. So long as the price of the staple is kept up to the highest possible notch, the people who have been in the habit of using coffee liberally will find ample excuse for using a substitute therefor.

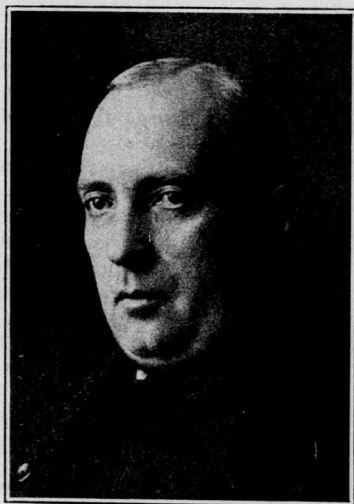


### THE MARCH OF PROGRESS.

The march of progress is rapidly wiping out one of the oldest and most honorable of callings. It is that of stone mason. Not many years ago house nor business block nor factory could be built until the mason had done his part. Hard heads from the neighboring fields were brought. With his heavy hammer or aided by fire the mason split the stones into useable size and then one by one piled them up to make the foundation, and not until he had finished could the carpenter or the brick layer begin his work. To-day when a foundation is to be put in the first symptom after the excavations are made is the arrival on the scene of a load of gravel, and then comes a load of sand, and soon after a traction engine hauling a big mixer puffs around the corner. A casing of rough boards is thrown up as a form for the foundation and then the work begins. The tractor is belted to the mixer, and when all is ready into the mixer goes the sand and the gravel and with it bags of Portland cement and buckets of water and then there is a few minutes of whirring and rattling and the mixer rises up to empty its contents into the barrows that are placed to receive the half fluid contents. The mixture is hurried to the waiting forms and dumped in and then leveled and tamped down and in hours where it took the old stone mason days or weeks the foundation is completed. It is quick work and it is good work, even better than the old stone masons did, and it is much cheaper, but the old romance and mystery of stone masonry is gone. The marvel of seeing rocks that are as old as the world split in twain, the skill of the workman in shaping the pieces of granite and facing them is no longer there. It is all mechanical now and interesting chiefly for its novelty.

Because the mason no longer has an occupation it should not be inferred that the followers of the ancient trade are out of work. They have turned to brick laying, a kindred calling, requiring a less degree of skill and technical knowledge, perhaps, but still making use of mortar, the trowel and the plumb line. Some stone masonry is still done, but it is mostly for ornamental effects and where expense is not a consideration. There is so little demand for the stone mason, however, that apprentices to the trade are no longer to be found and when a job is to be done it is necessary to hunt up some old craftsman who knows how. In the granite countries, down in Vermont and New Hampshire, the stone mason still reigns, but even here conditions have changed. The rock in the quarry is drilled by pneumatic drills and blasted out with dynamite and machinery does what once was done by hand in shaping the blocks ready for the builder. But quarry masonry and hard head masonry are not the same and never were. No power drills nor dynamite nor even gun power served the hard head mason and made his work easy. His sole reli-

# I Am Thankful



**I AM THANKFUL** that I am thankful not merely one day in the year, but every waking moment of my life.

I am thankful that I am able to nearly keep my wants down to my needs, that it is no hardship to deprive myself of luxuries to-day which would become burdensome to me as necessities to-morrow and that inasmuch as in justice to my creditors I cannot afford to own a buzz wagon, the odor of gasoline is distasteful to me.

I am also thankful that some of my friends, a large number of my acquaintances, also several strangers, are able to turn short corners at 50 miles an hour, without exciting in my breast any feeling of envy, malice or class hatred.

I am thankful that Jews and Gentiles, Roman Catholics and Protestants all look alike to me and that God Almighty has relieved me of the responsibility of acting as judge over any man's conscience.

I am thankful that I do not believe all men possessed of riches to be hard hearted or all corporations to be bands of thieves.

I am thankful for the belief that there is more good in the world than bad, that I have been able to stub around this old world for fifty years without annexing an affinity, and that I value more highly the respect of good women, the confidence of honorable men and the love of little children than merely the addition of a few extra dollars to my bank account.

Above all, I am thankful to a kind Providence for not placing in my way more of life's temptations, because I feel confident my feet would have slipped just as frequently as those of some of my brothers had I been forced to cross as many slippery places.

W. L. Brownell.

ance was his hammer and his skill, aided perhaps by fire when a very large rock was to be broken. In later years the drill was used, and when a succession of holes had been made a little gun powder finished the job or wedges were driven in to split the rock. It took technical knowledge of rock nature to tell where to place the holes that advantage might be taken of the cleavage. But all this is gone now. The cement mixer does the work.

The hard heads, such as are found in the fields around Grand Rapids and in the fence corners to which they have been drawn, are of granite and make a beautiful building material. Quarry granite is usually of the same color, but the hard heads are no two alike. They differ in color and texture and a wall built of them has character and beauty. With age the stones darken and take on softer tones and become more beautiful. One of the best examples of hard head construction in the city is the Fox residence, at Cherry street and College avenue. The Thomas Friant house is of hard heads and so is the front to Chas. R. Sligh's residence, and these houses will be notable as being "something different" as long as they endure. The foundation for the G. R. & I. office building, on Ionia street, is of hard heads and is notable for the many large blocks of conglomerate. The building is so exposed to the smoke and dirt of the railroad that the old foundation has become pretty dingy, but it is still a notable piece of work and always will be. The foundation to St. Andrew's cathedral, on the Division street side, is of hard heads, cut to size and is a beautiful piece of work. But little of this work is being done now, except for ornamental effects. It is too expensive. If granite is desired it is easier and cheaper to get it from the quarry, even although it be necessary to pay the freight for a thousand miles. Sand stone, such as is used in the Ryerson library and the Federal building, is cheaper than granite. Brick is cheaper still and some of the modern brick are so handsome that they can be used with scarce a regret for the old time masonry. As for the foundations, they are under ground and unseen. For them cement has come and to stay.

The National Federation of Women's Clubs is making an appeal to all club women to endorse a movement and sign a petition asking Congress to pass an act making the mountain laurel the national flower. The laurel has the red and white colors of the American flag, and when unfolded is an almost perfect star. The United States is so large and has so many flowers that to single out any particular one is almost impossible. The mountain laurel grows only in certain portions of the country, and to many would be totally unknown.

The greater part of a loss is the loss of time, nerve and energy, caused by worrying about it.





### News and Gossip of Interest to Business Men.

#### A Progressive Movement.

Saginaw's leading retail dry goods houses have taken a radical departure this holiday season, and one that is bound to meet with popular approval. Seven of them, namely the William Barie Dry Goods Co., the M. W. Tanner Co., M. C. Murray, Seitner Bros., Wm. C. Weichmann, Julius W. Ippel and Philip Ittner have made public announcement that this season their establishments will be closed during the holidays at 6 o'clock each evening, excepting Saturdays, the same as during the rest of the year. The argument is that the clerks and employees desire to enjoy the Christmas festivities as do other people, but are in no condition to do so when they are obliged to work all hours, night in and night out, preceding the holiday. Also it is held that the clerks and employees by being shown this consideration are in better condition for their daily labors, and are so better able to devote themselves to the wants of customers, so that the purchasing public reaps benefit from the change as well. Better satisfaction is looked for all round, and the change will have much to do with abolishing the last hour shopping practices of other years.

#### Beneficent Custom.

Max Heavenrich, head of the Saginaw house which bears his name, some years ago originated the beneficent custom of providing a big Thanksgiving dinner for the poor children of the entire city. This year the dinner will be given at Elks temple; the youngsters will be conveyed to the scene of festivity from all parts of the city by special cars, and a theater entertainment is to follow the dinner. It is expected that 300 or more children will participate in the bounty.

#### Big Commercial Gathering.

Tuesday evening, November 28, the quarterly conference of the Saginaw Board of Trade and the annual meeting of the Merchants and Manufacturers Association took place at the auditorium. In addition to volume of business transacted an interesting program of speeches and music, with a smoker and refreshments, were provided. Among the speakers were President J. A. Cimmerer, of the Board of Trade; H. T. Wickes, President of the M. & M. Association; M. W. Tanner, chairman of the Trade Interests Committee of the Board; Fred Buck, chairman of the Industries Committee; A. C. Melze, Treasurer of the M. & M., and Fred J. Fox, chairman of the Auditing Committee of

the M. & M. The meeting was very largely attended and was in every essential a decided success.

#### Fire Flow Tests.

Headed by J. H. N. Howland, hydraulic engineer, a corps of men representing the National Board of Underwriters, was in Saginaw during the week, making tests of the pressure from the water works stations, of which there are two, one on the east and the other on the west side of the Saginaw river. The corps visited every part of the city, between the hours of 8 a. m., and 4 p. m., and took the hydrants in groups of four, excepting in the business districts, where five were operated at once. The results were more than satisfactory, but the details will not be known until after the general report of the underwriters is published. From Saginaw as a base, the corps operated at Bay City and Flint also.

#### Notes and Gossip.

Vassar citizens and business men are elated at the prospects of a sugar factory being established in the thriving village while a milk condensing factory is already under way. Business is picking up in consequence of the addition of several new enterprises and the promises of others, and among the latest departures is a grocery establishment opened on Main street by Ralph Gunnel.

Charles M. Martin, of Saginaw, is to work Michigan territory for the Washburn-Crosby Co., of Minneapolis.

J. Schmidt, of Bay City, has removed his shoe factory from that place to Saginaw and is now operating on Janes avenue, where he has a complete establishment, employing at present about ten men.

A later development upon which the Saginaw Board of Trade is working is a Chautauqua for the holiday season next summer. In Hoyt park, Saginaw has an amphitheater capable of seating on the sward anywhere from 10,000 to 25,000, this will undoubtedly be used for the assembly should it be arranged. Committees are at work on the details of the scheme.

State Deputy Fire Marshal H. A. Wolff was in Saginaw during the past week consulting with local committees in regard to the State convention of the Michigan State Fire Prevention Association, which is to be held in the city early in February, 1912.

According to the report of General W. H. Bixby, chief of the United States army engineering corps, there were removed during the Saginaw Bay and river channel deepening operations during the season to date

69,181 cubic yards of material, at a cost of \$8,900. The report recommends a congressional appropriation of \$175,000 to continue the work in the season of 1912. It is pointed out in support of the appropriation that freight rates have been lowered already by the improvement made, and it is inferred will be still more materially lowered by continuance and completion of the work. In 1910, before there was any prospect of improvement, the value of the commerce carried was \$2,769,610, in lumber, logs, cement, lath, and miscellaneous merchandise.

Saginaw real estate agencies report numerous demands and brisk movements, with prospects of many new business establishments locating in the Spring of 1912.

J. A. Cimmerer, President of the Board of Trade, and J. Phil Beck, who operates one of the largest automobile houses in the Saginaw Valley, returned Friday from a trip to Traverse City and other points. They found excellent sleighing at Traverse and Cadillac.

J. W. Brady.

It is said that some insect-eating plants first intoxicate their victims by a liquor which they exude—thus furnishing a vegetable parallel to certain venders of drinks.

#### Corroborated.

"Madam," remarked the weary wayfarer with the bandaged eye, "I was not always as you see me now."

"I know it," replied the stern-visaged woman at the back door. "The last time you were here you had on a deaf-and-dumb sign."

#### Reassuring.

Newed—Did the grocer have the nerve to tell you these eggs were fresh?

Mrs. Newed—Yes, dear! I understood him to say they were right from the incubator.

#### His Idea.

Mr. Homebody—I see you keep copies of all the letters you write to your wife. Do you do it to avoid repeating yourself?

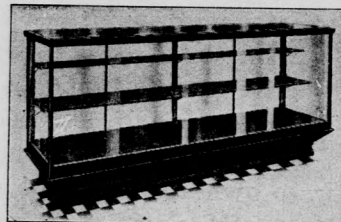
Mr. Faraway—No. To avoid contradicting myself.

White crape at the door and flowers at the funeral do not go very far toward relieving the darkness of death.

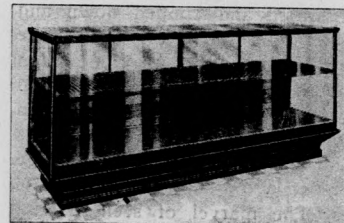
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Think of it—FORTY years of QUALITY

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SAGINAW, MICHIGAN

Samico, Uncle Sam, Upper Crust,  
King K, Blue Bird Flours

Mill Feeds, Seeds and Grains

Bread made from SAMICO won first premium in 1909 and 1910 at Michigan State Fair, Detroit



## What Some Michigan Cities Are Doing.

Written for the Tradesman.

The industrial situation has materially brightened at Ionia since a year ago. There are practically no empty houses, the Hayes-Ionia Company is employing 265 men, the Stafford Co. 260 men and the Pere Marquette shops have 285 workmen on the payroll.

Owosso people will organize a stock company to rebuild the Estey factory in that city, and the Ringleys, who lost property valued at \$150,000 in the cyclone, will remain at the head of the institution on salary.

Coopersville hopes to secure a branch of the Roach canning factory, the consideration being \$10,000 and a free site.

The Northeastern Michigan Fair Association, representing eight counties, will meet at Bay City Dec. 5 to perfect its plans for a how next fall. The members will be entertained by the Bay City Board of Commerce.

The Havers Motor Car Co., of Pt. Huron, has increased its capital from \$60,000 to \$200,000 and will increase its output to 1,000 cars this year.

Pt. Huron will be a division headquarters of the Pere Marquette after Dec. 1. All the Thumb lines will be managed from that city, as well as the P. M. line from St. Clair River to Buffalo.

A savings bank system has been adopted in connection with the public schools of Flint.

The State Fire Marshal has ordered the repair or demolition of thirty-five buildings within the fire limits of Marquette. It is also recommended that the fire department be strengthened and that a new hose house be built.

Jackson has placed a new automobile fire engine in commission.

The purchase of new fire apparatus including an engine, has been recommended to the Common Council of Big Rapids by the Board of Public Works.

The anti-smoke ordinance adopted in Hancock this fall will not take effect until spring, the reason being that most of the concerns had already purchased their winter supply of soft coal and were not prepared for the change.

Alpena will have music, oratory and other "trimmings" when the new Detroit & Mackinac Railroad station is opened Dec. 15. It is possible also that some steps may be taken to move the general offices of the company from Bay City and East Tawas to Alpena. An important extension is projected from Alpena to Rogers City, skirting the Huron shore, which ultimately will be extended to Cheboygan, making the D. & M. a shore line all the way from Bay City to the Straits of Mackinac.

An increasing number of typhoid cases in South Haven is attributed by physicians to lake water and an investigation is under way looking towards wells as the source of water supply.

The Common Council of Battle

Creek has appointed a committee to select a site for a public market.

Traverse City will entertain the State convention of the Michigan Retailers and General Merchants' Association Feb. 12-14, and President Sleder, of the Traverse City Business Men's Association, suggests that this will be a good time for the manufacturers of the city to get together and arrange an exhibit of their products.

The State Board of Pardons is considering the placing of a parole officer at Jackson to look after the men released from the State prison. It is estimated that there are over 500 paroled men in the city at the present time, the feeling towards the "ex-cons," as they are called, being much less embittered within the shadow of the somber walls than in places far removed. Detroit has a parole officer who is doing a great deal of good among the paroled men in that city.

The new municipal gas plant at Escanaba is in operation and has worked perfectly from the start.

The Michigan Railroad Commission has ordered the Pere Marquette to stop trains "5" and "6" at Fennville.

Plans looking toward the improvement of the entrance of Manistee harbor are now taking form. These plans include the building of south and north breakwaters, extension of north pier 200 feet and extensive dredging operations.

Inspectors representing the National Board of Fire Underwriters are spending two to three weeks in Kalamazoo and it is unofficially reported that they have discovered some bad conditions. The Gazette says: "One entire block in the center of the business district has been found to be a huge fire trap," and that "negligence amounting almost to criminal carelessness has been found in several instances."

Almond Griffen.

## Men Who Make the World Better.

Written for the Tradesman.

A man takes home with him an armful of Sunday newspapers, but he has to look diligently and long for the kernel of wheat, the really helpful, illuminating and uplifting item, amid the bushel of chaff. "Why don't you print something worth while?" is the frequent remark of thoroughly exasperated men—"reprint Dickens' stories; they are immeasurably better than scandal and crime and slush."

It is true that there are some bad newspapers, but there are some mighty good ones, and the good ones live. We find what we are looking for. Sensational sheets and unwholesome books are best killed by giving them the West Point "silence" and non-support.

Michigan has some most admirable papers and newspaper workers. High praise is due the members of the Women's Press Association of the State for their uplifting, ennobling work. For many years the "home," "good cheer" and "sunshine" pages of the Traverse City Record, Charlotte Tribune and other papers

have been going into homes and making better and kindlier and happier men and women.

Editor E. W. Barber, of the Jackson Patriot, now well past 80 years old, but active in his editorial duties, is still preaching the gospel of right living and high thinking, and only last Sunday we find him saying: "Do something—something helpful to others. Try to make the world better. Give equal rights and opportunities to all. Let there be larger freedom and there will be more right conduct. All can do something of a personal nature. There is no man so poor that he can not at least afford the sympathetic word. There is no man so rich that he can afford to withhold such word. Keep your sympathies from any hint of the drying at the fount, for with such drying would be lost your own richest source of mental refreshment. Cheerfulness, sympathy and helpfulness represent a trinity of constructive force in the uplifting of mankind. We are all of one great family and let us keep alive this sense of human kinship. If we must be selfish, let us be selfish in striving to be victors in helpfulness, in the far-reaching force of our sympathies and in our recognition of the great human obligation which is the common legacy of us all."

"Thirty" was written recently in the life copy of Chas. E. Barnes, the dean of the newspaper profession in Battle Creek, and his coworkers there pay him the high tribute of being "a newspaper man who made no enemies." Editor Brown, of the Moon, says of him: "He abhorred much that now goes to make up a daily print. His journalism was of the type that would educate, or at least awaken thought, rather than chronicle the passing cyclorama of tragedies, disasters and common-

places. His never flagging faithfulness along the lines of nature study, natural history, and the like, alone kept these things factors in the local press. He was faithful to the things which he felt must not be neglected in the rush of modern matters. The birds, the flowers, the rocks, the beauties of nature in every form, never had a more sincere friend nor a more indomitable defender than Charles E. Barnes. He was gentle, unobtrusive and considerate of others. His aim seemed to be to boost younger men forward and to keep older men from going back. Some might say that he was not successful—at least, he did not amass a fortune or acquire a nation-wide reputation—but he was successful, because he lived his life without leaving a blemish to be hidden by the kind charity of the death hour. Whatever may have been his religious belief or his conception of the unknown future, it is certain that if there is a celestial kingdom that no man's soul ever entered it with a cleaner record than that of Charles E. Barnes, the newspaper man without an enemy."

Never buy goods at an indefinite price, unless you wish to get them at double their value.



**MAPLEINE**

(Flavor de Luxe)

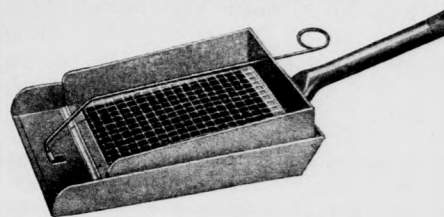
**Sells  
Satisfies  
and  
Sells Again**

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## LANSING DUSTLESS ASH SIFTER

Screens and removes the ashes at one operation. Cleans out the furnace as quickly as a shovel and saves 15% of the coal. Exclusive agency to one dealer in a town. Write at once for our plan that enables you to place this sifter with every furnace user in your county.



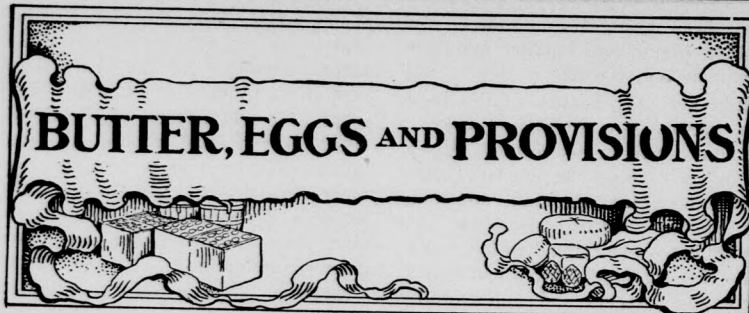
The Gier & Dail Mfg. Co., Lansing, Mich.

## WORDEN GROCER COMPANY

**The Prompt Shippers**

Grand Rapids, Mich.





## BUTTER, EGGS AND PROVISIONS

### The Advantage of Handling Eggs by Weight.

Buffalo, Nov. 27—Our experience with weights of eggs was a good many years ago, when eggs were packed in barrels, and we weighed them to get the weight of the oats. We are receiving some of our State eggs here that weigh 60-62 pounds a crate, while the average Michigan eggs would not weigh over 55 pounds, and we sometimes receive eggs that weigh as low as 50 pounds a crate, where people have small white leghorn hens. Twenty-four ounces would only be about 55 pounds to a crate, so presume that is a fair average. Rea & Witzig.

### Step in Advance.

Chicago, Nov. 28—We have never bought nor sold eggs by weight, but we believe it a step in advance of the present method of handling, as certainly large eggs are worth more per dozen than small or even those of medium size. One and one-half pounds to the dozen is about the average on good full sized eggs when fresh. Wayne & Low.

### Are Making Careful Selections.

Waterloo, Iowa, Nov. 28—There is very little being done in the trade towards the matter of selling eggs by weight. You are, of course, aware that there are laws in nearly every state defining the number of pounds that a legitimate dozen eggs must weigh.

I find that a good many of the better class of shippers, while they are paying little, if any, attention to actual weight of their eggs, are selecting for their best trade and putting up in cartons eggs of uniform size and color. But this is about as far as they have gone.

Egg Reporter.

### The Coming Method.

Chicago, Nov. 28—Regarding the proposed system of buying eggs by weight, would say that as far as we know in the West, no one has taken a positive stand on this question, but it is a fact that the trade throughout the country in the larger markets, who distribute eggs to retail trade and to consumers, are paying more attention each year to the matter of weight. It is now universally required by buyers of storage eggs, that particulars as to weight be furnished, together with inspections as to quality, and we believe this is going to be a governing feature in the business in the course of time. In Europe eggs are bought and sold somewhat differently than in this country

and, in the English markets with which the writer is familiar, the best brands of eggs are graded as to quality and size, the weight per "long hundred," i. e. (ten dozen), commonly being quoted with the name of the brand and the price. As the business in this country gets more highly organized, in the writer's opinion, it is quite probable that all business will be developed along similar lines. G. W. Bull & Co.

### Health Officials Over Particular Regarding Poultry.

Grand Rapids, Nov. 28—Public officials are fond of letting the people know there is a reason for the appearance of their names on the payrolls. It is natural that this should be so. But really officials should show discretion in advertising their zeal and efficiency. Some of the recent activities of the local Board of Health illustrate this need of discretion. From this Board comes the announcement that much of the poultry marketed in this city is tubercular or rumpy and unwholesome for food. It might be suggested that the kind of poultry people like to buy is too young to be very seriously affected by tuberculosis, and if it is the other kind, an old rooster or a great grandmother hen it is too tough to make much difference, whether it had one lung or two of them. As for the rump, this is not an organic disease that affects the entire body but a parasitic disease of the throat, and it is usually too quickly fatal to permit of slaughter and marketing. But even conceding that some of the poultry may be tubercular or rumpy, does it necessarily follow that such poultry is unwholesome? If we were in the habit of eating our poultry raw or rare done there might be some menace from germs, but poultry must be thoroughly cooked to be relishable and in this fact lies safety. A consumptive chicken, if fat, young, rightly killed, properly dressed and cooked to a turn, is just as good as any other kind; in fact, nobody could tell the difference, and as for the old hen nobody would care.

In addition to calling attention to the importance of the Health Department and the zeal of its officers the purpose of this sweeping condemnation of the poultry market may be to secure the appointment of a poultry inspector, at a salary, of course, commensurate with the importance of the services he would be supposed to render. It is not likely an inspector will be appointed, at least not immediately, but that there

should be an agitation for such an officer might suggest that we have about as many inspectors, examiners and similar functionaries as are needed. In fact, we could dispense with a lot of them without great detriment to the public health and welfare. Nearly everything we eat, drink, smell, do or have done to us must pass under official eyes, or receive official sanction. If all these officials served patriotically and without compensation this might be well enough, but whatever may be the relations of their duties to the public they are not in the inspecting business for their own healths. Their names on the payroll is the first requisite to activity on their part, and what they receive is added to what it costs the merchant to do business and by him passed on to his customers. If more were left to the ordinary intelligence of the consuming public, and more to the common honesty of those in business instead of making everything subject

to inspection it is quite possible there would not be so much ground for complaint at the high cost of living. Poultry Jobber.

### The Age of an Egg.

In a glass of water the fresh egg will assume a horizontal position. The egg of three to five days makes with the horizon an angle of 30 degrees. The angle increases to 45 degrees for an egg eight days old, to 75 for one of three weeks, and at thirty days the egg rests on its point.

There'd be no persistence if there were no resistance.

All Kinds of  
**Feeds in Carlots**  
Mixed Cars a Specialty  
**Wykes & Co.,** Grand Rapids Mich.  
State Agents Hammond Dairy Feed

**H. B. Stanz Co.**  
WHOLESALE DEALERS & IMPORTERS OF  
ALL KINDS OF  
**CHEESE**

We have the output of 30 factories.  
Brick, Limburger in 1 lb. Bricks, Block Swiss  
Write for prices.  
Milwaukee, Wis.

**A. G. Kohnhorst & Co.**  
GRAND RAPIDS, MICH.

Wholesale distributors of potatoes and other farm products in car loads only. We act as agents for the shipper.  
Write for information.

Figure with us on your winter stock of fruits and vegetables. Now is the time to buy.

**The Vinkemulder Company**  
Grand Rapids, Mich.

Established 1876  
**We Want** Strictly Fresh Eggs  
White Beans  
Red Kidney Beans  
Clover Seed  
**Moseley Bros.** Wholesale Dealers and Shippers of Beans, Seeds and Potatoes  
Office and Warehouse, Second Ave. and Railroad  
Both Phones 1217 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 make a specialty of live poultry and eggs. You will find this a good market. Ship us your poultry and eggs.

REFERENCES—Marine National Bank, Commercial Agencies, Express Companies, Trade Papers and hundreds of shippers.

Established 1873



## DECEMBER.

## Darkness, Death Defeated — Light, Life Triumphant.

Written for the Tradesman.

December! Print it in big black letters; for its portents are ominous. Let the initial be many times larger than the other letters, for it suggests overshadowing realities and possibilities.

Dreary skies, defiant winds and storms, desolate fields, denuded trees, are the usual accompaniments of December. Darkness and desolation are Nature's signs of death. Dread and despair are the effects upon man. December, the last month—the dying year—points to the end of life—death and the grave.

No song birds in shady bowers, no hum of insect life, no verdant fields or golden harvests, no workers in the fields. All is bare, desolate, deserted, like the wake of a plundering army. Mother Earth seems to stretch forth empty hands, saying: "I have given you all; I can not answer another appeal for food; I can not satisfy even one more hungry mortal." Those who have stripped earth of its bounties seem to turn away with no regret from the generous giver unable now to produce more—helpless in the chains of the frost king. What a picture of helpless, desolate old age, neglected and rejected by those for whom the whole life has been spent in earnest toil and unrelenting watch-care!

What an array of doleful words are introduced by the same initial as this final month of the year! What a company of unwelcome suggestions it leads forth. A few of them will suffice: Doubt, despair, delusion, distrust, despondency, deceit, dishonor, duplicity, denial, debate, dissent, defamation, default, derision, disappointment, desertion, defeat, destruction, darkness and death.

When in the darkness we look along the railroad track and see an ominous light coming with apparently increasing rapidity; when we hear the shrieks and roar and hiss, and feel the earth tremble at the approach of a huge, undefined monster, we do well to flee from before it. We dare not risk its destructive power.

So with December. We must flee from its dangers; we must be fortified, armed and equipped to resist its onslaughts. But when the terrifying engine has passed we discover a train laden with blessings for man. It may be food, clothing, material for his wants. It may be necessities, comforts, luxuries—the fruits, grains, meats, products of the fields or manufactures on their way to depots, warehouses, stores or individual recipients. Or we discover warmed and lighted coaches filled with travelers going to their homes, to friends, to transact business—eager, earnest, expectant, happy, secure, comfortable; thinking, planning, hoping, and trusting the very thing that terrified us. Besides this cargo of precious freight there are hidden treasures safely guarded; there are many messages and gifts

and tokens to carry gladness to distant friends. These will be brought forth and delivered in due time.

So may it be with December. The terrifying front will pass by—has now passed by. We are safely at one side or have joined the expectant company on the train. We are secure and comfortable because we have prepared for its coming. We are losing sight of the outward forbidding or undesirable conditions and are looking within. In barns and cellars, in elevators and storehouses we find safely stowed away the products which have disappeared from the open fields. There is plenty, yea, abundance, for all if properly cared for and wisely dispensed.

While without may be cold and desolation and unlovely sights, within is warmth and cheer which more than compensates for the outward loss. Friends and relatives gather oftener; families find added pleasures; new ties are formed, old ones reunited; more joy, more happiness predominates.

But this is not all. The turning point is reached in December. Instead of increasing darkness, at once there is increase of light. Days lengthen; we are going back toward the sun; or, as often expressed, the sun is coming back. Our faces are toward the summer.

Whatever the initial letter may signify, and whatever may follow until the last one, we like to think of the prophecies of the final letter. Resurrection! First of nature; the spring with its buds and blossoms; the sunshine and showers—life everywhere, which is restoration, renewal. With the new year comes resolution; reapplication after rest and recreation of the holidays; rejuvenation.

It is often said that it is darkest just before the dawn. What more appropriate season, then, for the Light of the World to be made manifest? So in December comes Christmas. In the great gloom of the world came Christ. No human words can express the importance and greatness of that advent. To every human heart—no matter how dark—Christ is ready to come now. Doubt, despondency, dread, defeat, even death itself, are overcome—are defeated. Life and light triumph.

In place of the dread-inspiring initial let us adopt the final letter and its host of significant followers: Rescue, release, restoration, restitution, redemption, renewal, radiant, ransom, rapture, revelation, reconciled, reclaimed, recreated, re-enforced, refreshed. All these and many more are the realities which are vouchsafed to humanity by the supreme event which is commemorated in December. E. E. Whitney.

## Any Help?

A little boy who had often heard his father talk about the Civil War finally asked:

"Father, did any one help you put down the Rebellion?"

Beware of an eloquent auctioneer, unless you are a very good judge indeed of the goods he is selling.

## She Forgot.

"You have prunes?" she asked of the grocer in a doubtful way.

"Certainly, ma'am—the choicest in the market."

"Real Turkish prunes?"

"We carry no others."

"And the price is—?"

"The price has gone up 2 cents a pound, ma'am."

"Mercy on me!"

"Owing to the war, you know. The Turk can no longer go out and gather his prunes in peace, as he used to."

"I see. And you may give me a pound."

And she paid for them and went away without asking why all real Turkish prunes came to market in boxes with a California brand on them!

## Cure For Ropiness.

The ropiness or stringiness in milk, of which a number of our readers have lately written us, perplexedly, is due to the presence of certain bacteria, which may have dropped from the skin of the cow into the milk at milking time, or have collected on the straining cloth or in the pails and cans. Absolute cleanliness is the cure. Those who handle the milk

must have clean hands and clean garments, the teats and udder of each cow should be washed before milking. All utensils should be scalded with soapy water, thoroughly rinsed and sunned before using.

Ropiness is never caused by diet or udder troubles.

You can be a powerful king and a contented subject—as soon as you know how to rule yourself, and thoroughly use the knowledge.

## POP CORN

We are in the market for old or new crop shelled or on the ear. If any to offer please write us.

Alfred J. Brown Seed Co. Grand Rapids

Wanted—Butter, Eggs, Veal, Poultry Nuts and Honey

F. E. Stroup, Grand Rapids, Mich.

References:—Commercial Agencies, Grand Rapids National Bank, Tradesman Company, any wholesale grocer Grand Rapids.

## 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.



15,000,000 packages sold annually

DID you ever have one of your best customers call you up and tell you that the butter you sent was not satisfactory?

Such complaints can't be avoided with ordinary butter. Its quality runs uneven—seldom twice alike.

## Blue Valley Butter

is guaranteed to be satisfactory at all times. It is churned fresh every day in our sanitary scientific creameries, making it always pure and sweet—every pound just like every other pound. Write for complete information.

BLUE VALLEY CREAMERY CO.

:: Grand Rapids, Mich.

## FOOTE &amp; 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.

## POTATO BAGS

New and Second Hand

Stock carried in Grand Rapids

Can ship same day order is received

ROY BAKER

Wm. Alden Smith Bldg.

Grand Rapids, Mich.

## Wanted—Potatoes

Wire or write us what you have naming price and when can ship

Both Phones 1870 M. O. BAKER & CO. TOLEDO, OHIO



## MICHIGAN SHORTSIGHTED.

## She Has Thrown Away Property Worth Millions.

Written for the Tradesman.

In spite of the efforts of the many friends of forestry; in spite of the fact that the people are demanding forestry; that nearly every important organization has declared for it and nearly all the press have advocated forestry—in spite of all this the forestry situation in Michigan is about as wretched as it well can be.

Michigan is well located, the products of her soil and labor have easy transportation, with the best of markets right at home and within easy range. Michigan is naturally a forest State. Forests plant easily and grow well on account of large areas of low lands unfit for agriculture. Michigan is destined to remain a well forested State. The present generation and its shortsighted, incompetent misadministration with regard to public lands and private forest property are not going to alter the geography of this State, merely waste millions of dollars, delay the good work for a quarter of a century and make work more difficult and more costly for the people. And there is no ground for deploing the geography and natural economic situation of Michigan. A state with farming, forestry and manufactures in proper balance, is far better off than a "corn" state or "wheat" state or "cotton" state depending on one industry only.

When the Michigan Forestry Association came into existence and took up the questions as they had been agitated for more than a decade, the problem was clear and the object of the Association about as follows:

1. To induce the State to keep its lands and make them into forests.
2. To induce the State and the lumbermen to get together on some plan of co-operation for the protection and continuance of our remaining large woods and thus to assure the State at least a partial supply of timber until more could be grown.
3. To develop interest in forestry among the holders of small areas, particularly the farmers.
4. To promote forestry education and forestry work by publication, direct advice and assistance to be given by a State Forester or other agency.

And surely there was need for all this:

Only a third of the area of this State is improved land.

Easily one-third is in a waste land condition, merely serving a few hunters and forming the start and spreading ground of woods fires.

Half of the material used in construction and wood industries is imported and it is the better half at that.

Seventy per cent. of the remaining large forests will be cut out by the year 1920.

Our wood lots are disappearing; larger and larger areas of land are completely man made prairies, that

most painful of all of man's abortions in the "development" line.

Fires are left to do damage to the amount of millions without any serious effort on the part of the State to stay the mischief. In 1908 alone this State lost over thirty million, all the foolish denials of office holders notwithstanding.

All the efforts of the State and private persons combined, which have been made up to this date, will not delay, by one single day, the time when Michigan buys all her timber. And this we call statesmanship! To leave one of the most beautiful states of the Union converted not by sections, not by whole townships, but by whole counties into fire scarred waste. This is what the pres-

mission to look into this matter. The report of this "Committee, on Enquiry" was intentionally and systematically prevented from getting among the people.

This Commission found (see page 12 of its report) that the "profitable" work of the Land office resulted in a loss of over \$200,000 on the small area of 21,000 acres sold.

In those "balmy" days the Land office threatened suit against the Auditor General because he would not deed over the lands according to the State law. This produced a "bone" in the way of about 400,000 acres. A lovely mess of incompetence, mixing of authority, violation or non-obedience to law, one of the regular results when the officers are

have jurisdiction over lands and forests. The Legislature gave this Commission the "hint" broadly enough and made it obligatory to keep at least 200,000 acres as State forest reserves. Even as late as November, 1907, the State had in its possession under the law over one million acres with large areas additional in process of forfeiture to the State.

What is being done with the State's chance for forest? The State will hold a big "bargain day event soon," was the headline answer June 17, 1911.

The head of the Commission, in a talk to the Federation of Women's Clubs, extolled the virtue of their work, explained how "cheap" it was, how they made the sales easy, how the sands "were made to blossom like the rose." A regular newspaper land fake advertisement could have done it no better. The Governor's veto of the appropriation of this Commission better describes its work and worth.

The State's chance is fooled away, and this closes the first chapter of real forestry work in Michigan.

There remains the matter of private forests. The State has never raised a finger and the land owner to-day no longer figures that it will. This, also, is a closed book in Michigan. In 1925 the State can buy its timber elsewhere. The farmers' wood lot has been provided for by your Association. An attempt to organize a service failed since the M. A. C. preferred to sit as "dog in the manger," pretending to do and promising to do what it has not done.

This outlook is not made more pleasant by the fact that other states and the nation are going ahead in forestry. Wisconsin did not have the fine chance of Michigan. But she started in earnest, she is consolidating and buying lands, while Michigan throws her lands to the land sharks and pays for their advertisements through a perfectly useless Immigration Bureau enterprise. Immigration Bureau! As though Michigan was some unknown wilderness in need of publicity!

Even the conservative states of New England, one and all, have joined in earnest forestry work, while our State has thrown away a property worth millions and needed in the economy of her people.

F. Roth.

## A Child's Thanksgiving.

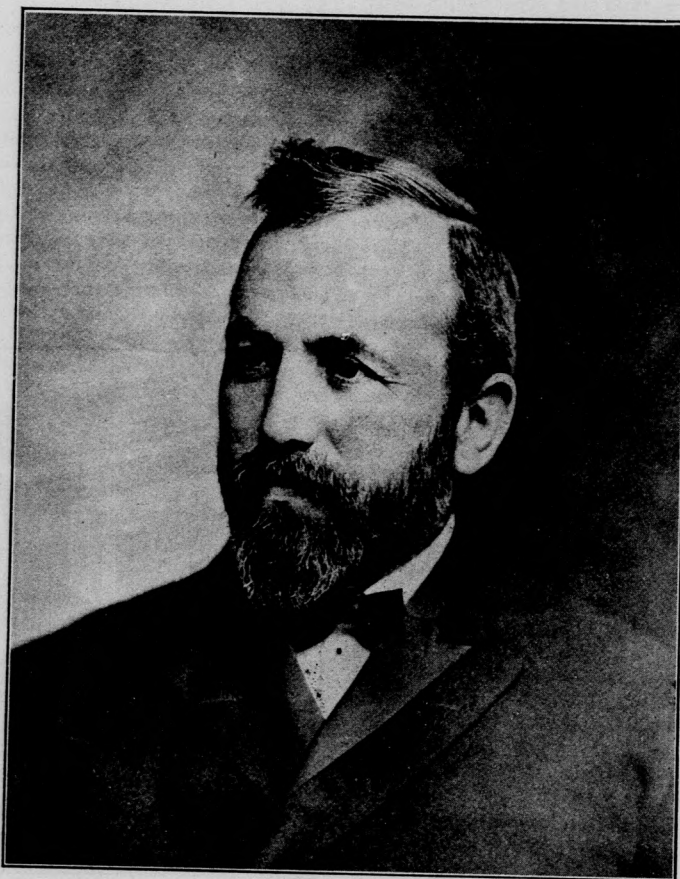
I thank thee, Father in the skies,  
For this dear home so warm and bright;  
I thank thee for the sunny day  
And for the sleepy, starry night.

I thank thee for my father's arms,  
So big and strong to hold me near;  
I thank thee for my mother's face;  
I thank thee for my dolly dear.

I thank thee for little birds  
That eat my crumbs upon the sill;  
I thank thee for the pretty snow  
That's coming down so soft and still.

O, Father, up there in the skies,  
Hear me on this Thanksgiving Day,  
And please read in my little heart  
The "thank yous" I forgot to say.  
Kate Whiting Patch.

When you "start off to meet the sunrise," do not let its brilliance blind you to the obstacles in the road.



F. Roth

ent generation has done and is doing for their home for which we all pretend so much patriotism and affection.

When the Association started out the chances for State forests and forestry were good. The Association soon found that the office-seeking crowd at Lansing, dominated by incompetent "fossil" clerks (both in the Land office and Auditor General's office) were wasting the property of the State and, in addition, were taxing the people to the tune of \$150,000 per year for useless "pap" advertising and clerk hire. Over one and one-half million dollars were thus wasted in one decade and the division of lands into "resort" lots and similar enterprises to share in this advertising money had become notorious. In order to make some headway the Legislature was at last persuaded to provide a Com-

mission to look into this matter. The report of this "Committee, on Enquiry" was intentionally and systematically prevented from getting among the people. This Commission found (see page 12 of its report) that the "profitable" work of the Land office resulted in a loss of over \$200,000 on the small area of 21,000 acres sold. In those "balmy" days the Land office threatened suit against the Auditor General because he would not deed over the lands according to the State law. This produced a "bone" in the way of about 400,000 acres. A lovely mess of incompetence, mixing of authority, violation or non-obedience to law, one of the regular results when the officers are elected and thereby kept "close to the people" instead of being responsible to some head. But this story drags. Suffice it to say that as late as 1875 the State had in its hands nearly one-fourth of the land area of the State for non-payment of taxes; that in 1902 one-sixth of the State was thus in soak and was being advertised at State expense; that lands were held by the Auditor General beyond the limits set by law; that the State Land office sold in the years 1902-1908 over one million acres at the magnificent price of about one dollar per acre, when it had been shown by the Commission of Enquiry that on State land normally there were about six dollars worth of timber per acre.

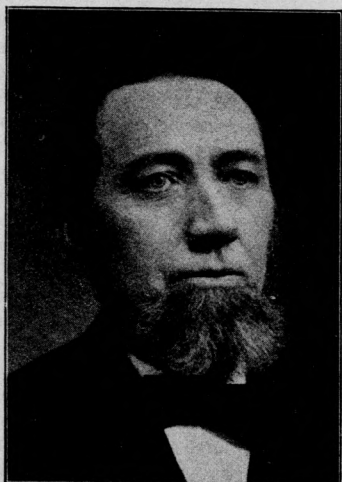
After great efforts the Forestry Association succeeded in getting the ear of the Legislature in 1908-1909 and the creation of a Commission to



## MEN OF MARK.

**E. Hekman, Sr., Veteran Grandville Avenue Baker.**

Edsko Hekman, Sr., was born in the Province of Groningen, Netherlands, April 27, 1858. He served an apprenticeship in the bakery business and engaged in business on his own account at Winschoten when he was 23 years old. Thirteen years later he sold out and came to this country, locating in Grand Rapids. He first engaged in the grocery and baking business on Vries avenue. Five years later he moved to his present loca-



tion, at 737 Grandville avenue, and two years later he discontinued the grocery business, since which time he has devoted his entire attention to the bakery business. He does not bake bread, but manufactures all kinds of crackers and about fifty different varieties of sweet goods under the style of the Valley City Biscuit Co. His Dutch cookie, which is his principal specialty, is now sold in thirty-four different states, and the business is growing very rapidly. The bakery burned last May, since which time a new brick factory has been erected and equipped with the most modern machinery in the bakery line. The building is 50x100 feet in dimensions, two stories and basement.

Mr. Hekman was married in 1881 and has had five children—four boys and one daughter. The daughter is dead. Edsko, Jr., and Henry, the two older boys, went to Denver four years ago, where they engaged in the manufacture of the Dutch cookie under the style of the Hekman Baking Co. They are building up a large business in the Rocky Mountain states and on the Pacific coast. The two younger sons, John and Jelte, are associated with their father in the Grand Rapids business. The house employs two city salesmen—E. T. Rogers and J. Wierenga—and has a large number of commission men working in all parts of the country.

Mr. Hekman is a member of the Grandville avenue Christian Reformed church and has been clerk of the church society for the past twelve years. He is a man of few words, but he has a pleasant personality which enables him to make friends rapidly and retain them steadfastly. He is naturally very happy over the growth of his business and the

gradual expansion of his usefulness as a manufacturer. He is proud of the wholesome and sanitary manner in which he is able to keep his factory and it goes without saying that if the business continues to grow in the future as it has in the past it will ultimately reach mammoth proportions.

**Increasing Attention to Special Lines of Education.**

Written for the Tradesman.

President McRae, of the Detroit Board of Commerce, and others are strongly urging the need of a State Commissioner of Agriculture in Michigan. They say that while the Michigan Agricultural College is doing a wonderful work, that its scope is too limited and that a State Commissioner is needed to put Michigan in the front rank as an agricultural state. A few years ago the Thumb district was a forest of pine stumps. To-day it is one of the finest dairy and general farming countries in the United States. The Upper Peninsula and portions of the Lower Peninsula formerly considered almost worthless have undergone marvelous development, showing soil and crop possibilities hitherto undreamed of. The fact that agriculture is not only honorable but profitable will soon be taught in every school.

The importance of interesting young men in the study of the various breeds of domesticated animals has prompted J. Ogden Armour, of Chicago, to offer \$5,000 in scholarships at agricultural colleges to students making the best records in judging live stock at the International show in Chicago.

The National Educational Association will make an appeal to philanthropists who have been aiding colleges of the country that they spend some of their money for the improvement of the rural schools. These schools have 12,000,000 pupils and it is claimed that in some of the states 55 per cent. of the rural school teachers have at most only an eighth grade education.

James J. Hill, the railroad magnate, is still preaching soil conservation and better farming methods. "We must educate the farmer if American resources are to be conserved," he says. "The farmer is not worrying about it. He is going ahead in the steps of his father and grandfather. At one time Sicily produced 12,000,000 bushels of wheat annually. Now its output is 1,000,000 bushels. The soil there is worn out, and so it will be in America if we do not change our ways."

California bids fair to lead all the other states in its system of agricultural education. The farmers and fruit growers there, probably because of difficulties encountered, are a body of intelligent men, and at a conference between the California Country Life Commission and the Division of Agricultural Education at the University of California a plan of education was prepared for submission to the Legislature which seems almost utopian in some of its provisions and too good to be true. Under this plan the California rural schools will adopt agricultural education under State direction and with State aid.

Commercial courses are gaining in popularity in the city schools. In the Detroit night schools the enrollment is much larger than last year. Many students are taking Spanish, in view of the growing trade relations with the Philippines, Cuba, Porto Rico and Central and South American countries.

The University of Washington at Seattle announces a special course in forestry for lumbermen, enabling students to lay out logging roads and to take charge of logging operations.

Almond Griffen.

Most men who own a watch think they know all about it. They have the number fixed in their memory in case it is stolen. They could probably pick it out from fifty other watches with their eyes shut. But how many men know that their watch is a compass and will tell north from south as accurately as it will tell the time of day? Stanley, the explorer, did not know it until he had groped his way through the dark continent and met a Belgian sailor on the coast. Every watch is a compass. If you point the hour

hand to the sun the south is exactly halfway between the hour and the figure XII on the dial. Suppose, for instance, it is 4 o'clock. Point the hand indicating 4 to the sun and the XI on the watch is exactly south. If it is 8 o'clock point the hand indicating 8 to the sun and the figure X on the dial is due south. No man need get lost if he carries a watch.

New York has more inhabitants to the acre than Paris.

## Valley City Biscuit Co.

Grand Rapids, Mich.

Manufacturers of

### Cookies and Crackers

Write for Price Lists

We Make a Specialty of 10c and 12c Cookies

NOT IN THE TRUST

## Continuous Service

The popularity of the products of the National Biscuit Company and their great sales are due to continuous quality and continuous service—National Biscuit Company products are always dependable. They are always up to sample. Every package is like every other package.

And this quality-reliability is vastly to the profit of the dealer. It means continuous demand and a continuous service to supply that demand.

The extensive distributing service of the National Biscuit Company extends from coast to coast. It means a constant supply of all the products of the National Biscuit Company to every part of America. Is your store a part of this continuous service? Do you enjoy your share of the goodwill accorded to National Biscuit products?

**NATIONAL  
BISCUIT  
COMPANY**



**PRACTICAL STOREKEEPING.****Matters of Vital Concern To the Merchant.**

Four—Interior Arrangement.  
Written for the Tradesman.

In discussing the interior arrangement of the store there are a good many particulars the writer would like to go into, but which, for the sake of brevity, must either be touched on only incidentally or left out altogether.

The arrangement of every store is a special problem that has to be worked out along lines that differ in some respects from all other store arrangements. The nature of the business, the size and shape of the room or rooms, the location of windows, wall-recesses, supporting columns, etc., are factors that enter into the problem giving you an almost infinite variety of possible solutions.

And yet in all modern stores the following objects ought to be aimed at: First economy of space; second, convenience; third, appropriateness (or good taste) in furnishings, fixtures and decorative features.

To work out the various details which these items suggest—and to work them out within the limits of a moderately conservative investment—is manifestly a task that requires a good deal of thought. We have often heard the remark that people who build their own homes in order to get just what they want invariably find that they could improve on their own plans; for no matter how carefully they go over the matter with their architects, they trip up on certain more or less important matters. And the same thing is true of the man who designs a store room, and of the man who goes about to fit up a store room already built.

The manufacturers of a certain elastic bookcase have a significant phrase—"Always complete but never finished." If store rooms could be put on the sectional plan, what a prodigious relief it would be to merchants who are almost continually pestered by this pesky problem of interior arrangement. We can get a good arrangement for to-day, but how about to-morrow? The business, if it is normal and vigorous, is going to grow just like a 6-year-old boy. That means more counters, more cases, more shelving, more fixtures. The problem is to find room for them.

There are at least two reasons why the average merchant ought to economize his space. In the first place he can ill afford to rent more floor space than he really requires; and, in the next place, even if he could afford to do so it would have a bad impression on the customer. It would look as if the size of the room were out of all proportion to the amount of the stock. If the stand is a good one, the rent is going to be a considerable item in the cost of doing business—and of course the bigger the room the larger the rental. So there must be an impression of compactness at all stages of the game.

# Thanksgiving

**D**EAR LORD, we bow to Thee to-day

Our prayers of gratitude to say;

We pause a moment in the strife—

The hurly-burly game of life,

The ceaseless clamoring for gold,

The rush to get, the fight to hold—

That we may now acknowledge Thee,

Giver of every vine and tree.

The wheels of commerce now we stay,

Our blazing fires we bank to-day;

Envy and hate we put aside,

And humbly we renounce our pride,

And humbly now we recognize

That everything in life we prize,

Fruit, golden grain and even love

Are gifts You send us from above.

Dear Lord, to-day we bend the knee

And suppliant we turn to Thee;

All thought of self to-day we quell.

It is not we who have done well;

Not we, who've raised all things of earth,

Not we, who've done these deeds of worth,

But unto Thee all praise we give,

Who have permitted us to live.

We thank Thee, Lord, for every vine,

For fruit of field and yield of mine;

For every step of progress made,

For honor in the marts of trade;

For sweetness in the home and truth,

The perfect innocence of youth,

For all that life is here below,

Our thanks to Thee, dear Lord, we owe.

Edgar A. Guest.



There should be just enough shelf room to accommodate the goods one starts with, for empty shelves suggest the notion of a skimpy stock or of broken lines. Of course if the goods come in cardboard boxes or cartons (like shoes) it is not necessary for all of them to be filled to their utmost capacity; and there are various ways of making a shelf-space appear filled when you very well know you can get more merchandise in that space when it comes to a pinch. And even when your store becomes entirely too large for your present shelf room there is generally a way of extending your shelving further back or higher up the wall.

But when it comes to installing more cases for the display of perishable or costly wares, this is another proposition—and often a vastly more difficult one. It is not so hard to carry one's shelving up the wall, but it often requires a lot of maneuvering to find room for an additional case. You can not encroach on spaces for the accommodation of customers during those rush hours that every store counts on having at certain times. And yet, as I have said, the well arranged store will have a sense of compactness. A great, roomy, barnlike structure, in which economy of space is no factor, does not somehow create that pleasing effect that the eye of the customer seeks.

Much in little is a motto that the merchant will do well to keep in mind in carrying out all of his interior arrangements. Cases, cabinets, chairs, tables, settees and all other fittings should be compactly built. A case should be large enough to contain such merchandise as the dealer wishes to put in it, and yet not so bulky as to encroach unduly on floor space.

Convenience of arrangement is a matter of prime importance in the equipment of a store. Things have simply got to be handy about a modern store. Delays are costly; store time is valuable. Have you ever seen a storekeeper rummaging around in a drawerful of merchandise vainly trying to find some particular commodity that he is confident ought to be there? Have you ever seen clerks in shoe stores inspecting the ends of cartons with a puzzled look on their faces—as if they were thinking, "Well, I wonder if that kind of a shoe happens to be loafing anywhere in this compartment!"

If a pesky drawer into which you must go many times during the day has incurred the odious habit of sticking, so that you sometimes pull and jerk and almost part with your religion to get it open, do something drastic to that drawer. Get a medium sized jack plane and dress down the edges. If you have to cut off a little varnish to remove the superfluous woods, what is the difference? Varnish does not come high; and you don't have to join the painters' union to touch up the edges of that drawer.

If a case is not located in the logical position for that case, thereby oc-



causing a good many useless steps on the part of the salespeople, move the case where it belongs. Convenience is a matter of such importance it may be well for the merchant to analyze and study the arrangement of his salesroom with this one idea in mind. Convenience is not a matter that we are concerned with just at the time the fixtures are being installed, and then drop for an indefinite period; rather the effort should be frequently made to improve on our previous best.

Is everything about your store as convenient as it might be without incurring unreasonable trouble and expense? Suppose with this idea in mind—the desire to work out the detail of convenience—you begin well up towards the front of your main salesroom and work back systematically and thoroughly, asking yourself concerning every table, case, counter, etc., whether or not a better arrangement is possible. If it is, make it.

Good taste ought to preside over the interior arrangements of all modern stores. There was a time when this was not so important; but that time has passed. Nowadays people like to shop in nicely arranged, neatly appointed stores.

Take the great metropolitan department stores and exclusive shops—with what excellent taste are they equipped, and at what enormous cost! Foolish extravagance, do you think? The people who own and operate these great shopping empor-

iums do not think so. They believe that the more inviting a store can be made (other things being equal), the more trade that store will draw.

Fine furnishings are not a matter of sentiment with them; they are purely a matter of business. They are in the game for the money there is in it; and if it didn't appear to them that this thing of beautifying their stores is one of the best ways to make their stores pay handsomely on the investment, you better believe they wouldn't go in so strongly on magnificent interiors.

Of course all of us can not afford to spend the money we would like to in order to produce the artistic effects we would like to create. We must, therefore, do the best we can within our own definite limits. But whatever the amount of our investment on interior appointments and fixtures, we should strive to bring about an appropriate arrangement.

By appropriate arrangement I do not mean so much a striving after artistic effects as I do the desire to make the interior proclaim the presence and goodness of the commodities we sell. The shoe store ought to proclaim shoes, and the dry goods store should proclaim dry goods. And this effect is produced mainly by interior displays of the goods. Modern merchants are under lasting obligations to the genius who invented display cases and cabinets. Nothing sells the goods like the sight of the goods themselves. Goods are sold with the least possible handling when they are properly displayed.

So, by way of summary, it may be said that any interior arrangement that economizes space, promotes convenience (or readiness of access to the goods and plenty of room for clerks and customers) and does no violence to the simple canons of good taste (by colors that do not go together or by the introduction of shoddy and execrable ornaments that do not adorn)—is pretty apt to be just about right.

Chas. L. Garrison.

#### Why, Oh, Why?

"My friends," said the corner orator as he gathered a score of pedestrians about him, "there was Italy and there was Turkey. Italy pitched into Turkey and takes Tripoli away from her. Did this Government protest?"

"No! no!" was chorused.

"Italy captured the Turkish fleet, but did this Government seem to care a dam?"

"She didn't."

"Italy ran the Turk out of Tripoli and the Italian in, but did Mr. Taft raise his voice in protest?"

"Not a raise!"

"There was an American in Tripoli doing business. He was on Bagdad street. He was in the frankfurter business. He fried them a la Coney Island. The American eagle hovered over him, and the star-spangled banner rippled at his elbow, but in spite of these facts along came the Italians and drove him out and ate his frankfurters and told him to go to thunder. Did Mr. Taft rush

a fleet over there? Did a great shout for war go up from Maine to Texas? Did the American eagle flap his wings and rattle his claws?"

"No! No! No!"

"And why, oh, why?"

Silence.

"I will tell you, my friends. Because I have here a corn cure that has got to be rubbed on with the end of the finger just once on going to bed and—"

"Move on!" commanded a policeman, and there was no more crowd or orator.

#### Cruel Papa.

"Papa says if I give up my singing lessons he will present me with a pair of diamond earrings."

"You have never worn earrings, have you?"

"No; I should have to have my ears pierced."

"Ah! yes, I see his idea. He wants to pay you back in your own coin."

#### His Training.

"Well, boy, what do you know? Can you write a business letter? Can you do sums?"

"Please, sir," said the applicant for a job, "we didn't go in very much for those studies at our school. But I'm fine on bead-work or clay modeling."

#### Lofty.

"Did he speak in high terms of the doctor?"

"Yes; he said he charged ten dollars a visit."

# Highest Grade Canned Goods

PACKED BY

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

We operate three model plants, including the largest and best-equipped pea packing plant in the world.

Peas packed fresh from the field by automatic continuous machinery, under perfect sanitary

conditions. All water used is from artesian wells. Skilled helpers, expert processors

—all under personal observation of experienced packers—give to the

## HART BRANDS OF FRUITS AND VEGETABLES

Distinctive character and make them TRADE WINNERS AND TRADE HOLDERS

Send for Catalogue

Ask Your Jobber for Hart Brands

## W. R. ROACH & CO., Hart, Mich.

Factories at HART, KENT and LEXINGTON—All Model Plants

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



## A THANKSGIVING PARTY.

## One Enemy, One Friend and the Host Present.

Written for the Tradesman.

"I'm going to give a party Thanksgiving day," the sturdy old meat dealer said, "and there will be plates for three."

The reporter was asking the merchants of the city what they were going to do on Thanksgiving day.

If you have read the newspapers industriously this year, you have doubtless discovered that a good many things not connected with praise and thanksgiving are going to take place on the thirtieth.

The President and the Governor say that you ought to give thanks for the successes of the year last past. If you have not met with success, then you may be glad that you are alive. To-morrow is another day, and your success may come then.

Notwithstanding the commands of the President and the Governor, there are few who will give thanks in the manner indicated. The old Puritans who established the day were pretty devout in their worship because the dangers which had threatened them were still present—back of that fringe of bushes at the rim of the cornfield, perhaps. Even while they ate their wild turkey, the feathers on Indians' war-painted heads might peer out of them.

To-day the dangers of the past year are farther off, and we do not realize that they were real dangers, anyway; so we find things to amuse ourselves on the day set aside for thanksgiving and prayer. Of course these dangers we think about as part of the past year might have been fatal to others with less brain and energy and nerve than ourselves, but nothing of the kind could ever injure US! So comes the feasting and the sports of the day. Let those who have been threatened give thanks for divine protection! WE are all right! There was something of this idea in the mind of the managing editor when he sent a reporter out to learn what the leading business men of the town were going to do on Thanksgiving day. He wanted to know just how many of these leading citizens were going to worship and how many were going to the theater. How many were going to give thanks for the graces of the past, and how many were going to recognize a beneficent providence appropriately in the hope of future benefits.

The reporter had found more amusement seekers than worshippers when he came to the sturdy old meat dealer.

"It seems to me," he said, "that Thanksgiving day is a queer time to give a party. Unless it is a dinner party, and not a dancing function."

"It is a dinner party," was the reply.

The reporter took out his notebook. As a matter of fact, the modern reporter does not carry a notebook at all, but takes his notes on the back of a loose wad of paper which he uses for copy, but it is

best to respect established usages and say that he took out his notebook.

"At the home?" he asked.

"No; at the market."

"Not at the meat market?"

"Why, sure! Why not?"

"But it's unusual, and all that."

"The party will be unusual, and all that. It will be held in the little back room, where I go to get my beauty sleep in the afternoon."

"Can't entertain very many in there."

"There will be three, as I just stated, including myself."

"Oh," said the reporter, "I'll bet it's a story. Who are the two others?"

"An old-time enemy and an old-time friend."

"Go on with the story!" said the reporter.

"Five years ago come Thanksgiving day," the marketman went on, "I got fired from a store where I had worked for ten years."

"I see," interrupted the reporter, glancing around the handsome and evidently prosperous place of business, "and you are going to give thanks because you got fired? I should say so!"

The meat dealer nodded and laughed as his eyes followed those of the reporter about the handsome meat market.

"Yes; that's about it. I'm going to give thanks because I lost my job. Say, but I was blue that night. No money! No situation!"

"Why were you discharged?"

"For getting old."

"Honest? For nothing but that?"

"Simons found no fault with me. He only said that I had passed the age of usefulness. He wanted young men around him."

"What Simons was that?"

"John. The man who failed in the meat business where this market stands and went West three years ago."

"Fired you for getting old, did he? Well, you don't look so very old now."

"Yes, he fired me for getting old, still I was young enough to drive him out of business here—to get fairly well off while he was losing all he had, including his credit. I went to the store that morning to help on the meat counter and one of the boys said the boss wanted to see me. Although the store was full of anxious customers, each waiting to be served, I did not see the boss there."

"I was told that he was in the basement, and went there. I found him in overalls and jumper, candling eggs. I wondered at that, because the customers upstairs were all impatient to get their orders filled and get home. I thought he ought to be up there waiting on people rather than in the basement doing work which one of the ten-dollar clerks could do as well as he."

"Harvey," he said, looking up at me, "I've decided to let you out. I've been thinking it over for a long time, and have reached the conclusion that I must have a young man in your place. Hope you will get another job soon. You've been a

good man here, and I'm giving you a week's extra pay."

"Only a week's notice after ten years of satisfactory service!" I exclaimed, taken all in a heap with the news of my discharge.

"Best I can do," he replied. "I've got a young man coming in to-morrow. I'm going to rush this business from now on."

"If your idea of rushing business is to come down here and candle eggs," I said, angrily, "when you are needed in the store, you'll not make much of a hit of it. Any ten-dollar boy can do that—no one can take your place in the store."

"I lost a dollar on careless candling last week," was the reply, "and I'm going to look out for my own business hereafter. If you want a thing well done, do it yourself is my idea of business. Besides, it is none of your affair, anyway, so you get out."

"Then I got out, took my pay envelope, and went home, where I had a session with myself and then with my wife. I told her that I thought Simons would go to the wall in a short time, and that I wanted to be the man to give him the last shove. I didn't blame him for firing me, but I was mad as a hornet at the reason he gave. My wife encouraged me in my idea, and the next day I went to an old friend of the family and borrowed one thousand dollars."

"What I said to him it is not material to say now. I really think he loaned me the money because I had been fired for getting old. He was getting old himself, and was known as Old Man Hughes. He was only 60, while I was 59. One thing he said to me I never forgot. I half believe that it put me on the road to success. It was this: 'Run a clean market. Not only that, but let every person in town know that it is a clean market and that it is your own.'"

"Before I opened up I had the store I rented scrubbed as store was never scrubbed before. Then I had it painted white—pure white—white everywhere. Not satisfied with this, I had the painter put something like white enamel on the walls so I could keep them white. I had the back room, where I made the sausages, and also the big refrigerator whitened like the front room."

"Then I told the people in advertisements that I had been fired for not getting the best of the years. I also told them that I had the cleanest market in the world, and invited them to look it over. Hundreds did so, and my opening day was a success. At night about everything was sold. That pure white market put me on the right road. My obliging clerks did the rest. It was a novelty—no smell, no flies, no blood on the floor—purity everywhere."

"That describes your store now," said the reporter.

"Exactly. I have always kept it so. No tainted meat is ever kept in my market, no matter what the loss. Everything is fresh. My clerks are courteous. When I hire a fresh one who talks back to customers I fire him. When Simons failed I took his

store—the one from which I was fired for getting old—and here I am. Simons kept on doing things a boy could have done, while I ran my store from a flat-topped desk, still with an eye on everything that took place. He ran a filthy market, while I run the whitest one in the world. Now, Simons and the man who loaned me the money are coming to eat Thanksgiving dinner with me in the little office. Simons is broke, and I pay his fare. He is much older than I am, but I'm going to give him a job back here for Thanksgiving. It will be a fine party. Wish you could be there!"

"Ask me!" said the reporter.

"You look hungry," laughed the other. Come and witness the feast."

Alfred B. Tozer.

## Dutiful.

"Why do you wear that costume? It looks like half-mourning."

"Well, every evening when you come home from the office you complain of being half dead."

The rich are known by their dollars, but the humble onion is known by its scent.

To a real man rest means a change of activity.

Satisfy and Multiply  
Flour Trade with

## "Purity Patent" Flour

Grand Rapids Grain & Milling Co.  
Grand Rapids, Mich.

Just as Sure as the Sun  
Rises

VOIGT'S CRESCENT  
FLOUR

## Makes the best Bread and Pastry

This is the reason why this brand of flour wins success for every dealer who recommends it.

Not only can you hold the old customers in line, but you can add new trade with Crescent Flour as the opening wedge.

The quality is splendid, it is always uniform, and each purchaser is protected by that iron clad guarantee of absolute satisfaction.

Make Crescent Flour one of your trade pullers—recommend it to your discriminating customers.



Voigt  
Milling  
Co.

Grand Rapids  
Mich.



## EARLY HISTORY.

## Recalled by a Directory Published in 1859.

Written for the Tradesman.

Lewis G. Stuart is the owner of a rare volume—"Williams" Grand Rapids Directory, City Guide and Business Mirror," compiled and published by C. S. Williams, of Cincinnati, Ohio, in the year 1859 and sold by P. J. G. Hodenpyl, the father of Anton G. Hodenpyl, now a noted stock broker and promoter of New York. I shall not review the book in detail, but will content myself with a cursory examination of its pages for the purpose of recalling old facts and embellishing the same with new. The book contains a brief sketch of Grand Rapids, written by Franklin Everett, a teacher in the public schools in an early day, and later the proprietor of a private academy located on North Prospect street, near Lyon. The sketch is very brief, filling less than two pages of the book. A few lines are devoted to a topographical description of Grand Rapids, to which this statement is added: "Separate from the main part of the city at the distance of one-half mile, is the Cold Brook division, which appears as an independent village, where the Detroit & Milwaukee Railroad depot is located." Prof. Everett claimed that the population of the city in 1859 was 10,000, although the census of 1864 gave the number in the latter year at less than 9,000.

The city contained eleven churches, of which the German Lutheran and the Swedenborgian were without pastors. The First Baptist (now Fountain Street) was located on the corner of Lyon and Division streets; the book does not state which one of the four corners. Rev. S. F. Holt was the pastor.

The Congregational, Rev. S. S. W. Greeley, pastor, was located on Monroe street; the Second Dutch Reformed, on Bostwick street, near Fountain; the German Lutheran on the corner of North Division and Bridge; the First Methodist on the site of the present church; the First Presbyterian on the northeast corner of First and Scribner; St. Mark's Episcopal on its present site; St. Andrews (Catholic) on the corner of Monroe and Justice streets and St. Mary's (Catholic) on First and Broadway. The pastors were poorly paid for their services in the year of which I write and were ever ready to abandon the pulpits they occupied to accept others where the compensation was larger. Rev. Charles A. Jenison, who was the pastor of the First Baptist Church in the years 1847-8, was promised a salary of \$300 per year, when he accepted the call to that church, and an annual donation party. The society was very poor and the people were unable to pay their meager pledges to support the pastor. Finally, his wife, a very talented lady, a graduate of Oberlin College, was compelled to organize classes to study the languages and sciences to provide support for the family. Among her pupils were daughters of Daniel Ball, Deacon Davis and other pioneer settlers who de-

sired to give their children educational advantages the local schools could not supply.

E. Danforth was the superintendent of the public schools in 1859 and he had under his direction one academic, one intermediate, one grammar and three primary schools. An ornamental appendage called a visiting committee was a part of the organization. It was composed of the best blood and the largest brains of the city, as follows: Mayor George K. Johnson, M. D.; Hon. John Ball; P. J. G. Hodenpyl; Col. George Gray; George Kendall; Hon. Thomas B. Church; S. L. Withey; E. W. Chesebro; Sarell Wood; J. M. Gregory; John T. Holmes; Charles Shepard, M. D.; Rev. Henry Morgan (Methodist); Rev. S. F. Holt (Baptist); Rev. S. S. W. Greeley (Congregational); Rev. F. H. Cuming (Episcopalian) and Rev. C. Courtney Smith. History does not record how well those distinguished gentlemen, none of whom are now living, performed their duties. On the west side of the river there was but one school, which provided academic, grammar and primary instruction.

There were three daily newspapers published in the city (the same number as at present), also four weeklies and one monthly.

Of the twenty-six attorneys practicing their profession in the city in 1859, but one is living—E. G. D. Holden. Of their number several won distinction in politics, war and at the bar. John Ball crossed the Rocky Mountains before Fremont did and opened the first school in the territory (now state) of Oregon. John W. Champlin served the people as Justice of the Supreme Court of Michigan; E. S. Eggleston was the United States Consul at Cadiz, Spain, during a part of the civil war period; Thaddeus Foote commanded a regiment in the civil war; Col. Andrew T. McReynolds (born in Ireland) served his adopted country on the plains of Mexico and the battle fields of the Southern states; Robert P. Sinclair was a colonel in the Union army from 1862 to 1865; Stephen G. Champlin won a star in the battles for the preservation of the federal union and died in its service; Colonel George Gray won distinction by his skill and bravery while in command of a regiment of Michigan cavalry.

C. O. Budington (by all called Commodore) was the city auctioneer. In his youth he had sailed the oceans and acquired a complete nautical vocabulary. The knowledge of furniture gained during his life as an auctioneer led him to engage in the manufacture of furniture in 1860, when he bought Mr. Hamm's interest in the firm of Hamm & Turnham. The firm discontinued business in 1867, when the Commodore was elected to the office of Justice of the Peace, a position he filled to the close of his life, five or six years later. Commodore Budington was highly esteemed by the reporters for the newspapers. After disposing of the cases before the court, he would write an account of the trials over which he had presided and comment upon the same in the language of the forecastle and of the

bar. He was well read, a philosophical reasoner and the reports he prepared for the newspapers were eagerly looked for and read with pleasure. I shall refer to the Williams directory again.

Arthur S. White.

## The Day's Fable.

Once upon a time the lion killed a hare, but having just made a full meal off a farmer's ox he called the wolf to him and said:

"I wish you would guard this dead hare until my appetite returns. I have heard that you were honest."

"Yes, it is said that I am, and I will do my best to preserve the prize for you."

The lion had been gone about half an hour when the wolf said to himself:

"The hare's hind legs stick out in a way to tempt the fox, should he come along, and I will therefore devour them and remove the temptation."

The legs were therefore bitten off and eaten and after a bit the wolf decided:

"Now, then, should another wolf come along he would surely covet the hare's fore legs, and I should hate to see his mouth water and have to turn him down. I will therefore put them out of sight."

This was accomplished, and for a few minutes the wolf felt easier in his conscience as guardian. Then he looked things over and mused:

"Should the hyena come along he will surely demand the hare's head, and if I don't give it up there'll be a row. Therefore, I will eat the head."

This was going some, but there was the body left.

"As to that," said the Wolf, after turning the matter over in his mind, "the lion may not return for two or three days, and then the meat will be spoiled. Hare should always be eaten in a fresh state."

And in half a dozen mouthfuls the last of the victim disappeared and the wolf trotted off with the remark:

"There are some bloodstains left, but I can say that the fox hurt his foot while chasing the elephant."

Moral — When the Government gets the cinch on those Chicago fellows!

## But She Was a Widow.

The to-be bride and her bridesmaid were at the church.

The bridegroom's best man was there.

The minister was there.

The bell-ringer was waiting to peal.

But the bridegroom was missing. "He may have dropped dead!" whispered one.

"He may have skeddaddled!"

"An auto may have hit him on his way!"

"He may have a wife already and be afraid to face bigamy!"

"Looks as if I was going to get left on my feet!" thought the minister.

It was an embarrassing situation. All but the to-be had the jumps. She was a widow and she had been there before. After half an hour's waiting and then everybody was asking what should be done, she took a nickle from her purse and handed it to the best man and said:

"Go buy a collar button and carry it to him. He has lost his, and that's what's the matter!"

And so it was.

## The Government Tea Farm.

The Government's experiments in tea farming this year were highly satisfactory to the Department of Agriculture officials. On the 100 acres in South Carolina where the Bureau of Plant Industry is conducting the work there were produced this year about 12,000 pounds of tea, worth fully \$1 a pound. While this was not a record yield, the season having been too dry for that, there would have been a record, it is confidently declared by Dr. Rodney W. True, in charge of the work, if conditions had been favorable.

# Buckwheat

We are in the market for 20,000 bushels of new buckwheat and can use in car lots or bag lots. Don't fail to write or phone if you have any to offer.

Highest price paid at all times.

**Watson-Higgins Milling Co.**  
Grand Rapids, Mich.



## SPIRIT OF THANKSGIVING.

## It Took Complete Possession of the Man.

Written for the Tradesman.

It was Thanksgiving Day and the unflecked sky wore that deep, soft, haunting color peculiar to late autumn in the Middle West. The ordinary din and rush and turmoil of the busy city had subsided to a very appreciable degree, and in spite of the various sounds that smote upon the ear, there was somehow the suggestion of a mighty calm far out beyond the rim of the city; and the rays of the sun, falling through the boughs of the trees, now all but denuded of their foliage, left soft, pleasing shadows on the asphalt paving and the concrete walks.

The air was almost balmy, although strangely exhilarating and grateful to the lungs. The factories of course, had shut down for the day, and most other large consumers of soft coal whose towering chimneys helped to charge the city air with smoke and soot, seem to have laid off for this one tranquil hour: and out of Nature's inexhaustible reservoirs of fresh, tonic air the whole city was abundantly supplied.

Unconsciously, as he walked along the quiet street, the man inhaled deep draughts of this life-giving fluid. And somehow it reminded him of the open fields. Strange, isn't it, how the fragrance of a single little flower, or the notes of a bird, or even the sighing of the wind, can marshal before the mind scenes and circumstances and conditions remote alike in time and place! The man had been a country boy in the years ago, and he had never outgrown his love for the country. In the springtime the man always watched the greening grass and the enlarging buds with keenest interest, for it carried him back to the long ago when he was a lad in the country. And perhaps that is one reason he was so kind to the pair of catbirds that nested each year in his shrubbery on the lawn, and sang to him a morning and an evening carol.

The man was of medium height, broad shouldered, and strongly built. His eyes were blue and penetrating, and there was a firm set to his jaws. His age might have been anywhere from 40 to 48 or 50, but in either case he was what you would call a well-preserved man for his years. There was a certain elasticity in his gait that suggested vast unused forces carefully stored up for the years to come. While his temples were gray, his skin was clear—almost ruddy. And while the man's face was decidedly firm even in repose, there was a sort of kindliness about it that somehow made you feel as if you might like this man real well if you only knew him better.

It must have been evident even to a casual observer that this man had been used to giving orders rather than receiving them. And, moreover, there was a look of prosperity about him. From his speckless derby and immaculate wing-tip collar to the toe of his plain patent button shoes, there wasn't a single detail to

# Thanksgiving

For all the glories of our land, for men and women good and grand, for noble deeds that deathless stand, for what the fathers wrought and planned, guided by Heaven's wise command and in the shaping of Thy hand

To-day we thankful lift our voice.

And for the wealth stored in Thy hills, the yielding valleys, rivers, rills, the mighty music of the mills, the lavishness that overfills, the love that bounteous welfare wills,

Our hearts glow and we do rejoice.

And for our much beloved state, for all that Michigan holds great, for those who work to weave her fate and ne'er to do or dare are late to make of destiny her mate, Thy mercies, Lord, do not abate—

For these to-day we give our praise.

And if at times we would complain beneath some passing grief or pain, seeing no blessing in the rain, or cloud that casts its shadow stain, heedless that snow-storm's counterpane but shields the morrow's yield of grain,

Forgive us for our mortal ways.

Perry C. Ellis.

break the harmony of a consistent and tasteful *comme il faut*. His gray suede gloves matched his gray tie, his trousers draped about his legs perfectly, while his gray tweed topcoat was fitted to his stalwart form with consummate art.

The man was walking leisurely, swinging his stick as he walked, and the time was 11 o'clock. It was fully forty minutes before the interurban car left, and the distance to the station was not great; consequently the man was in no hurry. The man was evidently enjoying the pleasure—perhaps to him a somewhat infrequent one—of walking leisurely, and of letting things sluice through his mind as he walked. Certain it is he was paying no particular heed to objects along the way. Therefore when the man came alongside the beautiful stone church with the lovely stained glass windows, he did not realize it until suddenly the clear, sweet notes of a soprano voice apprised him of his nearness to the sanctuary. Owing to the mildness of the day two or three of the windows just opposite the man were opened, and the clear notes came streaming out with wonderful distinctness—

"O, come let us sing unto the Lord!"

Involuntarily the man paused, the lines about his mouth tightened and something of a frown appeared upon his brow.

"Why should I go and sing unto the Lord?" said the man half audibly, half scornfully; "I can't see it that way. Some people are always talking about gratitude, thanksgiving and all that sort of tommy-rot. What's the good of it, anyhow? If you get anything you've got to work for it; and if you've got anything you'd better be trying to figure out how you are going to hang onto it rather than wasting valuable time 'singing unto the Lord!'"

"O, come let us sing unto the Lord!" and there was something deep, and tender and compelling in that soprano's voice. Now having reached the corner, the man came to a stop. "Why should I hurry?" he thought within himself, "I have plenty of time: I might just as well hear the rest of that song." So the man listened.

"O, come let us sing unto the Lord

Let us come before His presence with Thanksgiving!"

This was the burden of the message. But, oh, with what haunting tenderness, with what appealing earnestness, with what soulful solicitude did that sweet-voiced singer deliver her message—the call to thanksgiving! The man was half provoked with himself that he found this appeal stealing into his soul and touching something there that he tried to hush for all time.

"I don't believe in thanksgiving," said the man, renewing the argument within his own mind; "frankly, there is nothing to be thankful for. God doesn't feed us Provisionally, and he doesn't pay our rents or buy our fuel or pay our bills or send us our customers. If we have anything it's because we've worked for it. Instead of praying for God to send him the things he wants, the sensi-



ble man gets busy and works for them. When he's got them, why waste time assailing heaven with our peans of praise? It's, it's morbid!"

And then, as if in answer to the man's remonstrance, the words of the song—accentuated by the soprano's magnificent climax—

"O, come let us sing unto the Lord

Let us come before His presence with Thanksgiving!"

seemed somehow to reverberate through his soul.

The man looked at his watch. It was just five minutes past 11. In thirty-five minutes his car would be leaving. It was a fast car, and in an hour and ten minutes he would be in Delmar, a little town of thirty thousand inhabitants. He would go to the Phoenix Hotel and have dinner; and after that he would go around to his branch store, and he and Collins would talk over the situation—buying, marking, window trimming, advertising, collections and all that sort of thing until 5 or maybe 6 o'clock, then he would take a car and return to the city.

So he starts to continue his way to the station when a strange impulse enters his mind—the impulse to step inside this sanctuary and attend a Thanksgiving service. Many, many years have come and gone since the man had attended a Thanksgiving service. He remembered ceasing to attend Thanksgiving services when he was clerking in a clothing establishment years and years before. He was a young man then, just arrived in the city from a little town far away; and he was fascinated by the lights and sounds and attractions of the great city. It all seemed so big and fine and glorious to him; and he wondered now as he looked back upon the hopes and fears and vaulting ambitions that filled this young man's vision. In many ways the man had changed. And with the passing years success had come. It was not accidental, either—it was due to hard work, self-sacrifice and unswerving integrity. Insofar as his dealings with others were concerned, the man was always open and above board. But he seemed to have had little time or inclination for thanksgiving. Thanksgiving days meant almost nothing to him.

Without any compunctions whatever the man had told his wife and children that he would not be with them for Thanksgiving dinner; that he had some important affairs to take up with Collins; that he wouldn't be back until half past 6—maybe half past 7 o'clock. The man's wife had said nothing; only now, as the man thought about it, he recalled that she seemed to look her disappointment. The man's daughter—now almost a grown young lady—had protested, throwing her arms about her "dady," as she called him, she had said: "Oh, Dady, why must you go to Delmar to-day? Can't you go some other time? We are going to have such a good Thanksgiving dinner—and it won't seem like Thanksgiving day without you! Please don't go!" But the man had gently but firmly taken the arms from about his neck and

said: "It's the only opportunity I'll have, Gertrude, to talk things over with Collins—I mean it's the only opportunity I'll have for several days. I wish I could, dearest, but—well, you know we can't have things just as we would like nowadays. I am awfully anxious to make this Delmar proposition go; and I—well, I'll try to get back on the 6:30 car. Good-by, dear!"—and the man had hastily kissed his wife and daughter.

The man's wife and daughter and his 9-year-old son were in the church here; and they had heard the song—

"O, come let us sing unto the Lord!"

And the man wondered if his wife and daughter had thought of him as the sweet tones of the soprano were filling that vast auditorium with vibrant notes of praise. He wondered what they were thinking about him as a husband and a father. Would they think him materialistic, self-centered, so eternally wrapped up in his own affairs as never to have a single feeling of gratitude in his heart. Why was Thanksgiving day ever thought of, anyhow? Why didn't our Pilgrim fathers stay on the job and cut out this Thanksgiving business? Somehow their precedent seemed to have created a something inside of him that he couldn't understand. But whatever it was, it made him feel uncomfortable. And then the memory of the song came to him afresh—

"O, come let us sing unto the Lord!"

"I've a mind to go in and hear the Thanksgiving sermon," said the man half audibly. "It's no killing matter—this going to Delmar. I can call Collins up at dinner telling him I'll be up on the 3:30 car, perhaps; or, if not, I'll run up and see him to-morrow night. Collins is a good, faithful soul, and a very efficient fellow, too—perhaps Collins will be relieved to know that he doesn't have to talk business all the afternoon on Thanksgiving day. When the man had told Collins that he was coming up to Delmar, the man dimly recalled that Collins seemed a bit disappointed, although he had said not a word. And the man wondered if Collins' wife had somehow felt that the man was asking too much. It made the man feel suddenly very uncomfortable. After all, isn't there something fundamentally fitting in this thing of a National Thanksgiving day? Doesn't God bless us, after all?

We have to work for a living; but doesn't God give us the strength to work with? Whence come these tremendous forces of mind and body? How does it happen that we are favored with sunshine and rain? Isn't the fertility of the soil a blessing? And the man filled his lungs with the fresh air that seemed to come directly from those vast stretches of green hillsides and rolling pasturelands. The air was grateful to his lungs. And somehow, in spite of himself, the man found himself swinging into line with the sentiments of the singer.

"Shall I, or shall I not?" said the man to himself; and then almost instantly (for he was a man of decision) he said: "I will!" So he turned

abruptly and stepped in the church.

The sanctuary was filled, the preliminary service was finished, and the man of God was just announcing his text. Singularly enough the words of it were the words of the song—

"O, come let us sing unto the Lord  
Let us come before His presence with Thanksgiving!"

It was a simple, brief, heart-searching message. And it seemed to the man that it must have been designed for him alone of all the people in that vast throng. It extolled the beauties of thanksgiving, showing how we appreciate real gratitude in those whom we help; how gratitude expands the soul, calling out all the finer sentiments of the soul; and how ingratitude dwarfs and blights us. It went on to explain how, in these helter-skelter days, we are apt to take things as matters of course—forgetting to regard our blessings as actual benefits conferred upon us by a bountiful Father of Love. It went on to enumerate, not so much the ordinary and obvious blessings that people generally think of upon such occasions, but the more unusual and less evident blessings. And it closed with an urgent appeal to cultivate the spirit of gratitude—not simply because it was right that people should do this, but because the spirit of thanksgiving is absolutely essential to a full, rich and contented life.

After the sermon there was a prayer—simple, tender, devout; and it seemed to the man as if the man there in that pulpit was talking to his God in behalf of the people who

had come to the sanctuary—and he was pleading with his God to forgive these people if they seemed unmindful of their blessings; if they seemed indifferent and worldly and materialistic—to overlook their failings and bear with them in their frailties. Somehow the man of God seemed to love the people so tenderly that he wanted to lay his hands upon them and project into their sordid lives something of his own fine feeling of thanksgiving. And when the man raised his bowed head at the close of this little prayer, there was moisture on his lashes.

And then the choir sang an anthem of praise. After that the entire congregation arose and sang with wonderful unction that grand old piece—the doxology—and then the congregation was dismissed.

When it was all over the man felt really thankful that he did not go to Delmar to spend the whole afternoon with Collins. And by and by when he saw the happy faces of his wife, his daughter and his little boy, and heard their exclamations of joy at finding him waiting for them out in front of the church, the man somehow felt as if it would have been a great mistake for him to have gone anywhere else on this occasion. The spirit of Thanksgiving had taken possession of the man; and because of it the world seemed all of a sudden larger and fairer. So, instead of eating a hotel dinner in Delmar, the man ate a real Thanksgiving dinner with his own little family.

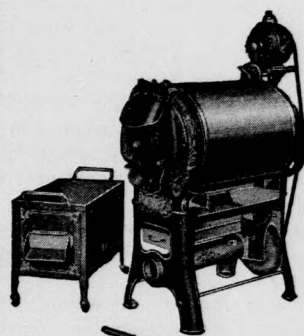
Chas. L. Garrison.

## How Does the High Price of Coffee Affect You?

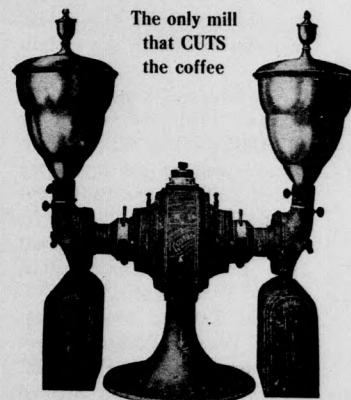
Now is the time Grocers using a ROYAL Roaster reap the advantage. They can continue to sell coffee at the same old price and still make as large a profit as before. With the other fellow who buys his coffee roasted it is different. He has been compelled to boost his prices—losing customers—and even then is making very little, if any profit.

### ROYAL Users

buy their coffee green and thus save all middlemen's profits and roast it fresh as wanted. You know its better fresh roasted, consequently larger sales—bigger profits.



Our No. 5 ROYAL Roaster



The only mill that CUTS the coffee

Individualize your Coffee Department with YOUR OWN brands. Build up your own coffee trade. A ROYAL SYSTEM will increase your business and profits quicker than anything else you could install. Get our complete catalog today. It tells all about the ROYAL SYSTEM, also the "free" aid of our Service Department—our easy payment plan, etc. Drop us a card. We'll gladly send it.

**THE A. J. DEER CO.**

372 West St. Hornell, N. Y.





### Incidental Feature of the Christmas Trade.

Written for the Tradesman.

There are people who would put the ban on our Patron Saint of the Christmastide. Horrid, isn't it? Fancy anybody's being so devoid of sentiment as actually to contemplate a thing like that!

An yet we have all heard folks express themselves to that effect. Personally I am inclined to think we shouldn't take their words at face value. And I believe if it came to a show-down, our most rabid anti-Christmas agitators would hedge.

Of course their arguments are old—and, upon the whole, I think rather sordid. Christmas presents are costly; and people who can not really afford to buy them, feel as if they must. So they go into debt for the sake of making a Christmas showing. And then we are reminded that so many Christmas presents are so impracticable. Furthermore it is urged that the rush and jam and confusion and nerve-tension incident to our preparations for Christmas ought to be eliminated.

These well-known arguments have been refuted so many times it is hardly worth one's while to refute them any more—especially as everybody is going right along having their Christmas just as if these objections never had been hatched. And I, for one, am very glad; for I think this would be a rather prosaic old world without Santa Claus. I am sure the children would not willingly give him up; and when you get right down to fundamentals, I do not think the grown-ups would part with him, either.

As a matter of fact, Christmas is one of the most substantial institutions we have. And, looking at the situation from the merchant's point of view, Christmastime is just about as welcome as the flowers of May. Of the dealers who profit by the annual return of the Christmastide festivities, the dry goods merchant is by no means least. In his regular lines there are many, many things that are eminently suited for gift purposes. And, in addition to this, there are his novelties and Christmas specials. Surely if he does not come in for his share of the Christmas trade, the fault is in himself that he is left in the lurch.

Now, since the spirit of Christmas is of all sentiments one of the most universally diffused, all kinds of people, rich and poor, are contemplating giving gifts to those whom they love. Many of these presents will be costly; but by far the larger

number of them will be simple and inexpensive. Many of them will be fashioned in humble homes by loving hands. And at this very moment there are hundreds and thousands of busy fingers working upon simple articles designed to symbolize somebody's love and esteem for somebody else. By and by, when the glad Christmastide has come, these home-made gifts will carry the Christmas spirit from one soul to another no less truly than those ornate and expensive tokens that come from our most exclusive shops.

Many people who receive elaborate presents are frank to confess that they care most of all for those things that have been lovingly wrought out by their friends. But most of us, of course, find it more convenient to buy our presents.

Now it occurs to me that the alert dry goods merchant has an opportunity to push materials that serve as the raw materials for subsequent gift-commodities. Take ribbons, for instance: There are so many dainty and serviceable little articles that may be made out of ribbons. Last Christmas a certain enterprising store got out an insert of  $5\frac{1}{2} \times 8$  inches, printed in two colors, on a good grade of book paper. There was a real fetching little illustration at the top. It represented two little winged creatures; one seated on a ribbon spool, the other bearing over its winged shoulder one end of the ribbon in which a great bow had been tied. The text read as follows:

#### Ribbons

Can be ingeniously and artistically conjured into an almost numberless host of pretty and useful articles suitable for

#### Christmas Gifts.

We are showing a grand galaxy of richly lustrous, silky ribbons—in quantity sufficient to supply all big demands and little needs—everything in fact in the ribbon line.

A wonderful range of the season's best colors and in all widths. The finest qualities as well as the moderate priced ribbons are fully represented.

Ribbons for All Purposes; Hair Bows, Girdles, Sashes, Fancy Work, etc.

Satin Taffeta, Moire, Taffeta, Wash Ribbons, Fob Ribbons, Beltings, Floral Designs, Plaid Ribbons, Striped Ribbons, Gold and Silver Rib-

bons, Baby Ribbons, Christmas Ribbons.

Now I think that was a very clever little advertisement, and I am sure it must have had an appreciable effect upon the business of that store's ribbon counters during the next few weeks.

Think of the many dainty and useful articles that handy women can make—things that would serve admirably for gift purposes—handkerchief bags, crocheted hand bags, dust caps, aprons, jabots, breakfast and theater caps, fancy collars and cuffs, table runners, as well as hem-stitched napkins, towels and table covers.

At a time when the minds of people are filled with gift-making sentiments quite a bit of incidental business can be picked up by the merchant who is able to throw out a few timely suggestions. This ribbon advertisement shows how one dealer increased his pre-holiday ribbon business; but there are scores of materials carried by every up-to-date dry goods store that might be advertised just as effectively—not as Christmas presents, but as the raw materials out of which gift articles are to be fashioned by loving hands.

Chas. L. Garrison.

### Overlooked Him.

Two lawyers before a probate judge recently got into a wrangle. At last one of the disputants, losing control over his emotions, exclaimed to his opponent:

"Sir, you are, I think, the biggest ass that I ever had the misfortune to set eyes upon."

"Order! Order!" said the judge gravely. "You seem to forget that I am in the room."

We are manufacturers of

## Trimmed and Untrimmed Hats

For Ladies, Misses and Children

**Corl, Knott & Co., Ltd.**

20, 22, 24, 26 N. Division St.  
Grand Rapids, Mich.

### The Man Who Knows Wears "Miller-Made" Clothes

And merchants "who know" sell them. Will send swatches and models or a man will be sent to any merchant, anywhere, any time. No obligations.

**Miller, Watt & Company**  
Fine Clothes for Men Chicago



## Dolls! Dolls!

All Kinds

All Prices

Bisque Dolls, 40c and 75c dozen

China head Dolls, 40c and 75c dozen

Kid body Dolls, \$2, \$4.25, \$6, \$8.50 dozen

Dressed Dolls, 85c, \$2, \$4.25, \$6, \$8.50 dozen

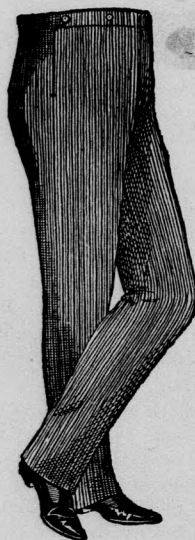
Unbreakable Dolls, \$4.25 dozen

Jointed penny Dolls 90 cents and \$1 gross

**Paul Steketee & Sons**

Wholesale Dry Goods

Grand Rapids, Mich.



## Wood Brown Drab Silver Gray At \$18.00 Per Dozen

Ask our representative about these three new numbers of Corduroy Trousers. They are good value and will prove to be ready sellers. We also offer some special values in the line of Kersey and Cassimere Trousers, Mackinaws, Sheep Lined Coats, Leather Coats, etc. Look over our line before placing next order.

**GRAND RAPIDS DRY GOODS CO.**  
Exclusively Wholesale :: Grand Rapids, Mich.



## Christmas Harvest of the Dry Goods Merchant.

Written for the Tradesman.

Few indeed are the lines of trade that do not show some increase of activity at holiday time. Grocers, butchers, furniture men, shoe dealers, those who handle china and toys and fancy goods, each and all count on extra patronage at this season. The impetus may even extend beyond commercial boundaries, over into the realm of the professions. A dentist once told me that his work always was unusually heavy during the two or three weeks preceding Christmas. People get new plates or have fillings put in, in preparation for their holiday festivities.

The dry goods man has certain manifest advantages over his fellow dealers in this matter of Christmas trade. It seems to me he has considerably the best end of the whole business. His harvest lasts several weeks, while that of the grocer and the butcher is of only a very few days' duration. The shoe dealer, even as he wraps up each box of slippers or of shoes not fitted to the wearer's feet, knows that at least half of the whole number of pairs he puts out in this way must come back the day after Christmas to be changed for another size. He will be obliged to do a great part of his work over again. Those who handle the more strictly Christmas goods, such as dolls, toys, holiday china, fancy boxes, etc., may enjoy flush trade for the time being, but all the stock of this kind left on hand is considerable of a nuisance. It must be carried over until another year, with very little sale on it during the intervening months.

The holiday trade of the dry goods man, on the contrary, is almost wholly on his regular lines—goods he would have anyway if there were no such day as Christmas. He is not obliged to keep his capital tied up in stock that sells at this season only.

Then his harvest counts up in money more than that of any of his brethren. For a long time previous to Christmas there is great demand for all fancy work materials and for yarns and wools used in crocheting and knitting. People furnish up their own wardrobes in preparation for the social functions of the season, and what is there of all the dry goods dealer handles that they do not, on occasion, use as gifts for their friends?

Gloves, scarfs, neckties, collars, ribbons, handkerchiefs, dress goods, furs, coats, suits, waists, rugs, sofa pillows—all these make acceptable presents and the list may be almost indefinitely prolonged.

At no other time are purse strings loosened so easily as just before Christmas. At no other time do people let go of their money so willingly. The opportunity before him should raise the spirits of every live dry goods man and make his blood tingle.

Just how shall he improve this opportunity so as to make the most of

it? How shall he obtain his full share of the Christmas harvest?

By this time his fall and winter stock is fully bought and in his store. Aside from the filling in of lines that have become broken, which if it has not already been done should be attended to at once, he will be getting in no new goods except spring goods. He must take his stock as it is and make the most and the best of it. If any serious errors were made in buying or if sufficient allowance was not made for the increased demand of the holiday season, these things are bad and will result in decreased profits; for these mistakes can not be remedied now. Note them carefully so they will not be repeated next year.

Now, if ever, the store should be in shipshape. The floor should be scrubbed frequently, the windows kept bright and shining, and all the shelves, counters and tables neat and tidy and free from dust and dirt.

Not only should the whole stock be put in perfect order, but every item in it should be gotten ready to sell. This point can not be emphasized too strongly. I wish it might be impressed not only upon every proprietor, but upon every department head and every salesgirl. See to it that no article of underwear and no pair of hose or mittens is without its pin ticket or string tag; that every item of merchandise in the store has its selling price marked in plain figures and fastened to it. This so that when the rush is on there need be no waste of time, because one clerk has to ask another, or confusion and loss from goods being sold at wrong prices.

Let some one in each division of the stock have charge of any surplus goods there may be on hand, know exactly where these are to be found, and be instructed to fill up that which is being sold from as fast as required. Let this be attended to with such system and thoroughness that on the day after Christmas, when enthusiasm and money all have been spent and things have dropped dead for a time, it will not be found that there are goods on hand which eager customers would have been glad to get and pay for, had some one only known they were in stock.

Any extra help that will be needed for the last week or the last two weeks must be engaged and given some training for their work. It is best to have help enough to handle the trade, else custom will be lost, and, what is worse, faithful employees may be unduly and even inhumanly overworked. It may be said right here that having the stock in faultless order and everything that can be so attended to done a little ahead of time, aid materially in taking care of an unaccustomed volume of trade with ease and dispatch.

Now let people know what you have. By advertising in whatever ways you have found to bring best results, by the most ample and effective display of goods that your space and facilities will allow, by personally calling attention to attractive items—in all these ways and

by any other practical methods that may suggest themselves—see to it that no one is left in the dark as to what you have to sell. Not only should fancy articles and rich and showy goods be placed on display, but common staple things as well. A pair of blankets tied with holly ribbon is a gift any housekeeper will be rejoiced to receive. A bath blanket is equally good. By effective displays you can put the idea of using such things for presents into the minds of your patrons.

A half dozen pairs of fine, stylish hose make a most acceptable gift for a man. Buying presents for men is, by the way, the bete noire of Christmas shopping, and any good suggestion you can make is sure to be gratefully received.

From this time on large numbers of persons, mostly women and children, will frequent the stores, not to make immediate purchases, but to look around and see what they can see. Inspection of stock should be encouraged heartily. All of these people will make actual purchases some time between now and the evening of December 24. It pays to use time and tact and patience in showing them anything they may like to see and answering any enquiries they may make.

It is to be hoped that your goods are on a level with the wants and pocketbooks of your patrons. If you can sell an expensive set of furs to the daughter of a millionaire, well and good; but unless you are so situated that catering to the most exclusive trade alone furnishes you all the patronage you need, then you must seek and get the favor of those whose resources are limited. To a great majority of dealers who will read these lines the Christmas harvest, if it is to be at all satisfactory, must be one of dollars and quarters and even of dimes and nickes, rather than of \$50 and \$100 bills.

Do not rest satisfied with moving out just the fresh, new, up-to-date portion of your stock. That will go, of course, and you want it should go, but do not forget that the holiday trade furnishes really the best chance in the year to work off stickers and

hangers. You have on hand goods bought, we will say, to sell at a quarter, which for some reason or other have hung fire. Such will not increase in value by holding them. Make these 12 cents or even 15 cents and get them out where people will see them. At the latter price you will get back most of the cost, and it is decidedly better to get this much out of them than to keep them longer.

This line of reasoning applies to dead stock of any kind or quality that can possibly be moved at this season. It is not necessary to give the store a back number or "Cheap John" look in order that such goods may gain the attention of buyers. Every dry goods store should have its bargain department. This may be one or two tables or a whole basement, according to the site of the establishment. If you show the bargains you may be sure there are careful, economical housemothers who have many to buy presents for and not a large amount of Christmas money who will be on the lookout for such offerings.

Whether he makes the proper effort or not, the dry goods dealer will have some Christmas trade. He could hardly prevent having an unusually lively business for the few weeks preceding the holidays, if he tried. But if, instead of letting things drift, he thinks, works and plans for certain definite ends, his Christmas harvest will be far more abundant than otherwise it could possibly be and much more satisfactory in financial results. Fabrix.

## Those Michigan Merchants

who are now enjoying the biggest and most satisfactory Young Men's and Little Fellows' trade are doing it on the merits of

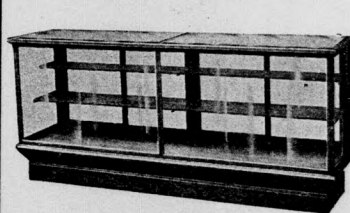
Graduate Clothes (Sizes 31-40 - \$12-\$20)

Viking Clothes (Sizes 31-40 - \$7-\$11.50)

Wooly Boy Clothes (Sizes 6-17 - \$3.75-\$10)

and other moderate priced lines made by

**BECKER, MAYER & COMPANY, CHICAGO**  
VIRKING GRADUATE VIKING SYSTEM  
BEST MADE CLASSY CLOTHING



**"Paragon"**

No. 58—18 Styles

Send for Full Information on the Modern Methods of Merchandising

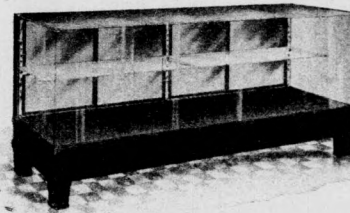
Men's Suits ☐ Millinery ☐  
Furnishings ☐ Dry Goods ☐  
Show Cases ☐ Drugs ☐

And.....

Name.....

Address.....

The Largest Manufacturers of Store Fixtures in the World



**"American Beauty"**

No. 412—36 Styles

Cut out and mail to  
**Grand Rapids Show Case Co.**  
Grand Rapids  
Places you under no obligations to buy



## INCANDESCENT GAS MANTLES

### Discovery and Development of Important Industry.

Written for the Tradesman.

The idea of producing light by means of a glowing body rendered incandescent by the combustion of gas dates back to about the year 1800, and during the succeeding three-quarters of a century much work was done by earnest investigators endeavoring to develop the idea, but it was not until 1885 that a practical and economical method was discovered. In that year Dr. Carl Auer invented the refractory hood or mantle now used in such enormous quantities in incandescent gas lighting.



Dr. Auer von Welsbach

The process of manufacture consists essentially in replacing a hood or stocking of absorbent material with salt of certain rare earths, which have the power to incandesce or radiate light when they are heated to the temperature of the bunsen flame.

This is accomplished in practice by knitting a continuous tube or stocking of proper size, from cotton or other suitable material, which is carefully washed and dried. This fabric is then saturated with a solution of thorium and cerium nitrates and dried on forms, after which, if it is intended for an upright mantle, one end is plaited and sewed with asbestos cord—a loop being laid across the top for suspension, or, if for an inverted mantle, one end is closed with saturated thread, and the other end tied fast to the ring with asbestos cord.

The fabric is then modeled or shaped over wooden forms and ignited, and the cotton permitted to burn out, leaving a shapeless rag of ash, which would soon fall to pieces if left so.

This delicate fabric of ash is next blown out into shape and hardened by burning over an intensely hot blow-pipe afire, after which it is dipped in a solution of collodion and permitted to dry.

Finally the rough edge of the skirt is trimmed off, and the mantles are carefully inspected and packed.

The process is purely one of replacing one material by another, and the finished mantle reproduces faithfully the structure of the material which has been used as a base in its manufacture.

From this it is evident that clean, long fibre, absorbent material of the highest tensile strength and purity is necessary for the production of a mantle which will possess strength and long life.

It is likewise just as important that the replacing material—the salts of thorium and cerium—be as pure as the best chemical processes will yield, or all efforts expended on the fabric will be of no avail.

The mechanical operations of manufacture are many, and their proper accomplishment is also of vital importance to the product.

From these facts it becomes apparent that only the best equipment of knowledge and machinery, and the greatest skill and care in manufacture will make possible the production of uniformly high grade goods.

#### Knitting.

The base of a mantle is the fabric from which it is made, and the quality of the mantle depends primarily on the quality and suitability of this fabric. There are, generally, three classes of fabrics used in mantle manufacture—cotton, ramie and artificial cellulose. Of each of these there are many different varieties, depending upon the type of yarn used and the kind of fibre from which it is spun.

There are comber yarns and carded yarns, of which the former is much the cleaner, and from which all short and broken fibres have been removed. There are yarns of one, two, three, four or six strands twisted together, and with every ad-

ditional strand comes greater uniformity and strength.

three strands are twisted together, a three ply thread.

A corded thread consists of two or more threads twisted together, each one of which consists of two or more single strands; thus, a four cord thread consists of two-two ply threads twisted together; a six cord thread, of three-two ply threads twisted together, and it is here in the six cord threads that is found the highest degree of perfection and strength.

A consideration of the above facts makes it apparent that the manufacturer can control the quality of his output to a very marked extent by the attention he gives to his most important raw material, yarns. If he uses cheap fibre, spun into two ply or three ply threads, his mantles will be correspondingly poor in quality; if, on the other hand, he uses a high grade fibre, comber and spun into six cord thread, he will at least have started with a base from which he can produce high grade goods.

#### Cotton.

Of cotton there are many varieties, varying from short staple Upland and River Bottom to long staple Egyptian, or, still better, Sea Island, which has fibres from  $1\frac{1}{4}$  to  $1\frac{3}{4}$  inches in length.

The finest cotton mantle yarns used to-day are six cord threads made from combed Sea Island cotton.

#### Ramie.

Ramie fibre comes from the stalk of a vegetable known as China grass. It is a member of the hemp family and grows principally in China and India, where it is gathered and shipped to Europe to be worked up into yarn. Its cleansing is a difficult matter, and up to, the present time American manufacturers have not been very successful in their attempts to produce satisfactory mantle yarns from ramie.

Individual fibres are very long, strong and husk like in contrast to cotton fibres which are short, hair-like tubes.

In mantle making, ramie is largely used in Europe and is coming to be of some importance in America, especially in the making of inverted mantles, for which it seems to be particularly adapted.

#### Artificial Cellulose.

Artificial cellulose has been for a long time regarded as a possible base for gas mantles and European manufacturers have worked steadily at the problem for at least fifteen years. To-day manufacturers of Brussels and Paris are showing great confidence in their artificial mantles and several factories are turning them out in considerable quantities.

During these years the Welsbach Company of America has been prosecuting the study of artificial fibres, and has developed mantles of both the upright and inverted types, which possess many unique and valuable features.

Artificial cellulose is made by treating cotton in such a way as to get it into the form of a thick syrupy liquid, which is forced, under

high pressure, through fine dies into a fixing solution, forming extremely thin fibres, fifteen or twenty of which are twisted together to form a thread, which is then washed and dried.

Each fibre going to make up the thread is a solid rod of cellulose and thus differs essentially from any of the natural fibres, which without exception, are hollow tubes or blades. The natural fibres, which, without exception, are hollow tubes or blades.

The threads made of artificial fibres are very much thinner than threads spun from natural fibres and of extremely high tensile strength.

The characteristics of these threads are transmitted to the mantles and the finished product shows the same difference in physical structure that is seen in the original fibre.

The artificial cellulose mantle is composed of solid rods of mantle ash, which are of great length, and may even be continuous throughout the whole mantle, whereas mantles made from natural fibres, such as cotton and ramie, are composed of an infinitely large number of short, hollow fibres of mantle ash twisted together.

These points, the solid fibre, always perfect and of great length, account for the greater strength of the artificial mantle, and just as a rod may be bent with less injury than may a hollow tube, so may the artificial mantle be bent and abused without suffering as much injury as the ordinary mantle.

This mantle also maintains its candle power undiminished for many thousands of hours, and the color of its light never changes.

The quality of light is also superior to that produced by any other kind of mantle.

#### Cleansing.

Probably the most important operation in the manufacture of high grade mantles is the proper cleansing of the fabric. The slightest trace of impurity will unfailingly produce an inferior product. For this reason every care is used to make both the bleaching and washing processes just as efficient as possible, and properly washed mantle webbing will show, on analysis, a mineral content of not over .015 per cent. This is five or six times cleaner than surgical absorbent cotton and thirty or forty times as clean as ordinary cotton threads used for sewing purposes.

The washing process consists of a series of chemical and mechanical operations, which first dissolve and then remove the impurities from the webbing.

Pure chemicals, distilled water, tanks and appliances which are unaffected by the chemicals used, and close supervision of mechanical operations combine to produce fabrics almost entirely free from mineral matter.

After washing the webbing is thoroughly dried and cut into lengths sufficient for two or more mantles. Standard quantities of these lengths are packed into uniform boxes, which are stored away in dry rooms until

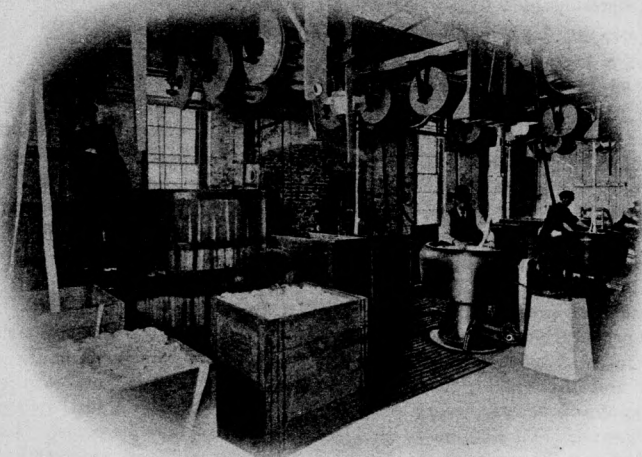


Knitting Mantle Webbing

ditional strand comes greater uniformity and strength.

When two strands are twisted together to form a single thread, it is known as a two ply thread; when





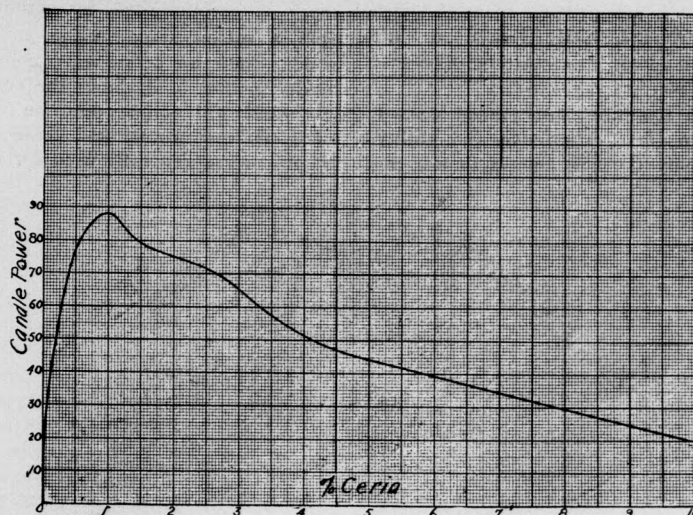
Centrifugal Machines Used in Washing Mantle Fabric

they are required by the saturating department.

At this point analyses are made of samples taken several times a day, and unless the fabric conforms to certain requirements of cleanliness it is rejected. This insures uniformly pure fabric at all times.

power. This is especially noticeable when the proportion of cerium is reduced, the color of the light changing from a pleasant yellow to an intense white, and the candle power undergoing a sharp drop.

The candle power curve for various compositions shows this effect



Curve Showing the Relation Between Candle Power and Percentage of Cerium

formity, a large stock of made up fluid is carried, and only a proportionately small quantity of new fluid is added each day to that which is in stock, from which, after thorough blending, the day's supply for the factory is drawn.

a loop across the top for suspending over the burner. High grade mantles are sewed by hand and subjected to the most careful inspection, whereas, the cheaper grades are sewed by machine.

Inverted mantles are also hand



Saturating Mantle Fabric

#### Saturating.

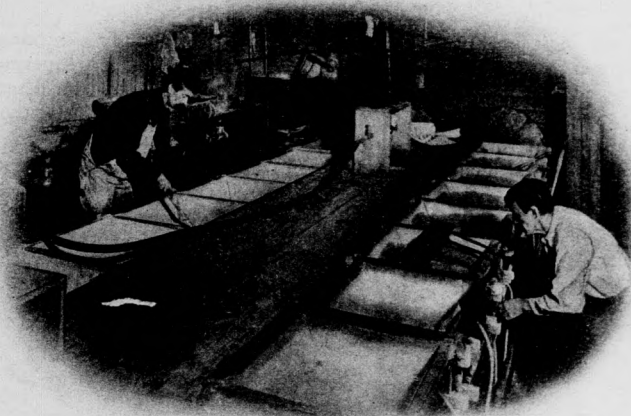
Saturating with lighting fluid is accomplished by packing the webs in suitable vessels, which are then filled with the lighting fluid. After soaking a sufficient length of time to insure perfect impregnation the webs are fed one at a time through an equalizing machine.

It is in this operation that the second distinction can be made between high grade goods and cheap goods. The high grade mantles are permitted to absorb such a quantity of lighting salts, as has been determined to give maximum life and candle power. In the cheap goods the quantity of lighting salts is greatly reduced by squeezing.

The lighting fluid is a distilled water solution, of the mixed nitrates of thorium and cerium in the proportion of about ninety-nine to one. These proportions may vary somewhat, and with the variations in composition come variations in color and candle

very clearly. As the cerium increases from zero to 1 per cent., the candle power rises rapidly from 10 to 88 candles, and as the cerium increases over 1 per cent., the candle power slowly falls off until at 10 per cent. of cerium it is down to 20 candles.

Thorium and cerium occur in many minerals and quite widely distributed, but ordinarily in very small quantities. The only ore found in abundance is Monazite sand, which occurs in Brazil and in the Carolinas. In Brazil it occurs as a beach sand, and in the North American deposits as ancient stream bed deposits. Its high specific gravity enables it to be mined by placer methods, and it is subsequently reworked by magnetic separation, and then goes through a long and complex chemical process, which brings out finally absolutely pure nitrates of thorium and cerium. Each day's production is tested with the greatest possible care, and, finally, as a surety of the maximum degree of purity and uni-



Refining Thorium Nitrate.

#### Sewing.

After saturating and drying, the mantle webs must be sewed into proper shape. In case of the upright mantle, this is done by folding in one end, sewing this into plaits with asbestos cord and laying

sewed, the point being closed by plaiting and sewing with saturated thread, the other end of the fabric being tied fast to the ring with asbestos cord.

The utmost care is necessary in these operations, for any slighting of



Blending Lighting Fluid



the work will produce mantles which are crooked, badly vented at the top, too long, too short or otherwise defective.

The operators are graded according to their experience and ability, and only the best operators are em-

mark is accomplished by stamping with a rubber stamp, using an ink which has a permanent colored oxide, so that on burning the colored brand will stand out on the white oxide of the mantle. Iron and didymium are generally used for this



**Tying Upright Mantles**

ployed on high grade goods, while the younger and less skilled help are engaged in making the cheaper grades.

The cord used for sewing and tying is made of best quality, long fibre

purpose, preferably the latter, as its oxide is darker, more permanent in the intense heat of the flame, and it can be obtained from the thoria minerals.

This completes the first series of



**Tying Inverted Mantles**

Canadian asbestos, and contains the smallest possible amount of cotton binder. Its quality is carefully watched at all times, for defective asbestos would render worthless an otherwise perfect mantle.

Branding the goods with the trade

operations in mantle manufacture.

The next article will deal with the burning, hardening and final operations, together with testing, and will cover the more spectacular parts of the process. E. L. Knoeden.

The manufacturers of motion picture films are very much surprised over a decision filed by the Supreme Court of the United States, which declares a literary or dramatic copyright broad enough to include motion picture rights. A suit was brought against a firm manufacturing motion picture films to prevent the production of a series depleting scenes in "Ben Hur." The publishers of the story and the theatrical producers of the play by that name claimed the pictures were an infringement of copyright, inasmuch as in the preparation for the taking of the pictures a scenario must be arranged and the exhibition given by a company of actors before a high speed camera. The opinion holds that the motion picture was just as much drama within the meaning of the law as pantomime or the more familiar play where the actors speak, and that it makes no difference by what instrumentality a book or dramatic work is reproduced. The decision will prevent the reproduction of many plays and will put a stop to some of those already before the public.

John Wanamaker gave a talk the other night at a "temperance day" celebration, in which he declared that "the greatest sorrow of intemperance is that women are now drinking and smoking, not only in private but in public." He also said that if we expect others not to drink we must not drink ourselves. He said it was very difficult for him when he lived in Washington to entertain foreign officials without serving them with strong drinks, but none of them ever got anything to drink in his house. He has been a teetotaler since 1877, and in all these years has never taken any liquor. Mr. Wanamaker was very decided in his assertion that it was time something must be done besides parading and singing "Onward Christian Soldiers." He made an appeal for a national prohibition law and advised employers and employees

to shun intoxicants. He believes the political parties should recognize the need of such a law, and that any party failing to realize this fact is doomed.

A recent issue of the publication known as American Medicine has some editorial remarks on "Quick Lunch Dyspepsias," in which chronic ills are laid to quick lunch rooms. The habit of rapid eating is condemned as causing the food to be insufficiently masticated and imperfectly moistened with the salivary fluid and entering the stomach poorly prepared for digestion. Constant repetition of this act leads to over exertion of the digestive apparatus and brings on dyspeptic disorders. Advice is given to take things more leisurely, to eat with a companion and to avoid ice water. Conversation is a great help to digestion, for it diverts the mind from business cares. Europeans are mentioned as being less free from stomach disorders, and the reason is assigned that they eat slowly and are more leisurely in all they do. The Fletcherites and others will agree with everything said by the editor of the medical publication.

#### Honest Criticism.

Uncle Jennings had just heard M. Tinpaninsky render a most difficult and highly classical composition on the piano.

"How do you like it, Uncle?" asked his pretty niece, who was his companion at the concert.

"Well, the Professor certainly can get the noise out of that box, but why don't he play some tunes?"

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## TEN TALKS

## To Bank Clerks By a Practical Banker.

## Eighth Talk—Neighborliness.

A few years ago I attended the funeral of one of our good citizens and the minister in the memorial service closed his remarks with this sentence: "Above all these things which I have mentioned in connection with the very useful life of our dear friend, he was acknowledged by everybody to be a good neighbor." What a tribute this is to a man's position in the community!

There are so many things which prevent us from being the best kind of a neighbor. We are apt in a moment of thoughtlessness to say some word of criticism about a neighbor that is uncalled for and might well be unsaid. We are some of us thoughtless, and because of the kindly heart of a neighbor, borrow of him and forget to promptly make the return. We may not follow in the footsteps of the priest and the levite when a neighbor is suffering and needs our attention, but we are, perhaps, so engrossed in our own affairs that we are sometimes thoughtless and forgetful of the demand for neighborliness. The best kind of a neighbor may not be able to be always helpful in a material way, but he can always have a kind word and a pleasant smile. This in itself means a good neighbor, and especially does this apply to our treatment of the children in our neighborhood. What a delightful thing it is to be popular with the little people who live near us, because we are willing to enter sympathetically into the things that they like.

How apt we are to be forgetful of the simple actions of every day life. We go along the street thinking of our own problems and neglect the pleasant Good Morning on this side and that side, as we meet those who live near us, and whom we should recognize at least when we pass them on the street.

Isn't it true that there is some one whom most of us find in our neighborhood and whom we have thought, because of some gossip, was not just what he ought to be, and perhaps have formed an erroneous opinion based largely upon hearsay? And when we come in close contact with him and know him better we think to ourselves if we do not express it: "He is not such a bad fellow after all."

In connection with neighborliness, it seems to me we ought to make something of a study of the character of every one of the people whom we are wont to meet and learn something of their likes and dislikes and avoid the things which annoy. A good share of every man's life is in his neighbors and the man who acknowledges that he has good neighbors is usually himself one of the best.

We belong possibly to some lodge or club or church, and we think of the people in connection with these organizations as peculiarly close to us. We sometimes even call them

brothers and we are inclined to confine our brotherliness to the people in our set. It is well to broaden that brotherhood and take in all the people with whom we come in contact, and for whom we can do something useful. The little kindnesses that are done almost automatically make up a considerable proportion of the happiness of life.

You know there are two or three little newsboys who put their papers on the sidewalk in front of our bank, and they sometimes have weights to place upon the bundles of papers, when the wind blows. The other day there was one little fellow quite alone, with his pack of papers, and some one motioned to him. He picked up his papers and his weight at the same time, and as he looked up he saw a halter slip out of a passing buggy, which was occupied by two ladies. Acting upon the impulse, he ran and picked up the halter and put it in the rig. In the meantime a gust of wind suddenly picked up a number of his papers and scattered them over the sidewalk and even into the street. One paper opened up and passed close to a horse's head, scaring him so badly that the driver had no control over him, and the horse backed into a rig by the curbstone, scaring the second horse so that he reared and was ready to break loose. Several people stepped to the heads of the horses and quieted them, and then half a dozen others began to gather up the papers and brought them back to the little boy. Everybody seemed ready to help everybody else in trouble and I was greatly delighted at this sudden expression on the part of so many. This is the true spirit of neighborliness.

Two or three years ago a load of hay came down Jefferson avenue, and at the turn coming onto Fulton street the wheel caught in the groove of the street car rail and the load went over. Several people came to the assistance of the man in trouble, but I noticed particularly that the greatest need of the farmer was to have somebody who could pitch the hay back upon the wagon and quickly get the street cleared. One of our leading business men had just left his home and saw the predicament the farmer was in and, although he had been long away from the farm, he still remembered that he knew how to pitch hay. Getting a pitchfork from a nearby barn he doffed his coat and vest and in a half hour had assisted the farmer out of his difficulty and helped to clear the street for traffic. I saw him put on his coat and vest and with his handkerchief wipe off his face and pass on down to his business. There was nothing remarkable about it and still it was such an exception to the rule of conduct that it was noticeable. Most people even if they knew how, would not feel called upon to make any sacrifice to help out an unfortunate man in the way that counted the most.

We really ought never to ask the question of who is my neighbor, but

in all our actions interpret neighborliness in terms of usefulness and thoughtfulness wherever we see the need.

As people become well to do they say, prominently in their actions in connection with others who are less fortunate: "We have jogged up a notch above you." A number of years ago Grand Rapids' most wealthy citizen came here from an outside town and had everything that money could bring him. He had fine horses and carriages, but never drove through the street in a manner to flaunt his wealth. He never neglected the thoughtful attention to the man who labored with his hands and his treatment of people was so perfectly natural and thoughtful that everybody recognized him as a brother.

It is very unfortunate for us in our relationship with people to carry the thought to them, through the free use of the perpendicular pronoun, that we think we are quite an important factor in the community. This very attitude helps to bring a barrier between neighbors.

One of the ways in which we wound each other is in perpetrating jokes. Nobody loves fun better than I do and I often give voice to the expression that we are entitled to good times and can all have them if we try. But these good times must never be at the expense of others and even if we do not mean to hurt anybody we ought to be very careful to be said in a manner to fulfill not to say or do things which are liable to be said in a manner to wound. When we know the sensitive nature of another we should not impose on it.

Some one has said that in the choice of our friends we do well to select them on the perpendicular rather than horizontal and if we desire to broaden our views and seek a wider relationship for usefulness we can not do better than to find companionship among people of various grades in life, and of course this always includes all of our neighbors and not simply a set of them that happen to be what we call on our level. We are not judged so

much by what we possess as by what we are. We do well to think of this in our relationship with those immediately connected with us. A little expression of "top loftiness" because of position often gives offense and it is inexcusable.

These things I have said not because they are unknown to you, but because in spite of our knowledge we are often times forgetful; and I have a great desire that in your relationship to your friends in the bank, your associates about your home and your choice of companions in the city you shall always be reckoned as good neighbors. Above all things, do not show by your actions toward each other that a little authority has made you arrogant or dictatorial, and never forget to courteously acknowledge a favor.

Charles W. Garfield.

A little girl in Chicago has a skin disease which her physician says she received because she petted an Angora cat that had been with a calf in a barn. The health department says that a cat which is petted in the house should not be allowed to go to barns, where other animals are, as it will bring disease into the home in that way. Chicago is having many cases of diphtheria and the Health Board declared they are due to carelessness, because of failure to report and have antitoxin injected. The Health Board remarks that fathers and mothers "practically kill their own flesh and blood through carelessness and then blame God and the doctors when their children die." Ministers and priests have been requested to impress upon their congregations the fact that diphtheria is dangerous and that antitoxin is furnished free upon request. The deaths of forty-six children are laid directly to carelessness of parents and attendants in Chicago.



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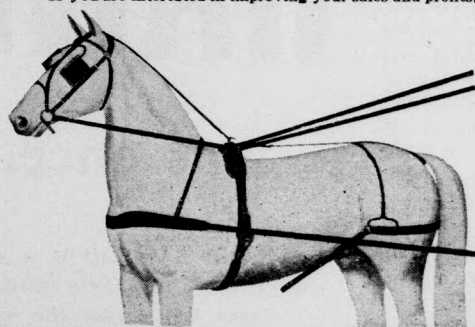
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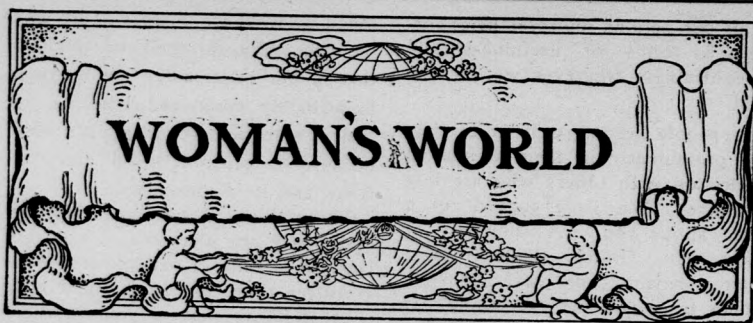
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### The Unmarried Daughter as a Family Asset.

Written for the Tradesman.

Every family should have an unmarried daughter. She should be from 25 to 35 years of age—certainly never older than 40. Let her have good health and be strong and capable and willing. It is better that she be comely of person, but not handsome; and imperative that she be one of the kind of women who, for some inexplicable reason, are strangely overlooked and neglected by the opposite sex. It will not answer for her to be of an ambitious, aspiring turn—to have the career bee in her bonnet; for the daughter who has set out to be a prima donna or a landscape painter or a great novel writer, is of no earthly good to her own folks. They will have to help her instead of her helping them. It takes money right along to sustain an ambition.

She must have a large heart; in short, must be thoroughly unselfish. Still, it will not do for her self-abnegation to take the form of wanting to become a missionary or a deaconess or a sister of charity. She must not take the sick and the suffering and the sinful of all humanity for her field of effort, else she can not specialize on her own family.

Better if she does not herself realize how self-denying she is; better, perhaps, if she has not consciously committed herself to the life of self-renunciation. Let her have just the common womanly nature, let her be one of the kind who would have a wealth of devotion for a husband, if only she had one; a world of affection for children, if only she had children; lacking these, she lavishes the riches of her heart upon those who stand nearest to her in blood relationship.

A daughter of this sort may be regarded by any family who is fortunate enough to possess her as a gilt-edged investment. In the world of speculation Calumet and Hecla stock—which, I understand, could once be bought at 25 and which has at times touched 700 or thereabouts—is considered as having been one of the most phenomenal opportunities ever offered the investor; but the unmarried daughter is better still than Calumet and Hecla bought at 25 and risen to 700. She is simply the best ever.

What can she not do? What will she not do?

If the family finances are straitened, she goes out and earns, the contents of her pay envelope going into the family till every Saturday

night. And the modest salary or wages which she receives, what will it not accomplish? It will buy hats and dresses and coats and shoes for the younger children. It will pay for music lessons for the 16-year-old sister. It will send one brother to college and set another up in his trade or profession. It will settle the doctor's bill. It will repair the leaky places in the roof and build a new sidewalk. It will pay ma's railroad fare on a visit to her old home in New Jersey and it will buy pa a gold watch. Carnegie and Rockefeller are not in it with the unmarried daughter when it comes to dispensing benevolence royally.

Perhaps it is not necessary that she go out and earn—perhaps pa and ma have become so feeble that her services within the home are even more essential. Who is it that, as ma's back becomes bent and her eyes dim and her footsteps slow, gently and almost imperceptibly lifts from the aging shoulders the whole burden of household cares? Who attends to ma's clothes, buys all her things for her, selects what will please her, and makes her dresses so they will suit her and be comfortable, instead of according to the latest style, as the dressmaker insists on doing?

Who is it that finds pa's glasses when he has lost them and helps him with the garden and keeps his accounts and buttons his collar and arranges his tie and, possibly, even shaves his neck and trims his hair? Who keeps the old people from being lonely and who cares for them in sickness? Who is sent for to come and stay a few weeks at this place or that when the grandchildren have measles or whooping cough? Who is the mainstay when the married sons and the married daughters come home on prolonged visits with all their families with them? Who, indeed, but the unmarried daughter?

"May not a widowed daughter graciously perform all these kindly offices?" some one asks. To this it may be replied that a widow sometimes does fairly well as a daughter at home. She is far better than none at all; but in calculating on a widow you always take a little gamble. There is absolutely no such thing as telling what she will do. You always can say: Let X equal a widow, for she most certainly is an unknown quantity—unknown and unknowable.

She may stay at home and dress in half mourning and visit the cemetery every three days to put flowers on his grave all the rest of her life. She may. But she is quite as likely to lay in a stock of good clothes—perhaps only a very short time after she receives her insurance—and without any ostentatious and formal re-entrance into gay society, almost "with mirth in funeral and with dirge in marriage," "with one auspicious and one dropping eye," even as she is sadly applying a tiny, lacey square of cambric to one reddened orb, she may be sending a glance out of the other that

will bring to her feet the most eligible and well-fixed among all the unattached men in town. She may remain at home and help ma, but it is not wise for any family to bank much on a widowed daughter.

Further, if a widow has children, they take her mind almost entirely. If they are sick, she can think of no one else. Her chief desire always is to advance their interests and she keeps an ever sharp eye on their future. In short, the maternal overbalances the filial in her nature.

Then the girl who has once had a home of her own, even for a short time, never again is content to trudge around in her father's house and do just as ma says. The daughter who is a widow invariably wants to run things.

So as an investment, the widow is not to be recommended. A family will do better to put their money into an unmarried daughter, so to speak. To carry the figure still further, the latter may be compared to a good guaranteed bond with the interest payable semi-annually in gold; while the former may be likened to a risky little stock that may be worth 140 to-day and be down to 38 to-morrow.

Faithfully have I tried to describe the unmarried daughter and to portray her deeds of beneficence, but I confess my pen is too feeble for its task. I have not drawn her as good as she is.

This is all the more to be regretted because her own family is likely to speak of her a little apologetically as "Poor Maria" or "Poor Lucy" or "Poor Henrietta," as the case may be, when the years drag along and her condition of spinsterhood remains unchanged. Just what it would have done had it not remain-

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ed unchanged, it fails to take into account.

Oh, the bat-blindness and base ingratitude of human nature "Oh was some power the giftie gie us," not "to see ourselves as others see us," but to see those who walk beside us on the way of life in the right light and in their proper proportions. Alas, that we can not recognize the heroism that is before our very eyes!

Have you not noticed, time and again, that a family whose pride is rankled because an unmarried daughter of the kind described remains under the parental roof-tree, as it seems, unduly long, will be vain as peacocks over another daughter who has made a little name for herself in some art or profession; or over another who has married a man whom they have to set up in business; or on account of a handsome rake of a son who causes them no end of trouble and expense; or because of a nifty, stylish daughter-in-law who never in her life has done a tap of useful work and never intends to?

The unmarried daughter never should get above 35; but she does. She gets to be 40 and 45 and 50 and beyond. And as she grows older she may become rheumatic and not so spry as she used to be and, what is more and worse, she may grow peculiar. The rheumatism she would have to stand herself, but eccentricities, if she develops them, the people about her are obliged to endure.

When pa and ma die, the unmarried daughter seems to have fulfilled her mission. Thenceforth she is apt to become a sort of unwelcome adjunct to the family of some married brother or sister. If only she could have stayed at 35! Then she could get out and hustle for herself.

I am a firm believer in ultimate and entire justice, even although it is long delayed and there are superficial indications that it never may come. I also believe that in the long run, life will mean something worth while to every creature, even every old horse and old cow, upon whom it has been bestowed. I maintain that every dog will have its day, not alone the Saint Bernards and the Boston terriers and the English bull dogs and the Irish setters and the King Charles spaniels, but every dog, even every yellow pup and every last mongrel cur of every description will have its day, and that it will be a long day and a good one.

What will be the reward of the unmarried daughter in the life to come, I can not say, but I fully trust that sometime, somewhere, she will find ample recompense for all she has missed here.

"A husband and children and home of her own in the Great Beyond," does some one suggest? Whether or not this may be her lot. Over There, in truth I can not tell. Husbands and children have some drawbacks. They can not be called an unmixed joy. Indeed, the variously interpreted "In the resurrection they neither marry nor are given in marriage," may not be without its

phases of consolation even when taken with extreme literalness. If the unmarried daughter does not have a husband and children, then she will have something else infinitely better and more enduring.

And I am sure she will occupy a station, so exalted that no married sister of them all will venture to assume any air of superiority over her because of her unmated condition.

Quillo.

#### Woman Who Does Not Parade Her Charities.

A certain wealthy widow of this city recently announced in the public prints that she expects to give the City Rescue Mission \$1,000 some of these days. The gift is a generous one and the recipient is worthy of the gift. Many people, however, do not rush into the newspapers when they have gifts of this kind to bestow. Among this number is Mrs. Hetty Green, who, at 77 years of age, can look back over a long and useful life. She is ordinarily regarded as a little close and careful, but it has recently been disclosed that she has given away \$1,000,000. In no case has she permitted the gifts to be known publicly. Her latest gift is from \$300,000 to \$400,000 to a school for boys and girls in New York State, thus described by the New York correspondent of the Chicago Record-Herald:

Mrs. Hetty Green, the richest woman in the world, was 77 years old Nov. 21. She was asked how to live to be 100 years old.

"I have never gone up into the cobwebs," Mrs. Green answered, as she seated herself in a chair beside the desk of her son, Colonel E. H. R. Green, in their office on the sixth floor of 11 Broadway.

"To live to any good old age I would prescribe for young people the possession of, first, a good conscience; second, a good appetite for the best food, plainly cooked, and, third, good will to others. If they will follow these rules they will live as long as they want to.

"This morning I've got the spunk of twenty men and I feel five years younger than on my last birthday. Much of my present good health I ascribe to the presence near me of my son, who is a great help to me."

Mrs. Green was asked if there was not some good work she had done in the last year that she was willing to make public upon her anniversary.

"I'm opposed to bragging, and if I told you of my charities I would be no better than the people I criticize," she said. "One way is to give money and to make a big show, but that is not my way. I am of the Quaker belief and, although the Quakers are about all dead, I follow their principles.

"But I am not a hard woman and I have done acts of which I am proud. An ordinary gift to be bragged about is not a gift in the eyes of the Lord. I might tell you of a school for boys and girls of the intermediate age which I have helped

with between \$300,000 and \$400,000. This school is in New York State.

"The land for the school was bought during the panic of 1907 and it cost one-third what it would have cost at any other time. The buildings were put up at a time when the poor needed employment. I supplied the money to purchase the land and erect the buildings. Lastly, there was the benefit of the completed school, where boys and girls are being taught practical things.

"Thus, you see, three things were accomplished in this one gift. Land was purchased at a time when money was scarce, and the two-thirds saving in its purchase went to the benefit of the institution; second, poor people out of work were employed; lastly, the school was established.

"I have not been to the school. I only got it going. That is quite enough for me.

"I like to do things when the benefit is many-sided, and this is only one of forty acts I have done of which I do feel proud."

"Where is this school located, Mrs. Green?" was asked.

"There you are, trying to pry and make my gift no gift at all," she said, with evident show of annoyance. "Have I not made it clear that I do not believe in charity announcements?"

No Show.

Jones—Do you think the horse will survive the automobile.

Brown—Not if it gets in its way.

#### The Ruling Passion.

Dobbs—How is Mrs. Fad? I understand the doctor gave her up?

Wobbs—Yes, he did. But she's better. The other day she thought she was sinking, and sent in a hurry for her women neighbors.

Dobbs—Well?

Wobbs—In ten minutes they were all playing bridge.

#### Looked Suspicious.

The Stranger—Are you quite sure that was a marriage license you gave me last month?

The Official—Of course! What's the matter?

The Stranger—I've lived a dog's life ever since.

#### \$100.00 REWARD

Above reward to merchants monthly, by the use of our new and desirable PREMIUM PLAN. Costs less than 2¢. Would you pay \$2.00 for \$100.00 in new cash trade? Our coupon plan will do it for you. No investment required. If interested in stimulating sales, our 16 page illustrated booklet can be had by a request for same on your letterhead.

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We will send you complete, with Original Bill and Duplicate Copy, Printed, Registered and Numbered, 5,000 Original Bills, 5,000 Duplicate Copies, 150 Sheets of Carbon Paper, 2 Patent Leather Covers. We do this to have you give them a trial. We know if once you use our duplicate system, you will always use it, no more for itself in forgotten corners alone. For descriptive circular, samples and special prices on large quantities, send The ORDER. THOMSON, 1122 Webster St., Chicago. Agents Wanted. NOTE:—In placing an order, do not forget to furnish copy of price list desired. It takes from 10 days to 2 weeks to execute orders.



## No Woman Likes to Buy Fruit off the Floor---

Neither would YOU

Fruit is the last thing on earth that should be kept on the floor. It is very sensitive to foul air, dust, germs and dampness.

### You Need Ideal Fruit Display Racks

Aside from the sanitary part of it—the moment you get your fruit up where people can SEE it you are SURE to SELL more of it.

And think of the ROOM you save.

IDEAL RACKS solve the problem. Open the box of oranges—set on top of another one and slap on your Display Rack in less than a minute. It's easy.

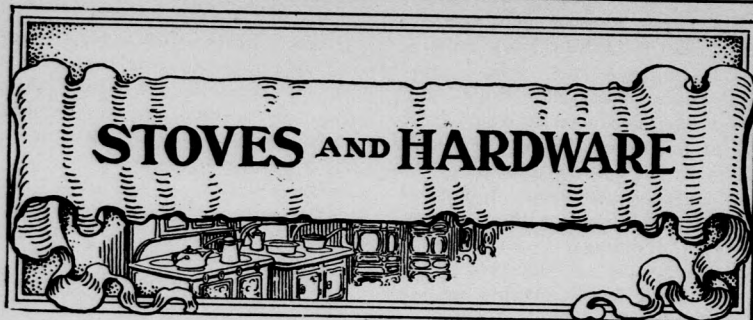
Send your order for six Racks (\$3.60)—and we will send the bill through the jobber you name. If you send the money direct, we will return it if the Racks don't suit you. That's fair.

### Ideal Fruit Display Co.

448 CASS STREET

LA CROSSE, WIS.





### Returns Big Interest in Increased Trade.

Once there was a business man, whether he was a hardware dealer or a grocer or a dry goods man makes no difference, since the principle would be the same in any event; but once there was a business man—and this is a true story, too—who was possessed of a very lively sense of the conviction that his own prosperity was bound up with that of his community. Believing that every time he did anything to advance the material well being of any man in his community who might be a customer of his he enhanced his own chances of sharing in that increased prosperity, he made it a practice to drive out to that man's farm, inspect it personally, find out where his trouble lay, and correct it, figuratively speaking, by bending his hand to the plow. Nine times out of ten he discovered that the delinquent had exhausted himself in exhausting his soil, and that he was suffering from an oversupply of knowledge in the art of agriculture and an undersupply of the science of farming.

Elevating the standard of efficiency of a community, however, by working with each of its members individually is one thing, and lifting up the community all at once and as a whole is quite another. The former process may be more thorough, but the latter is more speedy; and the difference between the two led him to request various professors in the Agricultural College to visit the village for the purpose of giving lectures on their various specialties. Afterward he had their lectures printed in pamphlet form and distributed them broadcast. Incidentally he had his name printed in a prominent place on the covers. To further stimulate study along these lines he offered free tuition in the Agricultural College for the best essay written by a county high school pupil on "Saving the Soil."

Generally speaking, there is an impression that when a man devotes of his time and of his energy to the uplifting of his community, his only reward will be a consciousness of a duty well performed. This sort of vicarious benevolence does not make a very effective appeal to many men, and many a community is left to wallow in its slough of ignorance, or whatever else slough it may be mired in for the time being, while the men who might do something to pull it out stand by and contemplate their own selfishness.

The case cited above is not alto-

gether an isolated one. There are a great many instances where men have applied themselves to the betterment of their neighbors and have made it a paying investment of time. This particular case, however, is of a man who determined early in life to make a success in a small town, and who bent every energy to that end. Close study of his environment brought to him the realization that there were many things he could do that would cost him nothing but a little time and a friendly interposition into the affairs of his neighbors, which could be tactfully interjected into their daily intercourse without offense, which would be of practical value to the man benefited, and which would return to the benefactor a big interest in increased trade. For this man was in trade.

It is too bad that the details of his career can not be recounted at length so that other men with the desire to help, but without the practical knowledge of how to go about it, might get a few pointers to aid them in the realization of their desires. However, the purpose of this allusion to the matter will be subserved perhaps in the statement that we have in numberless instances called attention to the possibility of the dealer doing just what this man did, and this particular case is cited to prove our contention.

It would seem to us that any man of ordinary intelligence would have no difficulty in devising ways and means of being of practical suggestive value to his clientele of customers if he would only take the pains to post himself in advance upon the more obvious needs of his community and of the means to meet those needs.

At a meeting of dentists held in Buffalo last week Dr. Kelly, of Chicago, surprised his listeners by advising them to throw away the toothbrush and clean the mouth with a cloth. He gave three reasons for this. He said the toothbrush does not clean the teeth, it is impossible to clean the brush, and the brush is injurious to teeth and gums. A clean cloth reaches more parts and cleans the teeth better. He advises his own patients to spend two hours a week on their teeth, which should be polished carefully. A toothbrush so stiff that it will cut the gums was condemned. Dr. Kelly's remarks did not agree with some of the other speakers' opinions, but perhaps his plan will be tried.

Progress is doing a little better today than we did yesterday.

### Just in Time.

"Are you sorry about the close of the baseball season?" he asked of his friend on the rear platform of the street car.

"Well, no, I can't say that I am."

"But you are a fan?"

"To be sure."

"At the grounds 'most every day?"

"You bet!"

"Then it's going to be lonesome for you, isn't it?"

"Um. You see, I'm book-keeper for Ray & Co."

"I know."

"Had to go to old Ray every time to get off. Had to tell him that some relative was dead. Began on my great-grandfather as a starter, and had killed off everything down to a baby six weeks old, and had that not expected to live an hour when the season for playing and lying closed. I might possibly have got one more afternoon off, and then old Ray would have said something."

"Yes?"

"He would have suggested that I attend my own funeral!"

There is a demand on the United States Treasury for more bills of \$1, \$2 and \$5 denominations. In fact, the demand is said to be greater than ever before, and the Bureau of Engraving and Printing had put on a large additional force and added an hour to the working day in order that it may increase the output of these bills. More than 100 persons registered on the civil service were notified of appointments to positions in the Bureau, and Director Ralph thinks he will be able to increase the daily output of notes from 225,000 to 260,000 sheets. The extra working hour will probably be discontinued by the holidays. The principal cause for this demand for bills is given as increase of population without corresponding increase in the medium of circulation. Another cause is that

people want cleaner money, and still another is that more large concerns pay their employees weekly or semi-monthly rather than monthly. Last year the Bureau printed 7,113,500 sheets of notes and certificates in excess of the estimates of the Treasurer, which were 60,000,000 sheets.

### The First Shall Be Last.

"Captain, asked the nervous passenger, "do you think this boat is perfectly safe?"

"This is the ninety-sixth trip I've made on her, and she hasn't sunk yet. But I suppose there always has to be a first time for everything."

### Untimely Tommy.

Mother—Tommy always eats more pie when we have friends at dinner. Visitor—Why is that, Tommy?

Tommy—'Cos we don't have no pie no other time.

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Ask for special co-operative selling plan. Big Profits  
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## CLARK-WEAVER CO. WHOLESALE HARDWARE GRAND RAPIDS, MICHIGAN

We ALWAYS Ship Goods Same Day Order is Received



## CIVIL WAR DAYS.

## Incidents of the Rebellion Graphically Recalled.

Written for the Tradesman.

The storekeeper at Carson's Bend sat smoking and thinking long after the hour for closing had arrived. He was a grizzled old veteran of 60; had followed half a dozen different occupations during his life to date, finally winding up in his later years as proprietor of the general store at the Bend.

Ned Wrisley, the young Detroit dry goods drummer, had missed his train and had accepted the storekeeper's invitation to spend the night with him. A brisk wind stirred the trees outside, while a new chill in the air foreboded a cold snap, which the old merchant had been longing for that he might move some of his lately acquired underwear.

"You seem serious to-night, Ross," suddenly spoke Drummer Ned, who was lighting his third cigar, the merchant keeping him company with his well colored meerschaum pipe.

"I've been thinking, Ned."

The old man removed and dusted his pipe into the cuspidor. He drew a deep breath, leaned back in his chair and twiddled his thumbs with the air of one quite satisfied with himself.

"How time does fly," murmured the old fellow. "It hardly seems fifty years since the old Third Michigan went out to do battle for the flag. Fifty years! I was but a boy then, yet it all comes back to me as though but yesterday. This is a time of remembering backward, Ned. All over the land anniversaries of the Civil War days are being kept; the newer generation, grown since the National struggle of '61, are vowing fidelity to the flag that floated over the Union armies from Bull Run to Appomattox. Grant was the hero of that war, Ned, as absolutely its hero as was Napoleon the First the hero whom millions of Frenchmen worshipped in the long ago."

"I don't think there can be any comparison between the two," dissented the young drummer, who had been reading history to some purpose. "Napoleon was a bloody butcher, while Grant—"

"Was another, my boy," laughed Ross Dunstone. "Oh, but you say, our man was fighting to keep the flag of this republic afloat, while Napoleon was cementing a despotism on his people and the greater part of Europe as well. Now that is true, and yet Grant hewed his bloody way with his sword from the Potomac to the gates of Richmond."

"Well, but you see, there's a difference—"

"Of course there is, my son," soberly returned the old merchant. "Grant did his duty as he understood it, yet, while doing it, he was assailed by a butcher by a large body of his countrymen. That seems strange to you, does it not?"

"Truly it does, Ross."

"And at the time it seemed strange to me, although I was only a boy. I realized that a great war was going

on and that my elder brother went with others from our town to help keep the Union together. Down there in the sunny South that brother fell, one of Grant's boys whom he had cruelly slaughtered."

"Now, Ross Dunstone, you do not believe that,"

"Do not believe what, Ned?"

"That your brother was slaughtered by Grant?"

"I said that Grant was the hero of the Civil War; the hero, mind you, and I mean it. By his brilliant generalship, dogged determination and rare planning he shortened the war, even although thousands of brave boys fell. That was only a part of war, Ned, and yet the Northern enemies of Grant denounced him a butcher, unfit to breathe the free air of this republic. General Sheridan was assailed by the same class, years afterward, yet all that petty denunciation has long since been forgotten. History makes no mention of the fact that a large body of Northern citizens were eternally hectoring, scolding and anathematizing Abraham Lincoln and his generals. As a boy I remember such things. Say, do you know, I believe every truly great man has experienced similar discomforts. Even Washington was not wholly free from them."

"I suppose that is true."

"Those were stirring days, my boy," continued the storekeeper, still reminiscing. "It all comes over me now like the return of half forgotten dreams. I read a poem once called a return of the dead, or something like it, giving a graphic picture of the rising of the fallen Union soldiers from their graves, to again muster in long battallion lines, rank on rank, gun to shoulder, ready to again do battle for the Union and the flag. It stirred in me a queer feeling, something akin to awe. It would be a striking sight, wouldn't it, Ned, to see the dead boys of the Civil War rise from their graves in the South and march once more to the stirring music of regimental bands? I often like to imagine such

nonsense. It gives an old man a kindly feeling for his fellows when he thinks of the sacrifices the boys made for us fifty years ago. Sickness, wounds, death they suffered for us, Ned—and they were only boys at that."

"Boys, Ross?"

"Sure. Of all the scores who went to the army from our frontier settlement, nine out of ten were under 18—an army of boys doing battle for the salvation of the Union. I tell you it meant something for such young tenderlings of the flock to forsake father, mother and sister to go a thousand miles from home with but an even prospect of their ever returning. My brother was a jolly school boy of 17 when he kissed his mother good-by and donned the Union blue. He never came back. His body lies buried in Southern soil. Doubtless, had he returned and lived to this day, he would now be one of the 'Government paupers' we hear some sneer about whenever anything is said about increasing pensions for the old soldiers."

"For one, Ned, I do not begrudge the money expended to ease the last days of the old soldier. I know some of them who went through fire and flood, down to the gates of death behind the hideous stockade at Andersonville, men who as boy soldiers suffered and starved for months within that prison hell, coming out to continue service or to die of disease. What do you think of a man who, as a boy, served his country four years, one year of it in rebel prisons, poor and dependent in his old age, drawing the magnificent sum of \$12 a month from this richest Government on earth—grateful republic indeed!"

"I don't wish to seem captious or fault-finding, Ned. I know that this Nation has been very liberal in its treatment of the soldier, and yet it tires my heart and fires my soul when men complain because of the expense of pension legislation. Not in paltry dollars and cents can the sacrifices of those men be figured.

When a woman lays the lives of her five sons on the altar of her country, every one dying on the field of battle or in a rebel dungeon, can you blame her for feeling that she has done her full duty toward the salvation of the American Union?"

"There is much to think about in these later days, my boy. It is well, too, I think, for the people to celebrate in fitting manner the fiftieth anniversary of the going out of our boys to the war. It was a wretchedly wicked war, Ned, yet it had to come. The Almighty was against slavery, and, as Lincoln said, it seemed to require as much blood spilled in war as had been shed by the driver's lash since the first slave felt its sting 200 years ago."

"I call to mind many incidents of the war—incidents coming under my own observation that I might tell—but the hour is late and you are tired, boy—"

"Go on," protested the young drummer. "I could listen all night to stories of the war for the Union. I had an uncle who died in a Southern prison—"

"We all had friends in that war, Ned," sighed the old man. "I am tired if you are not and must get to my bed. Sometime, maybe, sometime, but not now."

With that Ross Dunstone rose from his chair and led the way to the house.

J. M. Merrill.

## Always Unlucky.

Hodge—Poor Mrs. Fickle has always been unlucky in the selection of her husbands.

Dodge—Why do you say that?

Hodge—Her first husband was a guide in the Adirondacks; her second was a baseball umpire; her third was a manufacturer of dynamite, and her last one was an aviator.

"Mary," said the sick man to his wife, after the doctor had pronounced it a case of smallpox, "if any of my creditors call, tell them that I am at last in a condition to give them something."

## REYNOLDS FLEXIBLE ASPHALT SLATE SHINGLES

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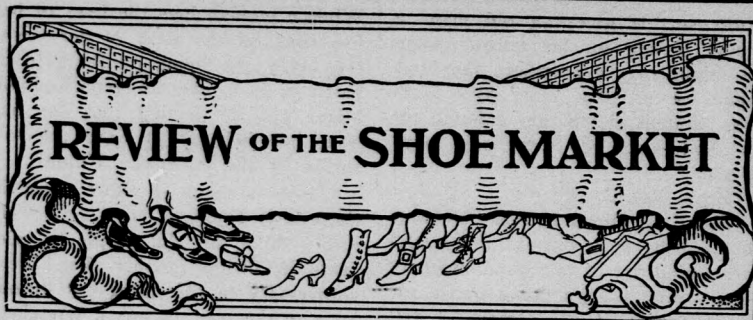
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### Style and Beauty in Shoes Have a "Cash Value."

Ill advised, to be sure, is the shoe dealer who sells novelties for women and who fails to get an extra long profit just because they are novelties, if for no other reason. Hundreds of shoe dealers have come to the conclusion that the novelty shoe situation presents an opportunity for all shoe dealers to get away from the old standard of prices and make great deal better profits than they ever made before.

The retailer who does not accept this conclusion may struggle on and make a living out of the shoe business. He will never be a success, as measured by to-day's standards.

Women must have pretty shoes now. That is all there is to it. Wise retailers know it and when they sell shoes for looks they charge for looks.

### Used To Buy For Wear.

The average woman five years ago entered the shoe store and commanded about as follows:

"I want to buy a pair of comfortable shoes at \$3. I want the best you have because I am hard on them, having a lot of walking to do. Give me a patent shoe or a dull leather with a patent tip, lace, size 5 and D width. The last I got over at Jones' gave out before I had worn them six months, so give me the best make you have."

The demand varied, according to the ideas the woman customer had of wear, which was her standard of value, and economy, which applied to shoes, but rarely to hats, gloves, dresses, coats, furs, etc.

The average women of to-day make this request, or something akin to it:

"Will you be good enough to show me a pair of those beautiful satin boots you display in the window? I know they will match my new gown stunningly. Of course, my coat is of velvet. Do you think I should have velvet boots? Oh, aren't those delightful? Look, Maude, isn't that the prettiest shoe you about ever saw? Oh, here are the velvet boots. I wonder if I hadn't better get both pairs? Yes, and I need a pair of walking boots, for those that I got in August are too shabby to be seen outside the house. Tans? High toes? He is going to show me a pair, Maude. The fashion papers say that tans are all the rage this fall. Here he comes. But how wide the toes are! All the style? Certainly, I'll try them on, although I should have on tan stockings. My, those toes look stunning! How little my foot

looks! Yes, I'll have those, and the satins, too. I'll speak to Henry and perhaps he'll tease me to get the velvet boots. Thank you, charge them. Oh, Maude, I forgot to ask the price. Pardon me, but how much did you say those shoes will be? Very well, just send them. He said \$5 a pair for the satins and velvet boots and \$4.50 for the tans."

### Women's Feet Must Look Nice.

The merchant who does not try to see himself occasionally from the viewpoint of his customer, and who does not heed the frequent suggestions that come to him from traveling salesmen and the retail shoe trade papers is a big loser. In this connection a recent article in the New York Sun, a little human interest story having to do with women and women's foibles, contains some timely advice to women that should be well digested by shoe dealers. It is well worth reading and thinking over, especially when considering how much profit you are going to make on novelty shoes. We quote from the Sun, in part:

"Are you a petticoatless woman?

"Look to your shoes. Your skirt may not be cut off at your boot tops, but it is certain that they will show.

"Have your ankles trim. Wear buttoned boots.

"Don't wear shabby shoes. Your feet simply must look nice.

"Wear thin stockings, the gauzier the better; under them wear flesh-colored silk hose.

"If you go without petticoats your feet will show all the time, because your skirt slinks in. So learn to toe out. Don't be pigeon toed."

### Dealers Should Wake Up.

Now, when a newspaper with the standing and influence of the Sun, advises its women readers to look to their shoes because it is certain they will show, and for the same reason cautions them against wearing shabby shoes because one's "shoes simply must look nice," it is time that those dealers who have not recognized their opportunity to make better profits, and who have failed to realize that the standard of value is the looks of the shoe rather than its intrinsic worth, as based on wear, as formerly was the case in all save the very high toned stores, it certainly is time that all shoe dealers rouse themselves.—Shoe Retailer.

### Bound To Be Helpful.

"I am troubled greatly by insomnia," said the parishioner.

"Possibly I ought to preach at night," suggested the pastor, quietly, but nevertheless pointedly.

### Stage Fright in the Store.

"Most of us are apt to think pretty little of anyone who is a victim of stage fright while going through a performance," said a Philadelphia retail shoe dealer the other day, "yet there are very few of us who can not remember when we were little chaps, and blushed and stammered and fumed all over when we had to speak a piece in school, which is but another manifestation of the same thing.

"It might strike you that this is a long way from the shoe business, but I am of the opinion that there is a good deal more stage fright right in the shoe store, than is ordinarily supposed and also that this stage fright costs quite a lot in hard dollars and cents.

"You have seen a clerk sidestep a customer who may be hard to please. Perhaps some of us have taken a mean advantage of our employees and sent one of them after such a customer instead of going out and taking the brunt of the contest ourselves. All stage fright. No matter how irritable a customer may be there is no real harm he can do. The very worst that can happen is that he may leave the store ill-pleased. What we are afraid of is that we will offend the customer, and that is exactly the fear that we had when we were youngsters and had to speak our piece, or that the amateur actor has when he struts his brief hour on the stage. Simply that he will fail to please.

"Now it is a fact, and this is the worst of it, that when we are conscious that we may not please, the chances are that we will not do so. No one can act naturally who tries to do just that and while stage fright will spoil the most carefully studied performance, it will have the same effect in the shoe store and in the making of a sale.

"It is one thing to point out a fault such as this, but it is an altogether different matter to supply the remedy for it. First of all I would say is the requirement of a little courage, and the best way to get that courage is to realize that even if the customer you are afraid of is displeased, the business is not going to eternal smash. Many a traveling salesman will tell you that when he had finally given up all hope of doing business with some certain customer, he simply opened his mind and gave that prospect a clear opinion of himself or his business, and while it was not complimentary, a sale was made afterward. It merely meant that the salesman was over his stage fright with that particular customer. The same thing can and often does take place in a retail store."



## Dry Foot Comfort

Means damp-proof shoes built over lasts that do fit feet. We excel most manufacturers in these two particulars and in one other—wear.

Our shoes average longer service under severe hard usage than any other medium priced line made.

Daily wear demonstrations by the feet of thousands of satisfied customers prove this.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.



## FIFTY YEARS AGO.

## Names of Pioneers Recalled by Old Directory.

Written for the Tradesman.

Williams' "Grand Rapids Directory, City Guide and Business Mirror" for 1859 furnishes information in regard to the employment of citizens of that year who afterwards became prominent in the life of Grand Rapids. John Caulfield was a sales clerk in the grocery store of H. Morgan. Wilna Cole owned a small shoe store on the southwest corner of Pearl and Monroe streets. His brother, Edwin, was a sales clerk and in later years was admitted to a partnership. C. C. Comstock was selling furniture, lumber, etc., on Canal street, near Hastings, as agent. When he came to Grand Rapids a few years previously he left unpaid obligations in the New England States amounting to over \$50,000. Although the claims were outlawed, Mr. Comstock paid his creditors in full. W. N. Cook and J. P. Seymour built carriages in a small shop located on Waterloo street, near Ferry—now occupied by the G. R. & I. Railroad tracks. Thomas Doran, who served the city ably as an alderman more than a quarter of a century, worked at his trade, iron molding, and boarded with John Grady. John H. Doornink, a merchant tailor, afterward joined Paul Steketee in establishing the great Steketee store, on Monroe street. Thomas Gibbons, a machinist, in the employ of R. E. Butterworth, was the stoker of the first steam fire engine purchased by the city and was the father of Captain John H. Gibbons, of the United States Navy, and at present Commandant of the Naval Academy at Annapolis. Thomas Gibbons succeeded George R. Pierce as engineer of the first fire engine, the David Caswell, stationed at the Kent street engine house, and spent the remainder of his life in the fire department. For a long time he was at No. 2 engine house, on Barclay street, between Lyon street and Crescent avenue. S. S. Ball was the first freight and passenger agent of the Detroit & Milwaukee (now Grand Trunk) Railway. He resigned soon after the breaking out of the Civil War and established the first omnibus line in the city. Lewis J. Bates, now a resident of Los Angeles, was a printer employed in the office of the Grand Rapids Eagle. He afterward attained prominence in literature. He wrote editorials for the Eagle, the Detroit Post and the Petoskey Record. Also poems and songs of great merit. One of his songs, almost forgotten, written forty years ago, in praise of the State of Michigan, was set to music and published. It was sung quite generally by Michigan people for a few years. The sentiments expressed and the descriptive lines made the hearts of native sons and daughters swell with pride. It was a more pleasing song than "Michigan, My Michigan," and was not set to stolen music. Mr. Bates' song of Michigan should not be allowed to

die. Uri J. Baxter was the assistant editor of the Great Western Journal, a weekly newspaper of influence in the community during its short career. It was published by Thomas D. Worrall. If this gentleman left "footprints on the sands of time," none are now discernible in Grand Rapids. Mr. Baxter moved to Washington, taking employment in one of the executive departments of the General Government and died in that city a few years ago. Julius Berkey operated a planer for his brother, Wm. A. Berkey, in the manufacture of doors, window sash and blinds in a small factory located on Canal street, north of Bridge street. Both afterward became prominent in the furniture manufacturing industry. Their deaths occurred within the last decade. John C. Buchanan was a gunmaker. Afterward he studied dentistry and practiced his profession in Grand Rapids many years. L. Buell was a daguerreotypist and a photographer. He was the father of Mrs. E. R. Wilson and Mrs. Lyman E. Patten. During the latter part of his life he was in the drug business with Mr. Wilson. Four of the Campau brothers were residents of the city. Antoine lived on South Division street, between Eighth and Ninth avenues, where he carried on farming. George's home was located on Charlotte street (now Madison avenue) near Hall street. Louis Campau lived on Fulton street, at the entrance of Gay street, and Touissant's home was on the north side of Washington street, east of Prospect. H. S. Swift & Co. were jobbers of groceries on the west side of Canal street, between Pearl and Lyon streets. It has been the impression of many that L. H. Randall & Co. were the pioneer jobbers in the grocery trade. Edwin Avery was a sales clerk in the employ of John Kendall, a dealer in dry goods. In later years he joined Henry Spring and the firm established the dry goods store of Spring & Avery, now the Spring Dry Goods Company. A. N. Bacon was a carpenter. While at work at his trade he injured one of his arms so badly as to require amputation. He then entered the employ of merchants located on Monroe street and patrolled the street at night (when not sleeping in a big chair before the stove in the office of Sweet's Hotel) to protect their property. The organization of the municipal police force in 1871 caused the retirement of Mr. Bacon from his position. Crawford Angell was a messenger in the employ of the American Express Co. He lived on Island street, near Lagrave. Jonathan P. Thompson was the editor of the daily and weekly Press, owned and published by Jacob Quintus, an educated Hollander. The paper did not live long. Mr. Quintus substituted for the weekly edition a paper printed in the Dutch language, called *De Stoompost*. Among his employes were Dennis Schram, Martin Melis and H. D. C. Van Asmus. The latter bought the paper in 1867 and suspended its publication a year or two later.

Schram & Van Strien started *De Standaard* in 1873 and the former is still publishing the paper. Thompson, in later years, was employed in an editorial capacity on the Enquirer and Herald and still later on the Eagle. He was the first President of the State Pomological Society. He died in this city nearly forty years ago. T. Hawley Lyon, Jr., was the agent of the American Express Co., with an office and storage room on Pearl street, at the entrance of the present Arcade. Later, in turn, he was the proprietor of the Rathbun House (named in honor of Charles H. Rathbun, the builder and owner) and Sweet's Hotel. The American House, still standing on the northwest corner of Court and Fremont streets and known as the Planter's House, was managed by Isaac Turner, a prominent local politician forty years ago. He was the father of Aaron B. Turner, the founder of the Grand Rapids Eagle. The American was the home of many young, single men, who afterward acquired wealth and prominence in business and politics in the city and State. Arthur S. White.

## Reasons For Dispensing Hot Soda.

1. It adds nothing to cost for rent, light, heat and help.
2. You use the same space and practically the same equipment.
3. Your hot soda equipment will cost less than one-tenth of your cold soda equipment.
4. Your hot soda stock beef tea, bouillons, seasonings, etc., will be

less than one-tenth of your cold soda stock.

5. Your hot soda profits will be double your cold soda profits and your investment much smaller. A five-cent hot soda will show a profit of three to three and one-half cents and a ten-cent hot soda will show a profit of six to eight cents.

6. Serving hot soda in the winter months you save greatly in ice cream, also on electric fans, cracked ice, etc.

7. By serving hot soda you open up the possibilities of a winter lunch at the fountain and these two will help to keep your winter sales up nearly even with the summer sales.

8. Hot soda will keep alive your demand for cold soda and ice cream throughout the winter months even in zero weather. — Confectioners' Journal.

## Diagnosed.

"That's a smart thing I've done," said the doctor to his assistant.

"What's that, doctor?"

"I have put my signature in the column 'cause of death' in this death certificate."

We sometimes over-pity animals, through forgetting that they do not see, feel, or suffer from the same standpoint as ourselves.

It is intended that we should be critical when it is just for us to be so, or we would not be enabled to see spots on the sun.

Every man has lived in a glass house some time during his life.

# Rouge Rex Shoes

## Wear Like Iron

Every pair sold is a sales producer for many another pair, and adds to the prestige of the dealer handling them.

It will pay you to see the line for 1912 before placing your order for spring delivery.

A card will bring our salesman with a full line of samples.

## HIRTH-KRAUSE CO.

Hide to Shoe  
Tanners and Shoe Manufacturers

Grand Rapids, Mich.



## LOSING HIS MIND.

## How Time Sometimes Affects the Human Brain.

Written for the Tradesman.

The old schoolmaster sat for a long time in deep thought. One of the old timers had been there and gone. The wheels of the auto bearing old Timothy Hardcash on his return to town were still whirling the dust into the air when Tom Tanner wheeled in his chair and regarded Ned Raymond, who was coming up the steps of the front porch, with a grin.

"Who was it?" asked the schoolmaster's nephew, sitting in the chair lately vacated by his uncle's visitor.

"Timothy Hardcash, of Detroit."

"What is he doing here? I thought he had given this part of the State a fond farewell years ago."

"He comes back once in a while to review old scenes and call on the folks he knew in ante bellum days," said the schoolmaster. "Hardcash has the money itch still strong upon him, although he is nearing his 80th mile-stone—the same hard, calculating money grabber as of old."

"Why," uttered the nephew in plain surprise, "I thought Tim Hardcash was the soul of honor. I am sure he is quoted number one in Bradstreets—"

"Sure, sure," echoed the elder man. "Nobody can lay a stone in his way where strict honesty is concerned. He is one of the pillars of the financial world. He made his money because of the prosperous times the country has had since the war. Yet I can't help thinking if Hardcash had had his way his good luck might not have always been with him."

"I imagine you and he were swapping reminiscences, Uncle Tom?"

"Yes, we were; and what do you think they were about, Ned?"

"Oh, about the good old times, of course, when the Greenback dollar saved the Nation and the boys in blue were the whole thing. I know how you old heads delight to talk of war times and the years before and immediately following the conflict. You and Timothy were boys together then, I suppose?"

"I was a stripling, but Tim was well along in manhood. Yes, we were reminiscing of the old days, the days that tried men's souls, of the bad, glad, hard days of '65. Ah, that was a time, my boy, when one's manhood was surely put to the test if never before." The speaker's eyes glistened, his old face suffused with flushed excitement.

"I know how it was," agreed Ned. "You and Tim were having a good experience meeting, Uncle."

"That we were, in a way, Ned."

"In a way?"

There was a peculiar intonation in the voice of old Tom Tanner that was not quite understood by his nephew.

"Well, you see, it is this way, my boy," explained the schoolmaster, "I am fearing the old millionaire is losing his mind. Of one thing I am sure he has forgotten many things that took place in the long ago. I

may be a little shady in the upper story myself, but I am not quite daffy, I feel sure."

"How is it—"

"With my old friend?" and Tom chuckled. "We talked about a good many happenings of our boyhood, and then Hardcash fetched out a paper, laid it on my knee, pointing to a half column article which he wanted me to read. I read it with mixed feelings."

"Yes?"

"It was the account of a regimental reunion which took place a few days ago. The reporter went on to give a brief, perhaps highly colored, account of the gathering, naming several members of the regiment, living and dead, who had particularly distinguished themselves in battle."

"And your friend, Timothy Hardcash, was one of the living heroes?"

"Well, yes, in a way. He had never been a soldier, although he often says he was in the smoke of the Gettysburg fight. I did not dispute that, even although he, as myself, was a thousand miles away that sultry July week. The article in question lugged in the name of Tim Hardcash who, it said, was one of the patriotic men of the wartime, contributing of cash and hard work in an effort to fill the ranks of the army."

"It was only because of his poor health that Tim remained at home. He raised a company, tried his best to be accepted, but in vain."

"But I thought the Government was anxious for volunteers."

"It was, my son, it was, but Hardcash wasn't quite up to the physical standard and the recruiting officer said no, and so Tim remained at home, working with might and main for the cause of the Union. The newspaper reporter had it all in. Not one company but three were raised and equipped by this valorous man. Now, wasn't he entitled to this late praise?"

"I should think so. He must have been well heeled even as far back as war days to have been able to do so much."

"Well, no, not so very well off. But that doesn't matter. As long as Hardcash did his best to go into the Union army it certainly was not his fault that he did not get there."

"Sure not," agreed Ned.

"We talked it all over. Tim felt proud of that war record—almost as good as any old vet could show, eh, Ned?" and the schoolmaster chuckled.

"Sure it was. It was well, too, that the newsgatherer found it out and published Timothy's name in connection with the regimental reunion. I believe the men who aided with the sinews of war, who with voice and vote held up the hands of Abraham Lincoln in those brave days of old were equally deserving of praise with the men in the ranks of our army. Don't you, Uncle Tom?"

"Maybe I do. I couldn't really get very much enthused, however, over that newspaper article, although I agreed with my friend Tim that it was a very handsome compliment indeed. After showing me the paper Timothy launched into a description of his work in war days, work which had hitherto been unnoticed by the press. He assured me of his efforts to enter the army, of his raising and equipping men, paying the expense from his own pocket. I couldn't say much, of course. You see I very much fear Mr. Hardcash has softening of the brain and I wouldn't do anything to hasten his collapse. Would you, my boy?"

"Why no, but—"

"Tim talked long and earnestly of the war days now fifty years in the past, told of the weary nights and days of waiting for news from the front, of his deep love for Abraham Lincoln, and of his casting his vote for the railsplitter on both occasions of his running for the presidency. It was all very interesting—very pathetic, in fact—and I felt the tears steal unbidden and roll down my cheek—"

"Yes, yes," broke in Nephew Ned. "I can understand it all. It is very

touching, indeed, and truly nice of the old man to call on you in order to bring back old scenes. Timothy can not be such a hard money-grinder as some have given him credit for. He has a heart, a soul—"

"Nobody disputes that," chuckled the schoolmaster. "It reminds me of something I heard old Zach Chandler say once—but I'll not repeat it here. The trouble with that newspaper article is that it was not true. I didn't tell Tim so, though."

"But if he voted for Lincoln—"

"He did not vote for Lincoln but for McClellan. With him Lincoln was not much of a man. Fact is, in war time Timothy Hardcash was an out-and-out Copperhead. I think that answers all you would ask and proves what I said, that old Hardcash is losing his mind." Old Timer.

## The Pessimist's Thanksgiving.

"The frost is on the pumpkin  
And the fodder's in the shock;  
But half the corn is rotten  
And it's killing off the stock.

We celebrate Thanksgiving,  
But I don't know whom to thank,  
For I'm loaded down with trouble  
And I'm overdrawn at bank.

I raised a world of apples,  
But the market wasn't strong,  
So I left 'em in the orchard,  
And I left 'em there too long.

The shocks are truly "shocking!"  
And my pumpkins they are small!  
The apples they are rotting,  
Rotting—rotting as they fall.

Hogs are down with cholera,  
The lightning killed my mare;  
Misfortunes, like my children  
Are around me everywhere!

The turkey-cock is strutting—  
Let him "gobble" and be gay;  
For his troubles will be over  
Ere we reach Thanksgiving Day.  
Luther H. Rice.

## Proved.

Orator—I thought your paper was friendly to me?

Editor—So it is. What's the matter?

Orator—I made a speech at the dinner last night, and you did not print a line of it.

Editor—Well, what further proof do you want?

Before you decide to live by your wits, be sure that wits of your kind are in demand.

**TRY THEM THEN BUY THEM**

The Sure Trade Winner  
for vigilant shoemen is found in

**The Princess Comfort Shoe**

When shown it appeals to all; when worn, the comfort it gives secures customers for the store that sold it.  
Send for our booklet "Comfortable Shoes for Women."

**V. SCHOENECKER  
BOOT & SHOE CO.  
MILWAUKEE  
WIS.**



### Tests Which Reveal Secrets of the Mind.

"Psychanalysis" is a new word which may appear to the grammar school student as designed to trip him up on an examination in spelling. In fact, taking this possible student's view to fit the practice of "psychanalysis" is something which might serve to show, unconsciously, to that particular student, just how much he might be afraid of a sharp examination in spelling.

Psychanalysis is a word expressive of scientific reading of the inmost secrets of the human mind without that person's knowledge of the experiment. It is a process based largely upon a spoken word or series of words, with the person under scrutiny asked by the analyst to utter the first word or thought which the test word or words calls to mind.

Given a patient having normal or abnormal disposition to speech the scientist with a stop watch concealed in his hand can determine finally about how quickly his test words should bring response. In every case where there is marked slowness or hesitancy to pronounce the word or words which the patient finally associates with the test word the inference is that some hidden hurt, sensitiveness, fear and kindred emotions exist in the mind of the patient.

Dr. Freud, of Vienna, declares that only the impromptu thoughts of the merely conventionally honest person are true to his real nature. In this line of experience Dr. Freud on one occasion asked one of his patients to sit down, observe the doctor and speak out openly and freely the first thoughts that might come to the patient regarding Dr. Freud.

In the case of this particular patient he remarked instantly that he thought the doctor was growing bald. He suggested that Dr. Freud was growing stouter than he should. The doctor was not as active on his feet as he might be. Every observation, virtually, had its bearing upon advancing years—and it was discovered that fear of old age was the one obtruding, morbid obsession of the patient's life.

#### Mirror Make-Up.

When another patient expressed the thought that the doctor was extremely considerate of his patients, was modest, and when he finally announced that he suspected the doctor of bashfulness the scientific inference at once was that the patient himself was suffering from oversensitiveness and was brooding over what the world might think of him and his actions.

There is the case of the clergyman whom Dr. Jung, of Germany, one of the foremost European psychologists, had occasion to subject to the test of observing Dr. Jung and speaking quickly and frankly the thoughts that first occurred to him. This clerical patient at once said that he did not believe the doctor was truthful, that he was not honorable in dealing with his patients, that he could not believe the doctor was leading a moral life, and similar criticisms, readily pronounced. At which

the doctor challenged his patient with, "You are the man that you are doubting." And the story is that the doctor's charge proved true.

However, these tests are not applicable to the normal person. It would be an absurdity to believe that an honest man of sanity and with powers of observation and deduction could not come out in the harshest denunciation of a man who he felt was an intriguing rascal at every opportunity that offered. At the same time this man of sanity and honor proven through fifty years might take such a test and show that he was unduly suspicious of dishonesty in mankind without ever having given way to a similar offense in all his life. To the extent that he had been scrupulously honest himself and had been imposed upon, however, his suspicions might become an obsession.

I have a friend whose uncle lived to a ripe old age and died slowly and quietly of old age in his bed. But for fifty years or more this uncle's undershirts invariably wore out just over his heart. Why? As a young man he began to indulge the fear of heart disease and this fear was always with him. The old man was a farmer and countless times a day he would thrust the palm of his right hand, roughened by work, into his shirt front and over his heart, with the result of wearing holes in the undergarment.

#### Test Reveals Hidden Troubles.

Another of the methods employed in psychanalysis is for the doctor to get the full confidence of the patient and have him understand that a possible cure of his morbidity depends upon the patient's sitting in the office with his physician and letting his thoughts take the freest course. Only it must be understood that the patient shall speak out his thoughts freely as they wander. To get the best results naturally the office must be quiet, darkened, and of a general atmosphere lending to idle trains of thought and imaginations.

Only the psychiatrist of wide practice has an idea of how many small insanities afflict otherwise sane men and women. It is characteristic of such persons that they seek to cover these mental afflictions. Thus it becomes the work and duty of the psychiatrist to discover that which the person may be hiding and which may be discovered by some one of the various tests here considered. For it is the philosophy of the test that anything suggesting the hidden trouble will be first out, unconsciously; that the impromptu, unexpected thought always is an expression of the patient's own personality.

Men and women who suffer most from these aberrations are the persons who, sitting down to think, discover that the idea is ridiculously impossible. Thinking, they can dismiss the absurdity, but the moment the attentions largely are centered on occupational work the acknowledged aberration creeps into the mind. What is the matter with the victim? Neurasthenia, indicating more or less degree of nervous exhaustion.

One person may nurse a fear that

when summer comes he will be unable to perspire. Another may have the idea that his heart "is running down." Still another may have both conscious and subconscious fears of an electrical shock from almost anything. Fear of "losing the mind" is common.

#### Truth Made Plain by Sweat.

It will be remembered that in these tests one of the necessities is that the person under examination has given himself up mentally to the scientist who wishes to force the sudden, impromptu word or thought openly and freely in confidence. This suggests an older experiment with the unwilling personage who may be a prisoner or a suspect in connection with a crime.

In such an examination the two electrodes of a battery are placed upon parts of the body of the subject. Connected with the battery is an indicator responsive to the magnetic currents. The basis of the test is that the suspected person after a while establishes the normal register for the indicator. Then, presuming that the person under test has been suspected of throwing a person out of a boat and drowning him, talk or questioning suddenly involves the word "boat," "drowning," "lake" or "river."

It is the theory that word calling unexpectedly to mind a crime of such nature will cause the victim to perspire, as it does with the increased perspiration, which may not be visible at all, the pointer obtains an upward impulse that is most evident.

"The prisoner broke out into a heavy sweat," is an old phraseology in newspaper reports. Or, again, "The prisoner turned deathly pale." Jonas Howard.

#### No Need of It.

One day Mark Twain was being shaved by a very talkative barber and was forced to listen to many of his anecdotes.

The barber had to strop his razor, and when he was ready, brush in hand, to commence again, he asked: "Shall I go over it again?"

"No, thanks," drawled Mark. "It's hardly necessary. I think I can remember every word."

#### Table Manners.

Teacher—Do they eat the flesh of whales, Joseph?

Joseph—Yes, sir.

Teacher—What do they do with the bones?

Joseph (hesitatingly) — They lay them by the plate, sir.

#### Natural.

"You've been making speeches all through the corn belt," said the political manager; "do you notice any result?"

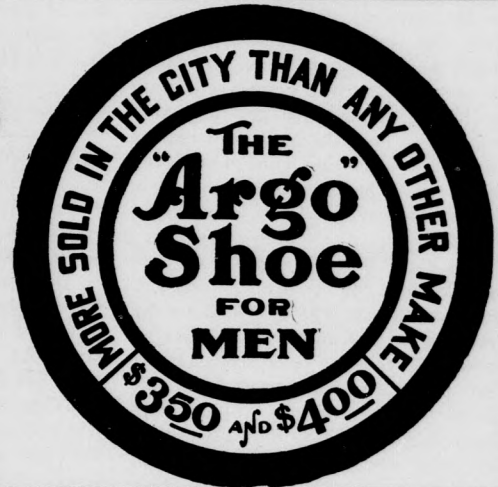
"Yes," answered the spellbinder; "my voice has become quite husky."

#### Double Duty.

Landlord — Are you playing in comedy or tragedy?

Actor—Both; comedy when the manager promises our pay, and tragedy when he is asked to keep his word.

THE  
SIMMONS  
BOOT  
& SHOE  
CO.  
TOLEDO  
OHIO



For Mail Carriers, Policemen, Truckmen, Railroad Men



The Gold Seal

Agol

Is a Great

Rubber

IS PURE GUM, GIVES DOUBLE WEAR

Manufactured only by

Goodyear Rubber Company

W. W. WALLIS, Manager  
Milwaukee



## A THANKSGIVING JOKE.

## How a Practical Joker Became a Philanthropist.

Written for the Tradesman.

Years and years ago, when the country was fresh and unspoiled from the hand of Nature, when a rifle hung over every fireplace, when forests joined with fields in supplying food, there was more feasting than charity at Thanksgivingtime.

This was the Golden Age, if you leave it to those who look back from modern apartments to log settlements. This was the time when all men were equal, when few were rich and none were hungry—the good old time before the trusts, and the Wolverine special, and steam-heated rooms, and telephones, and electricity, and airless telegraphy, and Battle Creek breakfast foods.

The good old time you would have hustled out of if you had lived then, would have beat it from, and hunted up something like little old New York and the Great White Way. Anyway, in these old times—good or bad, just as you like—there was little charity needed at Thanksgivingtime because there was a general average in wealth.

The old-timers who wore pointed hats and billy-goat whiskers were mostly poor for the reason that there were few people on the continent of North America to care for. Has it ever occurred to you that the more people there are to care for the richer the world gets? The more children Uncle Sam has to board the richer he becomes. That looks odd on the face of it, but if you consider that there is a profit on everything you make, or raise, or carry to, or take from the people, you will see how it is that men get rich—and understand how the man who makes things for a million consumers gets richer than he who makes for a thousand—provided he is next to his job.

And right here it may be well to remark that you've got to keep the people who are thus provided for in pretty good circumstances if wealth grows. If you get them buffaloed so that they are overworked and underfed, if you combine to fix their compensation so low that little girls and boys are forced to toil in order that families may eat, then the consuming power of the producers falls off and there is soon a jam in commerce—the things raised and manufactured can not find a market. When a worker buys nothing but salt pork, potatoes and flour, the retail grocer naturally looks for a location where the wages are higher.

You can work the soil of a field until it will bear no more grain, and you can cut compensation until grocers need to keep only beans in stock, and then—

But this is not the Thanksgiving joke referred to at the top of this history. The joke was on Gordon, and it cost him something. In this present Golden Age, charity is one of the features of Thanksgivingtime. This is because some work harder and save more than others, and also

because some have men working for them while others work for wages. Anyhow, charity is needed at Thanksgiving because some are cold and hungry. If I should tell you why this is so, the chances are that Mr. Stowe wouldn't print it. He might consider the doctrine false and misleading.

At Barling, last year, there were poor people, and the Ladies' Aid decided to send out provisions. That, they thought, would be much cheaper and handier than giving a dinner, although some of the ladies wanted to give a public feast, as that would give them an opportunity to stand in the lime light at Willard's Hall and talk to the poor for their own good. It is always cheerful and satisfying to talk to others for their own good.

So the ladies of the Ladies' Aid went forth into the stores of Barling and asked for such things as the poor needed. It may be as well to observe here that the sweet young things of the Ladies' Aid were given the toughest old seeds to work. A shy young girl with violet eyes and sun-kissed curls and blushy cheeks and scarlet lips—have you ever noticed that most of the girls of to-day have forgotten how to blush?—can work the hard heart of any old codger who has things to give away, and the managers of all the Ladies' Aids in the world know it, as many a tightwad of an old codger knows to his cost.

Thus it chanced that Susie Marie Sheridan was dispatched to Gordon's store. She sought turkeys, tinned goods, potatoes, flour and appreciative smiles, and got a grunt and a whiff from the rottenest old clay pipe in nine counties. She found Gordon sitting back of a cannonball stove, smoking and looking over his farm mortgages. His provision store was mostly a bluff. He sold things, of course, but he dealt mostly in mortgages, real estate and chattel. He was believed to have more money than was good for him, and so, for his own good, everybody was trying to get some of it away from him. As a rule they did not succeed, but Susie Marie—

"What do you want?" demanded Gordon, when the girl took her sweetest smile out of stock and strung it across her scarlet lips and blushing face and hung it up for inspection in the prettiest pair of violet eyes in Barling. "What do you want?"

"Why," said Susie, "why—"

"You don't say!" said Gordon, who was a heartless old thing.

You see, he had Susie Marie buffaloed right there. She knew what she ought to say to him, but she couldn't think of it.

"It's coming on Thanksgiving," Susie said, presently, as Gordon sat and looked her over with shrewd eyes and scented her sun-kissed hair with something a long ways worse than Duke's Mixture.

"You don't say?" blurted old Gordon.

"And we thought you might like to assist the poor," Susie went on,

bravely, although she felt like taking a hop-skip-and-jump out of the place.

"Nothin' doin'," answered old Gordon, who had no sentiment, even when pretty girls were interested.

"Because," Susie explained, gathering courage, "some of the poor haven't enough to eat, and we thought you would welcome an opportunity to make their hearts glad for one day of the year."

She had memorized that expression from the address of the Past Grand Master of the Ladies' Aid.

Old Gordon looked into the violet eyes and fell for the touch. Pardon the expression. The language of the United States is taking on new words, words which are not stereotyped and insincere if they are slangy.

"What do you want?" he asked.

"Something to sustain life," Susie Marie replied, seeing that she had the old tightwad on the run. "Something to make their hearts glad."

Old Gordon thought of a dozen tins of peas which had lingered long on his shelves. No one would buy them, and the wrappers were off, and they looked discouraged, they had stood in the discard so long.

"I might give you some canned goods," he said.

Susie Marie's heart swelled with pride. They had given her this old miser to work, knowing that she would fail to produce results, and now she was making good, was in a position to hurl the merry ha-ha

back into their teeth. She blushed again and told him where to send them and went tripping away with joy in her face.

Now, as Susie Marie left the store a man whose household goods were mortgaged to old Gordon came in to pay him forty dollars, which he had saved by going without butter on his bread. Gordon counted over the money and waited for the debtor to go away.

When he had gone he put it away in an empty tin on a lower shelf. Gordon had money in bank which he was afraid to loan, and money in his pocket which he was afraid to put in bank, and money in empty tins which he was afraid to put in his pocket.

Then he sat until dusk thinking of the tins of peas he had promised to give away. It was then that the Thanksgiving joke popped into his resourceful brain. He would make a mistake and send over half a dozen tins of peas and half a dozen empty tins. That would ease his mind a trifle when he woke up in the night and thought of the foolish waste of charity.

So when night fell he wrapped up half a dozen cans of peas and half a dozen empty tins and carried them to headquarters when he went to supper. The empty tins were neatly wrapped so the deception would not be observed until they were opened in the barren homes of the recipients of the charity of the Ladies' Aid.



## You Said Last Year

That you wouldn't get caught short on rubbers when the first storm came. The time is getting short and the last minute snow storm orders keep us hustling to keep ahead.

Re-orders have nearly doubled up on Sandow Boots. Duck Vamps and Pure Gum Rubber is the combination. If you've any customers that need a rubber boot that's got service in it, just introduce them to Sandow.

Good business ahead on Bear Brand. Mr. Shoe Dealer, are you with us?

### Herold-Bertsch Shoe Co.

Grand Rapids, Mich.

Distributors of

Wales Goodyear Rubbers

Makers of the famous

"Bertsch" and "H. B. Hard Pan" Shoes



This, he figured, would be a fine joke—a joke on the Aid.

Early the next morning a debtor came in to pay more money, and old Gordon went to the tin on the lower shelf to hide away the money. The tin was gone, and with it forty dollars. He sat down to think it over. No burglar had been there, he was sure of that. His one clerk had not been in the store, and so—

There was a woman who went out scrubbing office floors and doing all sorts of hard work for a dollar a day who bought a whole ton of coal on the day after Thanksgiving, and who had a new shawl, and whose children had new shoes. Old Gordon observed the prosperity of the woman and asked the sweet girl, when he met her on the street, if the washwoman had been given a good, substantial dinner on Thanksgiving day.

"Why, yes," blushed the pretty girl, "we gave her a chicken and the tinned goods you sent. She was awfully pleased."

"I should say so!" exclaimed Gordon, going back to the store to think it over. "I should think so!"

At first he thought of going to the washwoman and telling her about it. He wanted his forty dollars back. Of course she had spent it, after the improvident manner of the hungry and cold, but she might give him a mortgage on her household goods! Then he thought of the joke and stood for it, trying to make himself believe that he was a good sport.

So the washwoman never knew that the money was a misfit in the can, and Barling never knew of the Thanksgiving joke. But old Gordon screwed his debtors harder than ever until he got his forty dollars back, with good interest—which was simply his way of giving things to the poor on Thanksgiving day.

Which shows that merchants should not try to play jokes off the shelves, and also that there may be a Providence which looks after washwomen with large families of children having nothing to eat and holes in their shoes. Alfred B. Tozer.

#### Democracy Is the True Spirit of Progress.

The only hope for the world is democracy.

The only cure for the evils of democracy is more democracy.

There is great temptation to any man that has gotten a little ahead of the crowd, whether by money or brains or position, to decry democracy.

Kings and nobles regard it as their natural enemy. They are right. It is. Set that down to its credit.

Men of talent, such as Carlyle and Chesterton, pooh-pooh democracy. They seem to think it a passing delusion, a summer madness. Many men of letters, science and art with whom I have talked shake their heads at democracy. They are all wrong. Democracy is the last word of social evolution. It is the finished phase of progress. It is the gist and core and kernel of Christianity.

Of course I do not use the word democracy with reference to the Democratic political party in the United States, or to any other party organization. I mean that spirit among men which moves toward perfect equality of all men before the law and toward absolute removal of all special privilege.

First, democracy is the end toward which all government is moving. And all governments are moving in that direction with wonderful rapidity.

Since 1848, the year of the great upheaval in Europe, the people have made more advance in the matter of getting their rights than they made in the two thousand years preceding.

#### France Leader of World.

The leader of world democracy is France. The French revolution, terrible as it was, shines sweet and gentle compared with the system of incrustated privilege, fetid fraud and chartered libertinism it overthrew. France remains the intellectual and political center of ideas in Europe.

America is the greatest example of democracy. We have gone faster than France, because we have room and distance.

There are still many evils in the American Government. But they are not the ills of democracy. In every case they may be traced to a lingering distrust of the people, a survival of the old humbugging of class superiority, and a jealousy of the common man.

All great reform movements now being agitated are at bottom, but striving toward a more perfect democracy. Government ownership of railways, telegraph and all public utilities and common carriers; municipal ownership of street railways, gas and water; the election of United States senators by direct vote of the people; the initiative and referendum and recall; indeed, any reform movement you may name, means, in substance, simply a more perfect democracy.

Here we find a peculiar fallacy in to which many superficial thinkers fall. They fear all kinds of municipalization because of the rottenness of politics. They do not see that it is the huge private, non-municipal interests which are precisely the corrupters of politics.

Americans can not afford to distrust the people. The people are our only salvation. The more nearly we can saddle all Government and business responsibility upon the common mass of men the purer politics will be, and the more honest and the cleaner business will be.

#### Democracy Includes All Life.

But democracy does not end in mere government. It extends to business. The day is coming when the principles of democracy will be applied to beef packing, railroading, oil producing and every other great organized enterprise. Some future day it will be seen that government of a big business concern by heredity or by purchase is just as fruitful of tyranny and injustice as the government of a state by heredity or force.

All labor unions are unconscious

movements toward business democracy.

There is also democracy in art. Michel Angelo, Rafael, Correggio and the other old masters painted nothing but earthly nobles and churchly saints. They were class painters. Millet, Israels, Bonheur, Hals and the more modern painters are democrats; they show us real people.

There is democracy in literature. The old novelists and poets wrote only of dukes and counts, court ladies and high society incidents. The common people to them, as to the classic artists, simply did not exist. The modern poet sings of nature and of the common humanities. The modern romancer tells of real human beings.

Consequently modern art, novels and poems are better than the old. It is no disrespect to the old masters to say that the twentieth century has gone beyond them. They went beyond their predecessors.

#### Source of Great Genius.

Those who bewail democracy as threatening universal boredom and dead commonplace are blind. There never was any real genius or greatness that did not spring from the common people.

Gustave Flaubert declares that history falls into three periods, "paganism, Christianity and muffism." He goes on to say, "We are in the last stage. The degrading insanity of equality slaughters the natural aristocracies. The world becomes mediocre and imbecile. The gods are

dead. Babel begins again. The anti-christ comes." Which is a good sample of the drivel of a large class of medievalists.

It is not true. The ancient aristocracies as a rule degraded genuine genius to sycophancy. One's blood boils to read Beethoven's dedication of one of his sonatas to some royal ass. Mozart was kept hopping about in attendance upon the ninnies who were merely somebody's sons or daughters.

Art, letters, labor, genius and worth of any kind can only flourish as they should in the free air of democracy.

The last and worst enemy of democracy is plutocracy. We are dissolving that obstacle now.

John A. Howland.

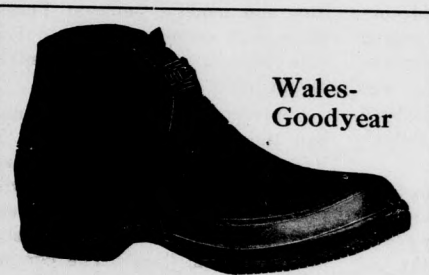
#### The Right Kind of Salesman.

"He is a component of positive qualities. In place of being an order taker, he is a business getter; in place of being fussy or over-anxious, he is composed but aggressive; in place of being a wheelbarrow, he is a Great Mogul; in place of being a know-it-all, he is keen and dignified; in place of being quick tempered, he is self-poised and genial; in place of being a sky-rocket, he is a "wear-weller;" in place of being all head and no soul, he is a mixture of both; in place of being an old timer or a down and outer, he is an "up-and-inner."

It goes without saying that an indispensable attribute is work.

**A GOOD WAY to make friends of your customers is to sell them**

**Wales-Goodyear and Connecticut Rubbers**



**NAPOLEON**

Light Jersey Arctic. Great for comfort and wear; all sizes always in stock.

We buy them to sell to you because they're the best rubbers we can buy—it will pay you to buy them to sell to your customers for the same reason.

Complete stocks mean "Same-day" shipments; try us and see.

**The Maumee Rubber Co.**

224 226 SUPERIOR ST  
TOLEDO, OHIO.

Headquarters for Wales-Goodyear and Connecticut Rubber Boots and Shoes



# Detroit Department

## Demand For Stocks Better Than the Supply.

Detroit, Nov. 28—While there was some slackening in the activity on the Detroit Stock Exchange, the tone is steady and firm. The demand for Detroit stocks is considerably better than the supply. This is particularly noticeable in the bank group. Stocks are scarce.

The investment stocks generally showed firmness. Detroit & Cleveland holds up strong and no stock appears in the market. Parke-Davis was a little softer, although the demand supports it. Scotten-Dillon and Standard Screw preferred made good advances. Detroit-Edison is still somewhat unsteady, as the influence of the new stock issue has not been determined. Michigan Fire & Marine and Detroit Fire & Marine are well held up.

In accordance with predictions a stock dividend of 10 per cent was declared on Mexican Crude Rubber, and Iron Silver Mining also declared its dividend of 10 cents a share. The market influence of the announcements was lessened by the fact that the dividends already had fairly well been discounted by advances in price. There was some trading in both stocks, however. Detroit Creamery was quoted "ex" rights, but apparently traders have not decided on the price to offset the additional stock issue. Acme White Lead common continues active and is working for better figures. The preferred also made a fractional gain during the week. National Grocer was a trifle higher and the same was true of Trussed Concrete Steel.

Michigan Sugar common continues to gain strength, and transactions for the week were fairly heavy at some what higher levels. German-American and Holland-St. Louis were quiet and prices were unchanged.

The Motors group remains stagnant, though United States Motors common showed weakness and sagged off two points. General Motors stocks were unchanged and the same was true of Lozier, Hayes and Packard preferred. Reo still holds up, though activity is lacking.

There were no notable changes in the bank group. Detroit Trust and Old Detroit National both were a point higher and the rest of the list maintained its strength.

Bond activity was somewhat better than the week before and prices continue firm with some slight advances.

Eloquence and music will be provided for the Detroit Credit Men's Association to-night, when it holds

its monthly meeting in the Elliott-Taylor-Woolfenden cafe. Lawton T. Hemans and Fred F. Ingram are the speakers on the program, the former talking on: "Practical Parcels Post." The Alita String Quartette will furnish music. Arrangements have been made to accommodate in the neighborhood of 200.

The funeral of Elisha H. Flinn, prominent manufacturer and financial man, who died suddenly last Friday, was held at the residence, 27 Putnam avenue, yesterday. Rev. Joseph A. Vance, pastor of the First Presbyterian church, of which Mr. Flinn was a trustee, officiated. Harold Jarvis sang "Abide With Me." The active pallbearers were James S. Holden, Gaylord W. Gillis, D. M. Ferry, Jr., Standish Backus, C. Hayward Murphy, W. Frank Maxwell, Henry G. Nichol and Walter Brooks, close personal friends and business associates of Mr. Flinn. Among the honorary pallbearers present were many leaders in the city's financial life, directors of the Old Detroit National Bank, Detroit Trust company and Wayne County Savings bank and trustees of Grace hospital and the First Presbyterian church.

The VanDyke Motor Car Co., which set out to make delivery vehicles, has filed a voluntary petition in bankruptcy in the United States District Court. The petition was signed by W. V. Moore, treasurer. The total liabilities are \$143,090.02, including \$108,613.74 of unsecured claims and \$32,408.63 of secured claims. The list of note holders fills three and a half typewritten pages. The assets are \$90,329.85, including promissory notes with face value aggregating \$52,901.18.

## Activities in Indiana Cities.

Written for the Tradesman.

The Manion Candy Co, with factory and general office at Petoskey, Mich, will open a factory in Evansville soon after Jan 1, employing seventy-five people.

Representatives of Indiana interurban lines will meet with the State Railway Commission in Indianapolis Dec. 4, when another effort will be made to reach an agreement regarding the installation of block signals on all electric lines. The companies are fighting the measure owing to the expense involved.

A Commercial Club has been formed at Huntington, with 220 charter members.

Terre Haute is the center and distributing point of the best coal field in the Middle West. Every railroad

entering the city passes through coal fields and is a coal carrying road. Within a thirty-mile radius there are 2,110 square miles of coal lands, which it is estimated represent the enormous total of twelve and a half billion tons of unmined coal.

The Commercial Club of Indianapolis is organizing an Indiana Boosters' Association, having for its object the exploitation of Indiana and the State's products and industries. A trip by special train into the Southern States as far as old Mexico is being planned.

The Indiana Hardwood Lumber Association will meet in Evansville Jan. 18.

A Business Men's Association has been formed at Winchester, with D. W. Callahan as President and A. D. Hinshaw, a grocer, as Secretary and Treasurer.

The City Council of Brazil has voted to install cluster lights for a mile on either side of Main street and the work of installation has begun.

Almond Griffen.

## All Clean.

"Madam, can I sell you a vacuum cleaner?"

"No, sir; we haven't got any vacuums in this house that need cleaning."

Arthur E. Holder of the American Federation of Labor, asserted that "a man can not get a new position after he is 40 years of age," and his remark has occasioned much comment. Dr. George P. Shears of New York, a lecturer, practicing physician and writer on medical topics, disagrees with Mr. Holder. He says a man of 40 should be in his prime both mentally and physically. He advises men who want to keep young to remember that systematic arm exercise is most important for improving the circulation of the blood and that they should go out and play ball and take long walks. The Secretary of one of the large insurance companies said he would welcome men over 40 who wished to enter his business. Other employers have given it as their opinion that the age of 40 does not bar a man from employment, providing he is in good physical and mental condition.

Be sure you love your intended wife, (or husband), well enough to stand the objectionable portion of your new relatives.

It is a good thing to know when we are right, and it is important, also, to know when we are left.

The preacher can tie a knot as well as a sailor.



No. 197  
J BRAND  
(ORIGINAL MANTLE)



For the Convenience of the  
Michigan Dealers  
and  
Gas Companies

A Complete Stock of  
Welsbach Mantles  
Burners and Lights

is carried in Detroit by the

A. T. Knowlson Company  
Wholesale Distributors

# BOOTH COLD STORAGE DETROIT, MICH.

A perfect cold storage for Poultry and all kinds of Fruits and Produce. Eggs stored with us usually sell at a premium of 1/2c per dozen. Liberal advances. Railroad facilities the best. Absolutely fireproof. Correspondence solicited.



## MOVING PICTURES.

## They Developed From Crude Magic Lantern.

Written for the Tradesman.

I well recollect how as a lad I used to be prodigiously excited, as were all the other youngsters of our town, when the word went forth that "a magic lantern show" was scheduled for our town.

In the beginning these "magic" or "projecting" lanterns were extremely crude. Sometimes the operator had great difficulty in getting them to "work" properly, but as stereopticons were improved so that the supply of light was enhanced both in quantity and quality, better results were obtained.

The pictures thrown on the canvas by these entertainers of other days commonly consisted of scenes illustrating the customs and habits of the people of other nations, and along with the picture there was a more or less drawn-out explanation. To the adult the entertainment was an illustrated lecture—built on educational lines, and designed to be "popular" in its nature—but to children it was a magic lantern show. The less talk the lecturer gave us, and the more pictures he exhibited, the better we liked the show.

Of course there were always some humorous subjects represented in these "slides." Sometimes there was a painful struggle after ludicrous effects. But it did not require a very high order of humor in a picture to convulse the house. We giggled at anything having a semblance of humor. But whether the subjects were serious, ostensibly facetious or downright funny, we demanded plenty of pictures. As for us boys, we adopted a standard of gauging the merits of a "show." A magic lantern show exhibiting less than 100 pictures was "rotten," 100 to 150 was "fair," 150 to 200 was "good," over 200 was "fine."

## The Dramatic Element.

With the introduction of motion pictures the dramatic element was brought in, and the motion picture shows became everywhere and all at once prodigiously popular.

At first picture shows were limited to the theater districts of the larger cities, but they soon invaded other sections, and it was not long until carpenters, painters and decorators were busy putting up picture show houses along the more populous streets and on popular corners far out in the residential sections of the larger towns; while almost every country town and hamlet was speedily equipped with its picture show.

As an inexpensive and popular mode of entertainment, the picture show made its appeal, and drew its patrons, from all classes. People who felt themselves unable to pay the regular prices charged by the regular play houses for seats, could easily spend 5 cents for an hour's entertainment; and who will say that it was not worth while? In many cases the show was all too crude and inadequate, when it comes to a matter of critical appraisal, but there was

something there that catered to the inherent love of the dramatic. And so the people went in ever-increasing numbers to the 5 cent show.

Yes; people went to the motion picture shows that had never been in any sort of a theater before in all the days of their lives. Sober, staid people, far past middle life—and even Puritanically inclined people who had hitherto contended that the stage was in league with the Devil—lined up with the children and eagerly pressed on to the tiny little box office to buy their tickets.

All to no purpose did our self-appointed guardians of the public morals inveigh against the 5 cent shows. Although the preacher pronounced against them from the sacred desk (as he sometimes did), the people went to the motion picture shows just the same; but more often instead of decrying them the preacher himself became an appreciative patron.

Many of these little play houses dedicated to the entertainment of the populace through the moving film were, of course, unwisely located—and therefore doomed to failure. Among picture shows as in all other moneymaking enterprises, competition played a part. Only the shows that garded up rapidly, introducing the new and improved features as they were developed, were able to maintain their patronage; while the slower picture shows and those located in communities where the continuous patronage was inadequate, either went speedily to the board or are now in condition that will ultimately put them out of the running.

## Motion Pictures and Education.

The most enthusiastic advocate of the motion picture show would hardly assert that this type of amusement has always been wisely exemplified.

Many films that have appeared, and some that are now exploited, are wholly unworthy. There is need of a more rigorous censuring of them. It is not so much that the pictures are vulgar and suggestive—although there are said to be some films of that nature—but rather that the sentiment is unworthy and the choice of a motive for the action is either positively trivial or actually demoralizing.

Many kinds of seductive villainy are graphically portrayed in the presence of little children in whom the imitative instinct is paramount. From an artistic point of view there is vast room for improvement in the production of films; and it is perhaps not taking too optimistic a view of the situation to predict that such improvement will come—that the sheer stress of competition, if nothing else, will bring it about.

But this fact is inescapable, namely, that just now the motion picture has the center of the stage in popular entertainment. It provides a dramatic form of amusement and challenges the universal human interest in things that simulate life. And just because it does so interest the mind of the masses is the best reason in

the world for using it in popularly educative ways.

There is no reason why effective means of catching the attention should be barred from the realms of instruction. The finer things of life will never be carried to the unthinking except by means that have ingress to their minds. The nickel-odeons use many films of travel, and show the life of other peoples and illustrate their customs in a manner that makes real to thousands what manner of world it is that our neighbors live in. The schools are finding them of great use in illustrating to children the manner in which plants grow and the habits of insects, as well as to show the customs of various peoples and many other things of human interest. A French bac-

teriologist has even transferred marvelously the manner in which germs develop and put on the screen graphic photographs of the battles of invisible bacteria. Once seen things are not easily forgotten. There is no reason why the motion picture idea should not be used to educate and elevate. It is debasing only when we deliberately make it so.

Frank Fenwick.

Inventing or inventing at new kinds of aeroplanes is said to be the steady occupation of 10,000 men and boys in this country.

Man proposes, but very often it is papa who disposes.

Russia occupies nearly one-sixth of the globe.

Just what you have been looking for— **Poultry**  
A reliable place to ship your

At market prices ruling day of arrival

NO COMMISSION

PROMPT RETURNS

We want your shipments

Let them come and we will do the rest

**Poultry****Poultry****Schiller & Koffman**323-327 Russell Street  
DETROIT

(Weekly quotations furnished on request)



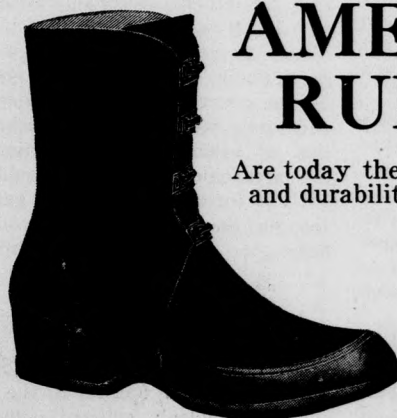
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**Green Seal  
Cigar**

That makes it taste like more

**The New Standard Size**  
will convince you

3 for 25c at your dealers

**Detroit Cigar  
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Detroit, Mich.**AMERICAN  
RUBBERS**Are today the leaders where strength  
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#### Wafted Down From Grand Traverse Bay.

Traverse City, Nov. 28—It seems queer that some of our boys are not allowed to leave town without their better-half. This week we noted registered at the Hotel Tavern, Central Lake, "Mrs. Ray Thacker and husband, Traverse City."

Neil Livingstone, Musselman's commercial tourist, made a trip to Comfort and return this week on the P. M. And still Neil complains of the service.

Mike Carroll, our accommodating P. M. ticket agent, has lost his bewitching smile, ceased to wear a buttonhole bouquet, donned his every day clothes and discontinued Dreamland—all because his better-half has returned. Mike was awful lonely(?) during her absence.

E. C. Kortehhoff, of Petoskey, Brooks' candy man, contemplates taking in the stock food show at Chicago and, incidentally, purchase a new supply of "Swiss milk."

L. E. Meyers, manager of the Petoskey Hardware Co., wishes to announce through these columns that he has taken six sample packages of Foley's pills and is able to take charge of the business again, and can heartily recommend same for all ailments. We are all glad to see you out again.

During Dr. Frederick A. Cook's recent visit to Petoskey, Bill Hawker and Otto Webber were taken by the citizens of Petoskey for the two companions who made the trip with him to the Pole. Bill has made several discoveries which he is loathe to impart, but at that some of the boys get "Cooked" in the city.

With a membership of 2,400 U. C. T.'s in our State, and the Michigan Knights of the Grip with a membership of 1,400, it seems as though we should be able to secure nine

foot sheets and individual towels at hotels. Let's join hands and make a good strong pull for it. They owe it to us and we to ourselves.

James Flaggert, of the Queen City Bottling Works, now spends two nights in Charlevoix. Jim, we will arrange that a copy of this issue will not reach your home, but we are sure that Charles Hall would not approve of such conduct.

Traverse City Council held a very enjoyable meeting last Saturday evening. E. L. Packard was initiated into the mysteries of our order and, after the regular session, we found the ladies in waiting with a sumptuous spread, which was enjoyed by all. About forty couple were present. Brother Faude, of Grand Rapids, paid us a visit. Come again.

Grover Maple, Marshall Field's salesman, is confined to his home by illness. We hope to see him out again soon.

Listen, boys! Are you aware of the fact that the morning train out of here on the P. M. does not carry mail? A letter mailed here after supper does not leave until nearly noon the following day. Let's co-operate with the Board of Trade and remedy this. Frank Freidrich should assist us, too.

Traverse City Council will not hold a meeting in December, owing to Christmas, so, boys, don't forget No. 108. It will help your Secretary in making out his report.

Congress meets in a few weeks. Another fight on parcels post will be on and it will be some fight, too. Three questions for you to answer: What have you done? What will you do? Will you do it now? Influence your Representative against parcels post. If you have talked to him, talk again. When he goes to Washington write him a reminder. If you can not talk to him, write him a good strong letter. Get up a petition and have your customers and the other fellow's customers sign it. Now is the time to act, and it's up to you. Parcels post would revolutionize the commercial system of the country and would steadily and surely tend towards a concentration of business and population in the large cities, and where would we be? If fortunate, we might get a job on the R. F. D. route. Get busy.

Fred C. Richter.

#### "Something in My Eye."

A lady was traveling on one of the railroad lines that stretch up and down through our beloved State. Like many other tourists of the rail, she was suddenly afflicted with being struck by a cinder.

It was not the first one, by any means, that had come her way during that journey, but it was the first one that struck her, fully and unmistakably in the eye.

It was almost like a heavy blow; and the after-smart was of course terrible—destroying most of the pleasure of the trip for several miles.

Of course, everybody did something for her; sympathy is always to the fore, on such occasions, and it is wonderful what bits of knowledge are called out of fellow-mortals, by the magnet of suffering.

One of her fellow-passengers told her to blow her Grecian nose smartly, from the nostril opposite the afflicted eye. She did this, several times, until her head rang again; and you could actually see those around her inclining their faces at about the same angle as hers, in sympathy.

Then an ancient father in Israel appeared, with a huge silk handkerchief, which he applied tenderly to the under lid of the eye, having first turned that attachment of the smarting organ wrong side out. "Sometimes the cinder will attach itself to the handkerchief and come away with it," he said. "Now wink. Doesn't your eye feel just a little better?"

The lady winked, but was obliged to admit that in spite of all expedients tried thus far, including the last-named one, she felt rather worse than ever.

Quite a number of other methods were tried, but to no particular purpose. The train stopped at a way-station, and while they were "changing for baggage," the window was raised for fresh air. Additional efforts were still being made, constantly and strenuously, to remove the cinder.

James Goldstein, the affable and accomplished correspondent of the Michigan Tradesman, happened to be standing on the station-platform directly opposite the window by which the lady sat, and saw what was going on. He raised his hat politely.

"I beg your pardon, Madame," he said, "but I see your trouble, and would like to prescribe for you. I know what has happened; you have caught a cinder in your eye, and have been submitting to all sort of barbarous old-fashioned methods for removing it. Now let me propose one, which I never knew to fail."

The lady assented, languidly and unexpectantly. She was getting tired of methods, and began to think that the cinder would have to undergo a slow and systematic process of decay in there, before it left her unclogged by its hateful presence.

"Turn the eyelid back as well as you can," continued Mr. Goldstein, "and shake it up and down. Shake it! shake it, I say! Do you call that shaking, if I may be so bold as to ask?—Again! bravely!—That's more like it!"

The train started off; but before it was many feet away, there was a head thrust through an open window

and a voice calling back to the impromptu advisory surgeon:

"It's out! it's out! it's out! Thank you, sir, thank you, thank you!"

"Welcome," muttered Mr. Goldstein, turning away, with the same smile upon his face, which enables him to sell such large bills of dry goods. "Am glad she had the pluck to stick to it. I never knew the process to fail, when properly applied."

#### Gripsack Brigade.

Failure does not come through making mistakes, but in refusing to learn, by mistakes, how to avoid them.

What the world of salesmanship wants is educated enthusiasm.

Failures may be due to lack of natural ability or adaptability, but they are more often due to lack of intelligent application.

Life's really important work is the doing of something new.

Luck and chance do not enter the struggle at any stage.

You can not afford to fool yourself; your success depends absolutely upon the amount of skill and energy you put into your work.

If you are always on the anxious seat about your position, the fault is with yourself, not with your house, your territory or your line.

Of all the disgruntled failures, those who deserve least sympathy are the ones who gather in foolish little cliques, praise each other, deceive each other and fool themselves.

Determine that in your case you will not recognize failure, and that "explanation is damnation."

## The Breslin

Absolutely Fireproof

Broadway, Corner of 29th Street

Most convenient hotel to all Subways and Depots. Rooms \$1.50 per day and upwards with use of baths. Rooms \$2.50 per day and upwards with private bath. Best Restaurant in New York City with Club Breakfast and the world famous

"CAFE ELYSEE"

NEW YORK

## 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.

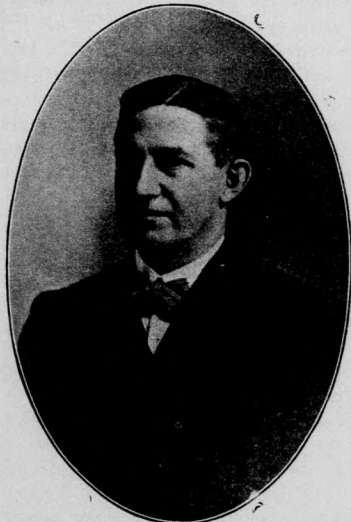
All meals 50c.



## SUCCESSFUL SALESMEN.

## John A. Hach, Jr., the Veteran Coldwater Shoe Salesman.

John A. Hach, Jr., was born in 1863 of German parentage at Cleveland, Ohio. He was apprenticed in 1876 to the well-known shoe firm of J. K. Dorn, of that city, to learn the trade of shoemaking, during which time he got the greatest part of his education by attendance at night schools. After serving his apprenticeship he took a position with Frank Brown, who is now or has been one of the firm of Fotherall, Barker & Brown, of Huntington, Indiana, with whom he remained until he moved from Cleveland. In 1880 he took a



position with the pioneer shoe dealer of Cleveland, George Sell, with whom he remained for ten years as shoemaker and clerk, during which time he served several years as Secretary of the Retail Clerks' Organization. In 1890 he was appointed, by the grace of Mayor Rose, of Cleveland, to the position of Assistant Steward of the City Infirmary, which position he held for two years, which was the extent of his political aspirations.

In 1893 he took a position with the Tappan Shoe Manufacturing Co., then located at Muncie, Ind., and since 1897 located at Coldwater. He has been with this firm ever since, covering the territory of Northern Ohio, and five years ago took on the additional territory of Southern Michigan. He is proud—and justly so—of his nineteen years' service with this firm, as every year has been more successful than the preceding one. His season for the spring of 1912, just closed, while not as big as he had hoped for, helped to make 1911 the largest and best in bona fide business of his nineteen years in the harness.

He is a charter member of Coldwater Lodge, No. 1,023, B. P. O. E., and a charter member of Coldwater Council, No. 452, U. C. T., of which he has the proud distinction of being called the founder, having transferred from Hillsdale Council, No. 116. His candidacy for the office of Grand Sentinel before the Grand Lodge meeting in 1912 is the result of members of the order outside of his own Council starting the ball

rolling, the same being taken up by all of his loyal friends and brothers in his Council as an endorsement and reward in the cause of U. C. T.ism.

## News and Gossip of the Traveling Boys.

Grand Rapids, Nov. 28—Remember the U. C. T. meeting (131) Saturday. Every member who turns out will be well repaid for his trouble.

Walter Lawton joined the Owl Club at Saginaw last week, taking two degrees. Walter says that Frank Osgood took the full work, three degrees. As it is he (Frank) paid 25 cents more than Walter did.

Geo. Pierce, active mission worker and traveling man, spoke to an interested audience at the Rescue Mission last Saturday night. We can't understand how brother George can be a sincere mission worker and honest Christian and still sell pills for a living.

Pete Fox is the proud possessor of a bran new mustache. Pete took it to the dance with him.

Jack Shepard, representative for Arnold, Constable & Co., New York, was in Greenville last week. Jack handed Roy Eddinger a shining silver piece to make a purchase for him. Again let us remind you that Greenville is in the arid district. Suffice to say Jack is still looking for the merchandise and Roy—well, poor Roy.

Geo. Siple, formerly with the International Harvester Co., is now covering the same territory for the Northern Michigan Implement Co. We hear George's best and greatest achievement is dancing. Several Missouri representatives for the International Harvester Co. have changed territory also.

Charlie Perkins has received word from A. M. Amberg, President of D. M. Amberg & Bro., that the Arizona climate is proving very beneficial to his health and he expects to return home about January 1.

As usual, the Saturday night U. C. T. dance proved a very successful affair. All who attended reported an unusually good time.

H. L. P., Eastlake: No. We don't have to pay to have this stuff put in the Tradesman. Mr. Stowe happens to be a good friend of the family.

Chas. Logie, of the Rindge, Kalmbach, Logie Co., was in Saginaw last week and it seems at this time the hotels had an unusual heavy business. Charlie applied for a room with a bath, and being unable to procure one, he bought a bottle of Buffalo Lithia water instead and took a room without a bath.

Geo. Marriott, representing the Washburn-Crosby Co., was attending to his side line last week—"work." George made two trips to Bay City and one trip to the theater.

Ed. Donahue says he would be very thankful if Richard Bean, manager of the Putnam factory, would get him a runabout. He says that a runabout goes so much faster than a horse and buggy that he would catch more air and then when he got there he would have his talk nicely

warmed up and all his customers would fall for it.

We are all sure that our Traverse City correspondent does not mean to leave out anything, but here is an item that he evidently overlooked: Fred C. Richter decided he had better buy a pair of new shoes and, after purchasing a pair that seemed satisfactory to him, he went across to the Johnson Bros.' hardware store to change from the old to the new. He got the old ones off and one of the new ones on, but could not find the other new one, although he held it in his hand. He started back across the street in his stocking foot to get it. On the way across he put on his new pair of 10 cent spectacles and in so doing discovered the shoe in his hand. Wake up, Fred!

If any of the boys have or know of a few good dogs for sale, we refer you to Fred Hursh, of Paris, who has a mania for dogs of all kinds.

We note that J. A. Hach, Jr., of Coldwater, has been announced as candidate for Grand Sentinel of U. C. T. We're "wid" you, John, and wish you success.

Joe Albertson, of Greenville, and Win Wilson, of Alma, who make Barryton every four weeks, were met by the usual crowd of "cutups" on their last visit there. Both were able to resume their trips after the "meet."

Ray Hamlin, who has been making this an adjacent territory for the Heinz Pickle Co., will cover Southern Illinois for the same concern.

We wish to compliment O. Utley, manager of the Phelps House, in Greenville, on the many all round improvements he has made since taking charge. By the way, Utley is a member of Muskegon Council, U. C. T.

The traveling men living in the South End and Madison Square are quite jubilant these days. They have at last succeeded in getting the Pere Marquette to consent to build a new depot that will be handy for both sections.

To the customers on Carload Herick's territory we are requested to state that all who are unable to purchase candy in carlots that by sending in the orders direct to the house, same will receive prompt and considerate attention.

A. E. Pennefather, of Detroit, may have been a good man in his line thirty years ago, but at this writing he is old enough to be oslerized.

Mr. and Mrs. J. Albert Keane report the arrival of a bouncing baby boy on Nov. 22. We do not know the weight, but Mr. Keane "says" it weighs ten pounds. They intend naming the boy, Salada Tea, Jr. We hope the kid will be as good as the sample tea is.

The writer wishes all members of the U. C. T. degree team, also Ed. Bottje, musician, to call him over the Citizens' phone 2713 or Bell 860 on or before Saturday a. m.

John D. Martin got up at 5:30 last Monday to make an early train. At 7:30 his wife was surprised to hear his familiar footsteps on the front porch. John forgot his pocketbook,

watch and chain. Oh, you, John D.!

One of the prizes to be given to the ladies at the U. C. T. meeting next Saturday night will be a beautiful willow plume, donated by Corl, Knott & Co.

Again let us remind you of the U. C. T. meeting Saturday night. The ladies have a special invitation to attend, as there will be plenty to afford them amusement. J. M. Goldstein.

## Dirty Towels at Hotel Benton.

Grand Rapids, Nov. 28—The Hotel Benton, at Benton Harbor, under the proprietorship and management of "Dick" Dorgan, is now a mighty good hotel—nice, clean rooms, new beds and mattresses, new carpets in the rooms and halls, a good table and good service in the dining room; but, gee! when you just drop in the hotel for a meal and have no room to wash up in and have to use the public wash room and then dry your hands on the dirty roller towels, you might far better not wash at all. Clean up your wash room, "Dick," and keep some towels in there fit to dry hands on, and it will add a lot.

One Who Knows.

## The Boys Behind the Counter.

Ionia—Herman Hacker has taken a position in the clothing department at T. A. Carten's.

Grand Rapids—John Cook, of Zeeland, has taken charge of the linen department of the Wurzburg Dry Goods Co.

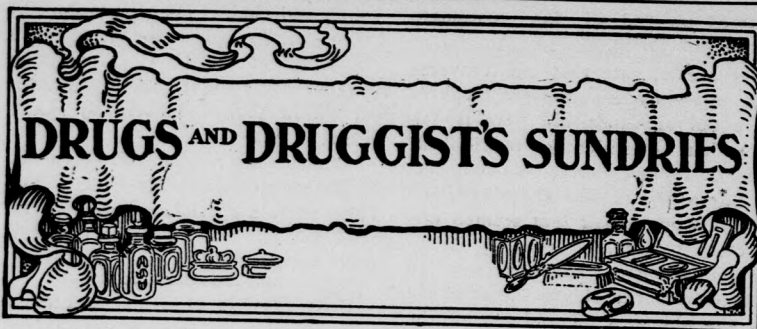
According to a traveling man who visited Grand Rapids several days ago, Elkhart, Ind., is the home of two Greeks who boast of what is believed to be the longest name extant. They are the Papatheodorokoumountourgeotopoulos Bros., proprietors of the Chicago Candy Kitchen at 203 South Main street, but the firm is known to the public as Michels Bros. It is related that when the two brothers first desired to paint a sign the painter retreated aghast when the thirty-six letter cognomen was unfolded. Rather than hire an extra front to display the sign the Greeks judiciously curtailed the jawbreaker.

A Battle Creek correspondent writes: Jay Morehouse, who for a number of years has been connected with the Oppenheimer Cigar Co., has severed his connections with that firm, and taken up a position with the B. W. Specialty Co. His territory will be Michigan, Indiana, Wisconsin and Ohio. His place in the cigar store will be filled by William Bogart, a former employe.

A Big Rapids correspondent writes as follows: Mr. and Mrs. Percy Palmer expect to move to Grand Rapids in a short time, which place is more central for Mr. Palmer, who is a traveling man.

The Thomson Hardware Co. has sold its hardware stock at 200 West Bridge street to Henry Lamb and F. G. Weed, who will continue the business under the style of Henry Lamb & Co.





**Michigan Board of Pharmacy.**  
President—Ed. J. Rodgers, Port Huron.  
Secretary—John J. Campbell, Pigeon.  
Other Members—Will E. Collins, Owosso; W. A. Dohoney, Detroit and Edwin T. Boden, Bay City.

**Michigan Retail Druggists' Association.**  
President—D. D. Alton, Fremont.  
First Vice-President—J. D. Gillo, Pomfret.  
Second Vice-President—G. C. Lyster, Bay City.  
Secretary—R. W. Cochran, Kalamazoo.  
Treasurer—W. C. Wheelock, Kalamazoo.  
Executive Committee—W. C. Kirschgessner, Grand Rapids; Grant Stevens, Detroit; R. A. Abbott, Muskegon; Geo. Davis, Hamilton; D. G. Look, Lowell; C. A. Bugbee, Traverse City.  
Next Meeting—Muskegon.

**Michigan State Pharmaceutical Association.**  
President—E. W. Austin, Midland.  
First Vice-President—E. P. Varnum, Jonesville.  
Second Vice-President—C. P. Baker, Battle Creek.  
Third Vice-President—L. P. Lipp, Blissfield.  
Secretary—M. H. Goodale, Battle Creek.  
Treasurer—J. J. Wells, Athens.  
Executive Committee—E. J. Rodgers, Port Huron; L. A. Seltzer, Detroit; S. C. Bull, Hillsdale and H. G. Spring, Unionville.

**Grand Rapids Drug Club.**  
President—Wm. C. Kirschgessner.  
Vice-President—O. A. Fanchboner.  
Secretary—Wm. H. Tibbs.  
Treasurer—Rolland Clark.  
Executive Committee—Wm. Quigley, Chairman; Henry Riechel, Theron Forbes.

#### Pharmacy a Commercial Proposition.

The writer, after fifteen years' work as proprietor of a drug store, has come to the conclusion that pharmacy is not so much a profession as it is a purely commercial proposition with long hours to work and sometimes for a small profit.

From my own experience and what I have seen in a limited way there seems to be something radically wrong in the conditions surrounding the practice of pharmacy. We all know it is almost impossible to get good registered clerks at salaries which the ordinary store is able to pay. Neither can we blame the clerks for going into other lines of work for which they receive oftentimes a better salary for less hours' work and incidentally have time to get acquainted with their families.

From a financial standpoint the best drug stores to-day are the ones which have the best business management together with a large number of good paying side lines.

By best management I do not mean simply good buying at low prices; while this is essential it is not all that is necessary by any means. To do a successful and profitable drug business quite a number of other things are essential besides good buying.

Every live druggist should take time to be an active member of the Business Men's Club, Chamber of Commerce, or other organizations representing the business men of all lines in his city. He should be a

booster for anything for the good of his home town, either for bringing in new business or for making it a better city in which to live. Don't be a stranger to your own competitors, or the other merchants, but meet with them and discuss trade conditions. Let them know you are alive and interested in any of the good things they are doing; more than this, when occasion arises, help them with your money to the extent of your ability, and by all means give cheerfully when you do give.

Good business management needs also a neat, clean and light room to back it up.

First, have a tightly closed but well ventilated show window which should be cleaned and dressed at least every ten days and oftener in many cases. Make it a rule to show prices, because many a man will walk the streets until he sees what he wants in the window with the price, rather than go in to enquire the price.

No druggist's window should be used to display high priced patents which must be sold at short profits. Better display Own-Make goods, or some line which you can honestly recommend and which gives good profit, together with the side lines you may be running.

Inside fixtures should be neat and convenient; not necessarily high priced. By all means have glass doors to all patent medicine shelving, otherwise you will have either the added work of cleaning this shelving every week or you will have soiled and shop worn goods. It should be the work of some one in your employ regularly every morning to keep the show cases clean—not just dusted off, but let him use a damp cloth to clean and a dry one to polish all exposed glass on cases and elsewhere. This does not take much more time and it certainly pays.

If you have a soda fountain and expect to hold a good trade you must by all means keep it scrupulously clean.

For five years we have never failed to wash everything used about the fountain, glasses, dishes, spoons, holders, shaker glasses and dippers in boiling water every night before leaving the store, and we let people know that we do this, too.

In the soda business everything new about the fountain attracts attention and trade. We utilized a small space at the end of our fountain as a lemonade well. We had our stone cutter make a sandstone front and a top with a circular hole in the center large enough to drop a five-

gallon stone churn through. The whole thing, stonework, churn and an eight-ounce aluminum dipper, only cost us \$6.

Two dozen lemons and three pounds of sugar will make three gallons of good lemonade which we serve in an 8-ounce glass for five cents and make 3½ cents profit on each glass. Our bulletin board says "Ice Cold Lemonade, made from lemons only and right from the Well." It brings in traveling men and transients as well as home people.

While sitting at my desk the other day I overheard a lady at one of the soda tables telling another one that "This is the only place in town where you get ice water." Now as a matter of fact, possibly every other fountain in town is serving ice water but not so cold as our own. We give as much space in our coils to plain water as we do to the carbonated water. You may say this is a little thing, but it helps to make your fountain popular and that means money in your cash register. A popular and to many people a favorite serving is to take a sundae dish with an ounce of any desired syrup, shave full of ice and top with a No. 20 dipper of ice cream; it makes a very refreshing serving in hot weather and sells with us as do straight sundaes. We call them Bon-bons.

It pays to make your own syrup for fountain use. Sixty pounds granulated sugar to five gallons water mixed in a clean half barrel makes ten gallons syrup of just the right weight for fountain use and you can make it every day and always have sweet fresh syrup.

If your fountain is open the year round, you should by all means can your own pineapple and raspberries if nothing more.

Weigh fruit after prepared and add an equal weight of sugar. Bring the whole to a boil and can while hot. After dipping out all the fruit boil the remaining syrup from twenty to forty minutes and strain into jugs. This process will give you enough concentrated syrup at \$2 per gallon to pay your whole expense and you have the crushed fruit for your work; and with all due respect to Dr. Wiley, you can add 1-10 of 1 per cent. benzoate of soda and not kill very many of your soda customers.

Without discussing any other side line, I will only say that if you have a well assorted stock, bought right and you sell right (that means at a profit over and above your cost of doing business), if you work all of fifteen hours, thirteen days out of fourteen, and on the fourteenth go to church, if you keep your store clean, and yourself and clerks treat all customers courteously, if you never take any time off except to attend the Business Men's meetings and the State pharmaceutical convention, if you will always speak kindly to your wife (if she is awake when you get home), I say, if you have and do all these you are surely entitled to the respect of the community in which you live and a fair compensation for your work. Wm. Howe.

#### To Remove Adhesive Plaster.

Everyone knows how painful this is to a patient who has had a strip of surgeon's plaster applied to a part which is hairy. Even when a preliminary shaving has been done the hairs have often grown again when the time comes for the plaster to be removed, and the process is an unpleasant one for both doctor and patient. Dr. Beardsley thinks very little of the usual methods of facilitating removal; turpentine is messy and only partly effective, benzine, alcohol, ether, and peroxide of hydrogen are also inefficient. He puts great reliance, however, in oil of wintergreen, which dissolves very rapidly and successfully the resinous adhesive ingredients of the ordinary plaster. It is advisable to use a small quantity only of the oil, for it quickly soaks through the fabric and diffuses itself along the material. He also especially advocates, when very large areas of plaster are being dealt with, an ointment containing 10 per cent. of oil of wintergreen in adeps lanæ hydrosus; this is even more successful than the pure oil.

#### Removing Plaster of Paris.

In spite of the use of special instruments, the removal of apparatus containing plaster of paris is often troublesome and in the case of a recent fracture may cause injury. Methods of softening the plaster by water, either alone or with the addition of salt, are rarely successful, as the apparatus becomes coated with a layer of grease which prevents their action. Stransky has obtained satisfactory results by moistening the line of section with vinegar applied on a tampon of wool. After a minute the plaster will be found completely softened so that it may be easily divided with a pocket knife or ordinary scissors—a procedure easy for the surgeon and painless for the patient. By this method a plaster case for a fracture of the femur, consisting of 80 turns of bandage, may be removed in about a minute and a half.

#### The Drug Market.

Opium — Has advanced 25c a pound.

Morphine—Has advanced 25c an ounce.

Acid Tannic—Has advanced.

Menthol—Has advanced.

Balsam Tolu—Has advanced.

Glycerin—Is lower.

Tonka Beans—Have declined.

Oil Cassia and Oil Cloves—Have both declined.

Prickly Ash Bark—Has advanced.

Oil Bergamot—Has advanced.

Oil Lemon—Has declined.

Oil Orange—Is higher.

Althea Root, Cut—Has advanced.

Learn how to be both dignified and familiar with your friends at the same time, and you need never have any trouble with them.

Most men find it easier to hold a runaway horse than to hold the tongue.

Those who eat corn on the cob run a risk of having corn in the ear.



## WHOLESALE DRUG PRICE CURRENT

Aceticum	60	8	Copaiba	.....	1	75@1	85	Scillae	.....		?	50
Benzoleum, Ger.	70	7	Cubebae	.....	4	00@4	10	Scillae Co.	.....		?	50
Boracis	25	@	Erigeron	.....	2	35@2	50	Tolutan	.....		?	50
Carbolium	25	@	Evechthitos	.....	1	00@1	20	Prunus virg.	.....		?	50
Citricum	45	@	Gaultheria	.....	4	80@5	00	Zingiber	.....		?	50
Hydrochlor	30	@	Geranium	.... oz			75		Tinctures			
Nitrosum	30	@	Gossippi Sem gal	70	@	75		Aloes	.....		?	60
Oxaleum	14	@	Hedeoma	.....	2	50@2	75	Aloes & Myrrh.	.....		?	60
Phosphorium, dil.	@	15	Junipera	.....	40	@1	20	Anconitum Nap's F	.....		?	60
Salicylicum	40	@	Lavendula	.....	90	@4	00	Anconitum Nap's R	.....		?	60
Sulphuricum	14	@	Limons	.....	1	70@1	80	Arnica	.....		?	60
Tannicum	1	00@1	Mentha Piper	.. 2	75@2	80		Asafoetida	.....		?	50
Tartaricum	35	@	Mentha Verid	.. 4	75@5	00		Atropo Belladonna	.....		?	60
			Morrhuae, gal.	.. 2	00@2	75		Aurant Cortex	.....		?	50
			Myrica	.....	3	60@4	10	Barosma	.....		?	50
			Olive	.....	1	00@3	00	Benzoin	.....		?	50
			Picls Liquida	.....	10	@	12	Benzoin Co.	.....		?	50
			Picls Liquida gal.	.....	7	@	40	Cantharides	.....		?	50
			Ricina	.....	34	@1	00	Capsicum	.....		?	50
			Rosae oz.	.....	11	50@12	00	Cardamon	.....		?	75
			Rosmarini	.....			1	Cardamon Co.	.....		?	75
			Sabina	.....	90	@1	00	Cassia Acutifol	.....		?	50
			Santal	.....			4	Cassia Acutifol Co	.....		?	50
			Sassafras	.....	90	@1	00	Castor	.....	1	00	
			Sinapis, ess. oz.	.....	@	65		Catechu	.....		?	50
			Succini	.....	40	@	45	Cinchona	.....		?	50
			Thyme	.....	40	@	50	Cinchona Co.	.....		?	50
			Thyme, opt.	.....	@	1	60	Columbia	.....		?	50
			Theobromas	.....	15	@	20	Cubebae	.....		?	50
			Tigil	.....	1	50@1	60	Digitalis	.....		?	50
				Potassium				Ergot	.....		?	50
			Bi-Carb	.....	15	@	18	Ferri Chloridum	.....		?	35
			Bichromate	.....	13	@	15	Gentian	.....		?	60
			Bromide	.....	30	@	35	Gentian Co.	.....		?	60
			Carb	.....	12	@	15	Guaiaca ammon	.....		?	50
			Chlorate	... po.	12	@	14	Hyoscyanus	.....		?	75
			Cyanide	.....	30	@	40	Iodine	.....		?	75
			Iodide	.....	2	25@2	30	Iodine, colorless	.....		?	75
			Potassa, Bitart pr	.....	30	@	32	Kino	.....		?	50
			Potass Nitras opt	.....	7	@	10	Lobelia	.....		?	50
			Potass Nitras	.....	6	@	8	Myrrh	.....		?	50
			Prussiate	.....	23	@	26	Nux Vomica	.....		?	50
			Sulphate po	.....	15	@	18	Opil, camphorated	.....		?	1
				Radix				Opil, deodorized	.....		?	2
			Acontium	.....	20	@	25	Quassia	.....		?	50
			Althae	.....	40	@	45	Rhatany	.....		?	50
			Anchusa	.....	10	@	12	Rhei	.....		?	50
			Arum po	.....			25	Sanguinaria	.....		?	50
			Calamus	.....	20	@	40	Serpentina	.....		?	50
			Gentiana po 15.	.....	12	@	15	Stromonium	.....		?	60
			Glycyrrhiza pv 15	.....	16	@	18	Tolutan	.....		?	60
			Hellebore, Alba	.....	12	@	15	Valerian	.....		?	50
			Hydrastis, Canada	@	5	50		Veratrum Veride	.....		?	50
			Hydrastis, Can. po	.....	20	@	25	Zingiber	.....		?	60
			Inula, po	.....	2	25@2	35		Miscellaneous			
			Ipecac, po	.....	2	25@2	35	Aether, Spts Nit 3f 30	@	35		
			Iris plox	.....	35	@	40	Aether, Spts Nit 4f 34	@	38		
			lalap, po	.....	70	@	75	Alumen, grd po 7	3	0		
			Maranta, 1/4s	.....	@	35		Anatto	.....	40	@	5
			Podophyllum po	.....	15	@	18	Antimoni, po	.....	40	@	5
			Rhei	.....	75	@1	00	Antimoni et po T	40	@	50	
			Rhei, cut	.....	1	00@1	25	Antifebrin	.....	@	20	
			Rhei, pv	.....	75	@1	00	Antipyrin	.....	@	25	
			Sanguinari, po 18	.....	@	15		Argent Nitras oz	.....	@	62	
			Scillae, po 45	.....	20	@	25	Arsenicum	.....	10	@	12
			Senega	.....	85	@	90	Balm Gilead buds	.....	60	@	65
			Serpentaria	.....	50	@	55	Bismuth S N	.....	2	20@2	30
			Smilax, M.	.....	50	@	55	Calmuth Chlor, 1s	.....	@	9	
			Smilax, off's H.	.....	4	40		Salicin Chlor, 1/4s	.....	@	12	
			Spigelia	.....	1	45@1	50	Calcium Chlor, 1/4s	.....	@	12	
			Symplocarpus	.....	@	25		Cantharides, Rus.	.....	@	20	
			Valeriana Eng	.....	@	25		Capsici Fruc's af	.....	@	22	
			Valeriana, Ger.	.....	15	@	20	Capsici Fruc's po	.....	@	20	
			Zingiber a	.....	12	@	16	Cap'l Fruc's B po	.....	@	15	
			Zingiber j	.....	25	@	28	Carminc, No. 40	.....	@	24	
				Semen				Carphylus	.....	25	@	30
			Anisum po 22	.....	@	18		Cassia Fructus	.....	@	35	
			Apium (gravel's)	.....	@	20		Cataceum	.....	@	35	
			Bird, 1s	.....	4	@	8	Centraria	.....	@	10	
			Candamor	.....	70	@	8	Cera Alba	.....	50	@	55
			Carui po 15	.....	12	@	15	Creta, prep.	.....	40	@	42
			Chenopodium	.....	40	@	50	Creta, prep.	.....	90	@	11
			Coriandrum	.....	12	@	14	Creta, Rubra	.....	@	8	
			Cydonium	.....	75	@1	00	Cudbear	.....	@	24	
			Dipterix Odorate	4	00@2	45		Cupri Sulph.	.....	3	@	10
			Foeniculus	.....	30	@	35	Dextrine	.....	7	@	10
			Foenugreek, po	.....	7	@	9	Emery, all Nos.	.....	@	8	
			Lini	.....	6	@	8	Emery, po	.....	@	8	
			Lini, grd. bbl. 5 1/2	.....	75	@	80	Ergota .po 1 80 1	40	@	1	60
			Lobelia	.....	90	@	10	Ether Sulph	.....	35	@	40
			Pharlaris Cana's	.....	5	@	6	Flake White	.....	12	@	15
			Rape	.....	8	@	10	Galla	.....	@	30	
			Sinapis Alba	.....	5	@	6	Gambler	.....	3	@	9
			Sinapis Nigra	.....	9	@	10	Greta Cooper	.....	@	60	
				Spiritus				Gelatin, French	.....	25	@	60
			Frument W. D. 2	00@2	50			Glassware, fit boo	75	@		
			Frument	.....	1	25@1	50	Less than box 70%				
			Junipers Co.	.....	1	75@3	50	Glue, brown	.....	11	@	13
			Junipers Co O T	1	65@2	00		Glue, white	.....	15	@	25
			Saccharum N E	1	90@2	10		Glycerina	.....	23	@	29
			Spt Vini Galli	1	75@6	50		Grana Paradisi	.....	@	25	
			Vini Alba	1	25@2	00		Humulus	.....	35	@	60
			Vini Oporto	1	25@2	00		Hydrarg Ammo'l	.....	@	1	25
				Extra yellow sheeps' wool carriage	@	1	25	Hydrarg Ch. Mt	.....	@	1	20
			Florida sheeps' wool carriage	3	00@3	50		Hydrarg Ch Cor	.....	@	1	20
			Grass sheeps' wool carriage	@	1	25		Hydrarg Unq'm	.....	@	1	20
			Hard, slate use	@	1	00		Hydrarg Ungue'm	.....	45	@	85
			Nassau sheeps' wool carriage	3	50@3	75		Hydrargurum	.....	@	85	
			Velvet extra sheeps' wool carriage	@	2	00		Ichthyobolla, Am	.....	90	@	100
			Yellow Reef, for slate use	@	1	40		Indigo	.....	75	@	100
				Syrups				Iodine, Resubi	.....	3	00@2	35
			Acacia	.....	@	50		Iodoform	.....	3	90@4	00
			Aurant Cortex	.....	@	50		Liquor Arsen et				
			Ferri lod	.....	@	60		Hydrarg Iod.	.....	@	25	
			Ipecac	.....	@	60		Liq. Potass Arsin't	100	@	25	
			Rhei Arom	.....	@	60						
			Smilax Off's	.....	50	@	60					
			Senega	.....	@	60						

Lupulin .....	@ 1 75	Rubia Tinctorum	12@ 14	Vanilla .....	9 00@ 10 00
Lycopodium ....	60@ 70	Saccharum La's	40@ 50	Zinci Sulph .....	7@ 10
Macis .....	65@ 70	Salacin .....	4 50@ 4 75	Oil	gal.
Magnesia, Sulph.	3@ 5	Sanguis Drae's ..	40@ 50	Lard, extra ....	90@ 100
Magnesia, Sulph. bbl	@ 1 1/4	Sapo, G .....	@ 15	Lard, No. 1 .....	85@ 90
Mannia S. F. ....	90@ 1 00	Sapo, M .....	10@ 12	Linseed, pure r w 92 ..	1 09@ 1 15
Menthol .....	7 75@ 8 00	Sapo, W .....	15@ 18	Linseed, boiled 93 .....	1 10@ 1 16
Morphia, SP&W		Sedlitz Mixture	27@ 30	Neat's-foot, w str 65 ..	60@ 70
Morphia, SNQ		Sinapis .....	@ 18	Turpentine, bbl ..	79@ 80
Morphia, Mal...		Sinapis, opt .....	@ 18	Turpentine, less ..	78@ 79
Moschus Canton	@ 40	Snuff, Maccaboy,	@ 50	Whale, winter .....	70@ 76
Myristica, No. 1	25@ 40	De Voës .....	@ 54	Paints	bbl. L.
Nux Vomica po 15	@ 30	Snuff, S'h DeVo's	@ 54	Green, Paris .....	21@ 62
Ox Sepia .....	30@ 35	Soda, Boras .....	5 1/2@ 5 10	Green, Peninsular 13@	16
Pepsin Saac, H &		Soda, Boras, po ..	5 1/2@ 10	Lead, red .....	7 1/2@ 8
P D Co .....	@ 1 00	Soda et Pot's Tart	27@ 30	Lead, white .....	7 1/2@ 8
Picis Liq N N 1/4		Soda, Carb .....	1 1/2@ 2	Ochre, yel Ber 1 1/2	2@ 3
gal. doz. ....	@ 2 00	Soda, Bi-Carb .....	3@ 5	Ochre, yel Mars 1 1/2	2@ 4
Picis Liq qts ..	@ 1 00	Soda, Ash .....	3 1/2@ 4	Putty, comm'l 2 1/2	2 1/2@ 3
Picis Liq pints ..	@ 60	Soda, Sulphas .....	@ 2	Putty, str't pr 2 1/2	2 1/2@ 3
Pil Hydragr po 80	@ 70	Spts. Cologne .....	23 00@ 25	Red Venetian 1 1/2	2@ 3
Piper Alba po 35	@ 30	Spts. Ether Co. ....	50@ 55	Shaker Prep'd .....	1 25@ 1 35
Piper Nigra po 22	@ 13	Spts. Myrcia .....	22 50@ 25	Vermillion, Eng. ....	75@ 80
Piz Baccum .....	10@ 12	Spts. Vinl Rect bbl		Vermillion Prime	
Plumbi Acet .....	12@ 15	Spts. V'l Rect 5 lb	@ 10	Whiting's Milders ..	13@ 15
Pulvis Ip'cut Oil 1	30@ 1 50	Spts. V'l R't 1 lb	@ 10	Whiting's Paris'r ..	@ 95
Pyrethrum, bxs. H		Spts. V'l R't 5 lb	@ 10	Whit'g Paris Eng. ....	@ 1 25
& P D Co. doz.	@ 75	Strychnia Crysl's	1 10@ 1 30	Whit'g Paris Eng. ....	@ 1 40
Pyrethrum, pv	20@ 25	Sulphur, Roll .....	2 1/2@ 3	Whit'g Paris Eng. ....	@ 1 40
Quassiae .....	8@ 10	Sulphur Subl. ....	2 1/2@ 3	Whit'g Paris Eng. ....	@ 1 40
Quina, N. Y. ....	17@ 27	Tamarinds .....	8@ 10	Whit'g Paris Eng. ....	@ 1 40
Quina, S. Ger. ....	17@ 27	Terebinth Venice	40@ 50	Whit'g Paris Eng. ....	@ 1 40
Quina, S P & W	17@ 27	Thebromia .....	45@ 48	Whit'g Paris Eng. ....	@ 1 40



# Our New Home

## Corner Oakes and Commerce

Only 300 feet from Union Depot

During the month of November our customers should buy "Freezables" for the winter trade. If a list of these goods is desired we can furnish the same. Please add "Freezables" to your next drug order.

**Hazeltine & Perkins Drug Co.**

Grand Rapids, Mich.

# They Will EAT More and BUY More Groceries



If you sell them  
**LOWNEY'S**  
COCOA

## Instead of Coffee and Tea

You may make more at first on tea and coffee, but you want your customers to have good appetites. The answer is Lowney's Cocoa. It is appetising, wholesome, and strengthening. Your Lowney's Cocoa customers will be your best customers.

## IT'S UP TO YOU





## 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

Citron  
Raisins  
Hominy  
Cheese  
Lard  
Barreled Pork

## DECLINED

Beans  
Vinegar  
Smoked Meats  
Pigs Feet

## Index to Markets

## By Columns

1		2	
ARCTIC AMMONIA		OYSTERS	
12 oz. ovals 2 doz. box	75	Cove, 1lb. ....	85@ 90
AXLE GREASE		Cove, 2lb. ....	1 65@1 75
1lb. wood boxes, 4 doz.	3 00	Plums	
1lb. tin boxes, 3 doz.	2 35	Plums in Syrup	1 00@2 50
3 1/2 lb. tin boxes, 2 doz.	4 25	No. 3 cans, per doz.	1 25
10lb. pails, per doz.	6 00	Peas	
15lb. pails, per doz.	7 20	Marrowfat	95@1 25
25lb. pails, per doz.	12 00	Early June	95@1 25
BAKED BEANS		Early June sifted	1 15@1 80
Beutels Michigan Brand		Peaches	
Baked Pork and Beans		Pie	90@1 25
No. 1, cans, per doz.	45	No. 10 size can pie	@3 00
No. 2, cans, per doz.	75	Pineapple	
No. 3, cans, per doz.	85	Grated	85@2 50
2lb. can, per doz.	1 40	Sliced	95@2 40
3lb. can, per doz.	1 80	Pumpkin	
BATH BRICK		Good	85
English	95	Fancy	1 00
BLUING		Gallon	2 15
Sawyer's Pepper Box		Raspberries	
No. 3, 3 doz. wood bxs	4 00	Standard	@
No. 5, 3 doz. wood bxs	7 00	Salmon	2 30
Sawyer Crystal Bag		Warrens, 1 lb. Tall	2 30
Blue	4 00	Warrens, 1 lb. Flat	2 40
BROOMS		Red Alaska	1 75@1 85
No. 1 Carpet 4 sew	5 00	Pink Alaska	1 30@1 40
No. 2 Carpet 4 sew	4 75	Sardines	
No. 3 Carpet 4 sew	4 50	Domestic, 1/2 Mus.	3 25
No. 4 Carpet 4 sew	4 25	Domestic, 3/4 Mus.	3 50
Parlor Gem	5 25	French, 1/2 Mus.	7 14
Common Whisk	3 25	French, 3/4 Mus.	18@23
Fancy Whisk	1 50	Shrimps	
Warehouse	5 50	Dunbar, 1st, doz.	1 35
BRUSHES		Dunbar, 1st, doz.	2 35
Scrub		Succotash	
Solid Back, 8 in.	75	Fair	85
Solid Back, 11 in.	85	Good	1 00
Pointed Ends	85	Fancy	1 25@1 40
STOVE		Strawberries	
No. 3	90	Standard	
No. 2	1 25	Fancy	
No. 1	1 75	Tomatoes	
SHOE		Good	1 25@1 35
No. 8	1 00	Fair	1 20@1 25
No. 7	1 30	Fancy	@1 50
No. 4	1 70	No. 10	@3 50
No. 3	1 90	CARBON OILS	
BUTTER COLOR		Barrels	
Dandelion, 25c size	2 00	Perfection	@ 9
CANDLES		D. S. Gasoline	@13
Paraffine, 6s	8	Gas Machine	@20
Paraffine, 12s	8 1/2	Deodor'd Nap'a	@12
Wicking	20	Cylinder	29 @34 1/2
CANNED GOODS		Engine	16 @22
Apples		Black, wicks	8 1/2@10
3lb. Standards	@ 95	CATSUP	
Gallon	2 75@3 00	Columbia, 25 pts.	4 15
Blackberries		Snider's pints	2 35
2 lb. Standards	1 50@1 90	Snider's 1/2 pints	1 35
Standards gallons	@5 00	CEREALS	
Beans		Breakfast Foods	
Baked	85@1 30	Bear Food Pettijohns	1 95
Red Kidney	85@95	Cream of Wheat	36 2lb 4 50
String	70@1 15	Egg-O-See, 36 pkgs.	2 85
Wax	75@1 25	Post Toasties T No. 2	
Blueberries		24 pkgs.	2 80
Standard	1 30	Post Toasties T No. 3	
Gallon	6 50	36 pkgs.	2 80
Clams		Apetiao Biscuit, 24 pk	3 00
Little Neck, 1lb. 1 00@1 25		18 pkgs.	1 95
Little Neck, 2lb. @1 50		Grape Nuts, 2 doz.	2 70
Clam Bouillon		Malta Vita, 36 1lb.	2 85
Burnham's 1/2 pt.	2 25	Mapl-Flake, 24 1lb.	2 70
Burnham's pts.	3 75	Pillsbury's Vitos, 3 dz.	4 25
Burnham's qts.	7 50	Ralston Health Food	
Cherries		36 2lb.	4 50
Corn		Saxon Wheat Food, 24	
Fair	90@1 00	pkgs.	3 00
Good	1 00@1 10	Shred Wheat Biscuit,	
Fancy	@1 45	36 pkgs.	3 60
French Peas		Kellogg's Toasted Corn	
Monbadon (Natural)		Flakes, 36 pkgs in cs	2 80
per doz.	2 45	Vigor, 36 pkgs.	2 75
Gooseberries		Voigt Corn Flakes	4 50
No. 10	6 00	Washington Crisps	
Hominy		36 pkgs.	2 80
Standard	85	Rolled Oats	
Lobster		Rolled Avena, bbls.	5 80
1/2 lb.	2 40	Steel Cut, 100 lb. sks	2 85
1lb.	4 25	Monarch, bbls.	5 50
Picnic Tails	2 75	Monarch, 80 lb. sacks	2 65
Mackerel		Quaker, 15 Regular	1 45
Mustard, 1lb.	1 80	Quaker, 20 Family	4 00
Mustard, 2lb.	2 80	Cracked Wheat	
Soused, 1 1/2 lb.	1 80	Bulk	3 1/2
Soused, 2lb.	2 75	24 2lb. pkgs.	2 50
Tomato, 1lb.	1 50	CHEESE	
Tomato, 2lb.	2 80	Acme	@16
Mushrooms		Bloomington	16
Hotels	@ 16	Carson City	@16 1/2
Buttons, 1/2	@ 14	Hopkins	@16 1/2
Buttons, 1s	@ 23	Riverside	@16 1/2
Swiss, domestic		Warner	@16 1/2
		Brick	@16 1/2
		Leiden	@15
		Limburger	@15
		Pineapple	@40
		Sap Sago	@20
			@20
			@13

3

CHEWING GUM	
Adams Pepsin	55
American Flag Spruce	55
Beaman's Pepsin	55
Best Pepsin	55
Best Pepsin, 5 boxes	55
Black Jack	55
Largest Gum (white)	55
O. K. Pepsin	55
Red Robin	55
Sen Sen	55
Sen Sen Breath Perf.	1 00
Spearmint	55
Spearmint, jars 5 bxs	2 75
Yucatan	55
Zeno	55
CHICORY	
Bulk	5
Red	7
Eagle	5
Frank's	7
Schener's	6
Red Standards	1 60
White	1 60
CHOCOLATE	
Walter Baker & Co.'s	
German's Sweet	22
Premium	31
Caracas	31
Walter M. Lowney Co.	
Premium, 1/4s	30
Premium, 1/2s	30
CIDER, SWEET	
"Morgan's"	
Regular barrel 50 gal	10 00
Trade barrel, 28 gals	5 50
Trade barrel, 14 gal	3 50
Boiled, per gal.	1 00
Hard, per gal.	25
CLOTHES LINES	
No. 40 Twisted Cotton	95
No. 50 Twisted Cotton	1 30
No. 60 Twisted Cotton	1 60
No. 80 Twisted Cotton	2 00
No. 50 Braided Cotton	1 00
No. 60 Braided Cotton	1 25
No. 80 Braided Cotton	2 25
No. 50 Sash Cord	1 60
No. 60 Sash Cord	1 90
No. 60 Jute	80
No. 72 Jute	1 00
No. 60 Sisal	85
Galvanized Wire	
No. 20, each 100ft. long	1 90
No. 19, each 100ft. long	2 10
COCOA	
Baker's	37
Cleveland	41
Colonial, 1/2s	35
Colonial, 1/4s	33
Eppe's	42
Huyler	45
Lowney, 1/4s	36
Lowney, 1/2s	36
Lowney, 1s	36
Lowney, 1 1/2s	40
Van Houten, 1/4s	12
Van Houten, 1/2s	20
Van Houten, 1s	40
Webb	72
Wilber, 1/2s	33
Wilber, 1s	32
COCONUT	
Dunham's	per lb.
1/4s, 5lb. case	29
1/4s, 5lb. case	28
1/4s, 15lb. case	27
1/4s, 15lb. case	26
1s, 15lb. case	25
1/4s & 1/2s, 15lb. case	26 1/2
Scalloped Gems	10
1/4s & 1/2s, pails	14 1/2
Bulk, pails	13 1/2
Bulk, barrels	12
COFFEES, ROASTED	
Rio	
Common	17
Fair	17 1/2
Choice	18
Fancy	19
Peaberry	20
Santos	
Common	18
Fair	19
Choice	19
Fancy	20
Peaberry	20
Maracaibo	
Fair	20
Choice	21
Mexican	
Choice	21
Fancy	22
Guatemala	
Fair	21
Fancy	23
Java	
Private Growth	23@30
Mandling	21@35
Aukola	30@32
Mocha	
Short Bean	25@27
Long Bean	24@25
H. L. O. G.	26@28
Bogota	
Fair	21
Fancy	23
Exchange Market, Steady	
Spot Market, Strong	
New York Basis	
Arbuckle	24 00
Lion	23 50
McLaughlin's XXXX	
McLaughlin's XXXX sold	
to retailers only. Mail all	
orders direct to W. F.	
McLaughlin & Co., Chicag-	
go.	
Extract	
Holland, 1/4 gro boxes	95
Felix, 1/4 gro	1 15
Hummel's foil, 1/4 gro.	85
Hummel's tin, 1/4 gro.	1 48

4

CONFECTIONS	
Stick Candy	Pails
Standard	9 1/2
Standard H. H.	9 1/2
Standard Twist	10
Cases	
Jumbo, 32 lb.	10
Extra H. H.	12
Boston Cream	14
Big stick, 30 lb. case	10
Mixed Candy	
Grocers	7
Competition	8
Special	10
Conserve	9
Ribbon	14
Broken	14
Cut Loaf	10
Leader	10
Kindergarten	12
French Cream	10
Hand Made Cream	17
Premio Cream mixed	15
Paris Cream Bon Bons	11
Fancy-In Pails	
Gypsy Hearts	15
Coco Bon Bons	14
Fudge Squares	14
Peanut Squares	11
Sugared Peanuts	13
Starlight Kisses	12
Lozenges, plain	12
Champion Chocolate	12
Eclipse Chocolates	15
Eureka Chocolates	16
Quintette Chocolates	15
Champion Gum Drops	10
Moss Drops	12
Lemon Sours	12
Imperial	12
Italian Cream Bon Bons	13
Golden Waffles	14
Red Rose Gum Drops	14
Auto Kisses	14
Coffy Toffy	14
Molasses Mint Kisses	13
Fancy-In 5lb. Boxes	
Old Fashioned Molasses Kisses 10lb. bx.	1 30
Orange Jellies	60
Lemon Sours	65
Old Fashioned Hor-	
hound drops	65
Peppermint Drops	70
Champion Choc. Drops	70
H. M. Choc. Drops	10
H. M. Choc. Lt. and	
Dark, No. 12	1 10
Bitter Sweets, as'd	1 25
Brilliant Gums, Crya.	60
A. A. Licorice Drops	1 00
Lozenges, printed	70
Lozenges, plain	65
Imperial	65
Mottees	70
Cream Bar	60
G. M. Peanut Bar	60
Hand Made Crms	80@90
Cream Wafers	70
String Rock	80
Wintergreen Berries	65
Pop Corn	
Cracker Jack	3 25
Giggles, 5c pkg. cs.	3 50
Fan Corn, 50's	1 65
Azulikit 100s	1 25
Oh My 100s	3 50
Cough Drops	
Putnam Mental	1 00
Smith Bros.	1 25
NUTS-Whole	
Almonds, Tarragona	18
Almonds, Drake	15
Almonds, California	
soft shell	
Brazils	14@15
Filberts	12@13
Cal. No. 1	
Walnuts, sft shell	17 1/2@18
Walnuts, Marbot	17
Table nuts, fancy	13 1/2@14
Pecans, medium	13
Pecans, ex. large	14
Pecans, Jumbos	14
Hickory Nuts, per bu.	
Ohio, new	2 00
Cocoanuts	
Chestnuts, New York	
State, per bu.	
Shelled	
Spanish Peanuts	8@ 8 1/2
Pecan Halves	@60
Walnut Halves	42@45
Filbert Meats	@30
Alicante Almonds	@42
Jordan Almonds	@47
Peanuts	
Fancy H. P. Suns	@ 7
Roasted	@ 8
Choice, raw, H. P. Jurr-	
bo	@ 8
CRACKERS	
National Biscuit Company	
Brand	
Butter	
N. B. C. Sq. bbl. 7 bx.	6 1/2
Seymour, Rd. bbl. 7 bx.	6 1/2
Soda	
N. B. C., boxes	6 1/2
Premium	7 1/2
Select	8 1/2
Saratoga Flakes	13
Zephyrette	13
Oyster	
N. B. C. Rd. boxes	6 1/2
Gem, boxes	6 1/2
Shell	8
Sweet Goods	
Animals	10
Atlantic	12
Atlantic, Ass'd	12
Avena Fruit Cakes	12

5

Bonnie Doon Cookies	10
Bonnie Lassies	10
Brittle	11
Brittle Fingers	10
Bumble Bee	10
Cartwheels Assorted	8
Chocolate Drops	17
Chocolate Drp Centers	16
Choc. Honey Fingers	14
Circle Honey Cookies	12
Cracknels	16



6	7	8	9	10	11
<p>Soda Crackers N. B. C. 1 00 Soda Crackers Select 1 00 S. S. Butter Crackers 1 50 Unedea Biscuit 50 Unedea Jinjer Waffer 1 00 Unedea Lunch Biscuit 50 Vanilla Wafers 1 00 Water Thin Biscuit 1 00 Zu Zu Ginger Snaps 50 Zwieback 1 00 In Special Tin Packages. Per doz. 2 50 Festino 2 50 Minaret Wafers 1 00 Nabisco, 25c 2 50 Nabisco, 10c 1 00 Champagne Per tin in bulk 1 00 Sorbeto 1 00 Nabisco 1 75 Festino 1 50 Bent's Water Crackers 1 4c CREAM TARTAR Barrels or drums 33 Boxes 34 Square cans 36 Fancy caddies 41</p> <p>DRIED FRUITS Apples Sundried 16@17 Evaporated Corsican Citron @16 1/2 Cura 9% Imp'd 1 lb. pkg. 9% Imported bulk 9% Peaches Muirs—Choice, 25 lb. b 12 Muirs—Fancy, 25 lb. b 12 1/2 Muirs—Fancy, 50 lb. b 12 1/2 Lemon American 12 Orange American 13</p> <p>Raisins Connoslar Cluster 1 lb. 17 Dessert Cluster, 1 lb. 21 Loose Muscatels 3 Cr 7 Loose Muscatels 4 Cr 7 L. M. Seeded 1 lb. 8 1/2 @ 9 1/2 California Prunes L. M. Seeded 1 lb. 9 @ 9 1/2 Sultanas, Bleached 12 100-125 25lb. boxes @ 8 90-100 25lb. boxes @ 8 1/2 80-90 25lb. boxes @ 8 3/4 70-80 25lb. boxes @ 9 1/4 60-70 25lb. boxes @ 9 3/4 50-60 25lb. boxes @ 10 1/4 40-50 25lb. boxes @ 11 1/4 1/2 c less in 50lb. cases</p> <p>FARINACEOUS GOODS Beans Dried Lima 7 Med Hand Picked 2 60 Brown Holland 2 85 Farina 25 1 lb. packages 1 50 Bulk, per 100 lbs. 4 00 Original Holland Rusk Packed 12 rolls to container 8 containers (36 rolls) 2 85 5 containers (60 rolls) 4 75 Hominy Pearl, 100 lb. sack 2 20 Maccaroni and Vermicelli Domestic, 10 lb. box 60 Imported, 25 lb. box 2 50 Pearl Barley Chester 4 50 Empire 5 00</p> <p>Peas Green, Wisconsin, bu. 3 60 Green, Scotch, bu. 0 4 1/4 Split, lb. 11</p> <p>Sage East India 6 German, sacks 6 German, broken pag 6</p> <p>Taploca Flake, 100 lb. sacks 6 Pearl, 130 lb. sacks 6 Pearl, 36 pkgs 2 25 Minute, 36 pkgs 2 75</p> <p>FISHING TACKLE 1/4 to 1 in. 6 1 1/4 to 2 in. 7 1 1/2 to 3 in. 9 1 3/4 to 4 in. 11 2 in. 15 3 in. 20</p> <p>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</p> <p>Linen Lines Small 20 Medium 26 Large 34</p> <p>Poles Bamboo, 14 ft., per doz. 55 Bamboo, 16 ft., per doz. 60 Bamboo, 18 ft., per doz. 80</p> <p>FLAVORING EXTRACTS Foote &amp; Jenks Coleman Vanilla No. 2 size 14 00 No. 4 size 24 00 No. 8 size 36 00 No. 8 size 48 00 Coleman No. 2 size 9 60 No. 4 size 18 00 No. 8 size 31 00 No. 8 size 36 00 Jaxon Mexican Vanilla 1 oz. oval 15 00 3 oz. oval 23 20 6 oz. oval 35 20 1 oz. sat 100 00</p>	<p>Jaxon Terp. Lemon 1 oz. oval 20 20 2 oz. oval 16 80 4 oz. flat 33 00 8 oz. flat 63 00</p> <p>Jennings (D. C. Brand) Terpeness Extract Lemon No. 2 Panel, per doz. 75 No. 4 Panel, per doz. 1 50 No. 6 Panel, per doz. 2 00 No. 3 Taper, per doz. 1 50 2 oz. Full Measure doz 1 25 4 oz. Full Measure doz 2 40</p> <p>Jennings (D. C. Brand) Extract Vanilla No. 2 Panel, per doz. 1 25 No. 4 Panel, per doz. 2 00 No. 6 Panel, per doz. 3 50 No. 3 Taper, per doz. 2 00 1 oz. Full Measure doz. 90 2 oz. Full Measure doz. 2 00 4 oz. Full Measure doz. 4 00 No. 2 Panel assorted 1 00</p> <p>Crescent Mfg. Co. Maple 2 oz. per doz. 3 00 Michigan Maple Syrup Co. Kalkaska Brand Maple, 2 oz., per doz. 2 25</p> <p>FRUIT JARS Mason, pts. per gro. 5 25 Mason, qts. per gro. 5 50 Mason, 1/2 gal. per gro. 7 75 Mason, can tops, gro. 1 65</p> <p>GELATINE Cox's, 1 doz. large 1 75 Cox's, 1 doz. small 1 00 Knox's Sparkling, doz. 1 25 Knox's Sparkling, gr. 14 00 Nelson's 1 60 Knox's Acid'd. doz. 1 25 Oxford 1 25 Plymouth Rock Phos. 1 25 Plymouth Rock, Plain 90</p> <p>GRAIN BAGS Amoskeag, 100 in bale 19 Amoskeag, less than bl 19 1/2</p> <p>GRAIN AND FLOUR Wheat Red 84 White 86 Winter Wheat Flour Local Brands Patents 5 25 Second Patents 5 00 Straight 4 60 Second Straight 4 20 Clear 3 90 Flour in barrels, 25c per barrel additional Lemon &amp; Wheeler Co. Big Wonder, 1/2 cloth 4 60 Big Wonder, 1/4 cloth 4 60 Worden Grocer Co.'s Brand Quaker, paper 4 10 Quaker, cloth 4 20</p> <p>Wicks &amp; Co. Eclipse 4 40 Worden Grocer Co. American Eagle, 1/2 cl 5 40 Grand Rapids Grain &amp; Milling Co. Brands Purity, Patent 5 80 Seal of Minnesota 5 60 Sunburst 5 80 Wizard Flour 4 60 Wizard Graham 4 60 Wizard Gran. Meal 3 80 Wizard Buckwheat 6 00 Rye 4 80</p> <p>Spring Wheat Flour Roy Baker's Brand Golden Horn, family 5 40 Golden Horn, bakers 5 30 Wisconsin Rye 5 10 Judson Grocer Co.'s Brand Ceresota, 1/2 6 50 Ceresota, 1/4 6 40 Ceresota, 1/8 6 30 Lemon &amp; Wheeler's Brand Wingold, 1/2 6 30 Wingold, 1/4 6 20 Wingold, 1/8 6 00 Worden Grocer Co.'s Brand Laurel, 1/2 cloth 6 35 Laurel, 1/4 cloth 6 25 Laurel, 1/8 &amp; 1/2 paper 6 15 Laurel, 1/2 cloth 6 15 Voigt Milling Co.'s Brand Voigt's Crescent 5 20 Voigt's Flour 5 20 Voigt's Hygienic 5 50 Graham 5 70 Voigt's Royal 5 70</p> <p>Wykes &amp; Co. Sleepy Eye, 1/2 cloth 6 00 Sleepy Eye, 1/4 cloth 5 90 Sleepy Eye, 1/8 cloth 5 80 Sleepy Eye, 1/2 paper 6 20 Sleepy Eye, 1/4 paper 5 90</p> <p>Watson-Higgins Milling Co. Perfection Flour 5 90 Tip Top Flour 4 70 Golden Sheaf Flour 4 20 Marshall's Best Flour 5 50 Perfection Buckwheat 3 90 Tip Top Buckwheat 2 30 Badger Dairy Feed 24 00 Alfalfa Horse Feed 26 00 Kafir Corn 1 80 Moyle Scratch Feed 1 60</p> <p>Bolton Golden Granulated 3 50 St. Car Feed screened 23 00 No. 1 Corn and Oats 23 00 Corn, cracked 27 50 Corn Meal, coarse 27 50 Winter Wheat Bran 25 00 Middlings 25 00</p> <p>Dairy Feeds Wykes &amp; Co. O P Linseed Meal 41 00</p>	<p>O P Laxo-Cake-Meal 37 00 Cottonseed Meal 31 00 Gluten Feed 30 00 Brewers Grains 28 00 Hammond Dairy Feed 24 00</p> <p>Michigan carlots 50 Less than carlots 53 Corn Carlots 80 Less than carlots 83 Hay Carlots 20 00 Less than carlots 22 00</p> <p>HERBS Sage 15 Thyme 15 Laurel Leaves 15 Senna Leaves 25</p> <p>HIDES AND PELTS Hides Green, No. 1 10 1/2 Green, No. 2 9 1/2 Cured, No. 1 12 1/2 Cured, No. 2 11 1/2 Calfskin, green, No. 1 13 Calfskin, green, No. 2 11 1/2 Calfskin, cured No. 1 14 Calfskin, cured No. 2 12 1/2 Pelts Old Wool 30 Lambs 50@100 Shearings 50@100</p> <p>Tallow No. 1 5 No. 2 4</p> <p>Unwashed, med. 18 Unwashed, fine 13</p> <p>MUSK RADISH Per doz. 90</p> <p>JELLY 5lb. pails per doz. 2 25 15lb. pails, per pail 55 30lb. pails, per pail 95</p> <p>JELLY GLASSES 1/2 pt. in bbls, per doz. 15 1/2 pt. in bbls, per doz. 16 8 oz. capped in bbls, per doz. 20</p> <p>MAPLEINE 2 oz. bottles, per doz. 3 00</p> <p>MINCE MEAT Per case 2 85</p> <p>MOLASSES New Orleans Fancy Open Kettle 42 Choice 35 Good 22 Fair 20 Half barrels 2c extra</p> <p>MUSTARD 1/2 lb. 6 lb. box 18</p> <p>OLIVES Bulk, 1 gal. kegs 10@120 Bulk, 2 gal. kegs 95@110 Bulk, 5 gal. kegs 90@105 Stuffed, 8 oz. 1 35 Stuffed, 4 oz. 1 25 Pitted (not stuffed) 14 oz. 2 25 Manzanilla, 8 oz. 90 Lunch, 10 oz. 1 35 Lunch, 16 oz. 2 25 Queen, Mammoth, 19 oz. 3 75 Queen, Mammoth, 28 oz. 5 00 Olive Chow, 2 doz. 2 25 per doz. 2 25</p> <p>PICKLES Beutel's Bottled Pickles 8 oz., per doz. 90 10 oz., per doz. 95 16 oz., per doz. 1 45 24 oz., per doz. 1 90 32 oz., per doz. 2 35</p> <p>Barrels, 1200 count 7 75 5 half bbls. 600 count 4 50 5 gallon kegs 2 25</p> <p>Small Barrels 9 04 Half barrels 5 25 5 gallon kegs 1 90</p> <p>Gherkins Barrels 11 00 Half barrels 5 00 5 gallon kegs 2 75</p> <p>Barrels Sweet Small 13 50 Half barrels 7 50 5 gallon kegs 3 00</p> <p>PIPES Clay, No. 216, per box 1 75 Clay, T. D., full count 60 Cob 90</p> <p>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. 308 Bicycle 2 00 No. 632 Potomac whist 2 25</p> <p>POTASH Babbitt's 4 00</p> <p>PROVISIONS Barreled Pork Clear Back 17 00@17 50 Short Cut 16 50 Short Cut Clear 16 00 Bean 14 00 Brisket, Clear 23 00 Pig 23 00 Clear Family 26 00</p> <p>Dry Salt Meats S P Bellies 14 Lard Pure in tierces 10 @10 1/2 Compound lard 7 1/2 @ 7 3/4 80 lb. tubs 1/2 advance 1/2 80 lb. tubs 1/2 advance 1/2 50 lb. tins 1/2 advance 1/2 20 lb. pails 1/2 advance 1/2 10 lb. pails 1/2 advance 1/2</p>	<p>5 lb. pails advance 1 8 lb. pails advance 1 Smoked Meats Hams, 12 lb. av. 16 @16 1/2 Hams, 14 lb. av. 14 1/2 @15 Hams, 16 lb. av. 14 @14 1/2 Hams, 18 lb. av. 13 1/2 @14 Skinned Hams 14 1/2 @15 Ham, dried beef sets 13 California Hams 9 @ 9 1/4 Picnic Boiled Hams 15 Boiled Hams 23 @23 1/2 Minced Ham 11 Bacon 13 @13 1/2</p> <p>Sausages Bologna 8 Liver 7 1/2 @ 8 Frankfort 9 @ 9 1/2 Pork 11 Veal 11 Tongue 11 Headcheese 9</p> <p>Beef Boneless 14 00 Rump, new 15 00</p> <p>Pig's Feet 1/2 bbls. 95 1/2 bbls., 40 lbs. 1 90 1/2 bbls. 4 00 1 bbl. 9 00</p> <p>Tripe Kits, 15 lbs. 90 1/2 bbls., 40 lbs. 1 60 1/2 bbls., 80 lbs. 3 00</p> <p>Casings Hogs, per lb. 35 Beef, rounds, set 17 Beef, middles, set 70 Sheep, per bundle 80</p> <p>Uncolored Butterine Solid Dairy 12 @16 Country Rolls 12 1/2 @18</p> <p>Canned Meats Corned beef, 1 lb. 3 50 Corned beef, 1 lb. 1 85 Roast beef, 1 lb. 3 50 Roast beef, 1 lb. 1 85 Potted Ham, 1/2 50 Potted Ham, 1/4 50 Deviled Ham, 1/2 50 Deviled Ham, 1/4 50 Potted tongue, 1/2 50 Potted tongue, 1/4 50</p> <p>RICE Fancy 6 @ 6 1/2 Japan Style 4 1/2 @ 5 1/2 Broken 2 1/2 @ 3 1/4</p> <p>SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Worner's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35</p> <p>SALERATUS Packed 60 lbs. in box 2 00 Arm and Hammer 7 00 Wyandotte, 100 lbs. 3 00</p> <p>SAL SODA Granulated, bbls. 80 Granulated, 100 lbs. 80 Granulated, 36 pkgs. 1 20</p> <p>SALT Common Grades 100 3 lb. sacks 2 40 60 5 lb. sacks 2 25 28 10 lb. sacks 2 10 56 lb. sacks 2 12 28 lb. sacks 17</p> <p>Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56 lb. sacks 24</p> <p>Common Granulated, fine 95 Medium, fine 1 00</p> <p>SALT FISH Cod Large whole 7 1/2 Small, whole 10 1/2 Strips or bricks 7 1/2 @10 1/2 Pollock 4 1/2</p> <p>Hallbut Strips, medium 15 Chunks 16</p> <p>Holland Herring Y. M. wh. hoops, bbls. 11 50 Y. M. wh. hoop, 1/2 bbl. 6 00 Y. M. wh. hoop, kegs 72 Y. M. wh. hoop Milners 75</p> <p>Kegs Queen, bbls. 10 00 Queen, 1/2 bbls. 5 25 Queen, kegs 62</p> <p>Trout No. 1, 100 lbs. 7 50 No. 1, 40 lbs. 3 25 No. 1, 10 lbs. 90 No. 1, 8 lbs. 75</p> <p>Mackerel Mess, 100 lbs. 16 50 Mess, 40 lbs. 7 00 Mess, 10 lbs. 1 85 Mess, 8 lbs. 1 50 No. 1, 100 lbs. 15 50 No. 1, 40 lbs. 6 60 No. 1, 10 lbs. 1 70 No. 1, 8 lbs. 1 40</p> <p>Whitefish 100 lbs. 9 75 50 lbs. 5 25 10 lbs. 1 12 8 lbs. 92 100 lbs. 4 65 40 lbs. 2 10 10 lbs. 75 8 lbs. 65</p> <p>SEEDS Anise 10 Canary, Smyrna 4 1/2 Caraway 10 Cardamom, Malabar 1 00 Celery 28</p>	<p>Hemp, Russian 4 1/2 Mixed Bird 4 1/2 Mustard, white 10 Poppy 15 Rape 6</p> <p>SHOE BLACKING Handy Box, large 3 dz 2 50 Handy Box, small 25 Bixby's Royal Polish 85 Miller's Crown Polish 85</p> <p>SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rappie in jars 43</p> <p>SODA Boxes 5 1/2 Kegs, English 4 1/2</p> <p>SPICES Whole Spices Allspice, Jamaica 13 Allspice, large Garden 11 Cloves, Zanzibar 20 Cassia, Canton 14 Cassia, 5c pkg. doz. 25 Ginger, African 9 1/2 Ginger, Cochila 14 1/2 Mace, Penang 70 Mixed, No. 1 16 1/2 Mixed, No. 2 10 Mixed, 5c pkgs. doz. 45 Nutmegs, 75-30 30 Nutmegs, 105-110 20 Pepper, Black 38 Pepper, White 25 Pepper, Cayenne 22 Paprika, Hungarian 45</p> <p>Pure Ground in Bulk Allspice, Jamaica 12 Cloves, Zanzibar 24 Cassia, Canton 12 Ginger, African 18 Mace, Penang 75 Nutmegs 75-30 35 Pepper, Black 16 Pepper, White 38 Pepper, Cayenne 22 Paprika, Hungarian 45</p> <p>STARCH Corn Kingsford, 40 lbs. 7 1/4 Muzzy, 20 lb. pkgs. 5 1/2 Muzzy, 40 lb. pkgs. 5 1/2</p> <p>Gloss Kingsford Silver Gloss, 40 lbs. 7 1/4 Silver Gloss, 16 3lbs. 6 1/2 Silver Gloss, 12 6lbs. 8 1/4</p> <p>Muzzy 48 lb. packages 5 16 5lb. packages 4 1/2 12 6lb. packages 6 50lb. boxes 2 1/2</p> <p>SYRUPS Corn Barrels 28 Half barrels 31 20lb. cans, 1/2 dz. in cs. 1 85 10lb. cans, 1/2 dz. in cs. 1 85 5lb. cans, 2 dz. in cs. 1 90 2 1/2 lb. cans, 2 dz. in cs. 1 95</p> <p>Pure Cane Fair 16 Good 20 Choice 25 Michigan Maple Syrup Co. Brand Kalkaska, per doz. 2 25</p> <p>TABLE SAUCES Halford, large 3 75 Halford, small 2 25</p> <p>TEA Japan Sundried, medium 24@26 Sundried, choice 30@33 Sundried, fancy 36@40 Basket-fired medium 30 Basket-fired choice 35@37 Basket-fired, fancy 40 37 Nibs 30@32 Siftings 10@12 Fannings 14@15</p> <p>Gunpowder Moyune, medium 35 Moyune, choice 38 Moyune, fancy 50@60 Pingsuey, medium 33 Pingsuey, choice 35 Pingsuey, fancy 50@55</p> <p>Young Hyson Choice 31 Fancy 40@50</p> <p>Oolong Formosa, fancy 50@60 Formosa, medium 23 Formosa, choice 35</p> <p>English Breakfast Medium 25 Choice 30@35 Fancy 40@60</p> <p>India Ceylon, choice 30@35 Fancy 45@55</p> <p>TOBACCO Fine Cut Blot 1 45 Hiawatha, 16 oz. 60 Hiawatha, 1 oz. 56 No Limit, 8 oz. 1 72 No Limit, 16 oz. 3 48 Ojibwa, 16 oz. 48 Ojibwa, 5c pkg. 1 85 Ojibwa, 5c 47 Petoskey Chief, 7 oz. 1 90 Petoskey Chief, 14 oz. 3 80 Sterling Dark, 5c 5 75 Sweet Cuba, 5c 5 70 Sweet Cuba, 10c 11 10 Sweet Cuba, 16 oz. tins 6 00 Sweet Cuba, 16 oz. foil 4 50 Sweet Cuba, 16 oz. box 4 50 Sweet Cuba, 1/2 lb. 2 25 Sweet Burley, 5c 5 70</p>	<p>Sweet Mist, 1/2 gr. 5 70 Sweet Burley, 24 lb. cs 4 90 Tiger, 1/2 gross 6 00 Tiger, 5c tins 5 50 Uncle Daniel, 1 lb. 60 Uncle Daniel, 1 oz. 5 22</p> <p>Plug Am. Navy, 15 oz. 28 Drummond, Nat Leaf, 2 &amp; 5 lb. 60 Drummond Nat Leaf, per doz. 95 Battle Ax 37 Bracer 37 Big Four 31 Boot Jack 24 Bullion, 16 oz. 46 Climax Golden Twins 43 Days Work 37 Derby 28 5 Bros. 63 Gilt Edge 50 Gold Rope, 7 to 1b. 53 Gold Rope, 14 to 1b. 53 G. O. F. 36 Granger Twist 46 G. T. W. 37 Horse Shoe 49 Honey Dip Twist 45 Jolly Tar 40 J. T., 8 oz. 35 Keystone Twist 46 Kismet 48 Nobby Spun Roll 58 Parrot 28 Peachey 40 Peanut Twist 45 Piper Heidsick 62 Redcut, 1 1/2 oz. 38 Red Leaf 30 Sherry Cobbler, 10 oz. 26 Spear Head, 12 oz. 44 Spear Head, 14 1/2 oz. 44 Spear Head, 7 oz. 47 Square Deal 28 Star 43 Standard Navy 24 Ten Penny 31 Town Talk 14 oz. 30 Yankee Girl 32</p> <p>Smoking All Leaf 30 Banner, 5c 5 90 Bull Durham, 5c 5 90 Brier Pipe, 5c 5 90 Black Swan, 5c 5 76 Corn Cakes, 5c 5 76 Cuban Star, 5c 5 76 Dukes' Mixture, 5c 5 85 Drum, 5c 5 75 Glad Hand, 5c 5 72 Grant, 5c 6 20 Growler, 5c 4 40 Hand Made, 2 1/2 oz. 50 Honey Dew, 1 1/2 oz. 40 L. X. L., 5c 6 10 Lucky Strike, 1 1/2 oz. 94 Myrtle Navy, 5c 5 94 May Flower, shorts, 5c 5 76 Nigger Hair, 5c 5 94 Noon Hour, 5c 5 76 Peerless, 5c 5 70 Peerless, 10c 11 52 Plover Boy, 5c 5 76 Pilot, 5c 5 40 Prince Albert, 10c 96 Rob Roy, 5c 5 90 Soldiers' Boy, 5c 5 95 Sweet Lotus, 5c 6 00 Sweet Tip Top, 5c 5 00 Sun Cured, 10c 11 75 Summer Time, 5c 5 76 Trout Line, 5c 5 95 Tuxedo, 1 oz. 48 Tuxedo, 2 oz. 96 Union Leader, 5c 5 95 Uncle Sam, 10c 10 80 Yum Yum, 5c 5 85</p> <p>TWINE Cotton, 3 ply 24 Cotton, 4 ply 24 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium 24 Wool, 1 lb. bales 8</p> <p>VINEGAR Oakland Vinegar &amp; Pickle Co.'s Brands Highland apple cider 18 Oakland apple cider 13 State Seal sugar 12 Oakland white pickling 10 Packages free.</p> <p>WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75</p> <p>WOODENWARE Baskets Bushels, wide band 1 15 Market 40 Splint, large 3 50 Splint, medium 3 00 Splint, small 2 75 Willow, Clothes, large 8 25 Willow, Clothes, small 6 25 Willow, Clothes, me'm 7 25</p> <p>Butter Plates Wire End or Ovals 1/2 lb., 250 in crate 30 1 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</p> <p>Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 Clothes Pins Round Head 4 inch, 5 gross 45 4 1/2 inch, 5 gross 50 Cartons, 20 2 1/2 doz. bxs. 55 Egg Crates and Filters Humpty Dumpty, 12 dz. 90</p>



# Special Price Current

12	No. 1 complete	40
	No. 2 complete	28
	Case No. 2 fillers, 15 sets	1 35
	Case, medium, 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	
Ideal No. 7	85	
12lb. cotton mop heads	1 45	

Pails		
2-hoop Standard	2 00	
3-hoop Standard	2 35	
2-wire Cable	2 10	
Cedar all red brass	1 25	
3-wire Cable	2 30	
Paper Eureka	2 25	
Fibre	2 70	

Toothpicks		
Birch, 100 packages	2 00	
Ideal	85	

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	7 50	
18-in. Standard, No. 2	6 50	
16-in. Standard, No. 3	5 50	
20-in. Cable, No. 1	8 00	
18-in. Cable, No. 2	7 00	
16-in. Cable, No. 3	6 00	
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 75	
Double Peerless	3 75	
Single Peerless	3 75	
Northern Queen	3 25	
Double Duplex	4 00	
Good Luck	2 75	
Universal	2 00	

Window Cleaners		
12 in.	1 65	
14 in.	1 85	
16 in.	2 20	

Wood Bowls		
13 in. Butter	1 60	
15 in. Butter	2 25	
17 in. Butter	4 15	
19 in. Butter	6 10	
Assorted, 13-15-17	3 00	
Assorted, 15-17-19	4 25	

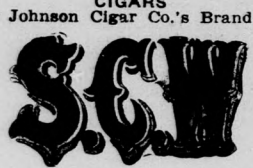
WRAPPING PAPER		
Common Straw	2	
Fibre Manila, white	3	
Fibre, Manila, colored	4	
No. 1 Manila	4	
Cream Manila	3	
Butchers' Manila	2 1/2	
Wax Butter, short c't	13	
Wax Butter, full count	20	
Wax Butter, rolls	19	

YEAST CAKE		
Magic, 3 doz.	1 15	
Sunlight, 3 doz.	1 00	
Sunlight, 1 1/2 doz.	50	
Yeast Foam, 3 doz.	1 15	
Yeast Cream, 3 doz.	1 00	
Yeast Foam, 1 1/2 doz.	58	

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	

13	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
Puritana	35
Panatellas, Finas	35
Panatellas, Bock	35
Jockey Club	35

COCOANUT		
Baker's Brazil Shredded		



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

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



White House, 1lb.	
White House, 2lb.	
Excelsior, Blend, 1lb.	
Excelsior, Blend, 2lb.	
Tip Top, Blend, 1lb.	
Royal Blend	
Royal High Grade	
Superior Blend	
Boston Combination	
Distributed by Judson Grocer Co., Grand Rapids;	
Lee & Cady, Detroit;	
Symons Bros. & Co., Saginaw;	
Warner, Jackson, & Godsmark, Durand & Co., Battle Creek; Fielbach Co., Toledo.	



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

## 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 35
50 cakes, small size	1 95

Gowans & Sons Brand.



Single boxes	3 00
Five box lots	2 95
Ten box lots	2 90
Twenty-five box lots	2 85

J. S. Kirk & Co.		
American Family	4 00	
Dusky Diamond 50 8 oz	2 80	
Dusky D'nd 100 6 oz	3 80	
Jap Rose, 50 bars	3 60	
Savon Imperial	3 00	
White Russian	3 60	
Dome, oval bars	3 00	
Satinet, oval	2 70	
Snowberry, 100 cakes	4 00	

Lautz Bros. & Co.		
Acme, 30 bars, 75 lbs.	4 00	
Acme, 25 bars, 75 lbs.	4 00	
Acme, 25 bars, 70 lbs.	3 80	
Acme, 100 cakes	3 25	
Big Master, 72 blocks	2 85	
German Mottled	3 50	
German Mottled, 3 uxs	3 45	
German Mottled, 10 bx	3 40	
German Mottled, 25 bx	3 35	
Marseilles, 100 cakes	6 00	
Marseilles, 100 cks 5c	4 00	
Marseilles, 100 ck toll	4 00	
Marseilles, 1/4 bx toilet	2 10	

Proctor & Gamble Co.		
Lenox	3 00	
Ivory, 6 oz.	4 00	
Ivory, 10 oz.	6 75	
Star	3 85	

Tradesman Co.'s Brand



Black Hawk, one box	2 50
Black Hawk, five bxs	2 40
Black Hawk, ten bxs	2 35

A. B. Wrisley		
Good Cheer	4 00	
Old Country	3 40	

Soap Powders		
Snow Boy, 24s family size	3 75	
Snow Boy, 60 5c	2 40	
Snow Boy, 30 10c	2 40	
Gold Dust, 24 large	4 50	
Gold Dust, 100-5c	4 00	
Kirkoline, 24 4lb.	3 80	
Pearline	3 75	
Soapine	3 10	
Babbitt's 1776	3 75	
Roseline	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 35	

Scouring		
Enoch Morgan's Sons		
Sapolio, gross lots	9 50	
Sapolio, half gro. lots	4 85	
Sapolio, single boxes	2 40	
Sapolio, hand	2 40	
Scourine Manufacturing Co		
Scourine, 50 cakes	1 85	
Scourine, 100 cakes	3 50	

## 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  
Dallas

## Post Toasties

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

Postum Cereal Co., Ltd.  
Battle Creek, Michigan

**TRACE** Your Delayed Freight Easily and Quickly. We can tell you how. **BARLOW BROS.,** Grand Rapids, Mich.

Increase Your Sales of

## BAKER'S Cocoa and Chocolate



ANY GROCER who handles our preparations can have a beautifully illustrated booklet of chocolate and cocoa recipes sent with his compliments to his customers entirely free of charge.

Ask our salesman or write

Registered, U. S. Pat. Off.  
**Walter Baker & Co. Ltd.**  
DORCHESTER, MASS.

# Not Next Month But Right Now

Is the time to sell Holiday Goods, and the dealer who has them on display in his store is the one who will sell them. Will it be YOU or your competitor? "The early bird catches the worm" and the "worm" is due about now. We have an unusually fine line of New Nuts, New Santa Clara Prunes, Raisins of all kinds, Dates, Figs, Citrons, in fact a complete line of Holiday Goods, and can give you prompt shipment and the finest goods ever brought to this market, and the prices will please you.

## Judson Grocer Co.

Wholesale Grocers

Grand Rapids, Mich.



# BUSINESS-WANTS DEPARTMENT

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

## BUSINESS CHANCES.

Michigan Hotel For Sale—Leading commercial house in city of 3,500. Rates \$2 up. Favorite resort, beautiful spot. Over-looking lake. Excellent all year trade. \$12,500 cash required. Address No. 806, care Tradesman. 806

For Sale—Small stock groceries. Well located, doing good business. Address 805, care Tradesman. 805

For Sale—Leading dry goods business in thriving Western Michigan town of 1,500. Firm unchanged for 35 years. Owners wish to retire on account of age and illness. Half cash, balance to suit. Splendid store building at reasonable rent. This will bear closest investigation. Address No. 803, care Tradesman. 803

For Sale—Elevator and coal business in thriving Michigan town of 1,500. Owner wishes to retire after 23 years in same location. Has fine plant, all in good shape. Giant bean picker and fifteen hand pickers. Plenty of coal sheds. Plant doing splendid business, which will show for itself. Don't write unless you mean business. Cash deal; no trading proposition. Address No. 804, care Tradesman. 804

For Sale—Old established general mercantile business in good farming district; no competition. Owner retiring on account of ill health. Pelton & McGee, Pontiac, Mich. 802

For Sale—50 room modern hotel, Hillsdale, Michigan, with furnishings; steam heat; electric lights; gas; bath; the old Mosher Hotel, running, rented. Look this up with proposition. Owner, Box 34, Kankakee, Ill. 801

For Sale—Or trade, on account of financial difficulties, the only up-to-date Gall Salve and Powder Remedy, for animal or human use; also face cream, all registered under the pure food act. Sold by first-class dealers everywhere. The latest up-to-date machinery with electric power attachment; can be put in your own home; owner will put machinery and teach the formula complete. Address Remedy Co., 1119 Wells St., Chicago, Ill. 800

For Sale—At once, a small stock of shoes and gents' furnishings. Good town, best location. Failing health, reason for selling. Address No. 812, care Tradesman. 812

For Sale—Drug stock, Central Michigan, city 5,000. Good factory town. Poor health, must sell. Address H, care Michigan Tradesman. 811

For Sale—Old established drug stock and fixtures located at Galesburg. Reason for selling, death of owner. Address Nina G. Burdick, Galesburg, Mich. 810

For Sale—A new two-story brick building, with fine living rooms above, electric lights and water, also first-class grocery and meat market, stock and fixtures. This property is located in a growing town of about 2,000 population, in one of the best farming districts in Michigan. Stock and fixtures will invoice about \$2,500. Will sell this property cheap for cash or would take a small fruit and poultry farm for part pay. This is a fine opportunity for anyone desiring to go into business. Poor health reason for selling. Address No. 809, care Michigan Tradesman. 809

For Rent—Space to a live man for a grocery department in a new building now being constructed. The store is 83 feet by 115, and has 170 feet of show window. Will also lease space for a house furnishings department. Address The Boston Store, La Porte, Ind. 808

Investors Notice—Planing mill, working 1/2 dozen hands all the time, electric power, all machinery, building, brick 80x100, 4 room house. Good will and business \$8,000. Rated at \$10,000. Will stand close investigation. J. W. Hoffman, 318 Northern Ave., Pueblo, Colo. 807

For Sale—160 acres of land in Benzie county. Guaranteed to grow alfalfa or no sale. Address No. 799, care Tradesman. 799

For Sale—At a bargain if taken at once, restaurant and soda fountain, also latest improved machinery for making ice cream, in a town of 3,000 with only one hotel. Write for further particulars. Address R. N., care Tradesman. 796

We have the best advertising proposition on the market to-day for dry goods merchants, general store merchants and department stores—no other kind. Exclusive to one merchant in a town. Satisfaction guaranteed to each patron. Write for particulars. Reporter Service Bureau, 215 S. Market St., Chicago. 794

Shoe Stock For Sale—Excellent established cash business in Cleveland. Invoice about \$5,000, rubbers included. Business to be continued by purchaser. No competition within ten blocks. Large, light, steam heated room, fine shelving. Excellent enclosed white paneled window. \$40 month. Money maker for hustler, 1/2 cash. J. W. Stone, 9704 Madison avenue, N. W., Cleveland, Ohio. 792

Store To Rent—The best equipped store for dry goods or other business and best location in town. Rochester Building Association, Rochester, Michigan. 791

If you want to trade your store for land or city property, write for our free exchange catalogue containing hundreds of farms and city properties for exchange. You can deal directly with the owners. Interstate Land Agency, Decatur, Ill. 789

Clippings from Michigan and outside newspapers on any subject. Write Almond Griffen, Route 7, Grand Rapids, or call Citizens 4939. 785

Factory working overtime; can't fill orders must double capacity; shares sold for cash or installments; write for particulars. Harry E. Virden, P. O. Box 133, Mt. Pleasant, Iowa. 783

Business Wanted—Will pay cash. Am looking for a good opening. Give full description and lowest price. M. Tradesmen, Box 1261, Cherry Valley, Illinois. 780

Wanted—To buy stock of general merchandise, clothing or shoes. Address Box 116, Bardolph, Ill. 777

Nuts—1911 crop blackwalnuts, \$1 bushel. Shell bark hickory nuts, \$2 bushel. Cash with order. E. Wood Co., Moulton, Iowa. 778

All farm of 110 acres, 3/4 mile to best 2,000 city in Michigan, to exchange for general store. Address Exchange 428, care Michigan Tradesman. 774

For Sale—Up-to-date general merchandise, \$8,000. Best town in Michigan. Splendid chance for younger man. Only one competitor. Old age and sickness, cause for selling. Can reduce stock. Liberal cash discount. Address W. H., care Tradesman. 772

For Sale—\$3,500 general stock. Annual cash sales \$18,000. Traverse City Business Exchange, Traverse City, Michigan. 770

Let us sell your business, farm or fruit lands. Traverse City Business Exchange, 210 Wilhelm Bldg., Traverse City, Mich. 766

I pay cash for stocks or part stocks of merchandise. Must be cheap. H. Kaufer, Milwaukee, Wis. 72

ATTENTION MERCHANTS! SHIP YOUR PACKING STOCK TO US. WE PAY CASH AND THE HIGHEST PRICES ALL THE TIME. NATIONAL FOOD PRODUCTS CO., BRIGHTON, MICHIGAN. 730

For Sale—At once at a bargain, small hardware and grocery stock in new farming country, doing good business. Sickness in family reason for selling. Write for particulars No. 694, care Tradesman. 694

Kodak films developed, 10c per roll, any size. Prompt attention given mail orders. Prints 2 1/4 x 3 1/4 to 3 1/4 x 4 1/4, 3c; 4x5 to 3 1/4 x 5 1/2, 4c. J. M. Manning, 1062 Third Ave., New York City. 701

For Sale—Grocery and bakery, doing good business, equipped with first-class fixtures in town 5,000 population. Plenty manufacturing. Largest potato market in Michigan. Best of reasons for selling. Address No. 692, care Tradesman. 692

Merchandise sale conductors. A. E. Greene Co., 414 Moffat Bldg., Detroit. Advertising furnished free. Write for date, terms, etc. 549

Wanted—To buy, for cash, stock of shoes, clothing or dry goods. Address R. W. Johnson, Pana, Ill. 659

For Sale—Clean stock of general merchandise, including buildings in country town in the Thumb of Michigan. Inventories \$3,000. Reason for selling, failing health. Can reduce stock. Address Lock Box 107, Colling, Michigan. 646

Safes Opened—W. L. Slocum, safe expert and locksmith. 68 Ottawa street, Grand Rapids, Mich. 104

Will pay cash for stock of shoes and rubbers. Address M. J. O., care Tradesman. 221

Cash for your business or real estate. I bring buyer and seller together. No matter where located if you want to buy, sell or exchange any kind of business or property anywhere at any price, address Frank P. Cleveland, Real Estate Expert, 1261 Adams Express Building, Chicago, Illinois. 984

## HELP WANTED.

Wanted—Railway mail clerks, average \$1,100. Every second week off; full pay. Examinations announced everywhere Jan. 15th. Write for free sample questions. Candidates prepared free. Franklin Institute, Dept. R 53, Rochester, N. Y. 798

Wanted—Clothing and furnishing goods salesman. State salary wanted. References required. Town 900 population. Box 207, Lakeview, Mich. 787

Wanted—Lady clerk, with some experience in dry goods store. Address Box 207, Lakeview, Mich. 788

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

Wanted—A city salesman. State in writing, age and former occupation. Address B, care Tradesman. 786

Wanted—A successful salesman with acquaintance in Ohio, Indiana, Michigan to represent strongest line of wash skirts on the market. Commission basis. Rutland Garment Co., Rutland, Vt. 784

Salesman to carry line of pearl buttons. Lock Box 418, Muscatine, Iowa. 782

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.

## Michigan Tradesman





## GETTING TOGETHER.

(Continued from page one)

made goods; by securing conventions whose delegates will spend more or less money in shopping and otherwise. Through organization, also, an adequate convention hall, instead of being a dream will become a reality. Mr. Knott suggested that the retailers' organization, instead of being independent, should be affiliated with the Board of Trade, thereby making the retailers a part of the big game of city promoting. He recalled the experience of the wholesalers who a few years ago were as far apart as the retailers are to-day, and now are a united and harmonious force in working for the increase of this city's business. If the retailers will get together and become acquainted with one another, they, too, will become a power for their own and the city's good.

J. Newton Nind told of the Chicago Association of Commerce which started with sixty-three members and whose membership now represents every branch of business. This organization has been the most powerful factor in the building up of modern Chicago and its greatest and best work has not been the securing of new factories and other tangibles, but in the awakening of civic pride and public spirit, and the same results will follow here if the retailers will get together for co-operative and united effort.

Frank P. Winegar, Chas. Trankla, Chas. E. Norton, D. M. Wegner, Paul F. Steketee, Edward Rood, M. A. Heyman, Guy W. Chaffee, J. Frank Quinn, Morris Friedman and others spoke briefly, discussing various phases of the organization question. Mr. Wegner brought up the matter of a convention hall and Mr. Beck told how St. Paul auditorium was built. The Association of Commerce asked the city council to appropriate \$200,000 toward the building of a city hall, provided the Association raised an equal amount, and this proposition was accepted, with the proviso that the auditorium when built should be the property of the city. The Association organized a campaign to raise its share of the money and in three weeks had \$214,000 in subscriptions in amounts from 25 cents to \$2,500, and of this all but \$2,000 was actually collected. With the money in sight the Association purchased a site and went ahead with the building and when its fund was exhausted the city took hold and finished it. The total cost was \$440,000, and the \$40,000 deficit was made up by means of a public entertainment. With this auditorium it has been easy to secure conventions for St. Paul and there has been a place for expositions, public entertainments and other functions. More than this, it has been a visible evidence of what can be accomplished through co-operation and a constant inspiration to continued team work among the citizens. Raising the auditorium fund did not exhaust the ability of the people to give to public enterprises, but, on the contrary, stimulated giving. A few months later the money was raised for a Y. M.

C. A. building and then a building was erected for the Y. W. C. A. and the experience of St. Paul has been the more that is raised for worthy public purposes the easier it is to raise more. Mr. Beck added that when men join an association their interest should not be what the association can do for them, but what they can do for the association. If a city grows the individual citizen is sure to grow with it.

During the discussion the matter of new factories was mentioned and this gave Mr. Sweet, who is chairman of the Board of Trade Industrial Committee, an opportunity to explain why the Board of Trade has not been more successful in landing new enterprises. At the present time a local concern wants a larger factory and is willing to pay 6 per cent. on the investment, taxes and insurance, if somebody will build a factory such as is desired, with the privilege of purchase in twenty years. If individual capitalists are unwilling to build a factory, what can the Board of Trade do? An organization is needed to whom such propositions can be presented with some assurance that action will be taken.

The speakers were all in favor of organization and many were in favor of immediate action and Carroll F. Sweet was nominated for the presidency. It was decided, however, that greater deliberation would be wiser and the committees were appointed instead, and at a meeting next Monday night the organization will be effected.

## Manufacturing Matters

Belding—The Ezytask Manufacturing Co. is the name of a new company established to engage in the manufacture of a polish, cleanser and disinfectant.

Detroit—The Victor Broom Co. has been incorporated with an authorized capital stock of \$25,000, of which \$16,000 has been subscribed and \$6,800 paid in in property.

Detroit—The National Foundry Supply Co. has been incorporated with an authorized capitalization of \$10,000, all of which has been subscribed and \$1,000 paid in in cash.

Belding—The Belding Broom Co. has engaged in business with an authorized capital stock of \$2,000, of which \$1,300 has been subscribed, \$250 paid in in cash and \$535 in property.

Detroit—The Invincible Starter Co. has engaged in the manufacture and sale of a device for the starting of automobiles without a crank, with an authorized capital stock of \$1,000, all of which has been subscribed and paid in in cash.

Detroit—A new company has been incorporated under the style of the International Sales Co. to manufacture and deal in accessories, novelties and specialties, with an authorized capital stock of \$5,000, of which \$2,500 has been subscribed and \$500 paid in in cash.

Detroit—The Weir-Horton Manufacturing Co. has been incorporated for the purpose of manufacturing and dealing in automobiles, motor cycles, bicycles, aeroplanes and flying

all kinds. The new company has an machines and motors and engines of authorized capital stock of \$25,000, of which \$12,510 has been subscribed and \$10,051 paid in in cash.

Bay City—The National By-Products Co. has engaged in business for the purpose of manufacturing, refining and dealing in sugar and molasses, manufacturing, refining and extracting sugar, alcohol and other by-products from molasses and syrup. The company has an authorized capital stock of \$24,000, of which \$12,000 has been subscribed and \$2,400 paid in in cash.

Charlotte—Frank P. Town, formerly a lumber dealer at Vermontville, but who is now a resident of this place, has bought a half interest in the old Dolson automobile plant, the First National Bank owning the other half. The building has been used recently by the Duplex Power Car Co., which is not doing business, but which still occupies the plant, although it has no lease. Charlotte is wondering now just what is to happen.

## Potatoes Five Cents Lower Than a Week Ago.

The potato market has ruled rather quiet for the past few days. Receivers in the distributing centers have been busy with Thanksgiving trade and, as a consequence, potatoes have, to a certain extent, been neglected.

The car situation is better and the railroads have been able to supply quite a few more refrigerators. As a consequence, the offerings by shippers have been more liberal. Quite a good many shippers have lined box cars and fired them through to destination or transferred them in transit at points where the refrigerator equipment was available. This has caused a decline in prices and the market today is 5c lower than one week ago.

Receipts in Chicago have been liberal, which caused a break in that market during the past week of from 5@7c. There should be a slightly better demand next week and, unless the supply of cars increases materially, present prices should be maintained.

The prices at some loading stations have been so high that there was no possibility for a margin, consequently those holding high priced stock are bending every effort to maintain the market.

Receipts of foreign stock have been fairly liberal in the seaport towns, but owing to the fact that the movement in Maine and New York has been very light, the Eastern market has not been greatly depressed.

## Beans Five Cents a Bushel Lower.

There has been a very moderate enquiry for beans the past week. The price has dropped off about 5c per bushel. Most buyers have a few beans in stock and are not inclined to take hold. The price is yet above normal and 25c per bushel above the average price for twenty years in November and December. The situation in Michigan seems to have little effect on the buyer, and with the coming of the holiday season

there is little or no prospects of a better demand.

The red kidney bean market has also dropped 10@15c per bushel the last week. Weather conditions are more favorable for handling them. The installation of dryers in many elevators has proved to be effective and the reds are coming onto the market very rapidly.

The average price being paid to the farmers over the State right now is on a basis of \$2 for white beans and \$2.15@2.25 for red kidney beans.

E. L. Wellman.

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

Buffalo, Nov. 29—Creamery, 28@35½c; dairy, 20@30c; poor, all kinds, 18@20c.

Eggs—Fancy, fresh candled, 38@40c; choice, 32@36c; cold storage candled, 22@23c.

Dressed Poultry—Old cox, 9@10c; chickens, 10@13c; fowls, 10@12½c; ducks, 16@18c; turkeys, 20@22c.

Live Poultry—Fowls, 10@11c; ducks, 14@15c; turkeys, 18@19c; spring chickens, 10@12c; geese, 13@14c; old cox, 9c.

Beans—Medium, \$2.40; marrow, \$2.80@2.90; pea, \$2.50; red kidney, \$3.25; white kidney, \$2.75@3.

Potatoes—\$1 per bu.

Rea &amp; Witzig.

A great many people have been fooled recently by statements going the rounds of the newspapers, to the effect that 1910 nickels are worth \$95.50. This statement is true, as any one can see by figuring it out, for every nickel is worth five cents and if you have 1910 of them you have \$95.50. That so many thought a nickel with the 1910 date was worth \$95.50 proves how easy it is to fool some people, who jump at conclusions and do not take the trouble to look into any matter that interests them.

The salt may be coarse without being the least bit objectionable.

Politics are often the most bothersome kind of ticks.

## BUSINESS CHANCES.

Wanted—About March 1, 1912, a good drug clerk familiar with drugs and wall paper, who is reliable, steady and will take an interest in his work. I will have a good position open and desire a competent man. City of 5,000 in Indiana. Address Rexall Positon, care Tradesman.

813



**Fine Half-tone Plates of Furniture Catalogs Complete**

**Tradesman Company Engravers and Printers Grand Rapids, Mich.**



IMPORTED FROM HOLLAND

After you have sold a customer her first tin of

## DROSTE'S PURE DUTCH COCOA

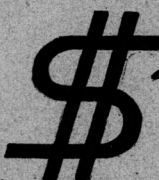
You can rest assured she will bring you her repeat orders. DROSTE'S COCOA makes fast friends with all who want highest quality. It costs the consumer less, still it pays you a better profit than other high-grade cocoas.

Ask for samples and particulars.

**H. HAMSTRA & CO., Importers**  
Grand Rapids, Mich.



IMPORTED FROM HOLLAND



## Dollars for You

Mr. Grocer, in pushing **HOLLAND RUSKS**. Good for Breakfast, Lunch and Dinner. **Holland Rusks** are so appetizing served with fruits and cream. Urge your customers to try them. We employ no salesmen. We put the quality in our goods. Jobbers and retailers like to sell them because they are repeaters. Order a sample case. Five case lots delivered. Advertising matter in each case.

**Holland Rusk Co. Holland, Mich.**



## Putnam's Menthol Cough Drops

Packed 40 five cent packages in carton  
Price \$1.00

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

**ONE FULL SIZE CARTON  
FREE**

when returned to us or your jobber  
properly endorsed

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

## Don't Pay a Fancy Price for Vinegar

SEND US AN ORDER TO-DAY FOR

*Robertson's*  
**COMPOUND**

**GRAIN, SUGAR AND GRAPE VINEGAR**

The price is 13 1/4 cts. per gallon with one barrel free with each fifth barrel shipped this season.

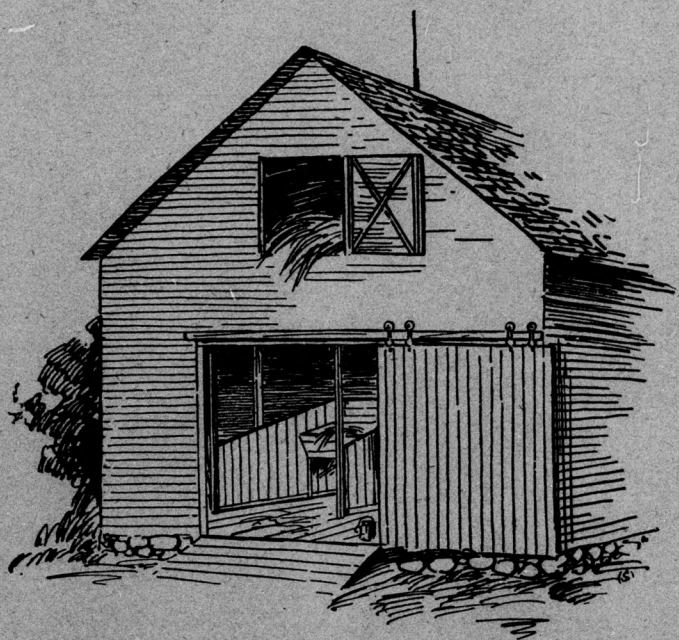
**F. O. B.** Kalamazoo, Lawton, Grand Rapids, Saginaw, Jackson, Detroit, Alpena, Traverse City or Bay City. **F. O. B.**

STOCK ALWAYS ON HAND AT THESE POINTS

An Ideal Pickling and Table Vinegar  
Satisfaction Absolutely Guaranteed

**Lawton Vineyards Co. :: Kalamazoo, Mich.**

# Lock the Door and Save the Horse



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

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

## A Bang Up Good Safe

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

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

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

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





# The IDEAL Clothing Co.'s "BLUE LINE"

RENOWNED FOR FIT AND WEAR

A thoroughly complete, dependable and profitable line of overalls and coats, especially adapted to the requirements of the retail trade throughout the middle west and comprising thirty-six numbers, arranged as follows:



M  
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## "The Blue Line Special"

2.40 D & T Indigo Denim  
Lot 190 Pantaloons Overall at \$4.50, to Retail at 50  
Lot 199 Apron Overall at \$5.00, to Retail at 60  
Lot 299 Jumper at \$4.50, to Retail at 50

## "The Old Reliable"

2.40 D & T Indigo Denim  
Lot 100 Pantaloons Overall at \$5.50, to Retail at 60  
Lot 103 Apron Overall at \$6.00, to Retail at 65  
Lot 209 Uniform Coat at \$5.50, to Retail at 60

## "The Peerless"

2.40 Fine Twilled Indigo Denim  
Lot 130 Pantaloons Overall at \$7.00, to Retail at 75  
Lot 133 Apron Overall at \$8.00, to Retail at 85  
Lot 233 Uniform Coat at \$8.00, to Retail at 85

## "The Iron Man"

2.20 White-Back Non-Shrinkable Denim  
Lot 109 Pantaloons Overall at \$8.50, to Retail at 90  
Lot 110 Apron Overall at \$9.50, to Retail at 100  
Lot 210 Uniform Coat at \$9.50, to Retail at 100

## "Olive Stripe"

2.40 Palmer Coverts  
Lot 183 Pantaloons Overall at \$7.00, to Retail at 75  
Lot 184 Apron Overall at \$8.00, to Retail at 85  
Lot 284 Uniform Coat at \$8.00, to Retail at 85

## "Tobacco Brown"

2.40 Palmer Coverts  
Lot 181 Pantaloons Overall at \$7.00, to Retail at 75  
Lot 182 Apron Overall at \$8.00, to Retail at 85  
Lot 281 Uniform Coat at \$8.00, to Retail at 85

## "Gray Stripe"

2.40 Cottonade  
Lot 185 Pantaloons Overall at \$6.50, to Retail at 75

## "Hearts and Flowers"

Pure Indigo Drill  
Lot 179 Apron Overall at \$8.50, to Retail at 90-100  
Lot 279 Uniform Coat at \$8.50, to Retail at 90-100

## "The Wabash"

Pure Indigo Drill  
Lot 176 Apron Overall at \$9.50, to Retail at 100  
Lot 276 Uniform Coat at \$9.50, to Retail at 100

## "The Star"

Pure Indigo Drill  
Lot 170 Pantaloons Overall at \$7.00, to Retail at 75  
Lot 180 Apron Overall at \$8.00, to Retail at 85  
Lot 280 Uniform Coat at \$8.00, to Retail at 85

## "Standard Drill"

White Fine Yarn  
Lot 111 Apron Overall at \$5.50, to Retail at 60  
Lot 215 Jumpers at \$5.00, to Retail at 60

## "Boys' Blue"

D & T Indigo Denim  
Lot 101 Pantaloons Overall at \$4.50, to Retail at 50  
Lot 113 Apron Overall at \$4.50, to Retail at 50  
Lot 217 Jumpers at \$4.50, to Retail at 50

## "Boys' Star"

Pure Indigo Drill  
Lot 120 Apron Overall at \$6.00, to Retail at 65  
Lot 220 Uniform Coat at \$6.00, to Retail at 65

## "Brownies"

D & T Indigo Denim  
Lot 116 Apron O'll. 4-15, at \$3.50, to Retail at 40  
Lot 116 Apron O'll. 8-15, at \$3.75, to Retail at 40-45  
Lot 116 Apron O'll. 11-15, at \$4.00, to Retail at 45-50  
Otis Stripe Suitings

Lot 117 Apron O'll. 4-15, at \$4.00, to Retail at 50  
Lot 117 Apron O'll. 8-15, at \$4.25, to Retail at 50  
Lot 117 Apron O'll. 11-15, at \$4.50, to Retail at 50  
Lot 121 Apron O'll. 27-31, at \$5.00, to Retail at 60

## "Plaid"

Blue and White  
Lot 218 Jumper at \$4.50, to Retail at 50

Samples Sent Prepaid

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# THE IDEAL CLOTHING Co.

GRAND RAPIDS

