

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Eighteenth Year

GRAND RAPIDS, WEDNESDAY, APRIL 3, 1901.

Number 915

If you want to handle a reliable brand of Rubbers, something that you can unhesitatingly recommend to your trade

Buy Beacon Falls

They are sold direct from manufacturer to retailer and are unequalled for style and quality.

Beacon Falls Rubber Shoe Co.,
207 and 209 Monroe Street, Chicago, Ill.

SEND FOR SAMPLE OF LEATHER TOPS.

Stop Right Where You Are!

Give this your consideration:

Our Cigars Make Money for You

They increase your business and not your expenses, therefore you should always use

Royal Tiger 10c

Tigerettes 5c

A Smoker's Smoke

PHELPS, BRACE & CO., Detroit, Mich.

The Largest Cigar Dealers in the Middle West.

Carolina Brights Cigarettes "Not Made by a Trust."

F. E. BUSHMAN, Manager Cigar Department.

MICA AXLE GREASE

has become known on account of its good qualities. Merchants handle Mica because their customers want the best axle grease they can get for their money. Mica is the best because it is made especially to reduce friction, and friction is the greatest destroyer of axles and axle boxes. It is becoming a common saying that "Only one-half as much Mica is required for satisfactory lubrication as of any other axle grease," so that Mica is not only the best axle grease on the market but the most economical as well. Ask your dealer to show you Mica in the new white and blue tin packages.

ILLUMINATING AND LUBRICATING OILS

PERFECTION OIL IS THE STANDARD
THE WORLD OVER

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

20000 Cords Hemlock Bark Wanted

We pay cash. Write us for quotations.



Michigan Bark & Lumber Co.

527 and 528 Widdicomb Bld.,
Grand Rapids, Mich.

C. U. CLARK,
President.
W. D. WADE,
Vice-President.
F. N. CLARK,
Sec'y & Treas.

BETTER THAN EVER

STARDEN

50 CIGAR

SOLD BY ALL JOBBERS

Ask us for quotations

On Street Car Feed, No. 1 Feed, Meal, Corn, Oats, Gluten Feed,
Cotton Seed Meal; any quantity, large or small. Prompt shipment.

Walsh-DeRoo Milling Co., Holland, Mich.



The Guarantee of Purity and Quality
in Baked Goods. Found on every pack-
age of our goods.

Good goods create a demand for them-
selves. It is not so much what you
make on one pound. It's what you
make in the year.

National Biscuit Co.

Grand Rapids, Mich.

EGG Baking Powder

THE GORED OX BELLOWS.

How fiercely our jealous competitors
have been attacking EGG BAKING
POWDER in the local papers lately.
They wouldn't try to bother us unless
they saw their trade going—going—al-
most gone in this State!

There is

NO ALUM

in Egg Baking Powder. It is
like the beaten whites of eggs.

For terms address our nearest office.

Home Office, 80 West street, New York.

Western Office,

523 Williamson Bldg, Cleveland.

Branch Offices:

Indianapolis	Detroit
Cincinnati	Fort Wayne
Grand Rapids	Columbus

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Volume XVIII.

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ASSOCIATE OFFICES IN ALL PRINCIPAL CITIES



References: State Bank of Michigan and Michigan Tradesman, Grand Rapids. Collector and Commercial Lawyer and Preston National Bank, Detroit.

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdicomb Bld'g, Grand Rapids, Mich.

Books arranged with trade classification of names. Collections made everywhere. Write for particulars.

L. P. WITZLEBEN, Manager.

THE Grand Rapids FIRE INS. CO.

Prompt, Conservative, Safe.

J. W. CHAMPLIN, Pres. W. FRED McBAIN, Sec.

Wholesale Ready Made Clothing

Nearly all kinds, for all seasons, for Men, Boys and Children. Meet

WILLIAM CONNOR

who will be at Sweet's Hotel, Grand Rapids, April 9 to 14, and you will see a large line of samples to select from. Customers' expenses allowed. Or if you prefer, write him, care Sweet's Hotel, and he will call on you. He pays prompt attention to mail orders.

A. BOMERS,

..Commercial Broker..

And Dealer in

Cigars and Tobaccos,

157 E. Fulton St. GRAND RAPIDS, MICH.

Knights of the Loyal Guard

A Reserve Fund Order

A fraternal beneficiary society founded upon a permanent plan. Permanency not cheapness its motto. Reliable deputies wanted. Address

EDWIN O. WOOD, Flint, Mich. Supreme Commander in Chief.

13 ONLY

13 Genuine Bargains

If you use a Cost Book you will never get another such bargain as we are offering—13 books only are left. When they are gone you will pay four times our present price if you get one. Write for sample leaf and particulars.

BARLOW BROS.

Grand Rapids, Michigan

Tradesman Coupons

IMPORTANT FEATURES.

- Page.
2. Getting the People.
 4. Around the State.
 5. Grand Rapids Gossip.
 6. Clerk's Corner.
 7. The Senior Partner.
 8. Editorial.
 9. Editorial.
 10. Dry Goods.
 11. Window Dressing.
 12. Shoes and Rubbers.
 15. Alum Powders Prohibited.
 16. Butter and Eggs.
 17. The Meat Market.
 18. Hardware.
 19. Hardware Quotations.
 20. Woman's World.
 22. Fruits and Produce.
 23. The New York Market.
 24. Clothing.
 25. Commercial Travelers.
 26. Drugs and Chemicals.
 27. Drug Price Current.
 28. Grocery Price Current.
 29. Grocery Price Current.
 30. Grocery Price Current.
 31. How Other Women Earn a Living.
 32. Damaging Disclosures.

DESPOTIC MARRIAGE LAW.

The American people, who are naturally of all others the most impatient of restraint and control, are constantly desiring to tyrannize over others. Everyone wants to have the laws enforced upon others, but each is ready to rebel at a law that affects his own supposed rights.

As a result, all sorts of laws are proposed to control people in the matter of their personal liberty, and an example of this is a bill which has just passed the Minnesota Senate, and is reasonably certain to be put through the House. It is a bill to prevent in that State the marriage of persons who are supposed to be unsound in mind or body.

The bill specifies that no man or woman who is epileptic, imbecile, feeble-minded or afflicted with chronic insanity shall hereafter intermarry within that State when the woman is under the age of 45 years, and any man or woman, however sound or sane, intermarrying with any person of the prohibited classes, shall be punished by a fine of not more than \$1,000, or by imprisonment in the State Prison for not more than five years, or by both such fine and imprisonment.

The idea in enacting such a law was to prevent the marriage of special classes, but it necessarily affects every individual in the State, since it specially provides that no officer shall thereafter issue a marriage license to any person applying therefor until, in addition to the condition now required by law, he shall be furnished with a certificate from a reputable physician or physicians of the county in which the parties reside, stating that he has examined such person as to his or her health or mental condition, and has made a careful enquiry respecting the family history of such person, and that neither such person nor the father, mother, grandfather, grandmother or any brother or sister of such person was afflicted with chronic imbecility or insanity. Every such certificate shall be filed in the office of the official issuing a marriage license. Any violation of the act shall be punishable by a fine of not more

than \$1,000 or imprisonment in the penitentiary for not more than three years.

Under such a law, no marriage can be celebrated in Minnesota until not only the mental conditions of the candidates for matrimony shall have been examined and reported upon, but in addition, the mental history of all the candidates' relatives must be enquired into, down to and including grandparents and collateral representatives. Since there are few families that have not at some time or other included persons of unsound minds, it will be found very difficult to discover people who, under such a law, are competent to enter the matrimonial relations.

Such a law would keep the medical men busy looking up family records, in order to qualify themselves to give permits and certificates of fitness to marry, and for this service they would doubtless charge a good fee; but it is astonishing that the people of any State would subject themselves to such a despotic interference with their private and family affairs, and should the bill become a law, the people whose object was to exercise control over the personal rights and liberties of others will find that it will react powerfully upon themselves.

Another proposed law of this sort has been heard of in the State of Indiana, where it passed the Senate on the 4th of March. It provides for the appointment by the Governor of a commission to be composed of two women who are mothers, two physicians and one attorney to make rules for issuing marriage licenses, to the end that examinations shall be made of all applicants for licenses, and that no marriages shall take place in the State unless the candidates can give satisfactory accounts of themselves.

An Indianapolis dispatch says that the idea back of the bill is to require physical examinations and an enquiry into the parentage of the applicants, so that the union of the unfit may be discouraged. Whether the men and women of that State will submit to a physical examination to determine if they are proper subjects for marriage is doubtful. But there are men in all the States who would like to be vested with the power to declare who may and who may not be permitted to marry. Such a public dictatorship in private and personal affairs, once started, can be extended to include every condition and circumstance of human life.

CASH CUSTOMER AT A DISCOUNT.

Old Ben Franklin, who was once the highest authority on this side of the sea on domestic economy, was the author of this maxim: "A nimble sixpence is better than a slow shilling."

Dr. Franklin meant to express the doctrine that in business cash customers were better than credit sales, and as he wrote in a time when the American States were British colonies, and English money was then in vogue, he expressed his maxim in terms of shillings and pence.

Times have changed since the days of "Poor Richard," which was the name

over which Dr. Franklin's homely wisdom was given to the public, and apparently in the great retail stores in cities the cash buyers are not particularly esteemed. In an article on Shopping in New York, in the March Century Magazine, by Lillie Hamilton French, the writer says:

Shopkeepers sometimes say that the "cash customer" is the profitable one, but fashion has already deserted those stores where cash payments are the rule. My corner grocer tells me that if each one of his customers should insist on paying cash he would have to employ two extra men just to make the change. Certainly many of us could ill afford the time to wait for it. In the great retail stores women are sometimes detained twenty minutes until half as many cents in change can find a way back to them. There is, therefore, in large cities, where time has a value not attached to it in smaller places, a necessity for credits, for having bills and accounts, and a certain quixotic sense characterizes the conduct of those who declaim against the custom of accounts.

This statement seems to be true everywhere in cities. The cash customer receives no favors or special consideration when shopping and is always looked upon as a stranger who will probably never be seen again in the establishment, while the shopper whose name goes on the books is well known and is an object of interest.

There is an old story to the effect that once a boat capsized in the river, throwing three persons into the water. A man on shore cried out in the most agonizing manner, begging the people to rescue the man with the red head. With difficulty the red-headed man was fished out of the water, while the other two drowned. On being asked the cause of his intense interest in the party whose life was saved, the information was elicited that the red-headed man owed the other \$11, and if he drowned, leaving no estate behind, his death would make the debt a total loss. In this case the two cash customers were allowed to drown, while the man whose name was on the books saved his own life by being in debt.

Another disadvantage suffered by the cash customer is that he has less chance than anybody else of getting credit. A person who had bought in the same place for twenty years and always paid money down was, on one occasion when the purse had been accidentally left behind, refused credit for a trifling sum and was denied the benefit of a C. O. D. package, because the amount was too small for the trouble. Nevertheless, the buying for cash has one advantage to the buyer: It saves peace of mind. By it the housekeeper escapes the sword of Damocles in the shape of debts hanging over her.

In the wholesale business, however, the cash buyer gets his inning. There is for him a premium on his cash, a discount which the credit buyer does not get. Here he is appreciated, and he is always the recipient of particular attention at the hands of the traveling salesman and his employer. Cash in the wholesale business has not lost its attractions.

Getting the People

The Use and Abuse of Signs and Emblems.

The sign should be proportioned to the distance from which it will be seen. If the sign is to be placed on the top of a building to be seen from a long distance, of course the lettering should be large. But if it is to be seen only from the width of a narrow street, or less, the large letters become inappropriate and ineffective. One of the most common mistakes is the making of signs too large for the distance they will usually be read.

There is a value in individuality in the appearance of a place of business which is too little appreciated. The merchant would be sorry to be constantly changing his personal appearance, so that he would be always appearing to his customers as a stranger, but he gives no thought to the preservation of individuality in other things. In the spirit of improvement he must frequently repaint his front, using various new and striking effects and combinations of color. Frequently in the renovation the signs must be replaced by something newer and more striking. The consequence is that the customer finds himself feeling like the proverbial cat in a strange garret. I would not deprecate the spirit of improvement—the dingy, dilapidated front and rusty sign are trade killers—but improvement need not always be destructive of individuality.

The ultra stylish in sign designing tends to introduce that which is transient or temporary in ornament. There is nothing so quickly tires as some of the new conceits in decoration when introduced into places requiring permanence. It is for this reason that I am prompted to urge simplicity and the most universally accepted forms and of course the best and richest materials available.

With this principle of permanence sufficiently considered it is not necessary to sacrifice all individuality on the altar of improvement. The old sign may be renewed possibly in richer materials, but in the same style of design and to occupy the same place. The new treatment of the building may meet every need without changing so as to lose identity.

In the early days of modern trade much more importance was attached to the use of emblematic signs than is the case to-day. This was partly owing to a survival of the heralding spirit of the earlier period and partly to the fact that in the greater prevalence of illiteracy pictorial signs had relatively more advertising value. At the present it is not necessary to consider those who can't read. Unless there is some unusual appropriateness or pertinence in the use of an emblematic sign or trademark which gives it dignity and force its use is not an advantage.

The tobacconist's Indian is so universal that it would be difficult to convince many that it could be dispensed with. Yet I am confidently of the opinion that his inartistic and ugly visage, his dust catching angularities and his obtrusive interference with the convenience of the passerby fully offset any advertising value attaching to his time-honored use. The same expense in a suitable sign with plain English lettering serves the purpose better, is in no one's way and requires but a small part of attention to keep in order. However, I presume he will be slower in disappearing from this field of inactivity

Boys will be Boys,

so you had better get the stoutest
Hose you can find for them
and to let them enjoy life.
Our line of.....

IRON CLAD

....Is the Kind to Get.

He can play on his knees,
He can climb all the trees,
And holes in his stockings
Will never be seen.

He can hop, skip and jump,
He can skin up a stump,
If he wears Improved
"Iron Clad" No. 19.

L. E. Stauffer.

Trouble in Venezuela

Does not interest you, but our line of magnificent **STATIONERY**, the very latest, may interest those who write. Always in the lead.

Prescriptions a Specialty. **Boynton's Pharmacy** Next to Postoffice.

Men's and Boy's New Spring Suits

Are here. We show some unusually good values, and the styles are sure to please you. Step in and look over a few of them. We are always glad to show the new things.

.....Steinberg's

Reliable Dry Goods, Carpet and Clothing House.

ON TRIAL!

We shall be very glad to have you open an account with us on trial, subject to termination at your pleasure.

We pay 3 per cent interest on savings deposits, interest compounded semi-annually, principal payable on demand.

Hastings National Bank.

THE NEW YORK RACKET STORE

Is now offering bigger and better bargains than ever before. The reasons are knowing where to buy, buying in car load lots, paying cash and then selling at the merest fraction above cost, but selling only for cash. You get the advantage of the low rate at which we buy and you do not have to help pay for the goods which some other fellow gets "trusted for." You pay only for what you get.

Our stock includes
**DRY GOODS - NOTIONS, MILLINERY, BOOKS
and STATIONERY, BOOTS and SHOES,
HARDWARE and HARNESS GOODS**

We are just unloading a

CAR LOAD OF GRANITE WARE

and are making the Lowest Prices ever heard of in this county.

New York Racket Store.

121 East Main St. - OWOSSO, MICH.

Satisfactory Clothing

That's the Kind I Make.

Satisfactory in that they look well, fit well, wear well and are obtainable for less money than elsewhere. Our patterns for this spring and summer wear, are particularly stylish. I carry the genteel and also the "warm" effects. I have them to suit all tastes and purses. Absolute satisfaction guaranteed in every instance.

O. E. PRICE Tailoring Company.

"Sometimes her narrow, kitchen walls stretched away into stately halls."

This happened to Maud Muller, but our prices on

Wall Paper make it possible to happen to anybody. Wall Paper that used to cost so much that it could only be hung in stately halls is now so cheap that the kitchen walls can be made really attractive. Come in and see our new designs for 1901. Prices from 2c per roll up.

J. T. PERHAM,

Kant City, Mich.

Good Bread

Is necessary for the completeness of a meal. A great many ladies are having the best of success with our flour—we hear so from them quite frequently. Don't you? If not now using it, next time you buy flour try

Rockford Roller Mills "Excelsior" Flour

and you will be satisfied
Tons of it used in Grand Rapids and not a kick

Also we would like to supply the people of Rockford and vicinity with Baled Hay and Straw, Bolted Meal, Ground Feed, Middlings, Corn, Oats.

Highest Market Price Paid for all kinds of Grain
Custom grinding attended to promptly

JOHN C. SMITH & SON.

than from his more aggressive occupation of wilder localities.

The barber's pole has elements of merit not shared in by the red man. There is nothing about the dingy form and coloring of the latter to catch the distant eye, while nothing can be more conspicuous than the stripes of the former. The availability of the barber's emblem, its simplicity, and the universality of its use makes it of value. I know of no other device that competes with it in merit.

* * *

L. E. Stauffer has prepared an effective advertisement and the printer has studied suitability and unity of design in its composition. The oblique arrangement of lines is difficult and it is almost impossible to avoid such inaccuracies as the displaced "t" in stoutest. I can not say that I like the type employed for this and the effect is marred by the use of broken letters in the first and last lines. The writing of the advertisement would be improved by making the first line a complete sentence, leaving out the word "so" and then beginning a new sentence. The advertisement is a good one but might be improved in detail.

There is a sort of April fool spirit about the stationery sign of Boynton's Pharmacy which is not generally good in advertising. "The Latest Stationery" would have made a better main display line and nothing would be more apt to catch interested eyes. Striving for striking effects in this class of advertising is not generally successful. The printer's work is well done.

Julius Steinberg studies a candid simplicity in his announcement of spring suits which is dignified and effective. His writing is well proportioned to the space and he is well seconded by his printer in the judicious use of Bradley Italic. The advertisement is an exceptionally good one in every regard.

Another well-written announcement is that of the Hastings National Bank and the printer has done well except that the main display line is too heavy. I can not say that I like the style of letter for this purpose and I would not use the "astonisher." The direct, complete statement of the matters referred to in the writing, in few words, is especially good.

The New York Racket Store has an advertisement which for comprehensiveness seems to suggest the appropriateness of the name. It is written in an argumentative style that may be of value, but the sentence containing it looks rather solid and formidable. There is material enough in the advertisement to make two more effective ones even for a racket store.

O. E. Price uses pretty strong terms, which his printer treats simply. I do not quite like the change of number from singular in the first lines to plural in the paragraph.

J. T. Perham calls in the sentimental in his wall paper announcement and the result is not bad. The printer would have done better to use a little smaller type for the signature and put more space between paragraphs, thus breaking up the sameness.

John C. Smith & Son write an effective milling announcement and the printer has given a display that will gain attention. It would be improved by the use of smaller body type in some of the paragraphs so as to give more white space. I would not write what I "would like" to do, as in the last paragraph, but what I am doing.



Royal Baking Powder

ABSOLUTELY PURE

Royal is the baking powder of highest character and reputation, the favorite among housekeepers. The cheapest to consumers, the most profitable for dealers to handle.

Those grocers who are most successful in business—who have the greatest trade, highest reputation, the largest bank accounts—are those who sell the highest quality, purest, best known articles.

It is a discredit to a grocer to sell impure, adulterated and unwholesome goods; nor is the sale of such goods, even though the profits on a single lot may be larger, as profitable in the long run as the sale of pure, wholesome, high-class articles at a less percentage.

Trade is won and held by the sale of the best, the highest grade, the most reliable goods.

Around the State

Movements of Merchants.

Blissfield—Collins & Lane succeed H. N. Collins in the grocery business.

Hudson—Martin & Ball, grocers, have sold their stock to Ves Kenyon.

Owosso—Ed. Allingham has sold his meat market to P. J. & James Dean.

Waldron—W. E. Cockin has purchased the general stock of Masters & Spray.

Detroit—Sisson & Langridge succeed Geo. A. Sisson in the produce business.

Nicholson—H. O. Bushnell & Co., general dealers, have removed to Six Corners.

Three Rivers—Clyde Turnbull has engaged in the grocery, cigar and tobacco business.

Vicksburg—Jasper Cady, of Charlotte, has engaged in the hardware business at this place.

Battle Creek—Sterling & Co. have sold their shoe stock to Miles & Horton, of Milford, Ind.

Woodland—John Gilson, of Lake Odessa, has established a branch implement store here.

Hartford—The Hartford Cheese Co. has incorporated its business under the same style as before.

Muskegon—N. H. Newell, formerly of New Era, has opened a meat market at 45 West Ionia street.

Tekonsha—W. N. Guy has engaged in the harness business, purchasing his stock of Frank Pritchard.

Reading—Mrs. C. M. Curtis has sold her furniture stock and undertaking business to Briggs & Wise.

Elsie—L. J. Page has purchased the interest of Mr. Cortwright in the meat firm of Cortwright & Swan.

Stoddard—F. N. Smith has engaged in the mercantile business, purchasing the stock owned by Marcus Brooks.

Grand Haven—G. Van Den Bosch & Son will shortly retire from the dry goods, carpet and crockery business.

Bay City—Frantz & Richardson, druggists, have merged their business into a corporation under the same style.

Oakley—It is rumored that Arthur Prieur, of Henderson, has purchased the general merchandise stock of Pearce & Bunting.

Lansing—The Post & Bristol Music Co. has dissolved its articles of incorporation, and will hereafter be known as the Post Music Co.

Otsego—Mrs. R. Monteith, who has been engaged in the millinery business here for years, has decided to close out her stock and retire from trade.

Otsego—M. Gamble, formerly of the clothing firm of Allen & Gamble, of Portland, has opened a clothing and men's furnishing goods store here.

Holland—W. H. Van Der Lei has purchased the interest of Will Botsford in the grocery stock of Will Botsford & Co. and will continue the business.

Fremont—The Barnhard Mercantile Co., of White Cloud, has established a branch store here, placing Edwy K. Shaw, of Grand Rapids, in charge thereof.

Big Rapids—Charles Rosenthal, who owns the Boston store at Traverse City, has purchased the bankrupt stock of the Fair and will combine it with his stock at that place.

Zeeland—Peter Ossewaarde will open a hardware store here in the building recently vacated by M. C. VerHage. Mr. Ossewaarde was formerly engaged in the hardware business with his brother at the same location.

Lake Linden—The Lake Linden Co-operative Society has purchased the stock of the Poull Mercantile Co., owned by Joseph Poull, and will remove to that location.

Midland—C. C. Anderson has purchased the interest of his partner in the harness and implement firm of Anderson & Anderson and will continue the business in his own name.

Albion—Earl M. Norton, proprietor of the Blue Front hardware, will close out his stock and return to Lansing, where he will associate himself in the same line of business with his father.

Kalamazoo—F. W. Hinricks, for the past year in the employ of Pyl & Wykkel, jewelers, has severed his connection with that firm and will embark in the jewelry business at 114 South Burdick street.

Kalamazoo—F. N. Maus has opened a drug store in the location recently vacated by M. Sternfield. The lease of his present store building will not expire for nearly a year, at the end of which time he will decide as to the feasibility of continuing at both locations.

Holton—H. S. Henderson & Co., dealers in general merchandise and farm produce, have sold their stock to H. A. and H. R. O'Connor, of this place, who took possession April 1. No change will be made in the firm name.

Whitehall—L. T. Covell and Charles Chick have purchased a site in Grand Rapids, consisting of six lots on Lafayette street, where they will establish a lumber yard and conduct a retail lumber business. L. T. Covell will retain his lumber and shingle business here. The style of the new firm has not yet been decided upon.

Petoskey—The Winston Grocery Co. is the style of a newly-organized firm which will be ready for business in the new Davis block about May 1. R. M. Winston, of St. Johns, at present and for the past thirteen years School Commissioner in Clinton county, is President, J. A. Lake is Vice-President, and Lewis A. Smith, formerly principal of the Indian River schools, is Secretary and Treasurer.

Manufacturing Matters.

Fairfield—B. E. Peebles is succeeded in the cheese manufacturing business by Geo. B. Horton.

Covert—The Covert Canning & Packing Co. has been organized with a capital stock of \$6,950.

Port Huron—The Port Huron Automatic Sweeper Co. has filed articles of association. The capital stock is \$60,000.

Ann Arbor—The firm of Mack & Co., in this city, has rented the third floor of a block adjoining its stores, and will put in suitable machinery to manufacture dress skirts.

Alpena—G. A. Shannon has sold his furniture and undertaking stock to W. E. Williams, of Flint. Mr. Shannon will devote his attention to his various manufacturing enterprises.

Detroit—A limited partnership of three years' duration, to be known as William Liebig & Co., has been formed by William Liebig, Charles Manzelmann, Charles J. Daske and John C. Petz, all of this city. The firm will engage in the general machinery business.

Alpena—The Alpena Portland Cement Co. is turning out a high grade of cement, and the stockholders, who are among the wealthy citizens of Alpena, expect a speedy and substantial return on their investment. The factory is one of the most complete in the United States.

MEN OF MARK.

William J. Harper, Proprietor of Columbian Cigar Co.

The 1st day of April, 1871, William J. Harper was born at Coldwater, Mich. He was the oldest of six children. He attended the Coldwater public schools until he was 16 years of age and then entered the employ of the American Cigar Co., of that place, as an apprentice to learn the cigar manufacturing business. For several years he remained in the employ of this firm and then resigned to accept a position with Bushman & Bibbins, cigar manufacturers of Benton Harbor. After remaining with them one year, he resigned to engage in the cigar manufacturing business for himself. Later, he formed a copartnership with M. A. Price and P. E. Witherspoon under the firm name of the Columbian Cigar Co. and became its manager. Aug. 1, 1900, Mr Harper and Mr. Witherspoon bought the interest of Mr.



Price and, on March 16, 1901, Mr. Witherspoon sold his interest to Mr. Harper, who is now sole proprietor. The Columbian Cigar Co., which was organized only three years ago, has had a steady and substantial growth. Its traveling men have gradually extended their territory, until they cover the entire State of Michigan. The output of the factory last year was nearly 1,200,000 cigars.

Dec. 7, 1891, Mr. Harper was married to Miss Ida Shirtz, of Coldwater, and they have one son, who is now 7 years old.

Mr. Harper is a member of B. P. O. E., No. 544, of Benton Harbor.

As said, at 16 he decided to learn the cigarmakers' trade and from that time to this he has endeavored to acquire a thorough and practical knowledge of the business. The success which has attended his efforts speaks well for the thoroughness with which he accomplished the task.

The Boys Behind the Counter.

Benton Harbor—Peter Dukesherer, salesman in the Enders & Young Co.'s store, has resigned his position to take a position at the head of the clothing department in the new Enders & Moore store in St. Joseph. He has been employed in the firm and by Mr. Enders for ten years.

Quincy—Geo. Day, who has been be-

hind the counter for H. Pimstein for several years, has secured a position as clerk in Woodward & Son's dry goods store at Coldwater.

Mt. Pleasant—Frank Case has resigned his position at Ward & Taylor's and is now at work in Morrison & Dains' grocery.

Kalkaska—Chas. Prevost has taken a position in the hardware store of Carl Stobel at Central Lake.

Cheboygan—Robt. E. N. Bell, the well-known pharmacist, who for years had been a resident of our city, employed in the drug store of the late R. B. Small and since with Sangster & Riggs, has gone to Fort Brady, having been enlisted and accepted as a hospital steward in the U. S. Army. He is succeeded by Geo. V. Coffman.

Lansing—John Sindlinger, formerly with the Sabin & Creyts hardware store, has taken a position with Jacob Stahl & Son.

Cheboygan—Fred Rauhut has been engaged by N. Howard as manager of his grocery store. Mr. Rauhut has been in the employ of J. M. Meyer and the W. & A. McArthur Co., Ltd.

Relic of Early Days.

Calumet, April 1—Peter J. Nappa, who has conducted a general store on Fifth street for a good many years and who was one of the first Finns to come to this country and engage in business, has retired. His store is to be remodeled and occupied by the Workmen's Mercantile Co., which will remove its stock from its present location on Pine street.

Peter Nappa's old store was characteristic of the town in its early days as a mining camp. The front was of an obsolete pattern and the windows were so dirty that one had to wear magnifying glasses to see the dingy oil lamp which burned by nighttime in the front display window. However, Mr. Nappa kept right on doing business at the old stand until the competition of the younger generation became so strong that he decided to get out of the field and leave it to others. The old stand will be turned over as speedily as possible and the store will be made as modern as it can be at once. In the early days of the town Peter Nappa's store was the headquarters of the Finnish population, which was then small. It was the place where they sat on the cracker and herring boxes and discussed politics. The same old cracker boxes were there last week when the store was vacated by Mr. Nappa.

The Workmen's Mercantile Co. intends to make the store a thoroughly up-to-date business establishment in every particular.

The American Window Glass Co. and the Independent Window Glass Co., controlling nearly the entire window glass output of the United States, have announced that they will shut down for the summer on May 1, instead of May 18, as usual. It is said this means an early resumption next fall, as the stocks in the warehouses are very small.

For Gillies' N. Y. tea, all kinds, grades and prices, call Visner, both phones.

A GREAT OPPORTUNITY.

Having engaged in manufacturing business requiring my whole time and capital, I offer my wholesale grocery business, with an established trade of 27 years, at cost; no bonus; sold 38,000 pounds of tobacco last year; will require about \$15,000 to run the business. This is a chance of a lifetime to the right man; act quick if you want to secure this business; come and see and investigate. J. W. BENEDICT, Port Huron, Mich.

M. O. BAKER & CO.
COMMISSION MERCHANTS, TOLEDO, OHIO
WANTED—Poultry, Butter and Eggs

Correspond with us before selling. Ref.—First National Bank, Toledo, Commercial Agencies.

Grand Rapids Gossip

The Produce Market.

Apples—Apples are steady at previous prices. Trade for fancy stock is fairly active. Under grades require some urging. Russets, Baldwins and Ben Davis command \$3.50@4 per bbl.

Bananas—Prices range from \$1.25@1.75 per bunch, according to size.

Beans—The market is gradually recovering from its previous dull state, but trade can not be reported brisk, or of satisfactory volume to sellers. Supplies are still liberal, and with heavy holdings of imported beans, prices have shown no improvement.

Beets—\$1 per bbl.

Butter—Creamery is slow sale at 21c. Dairy grades are coming in very freely, but receipts are kept cleaned up in good shape. Choice roll fetch 13@15c and packing stock finds an outlet on the basis of 10@11c. One of the most experienced and largest buttermakers of Wisconsin wrote to a commission merchant in Chicago that within two years there will be only two grades of butter, extra and process. The progress of process butter has been menacing to all under grades. Ladies, seconds, thirds and imitations will be few this season. They will grow less and less, as the process men are willing to pay good prices for packing and roll, and they can make a fine grade of process butter. It was hoped the oleo bill would become a law and would help the price of butter this spring, but as this is not so, it is difficult to say just what price will rule during the heavy pack.

Cabbage—Home grown is steady at \$1.00@2 per 3 bu. bbl.

Carrots—\$1 per bbl.

Celery—California white plume has declined to 65c per doz. bunches.

Cranberries—Jerseys are steady at \$2.75 per bu. box and \$8 per bbl.

Eggs—Buyers of eggs in the country are forced to pay the farmers 10c, and the general stores in the smaller towns are selling at 10 3/4@11c f. o. b., station. Local handlers are holding eggs at 13c, as against 10c one year ago today. The pace set in Chicago for storage eggs has been set at such a high price that it has put the carlot shippers at a great disadvantage. They claim they have to pay farmers so much they can not afford to deliver eggs in Chicago for less than 13c. Buyers, unless they are wild speculators, will not cheerfully give up 13c, and, as a consequence, a large number of carlot shippers will store for their own account. With eggs going into the coolers here at 13c they must come out next fall at 14 1/2c to make even. That is considered a high price for storage eggs; still last year none were sold in Chicago under that price; in fact, they went as high as 19 1/2c, making good money for all holders. At the present time fully 20,000 cases have been placed in storage because owners could not get their price.

Green Onions—12c per doz.

Honey—Fancy white is practically out of market. Choice white is in large supply at 14@15c. Amber goes at 13@14c and dark buckwheat is slow sale at 10@12c.

Lemons—Messina command \$3.25 for all sizes. California fetch \$3 for 300s and 360s.

Lettuce—Hothouse stock is in good demand, commanding 12c per lb. for leaf.

Onions—The market is steady at \$1.50 per bu. for home grown. Bermudas command \$3.25 per crate.

Oranges—Californias are stronger and higher, being held at \$2.40 for the larger sizes and \$2.75 for the smaller. There is a steadier feeling and there are indications that a further advance will be made shortly. The supply is not as large and the better quality causes buyers to take hold more freely. According to some receivers, it is possible to ship out a larger proportion without re-packing, something impossible for a good while. Orange handlers in this market are watching the progress of the orange shipment via Seattle. They think that the fruit will scarcely stand the numerous handlings required, al-

though they admit that there is prospect of success. The improvement in time might compensate for some of the stock lost en route.

Parsley—40c per doz.

Parsnips—\$1 per bbl.

Pieplant—8c per lb.

Potatoes—The market is in an unsatisfactory condition, due to the scarcity of cars and the inability of shippers to move their stocks promptly. A local shipper from a town in Central Michigan informed the Tradesman that his losses from this cause aggregate \$1,000. New York shippers claim that they have enough stock on hand and in sight to supply Pennsylvania and the Eastern States, so that Michigan shippers will be compelled to seek an outlet in the South and at home.

Poultry—Receipts are small and prices are strong. Local dealers pay as follows for dressed: Spring turkeys, 11@12c; old, 8@9c; spring chickens, 10 1/2@11 1/2c; fowls, 10@11c; spring ducks, 11 1/2@12c—old not wanted at any price; spring geese, 9@10c—old not wanted. For live poultry local dealers pay as follows: Chickens, 8@9c; medium and small hens, 7@8c; large hens, 6 1/2@7c; young turkeys, 9@10c; old turkeys, 8@9c; young ducks, 9 1/2@10 1/2c.

Radishes—30c per doz. bunches for hothouse stock.

Seeds—Blue grass, \$1.25@1.50; orchard grass, \$1.40@1.60; red top, 75c@1.10; timothy, \$2.25; medium clover, \$6@6.50; mammoth, \$6.25@6.50; alsyke, \$7@7.50.

Squash—2c per lb. for Hubbard.

Strawberries—35@40c per quart. Arkansas growers report a greatly reduced acreage, because of the unsatisfactory methods of picking, packing and marketing. They have not paid expenses on many fields for the past two years. There is a movement under consideration to form organizations which will see that the work is properly done.

Sweet Potatoes—Kiln dried Jerseys command \$3.25.

Turnips—\$1 per bbl.

Vegetable Oysters—20c per doz.

Fixed the Date Five Months Ahead.

Houghton, April 1—The Houghton and Hancock butchers have made arrangements for their regular annual picnic to be held this year at Hancock on Wednesday, August 21. The Houghton county butchers were entertained at Calumet last year and a good time was had at the largely attended picnic, but this year the Portage Lake butchers want to do even better in the entertainment line and also draw a bigger crowd. It is thought that the driving park will be secured by them for the purpose of accommodating the large crowd present. Committees were appointed at the last meeting to push the affair through successfully.

Barlow Bros. have an advertisement in this issue on page 1 which offers a bona fide bargain. They made up a number of grocers' Cost Books some time ago in which are proper rulings for keeping full record of goods bought, firm bought of, date of bill, weight, cost, etc., etc. The books are made from the best heavy linen paper and are bound in strong and handsome style. There are just 13 books left—assorted 300, 400 and 500 pages. Barlow Bros. want to close them out and have put a ridiculously low price on them. You will miss it if you do not secure one.

The infamy of trades unionism and the true inwardness of the walking delegate are graphically set forth in "The Union and Billy Bell" in Scribner's Magazine for April. Any one whose knowledge of unionism is so meager as to imagine that any good can come from the most infamous blackmailing system ever devised will see the subject in a new light after reading this article.

D. B. Austin, proprietor of the Hill Domestic Bakery, at 235 East Bridge street, has sold out to A. D. Wilmlink, of Newport News, Va.

The Grocery Market.

Sugar—The raw sugar market is practically the same as at last reports, 96 deg. test centrifugals being quoted at 4 1-32@4 1-16c. Refiners are ready buyers at 4 1-32c, but most holders are firm and are asking 1-32c more. List prices for refined remain unchanged and firm, reflecting the firm tendency of prices for raw sugar. Although the anticipated advance in prices has as yet not materialized, there is still general confidence in trade circles and, with prospects rather promising for higher prices for raw sugar, an advance of 10 points is expected at any moment. There is a good steady demand for all grades.

Canned Goods—The general canned goods market is decidedly firmer and the drooping spirits of the packers have been revived considerably, although up to the present there are no changes of importance to report in any line of canned goods. We believe that, as a rule, canned goods are a good safe investment, as everything indicates that present prices are bottom. It is an old saying and a true one that when goods can be purchased at or below the cost of production, they are always a safe investment. With the exception of two or three unimportant lines every article of canned goods sold by the Baltimore packers shows them an actual loss. They are now beginning to take the position that with four of the largest consumptive months in the year for canned goods before them they had better not push the sales of spot goods, but await further developments in the market, and take advantage of any advance in values. We think it would be advisable to keep stocks of all lines of canned goods in good shape. Tomatoes developed real activity last week and the market is beginning to show the effect of the constant drain upon the stocks. There seems to be a growing feeling that they have at last touched bottom. There are no futures offered, nor does the trade show any inclination to buy them. It is well known that many packers have not purchased their cans for delivery during the coming season, and the result will be that, when the time comes to pack the goods, they will find the cost of producing them will be so high that they will drop out of the game altogether. Corn is firmly held and is meeting with a good demand. Cheap corn is in especially good demand from the small trade. String and lima beans are quiet and unchanged, with very little demand. All kinds of reports are in circulation regarding the coming pea crop, but it is something that no one can tell anything about yet. The packing of new pineapples will commence about April 20. Spot stocks are almost entirely cleaned up and, as soon as prices on the new pack are named, a large business is expected. Pineapples are continually growing in favor, as is evidenced by the large sales of this article made every year. It is expected that prices will be named in about two weeks. There is a good demand for 3/4 mustard sardines, but oils are rather quiet now, most of the trade having filled up on this article just previous to the recent advance. Columbia River salmon is exceedingly quiet, but there is a good trade in Alaska fish at unchanged prices.

Dried Fruits—With the demand for prunes eliminated, the dried fruit market would be about as dull and unprofitable as it has been at any time in months. Prunes, however, continue to

go out quite freely in small lots and stocks are still very light. The spot market at present is firm on practically all sizes. The greatest scarcity is on 50-60s and, in view of the small available quantities of the above size, there is more demand for 60-70s, which show increased firmness. The raisin market is quiet and what few sales are made are for small quantities for immediate use. Most jobbers' stocks are light and they are endeavoring not to get any accumulations on hand to carry through the warm weather. There is some little demand for apricots at the prevailing low prices, but sales, as a rule, are of small lots and prices show no signs of improvement for the present at least. Peaches are in small demand. Prices are a trifle lower, but buying is of very small proportions. Currants are easy and in very little request. Dates and figs are quiet, with prices unchanged. There is some demand for evaporated apples, both in 1 lb. packages and in 50 lb. boxes. Stocks are light and prices are firmly maintained.

Rice—The rice market is practically unchanged. Buyers continue to adopt the hand-to-mouth policy in making purchases and the trade, as a whole, is slow. Prices continue nominally steady for most grades and no further reduction is expected in prices. Holders remain sanguine, despite the absence of speculative interest. Foreign grades are strong and prices show a slight advance. The continued demand for the domestic low grades for export, it is believed, will soon begin to have some effect on prices of all grades and, with the spring demand at hand, improved conditions are looked for.

Tea—Trade conditions show no improvement, the ruling feature still being the marked dullness. All indications point to a waiting market. No large sales were reported, buyers naming prices too low to interest sellers. Spot stocks continue large in first hands, but, despite this fact, holders do not appear anxious to trade at lower prices, as current quotations are generally considered rock bottom. Stocks are light throughout the country. Prices remain nominally steady for all grades—being at the lowest point in years—and it is generally believed that, in the event of any animation, the trend will be upward. The patience of importers has been severely tested for some time, but there has as yet been no decided pressure shown to urge sales.

Molasses and Syrups—The molasses market is strong and all grades are meeting with a good demand. The demand at present is chiefly for the goods in cans, upon which the trade is rapidly increasing. On account of the continued strength of the corn market, corn syrup is very strong, showing an advance of 1/2c per gallon. If the corn market continues to show the strength it has during the last few days, there will be another advance on corn syrup very soon.

Nuts—Jordan and Valencia shelled almonds are firmer, some holders asking an advance of 1/2c. The market is practically bare of Naples walnuts. Spot stocks of Grenobles are also light and there is a good demand for these goods. Shelled walnuts are in large supply and prices are now at about the lowest price on record. Filberts are easy with small demand. Peanuts are in good demand at unchanged prices.

Rolled Oats—Owing to the strength of the grain markets, the rolled oats market is excited and some millers have withdrawn all prices on oat goods.

Clerks' Corner.

Books vs. the Theater as a Means of Amusement.

Written for the Tradesman.

Russell Sage, whom ambitious mercantile youths are inclined to look up to in things commercial, lays it down, as a matter to be no more discussed, that the upward-climbing clerk, when the toils of the day are over, will find it to his commercial and mental and moral advantage if he sits down when he gets home at night and spends his evenings with books. Books, in the first place, are better, ten to one, than the theater and a great deal cheaper. Russell Sage is a successful business man and he knows whereof he affirms. There it stands: Books are better than theaters for young men.

For some years past the name of Andrew Carnegie has appeared in the commercial columns of the business world. If reports are to be believed the fortune of which he is the architect goes up pretty well into the millions and a great many people, young and old, are much inclined to believe what he says in regard to the amusements of young men. Chance and circumstance brought him into a Baptist Sunday school the other day and, being called upon for an address, this is one of several ideas he expressed: "I attach great importance to the theater as a means of amusement. There are, of course, in these days, many bad plays; but there are also many good ones. I shall never forget when for the first time I heard the strange, mysterious rhythm of the language of Shakespeare."

There we have it. These LL.D.'s of finance have committed themselves to writing, both having rigid ideas of right and wrong and both honestly believing the position taken to be the right one. What shall be said about it?

It is not the only instance on record where experts in their calling have not agreed and, while the question applies to more persons than are apt to be influenced by such decisions, this will take its place with the others and receive a similar verdict. The reader will still cling to his book and the play-lover to the theater. A compromise is suggested by the friends of each. Excess in any case should be shunned and if the book fiend can be induced to "average up" with the play-going fiend the result may be an advantage to both. No one questions for a moment the wholesome companionship of books. From Bacon down the centuries have sung their praises and yet, with the man who has determined to make a modest fortune, it is doubtful if too great a devotion to books will aid him in the accomplishment of his purpose. The statement that books are the cheaper enjoyment depends upon the taste of the buyer, exactly as the taste of the theater-goer decides the question of seats. If the gallery god's perch is all that need be desired to witness a commendable rendering of Shakespeare's best, and a 15 cent copy of the same play is made to do service for an evening at home, it is merely a matter of a few nickels in either case, and the question of cost may be eliminated from the discussion.

The rest the experts have decided—for themselves. Whether, now, the book or the theater is the better amusement—and by that is evidently meant which better prepares the person for his morrow's work—is the matter to be settled and this, it is candidly submitted, each

must decide for himself. One man's meat is another's man poison and it by no means follows that these extremists should exchange poisons and so end the matter. More than one young fellow who has longed for the drama ever since he first heard of it is doubtless wasting his substance in excessive theater-going and across the hall in the same rooming house is a reader so devoted to his books that he revels in them night after night long after his brother clerk has got home from the play-house; and both are in no good condition to undertake the work of the next day. They are both common instances. Both are extremists and, while both come within the province of the experts, it may well be doubted whether they are to be regarded as desirable instances.

There can be put one conclusion: There should be moderation in all things. Each man, woman and child has their own needs—peculiarly their own. To one man books are a never ending delight, let him in moderation enjoy them. To another a theater ticket is a passport to an evening in Paradise. In Heaven's name let him have his ticket and go in, remembering that too much Paradise unfits humanity for the stern, prosy duty of earning the bread and butter. "All work and no play makes Jack a dull boy;" but it is equally true that all play and no work will land him with a thud—rather sooner than later—into the hands of the criminal official. The fact is each man must play the cards that Fate has dealt him. He may groan as he arranges them and he may be obliged to play a losing game, but he must play according to the hand he holds. The experts may do a little by previous teaching; but not much. There are the cards—play. It never will be the play of the expert; but if the player plays his best he will get out of the game all there is in it, and the expert can do no more.

Why the Sale of Stogies Is Not Pushed.

"We don't make the stogies conspicuous and invite business in them," a cigar dealer said, in response to a question from a customer who had just bought some, "because if our trade was confined to stogies we couldn't pay our rent."

"Stogies are sold at a low price and the profit on them is small. And so we give the stogies only a modest place and let the higher-priced cigars have the room, displaying them to catch the eye."

"But some people want stogies and come expressly to buy them, and, of course, we are very glad to sell them to those who want them. Everything counts, and we would much rather have that small profit on the stogies than not. And for that matter, there are men that buy stogies enough to count."

"For instance, I have one customer who buys daily eighteen stogies of the same brand and shade, and on Saturdays he buys enough to last over Sunday. You see I sell that customer pretty nearly 7,000 stogies a year. Some men smoke more than that."

"Stogies are now made in great variety. Some men like one make and some another; and you can buy them in any shade and get a strong or a mild smoke. I imagine that the principal motive for buying stogies is economy; but it isn't always so. My customer that buys eighteen a day could as easily pay for eighteen cigars if he wanted to."

A cat may look at a king, but it would rather have its eye on a mouse.

American Jewelry Co.,
Manufacturers and Jobbers of
Jewelry and Novelties

45 and 46 Tower Block,
Grand Rapids, Mich.

You ought to sell

LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,
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Tarred Felt, Asphalt Paints,
Roofing Pitch, Coal Tar,
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Ready Roofing, Galvanized Iron
Cornice, Conductor Pipe,
Sky Lights,
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Ruberoid Roofing, Building, Sheathing and Insulating Papers and Paints.

H. M. REYNOLDS & SON, Grand Rapids, Mich.

CHEESE

We carry a full line of Michigan Full Cream and Fancy Cheeses.

Jersey Full Cream Michigan
Leyden Sap Sago
Brick Edam

and ROYAL LUNCHEON put up in porcelain jars.
One of our specialties. Give us a trial order.

WORDEN GROCER COMPANY
GRAND RAPIDS, MICH.

If you want to secure more than

\$25 REWARD

In Cash Profits in 1901, and in addition give thorough satisfaction to your patrons, the sale of but one dozen per day of

**FLEISCHMANN & CO.'S
YELLOW LABEL
COMPRESSED YEAST**

will secure that result.

Grand Rapids Office, 29 Crescent Ave. Detroit Office, 111 W. Larned St.

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Order your Awnings before it gets hot.

Tents to Rent

Stack binder and thresh-
er covers, horse and
wagon covers. We make
everything made of canvas.

The M. I. Wilcox Company

210 to 216 Water St., Toledo, Ohio

THE SENIOR PARTNER.

How He Was Checkmated by His Forewoman.
Written for the Tradesman.

Mr. Cline, the senior partner in the prosperous firm of Cline & Clemons, was an old bachelor. His principal pleasure seemed to be derived from bullying his clerks. It must also be said that it gave him equal pleasure to find an occasional clerk whom he could not frighten. Such a one was sure to come in later for a large share of his favor and good opinion.

To the majority of his employes the senior member was an object of terror. He enjoyed driving them. To come suddenly upon a group of salespeople talking together was one of his special delights. It gave him a chance to speak in those well-measured tones of authority he loved to indulge in. He rolled every word upon his tongue as if 'twere a delightful morsel. His attitude in regard to gossiping among the salespeople during business hours kept that particular evil well down. Few customers of Cline & Clemons ever complained of having to wait to be served until the clerks finished their visit.

Another bad habit for which he was constantly on the lookout was gum chewing. Woe betide the man or woman behind the counter whom he caught indulging in this disgusting practice. To be sure, there were employes in the store who did so; but sooner or later their ears tingled under the senior member's scathing denunciation. It always provoked him to a display of anger when he caught any one breaking this rule. If the offender was a man he was sure to hear some of the old man's choicest profanity. He never waited until the coast was clear, but sailed right in and called the person down no matter who chanced to be about.

It must be said to his credit, however, that he never discharged an employe without just cause. I remember, shortly after I entered their employ as head of the linen department, I incurred the senior member's displeasure over the marking of an invoice of goods. He spoke to me about it in such a way that I turned my back upon him and, taking my hat, walked out of the store. The next day I received a note from him making an apology and requesting me to return. We afterwards became firm friends and I seldom visit that town now without giving him a call.

I shall never forget how cheap he made me feel upon a certain occasion when he was viewing a drummer's samples in the flannel department. He had taken samples of some stuffs to the office to consult his partner about them and during his brief absence I chanced to pass the flannel counter. Sandy Alexander, the head of that department, stopped me and asked what I thought of the line, handing me a book of French flannels to examine. I glanced them over and remarked, as I put the book down, that they were very handsome. Mr. Cline, at this moment, returned and heard my remark. He came to the instant conclusion that I was interfering in his affairs and in the most cutting manner informed me that he had not yet decided to consult me upon the buying of flannels and that he would, therefore, thank me to keep my opinion until it was asked for.

It was a severe and undeserved snub; besides, it was given me in the presence of a drummer whom I knew, and made me feel not only very small but extremely angry. I replied that I was well

aware of that fact and that I was not giving my opinion to him but to Mr. Alexander, who was a gentleman. He saw that he had hurt me deeply, which was what he wanted; but he made instant amends for his rudeness by saying to the drummer that he considered me the best authority on linens in the city. Had I permitted this humiliation to pass unnoticed he would have been disappointed and would have bullied me unmercifully ever after. As I said, he liked only those among his employes who would not take his abuse.

Miss McKenzie, the head of the cloak department, won her way into the old man's good graces by a display of cheek and wit that took his breath away. The occurrence was one which he afterwards delighted to tell as a good joke upon himself:

Although long past 60 years of age the senior member was extremely vain and never failed to stop and take a look at his reflection in the full-length mirrors of the cloak department. He had a trick of pretending that there was something in his eye whenever he chanced to be in the vicinity of a looking-glass. It was generally noticed that he did more or less primping on these occasions. A subscription was being circulated around the store for the purpose of raising money to buy a wedding present for one of the employes who was soon to be married. This subscription list had reached Miss McKenzie and she was standing with it in her hand near one of the big mirrors when the senior member came along. As usual some dust opportunely flew into his eye and he stopped before the glass to gaze at himself. The stock boy had neglected to polish this particular mirror and there was a generous coating of dust upon it. The old chap put out his finger and made several strokes upon the glass, then, turning to the forewoman, exclaimed angrily, "Why, Miss McKenzie, I can write my name in the dust on this glass!" Without a moment's hesitation Miss McKenzie replied, "Oh, never mind writing your name on the glass, Mr. Cline, write it on this subscription list," and she held out the paper. Too much surprised to do otherwise, the senior member took the paper and read its purport. When he realized how neatly he had been tricked he was greatly amused. Taking a pencil from his pocket he put his name down for ten dollars. He also cornered his partner and got his signature for a like amount.

Mac Allan.

Always a Sure Winner.

They are not exactly bad boys—these two in a certain Kalamazoo family—but they are invariably quarreling and fighting with one another. Probably it was the fact of frequent parental intervention that caused the few pauses in hostilities. At any rate, they are famous in their neighborhood.

One day not long since one of the neighbors, fond of contests of any kind, asked:

"Edwin, when you and your brother fight so much, who generally whips?"

Edwin gave a little wriggle as if in sympathy with memories of recent occurrences, and said, resignedly: "Mother."



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is all it costs for the
VERY BEST
GAS LIGHT
equal to 10 or 12 coal oil lamps
anywhere if you will get the
Write at once for Agency.
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EGGS WANTED

We pay highest cash market price f. o. b. your station. Write or wire us for prices.
Butter consignments solicited.
Oranges, Lemons, Bananas and Early Vegetables always on hand.

RETTING & EVANS, Grand Rapids, Mich.

Reference—Peoples Savings Bank.

Mention Michigan Tradesman.



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and make more profit than those who buy it roasted. That's one reason why you should own a

**Perfection
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Will you let us tell you some more good reasons? A postal card will bring them.

**Milwaukee Gas Stove
and Roaster Co.**

Milwaukee, Wis.

FOR A FEW DAYS ONLY

We are selling very fine Semi Porcelain 100 piece Dinner Sets for

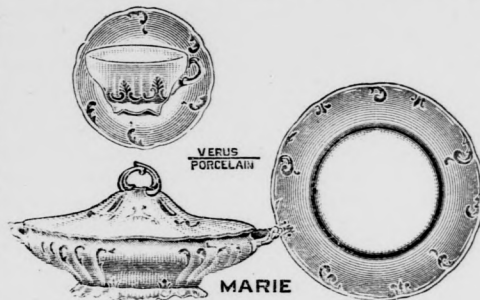
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Remember for a few days only.

Four different decorations, one of each in package, \$19.20.

Latest shapes. See cut.

Write for catalogue.



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GRAND RAPIDS.

Our business is increasing,
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One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

Communications invited from practical business men. Correspondents must give their full names and addresses, not necessarily for publication, but as a guarantee of good faith. Subscribers may have the mailing address of their papers changed as often as desired. No paper discontinued, except at the option of the proprietor, until all arrearages are paid. Sample copies sent free to any address.

Entered at the Grand Rapids Post Office as
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When writing to any of our Advertisers,
please say that you saw the advertise-
ment in the Michigan Tradesman.

E. A. STOWE, EDITOR.

WEDNESDAY, - - APRIL 3, 1901.

STATE OF MICHIGAN } ss.
County of Kent

John DeBoer, being duly sworn, deposes and says as follows:

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of March 27, 1901, and saw the edition mailed in the usual manner. And further deponent saith not.

John DeBoer.
Sworn and subscribed before me, a notary public in and for said county, this thirtieth day of March, 1901.

Henry B. Fairchild,
Notary Public in and for Kent County,
Mich.

GENERAL TRADE REVIEW.

There is getting to be something of monotony, albeit not unpleasant, in reporting from day to day constantly intensifying conditions of activity and advancing prices in the great industries and in speculative centers. Stock exchange transactions are breaking records for volume and in transportation shares the average of advancing values is moving upward notwithstanding former records have been long passed.

Trading in the Wall Street Exchange Monday reached the enormous total of 1,858,800 shares per day, but later reports are reactionary. With such wonderful activity there is necessarily a tremendous demand for money, but the fact that money in circulation and Treasury holdings both far exceed all records prevents any anxiety as to possible stringency. There is some outgo of the precious metal, but it has no disturbing importance. There are occasional advances in money rates, as there must be with such activity, but no more than are needed to keep that commodity in healthful demand.

The lead in activity is taken by transportation stocks. The continued heavy earnings are of course the sustaining factor, but much interest attends the constant negotiations for combination. Among rumors of new deals is one involving the Mexican Central, and Burlington relations to the Northern Pacific are matters of comment.

Among the industries iron and steel are still well in the lead. The pressure of demand in structural steel has resulted in an advance of \$2 to \$4 a ton and billets are quoted at \$24. But, while many other prices are nominally unchanged, a premium of about \$2 over list amounts to the same as an advance. Manufacturers are advising the prompt placing of orders in structural lines to secure delivery as soon as nine

months. Demand for railway supplies still keeps up, the combination movement exerting a stimulating influence.

The slow industry in the procession of activity is the textile. Cotton has fallen to a point—8.06 cents—lower than at any time this season. Mills are suffering from the effect of stocks made from the high priced staple. The woolen industry is suffering from too heavy production and many mills are idle, but speculation in the raw staple indicates confidence on the part of traders.

Although prices of footwear do not advance, the activity of this industry is only second to that of iron and steel. At the West and South more factories have sprung up and are working overtime at many points where other manufacturing is comparatively quiet. New England concerns have contracts that will take months to fill and a definite measure of business is only available through statistics of shipments from Boston, which were 92,975 cases last week, against 88,365 a year ago, while for the year thus far the movement exceeds every other on record except 1900, and is only 98,952 cases behind that. This increase, in the face of domestic competition, is only to be explained by the growth of exports. It is also noticed that the foreign demand is mainly for the higher grades. As the season advances the quality of hides offered at Chicago should improve, and the decline in prices may be checked.

The New York Railroad Gazette, having heard of a speed of over 100 miles an hour, made recently on an American railroad, enquired into it and found that on Friday, March 1, a mail train, consisting of engine, mail car, baggage car and sleeping car, was run over the Savannah, Florida and Western from Fleming, twenty-four miles south of Savannah, to Jacksonville, Fla., 149 miles, in 130 minutes, or at the rate of 68.8 miles an hour. This time includes one stop, and there were two other places where speed had to be slackened. Furthermore, from the sixth-ninth to the seventy-fourth mile post, the time was two minutes thirty seconds, equal to 120 miles an hour. This is declared to be an unparalleled rate of speed, but the facts are substantiated. The train was one which was run regularly for a week or two to carry the through mails, pending a rearrangement of the time table, to meet the wishes of the post-office department or connecting railroads, and the speed on this trip was increased on account of a delay north of Fleming. There were no steep grades, the way being nearly level.

A "dangerous counterfeit of the ten-dollar silver certificate" is said to have been discovered by Treasury officials. It bears the portrait of the late Vice-President Hendricks. There are no glaring discrepancies about the counterfeit, and it can best be detected by the general effect of engraving and coloring. The vignette of Hendricks is well done and an excellent imitation, but a close study reveals that the same degree of skill of the genuine is not manifest. The chief difference, however, is to be noted in the expression of the portrait, and while this is apparent to professional money handlers, few, if any, others are able to carry inspection to such detail. The seal is a little off color. It lacks the clear carmine tint of the genuine, having more of a brick-red hue.

Work doesn't kill—it's worry that cuts short men's lives.

PROSPERITY'S PRESENT STATUS.

When Prosperity looked with smiling face on this country in 1896, she found it pretty well down at the heel. There were chimneys, to be sure, but no smoke; forges and factories, but they were idle; fields were lying fallow and the country from land's end to land's end was crowded with needy men and women asking for something to do. In that year came a change. As if by magic the forges and the wheels and the spindles were set in motion and the hum of profitable industry took the place of the dead silence that had brooded over the valleys and hung like a pall upon the hills.

Up to that time this country was realizing the hope of the Old World. Her broad acres poured into the earth's granaries her limitless breadstuffs. American meat satisfied the universal hunger. Her cotton and oil fields furnished much of the world's cloth and light and there seemed to be the limit of our articles of export. The activity which set in in 1896 ignored that limit. The United States was something more than a big farm. It had long been studying and putting into practice the art of making things and the foreign population we were feeding began to wear what we had made and to use what machines our wit had conceived and made available, especially in all that pertained to steel and iron.

The result was instantaneous and startling: In 1897 the imports were exceeded by the exports \$286,000,000; in 1898 the excess was \$615,000,000; in 1899 \$529,000,000, and in 1900 \$544,000,000. During the last five years this country has sold something in the neighborhood of \$2,000,000,000 more than it has bought.

There is no fault to find with these figures, much less with the fact they represent, but there is a limit somewhere and experience shows that this can not go on forever. It is pleasing to state that our heavy exports of manufactured goods are, for the best reasons in the world, displacing the European-made goods and crippling foreign industries. We like to contemplate the fact that our lively brains and deft fingers are proving too much for the foreign workshop and every foreign order is testimony of our superiority, but in the moment of exultant success comes the thought that there are difficulties ahead. We may crowd out the inferior machines of European manufacture, as we shall be sure to do if our export trade continues to increase, but, carried beyond a certain limit, the Old World employment of labor will be interfered with and its purchasing power, so reduced, will be felt in all the markets of the world—a sort of financial boomerang which this country has no intention of hurling.

The European manufacturer is by no means indifferent to this condition of the industrial world and, to counteract the inroads made by the American trade upon the home market, is seriously considering the idea of boycotting American advertisers in European trade journals. In Germany the proprietors have been forced by threats of the withdrawal of the advertisements of German manufacturers and merchants into declining those of Americans; and it is easy to believe that the rest of the continent stands ready to adopt the same measure if it offers even the slightest promise of success.

The one hope which promises at least a postponement of threatening evil is the finding of new markets. The eyes

of the commercial world have been turned too long and too longingly towards China not to mention that country first. It is by far the greatest market in the world and the earliest settlement of existing troubles in that mighty empire is of the greatest importance to the United States. The close of the war in South Africa and the further development of the Dark Continent tend to the same result. In these markets the question of export will depend upon the superiority of commodity and method, features wherein the American easily excels; but the time is only postponed when the same old conditions must be met and settled.

What seem to be needed are such trade conditions as will keep in motion the money currents of the world. The present rampage of Grand River is a lively hint of our financial future. This country can not go on with the rising flood of exports without danger. If the country can not sell what it produces there will come a time sooner or later when it can not buy. A lack of outlet or an outlet not large enough results in disaster and unless some method can be found for the trade currents to circulate freely and constantly the commercial world will continue to suffer from freshet and flood. "Sufficient unto the day is the evil thereof," and in the meantime it remains to be seen whether human genius, learning from wind and sea the lesson of equilibrium, can so apply it to the conditions of trade as to avert the threatened disaster, as sure to come as that which follows a disturbance of the equilibrium of air and wave.

As predicted by the Tradesman last week, the Judiciary Committee of the House of Representatives has reported out the garnishment bill, thus demonstrating the correctness of the Tradesman's position that it was not necessary to "lubricate the Committee" in order to obtain justice at their hands. Two years ago the editor of Detroit Trade collected \$1,262.69 from the merchants of Michigan for the avowed purpose of securing the enactment of a garnishment bill, in the face of the Tradesman's positive assurance that such a measure could not be enacted, on account of the strenuous opposition of Governor Pingree. The outspoken position of the Tradesman this year prevented the raising of a legislative fund, on which the merchants of Michigan may well congratulate themselves.

Men play the game of politics nowadays for the sake of the personal distinction, the gratification of ambition to be prominent. Few of the men who are most active in affairs have any exalted conception of the duties of the public man to the public. They do not stop to think that they are the trustees of the public, commissioned to serve the whole public. Public office is regarded as a private snap, a personal perquisite, not an opportunity of public service.

The Postoffice Department has issued an order prohibiting the use of any other key, except the one issued by the postmaster, in opening lock boxes and drawers, and all persons and firms are enjoined from making same, except those who are authorized by the department to furnish keys for the department. If a box renter wants duplicate keys he can not have them made from his original key, but must buy them of his postmaster.

Be sure you are right—then pause a moment for reflection.

PUBLIC POPULARITY.

The revolutionary proceedings now occurring in Russia suggest some rather peculiar reflections.

Although several of the Russian Czars were murdered as the result of palace intrigues and disputes over the succession of the throne, Alexander II. was the only one of the Czars who was assassinated by his dissatisfied subjects, and he was the one ruler who had done more to give them liberty and to elevate their condition than had ever been done probably by all the other Russian rulers together.

The earlier Czars and all, even down to the time of Alexander II., had practiced upon the people the most despotic oppression. The great masses of the people were in a state of slavery and were commonly subjected to the most arbitrary severity and often inhuman cruelty. In 1855 he ascended the throne. The Crimean war was in progress, but at its close he commenced a most important system of government reforms. In 1861 he decreed the emancipation of 20,000,000 Russian serfs, and in 1864 he emancipated the Polish serfs. This was followed by the establishing of representative assemblies in the provinces, elected by the people. This was an astonishing progress towards free government to be attained in the reign of one Czar, all being given upon his own motion, without any action in their own behalf by the people.

A taste of liberty, however, to the Russian people appears to have affected them like the tiger's first taste of human blood. They could not be satisfied. Government reform, which had hitherto been unknown in Russia, rapidly as it was then progressing, did not move fast enough to suit the impatient people and so they murdered him. The greatest of all the Czars was assassinated by being blown up by dynamite while returning from church on Sunday, March 13, 1881. Such is public gratitude. It is like public popularity. It makes the victim upon whom it is lavished the slave of those who have enjoyed his benefactions or have profited by his bounty.

Probably there is no more characteristic case of the slavery to which the victim of intense public popularity is subjected than is that of Admiral Dewey. His victory in the war with Spain was one of the most distinguished events in the history of naval warfare. In a moment the Admiral rose to the topmost heights of popular favor. Every possible evidence of popular admiration and gratitude was heaped upon him. Coming, as he did, into the full blaze of popular observation and attention, he became, without knowing it, a slave to every whim of the people. They expected him to act at every moment in response to their demand, and, as soon as he failed to do so and began to conduct himself as an independent being, he fell almost in a single day from the pinnacle of public admiration to the abyss of popular neglect. Never was there a man in this Great Republic who filled more of the public eye than did the great Admiral. To-day, probably, there is no public man in its vast domain who can claim so small a share of public attention.

As to the Czar Alexander II. of Russia, it is more than probable that, if he had gone on like his predecessors in the usual round of despotic exaction and had permitted the serfs to remain in slavery, he would have died in his bed, surrounded by his family; but the eman-

ator of probably 25,000,000 slaves was most atrociously assassinated. In this connection, the following story is told by Prof. James B. Angell, who had some experience in negotiating treaties between the United States and China. It appears in the Atlantic Monthly for October, 1900, thus:

In 1881 the ablest Chinese general, Tso Tsung Tang, who had fought successfully with the Russians in Kuldja, and had put down a formidable Mohammedan rebellion in the Province of Kansuh, came to Peking and was appointed a member of the Tsung-li-Yamen. When he heard of the assassination of the Russian Emperor, Alexander II., he asked one of the European diplomats how the event happened. He was told that the Emperor was killed by Nihilists, "Who are the Nihilists?" he enquired. The European minister replied, "They are a secret society, who aim to kill sovereigns." "Secret society?" said Tso; "they ought to be able to dispose of them in Russia. I had some experience with secret societies once, and soon took care of them. Down in the Province of Fuhkien they became widespread. Villages filled with them actually made war on one another. I was sent down to restore order. And in about six weeks I had perfect order and peace down there." "Indeed," said the diplomat, "how did you succeed so quickly?" "Oh," calmly replied the general, "in six weeks I cut off the heads of about fourteen hundred of them, and it was perfectly tranquil after that." He did not speak boastfully of his achievement, but with no more emotion than one might show in speaking of killing so many flies.

Instead of warming the snake of revolution in his bosom, as did Alexander II., the Czar of all the Russias, the Chinaman lost no opportunity to destroy him at the very first moment. It is exceedingly dangerous to be a great public benefactor. It is almost equally fatal to be a great popular favorite. The Czar Nicholas to-day is suffering from the benefactions of his uncle.

It is pretty well understood that the average jury will decide against a railroad corporation in suits for damages, and it was probably some such notion that stimulated the bringing of suits in the cases mentioned. Recently a traveler sued a road on account of mental anguish suffered because his trousers, having been stolen from the car at night, he was obliged in the morning, clad in a blanket, to furnish amusement to frivolous-minded fellow-passengers. Subsequently, a drummer has begun suit against the Northwestern because the clock in its Green Bay station caused him to miss a train, said clock having suspended operations by reason of the cold weather. The drummer alleges that he arrived at the station at 8:40 by the clock, and, seeing that he had plenty of time, "went to a lunchroom and ate a hearty breakfast"—menu and price not stated—and that, returning to the station, he found to his horror that it was still 8:40 by the clock, and also that the train had not waited for him.

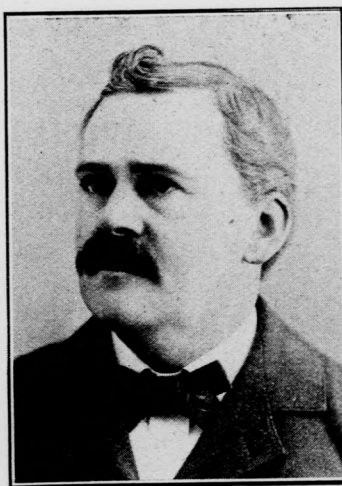
The census report on the silk industry in the United States will show increase, despite the setbacks in 1900. In the census year thirty-nine new plants and firms were organized. The value of production is given thus: Broad silks, yards, 86,000,000; value, \$52,000,000; velvets and plushes, yards, 9,500,000; value, \$5,000,000; upholstery silks, value, \$400,000; ribbons, \$17,500,000; machine twist and sewing silks, \$9,000,000; and \$1,000,000 for laces, nets and veilings.

The ribbon of the stock ticker might be appropriately termed "read tape."

REPRESENTATIVE RETAILERS.

H. D. Harvey, the Bangor Druggist and Peppermint Oil Grower.

Dr. Henry D. Harvey was born in McDonald township, Hardin county, Ohio, April 21, 1851. His father was a clergyman of the Christian church and, four years after Henry was born he moved with his family to Bangor Mich., which was then a backwoods settlement with but one store building, combining farming with preaching. All the education Mr. Harvey had was obtained in the schools of Bangor and his school work was very seriously interrupted by a severe attack of deafness which came upon him as the result of a scrofulous attack. His first work was as assistant to his father in the post office, where he remained two years. He then purchased a third interest in the drug and grocery stock of G. W. Rowe, subsequently increasing his interest to a half and continuing the business under the style of Rowe & Harvey.



Mr. Rowe afterwards sold his interest to Ward Taylor, and the firm name was changed to Harvey & Taylor. He afterwards purchased the interest of Mr. Taylor and continued the business in his own name until 1888, when he sold out to Geo. W. Stephenson. He did not re-engage in active business until 1893, when he purchased the drug stock of Monroe & DeHaven, which he has since continued under his own name. The deafness which proved so much of an impediment in early life gradually left him and, at 38 years of age, he began smoking, to which he largely attributes his entire recovery from the trouble.

Mr. Harvey has not only won success as a merchant, but he possesses something more than a local reputation as a farmer, being the owner of 280 acres of land east of Bangor, about two-thirds of which is under cultivation. He is largely interested in the production of peppermint oil, planting from thirty to forty acres to peppermint each year and producing about 1,000 pounds annually.

Mr. Harvey was married in 1876 to Miss Florence Meabon, of Bangor, whose death from consumption occurred the following year. In 1878, he married Miss Martha Meabon, sister of the deceased, and the family has since been increased to six—three girls and one boy.

Mr. Harvey is a member of the A. O. U. W. No. 142 and B. P. O. E. No. 544. He attributes his success to close attention to business and to the fact that he has always worked as hard as he knew how. Those who know him best insist that he has mixed more than the

usual amount of brains with his work and that his success is only a logical result of such an admixture. Back of it all, however, is the undeniable fact that he has a pleasing personality and thus makes friends easily and holds them steadfastly.

REFORMS IN THE SCHOOL ROOM.

The announcement that so eminent a university as Princeton is to cut the master of arts course down from four to three years appears to be a concession to a very large number of very practical and successful people who have long contended that too much time is spent in the school room.

This is one of the questions of the day that must be solved by the educators and scholars of the country. In discussing it the New York World says:

No human being has any time to waste, and no time is more precious than the years of young manhood. The fact is that within a generation there has been a vast improvement in the training of the mind. Both formal education and informal education—news-papers, magazines, private and public libraries—have been at work upon the minds of our young people, making our children of 9 and 10 years more alert, better informed, more capable of receiving and assimilating knowledge than were young people of 15 and 16 two decades ago.

There can be no doubt about the question that reform should be applied both to the common and higher school curriculums. As they are arranged at present the pupil is put into the kindergarten when he or she is scarcely able to articulate plainly in the most ordinary conversation, and is put through a course of cramming from that infantile age until the prime of life shall have been reached, and, as has often been the case where there are frail physical constitutions, passed.

It takes three or four years to get out of the grammar school in most of the commonwealths of this country, three or four to finish the high school and four or five years more are required to finish up in the college course. Presuming that the pupil shall be 12 years of age when the grammar school is entered, it can readily be seen that the average youth will have reached the age of 22 years prior to leaving the college with his diploma.

As the average young man must seek employment at the age of 18, or, as is too often the case, prior to having attained even that number of years, it is plainly evident that he must quit school long before he has completed the course as it is prescribed at present. Many eminent educators are of the opinion that the curriculum of all the schools could be made much more succinct than it now is, that much useless rubbish could be eliminated without marring the efficiency of the course.

This would indeed be a reform beneficial to the youth of the country, since no time is more valuable to a person than is that period where youth and manhood meet. The transition from a course, at least with the average pupil, of petrified Greek roots and mouldering heaps of Latin to one of German, French, Spanish and a splendid English education would seem to some of the old school of instructors to be a radical departure, but who doubts that it would transform that great army of "educated incompetents," now so much in evidence throughout the country, into a brigade of industrious, independent, self-supporting people? And some of the greatest educators of the world are becoming aware of this fact, too.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—Heavy brown sheetings, either for export or for home consumption, show little life, nor are there just now any enquiries for large quantities for the future. Denims are slow in all grades and other coarse colored cottons are quiet, but with no quotable change in prices.

Prints and Ginghams—Staple prints are in steady request for moderate quantities. Gingham show no change from our last report, both staple and fancies being in quiet request.

Dress Goods—It would be wide of the truth to say that all was satisfactory in the dress goods market at this time, and it would be equally false to intimate that a good business is not being done in certain quarters. The business is of an uneven character, and while some manufacturers can boast of but indifferent success, others can take pleasure in the knowledge that their mills are sold ahead for some months—practically in velvet. The market is anything but a broad one, and consequently the business doing by one manufacturer does not give any intimation of that being done by others. There is a sizable business coming forward within certain limits, but outside of comparatively few classes of goods the business is unsatisfactory and uncertain. The season is not progressing as rapidly as manufacturers could wish, and although the majority of plain goods lines have been open for some weeks, certain salesmen have only started out the present week to visit their trade. The progress of the season has been interfered with by an apparent uncertainty on the part of buyers as to just what they desire. There has therefore been a tendency on the part of certain manufacturers to delay placing their lines before the buyers until they could get a better idea as to their requirements. As the buyer was in doubt as to what he wanted, the manufacturer has been in doubt what to show him. The general run of buyers show no anxiety to cover their fall needs promptly, and therefore manufacturers do not see any necessity of hurrying the placing of their lines before buyers. They see no wisdom in trying to force buyers' decisions.

Woolens—The opportunity for bringing out new lines from now on is limited, owing to the fact that it is getting too late. The present week, it is believed, will mark the last attempts at bringing out new fabrics. There is a date beyond which buyers will not accept sample piece deliveries. It seems odd that the opening of new heavyweight lines should extend over a period of three months, but that has been the case this season, and it gives rise to the question as to whether the goods manufacturer does not seek his business too far in advance of the time when the buyer actually needs the goods. If the clothier can place his orders in March, and get his sample pieces in time to suit his needs, why is it that the average manufacturer should be so anxious to open up his lines in January?

Underwear—Balbriggans are in the lead, of course, as good sellers. On the whole, the goods turned out in this line are not of a higher quality than last year's. There is every indication that mercerized knit goods will have a good season, every bit as good as last year's. A knitter, we are informed, recently

bought 20,000 pounds of mercerized yarn. Mesh underwear has also attained a high degree of popularity. Of late years, this branch of the knit goods industry has become more marked, and last year, it is said, there was more sold than for many past seasons.

Hosiery—Wool hosiery is still in poor demand, while cotton hosiery for the spring is finding much favor, especially in the fancy lines.

Carpets—The carpet business in general is picking up all over the country, and things look a great deal brighter, especially in the West. Business is a great deal better in a great many other lines, and the people in general are in a position where they can buy carpets and a great deal more of them. All jobbers claim an increase in business during the past two months, more so than they had really looked for, a great many experiencing quite a decrease in their stocks. Some manufacturers claim large orders from their Western salesmen.

Rugs—There is considerable doing in this line, especially in Smyrna rugs, there being a large demand for these goods on account of the prevailing low prices. The mills are very active in filling orders, and from all appearances there will be a large increase in trade. In jute rugs there is a good deal of business, and there seems to be more doing in this line than ever before.

Good Clothes as a Business Proposition.

The well-dressed man always has the advantage where other things are equal; even the brilliant fellow is handicapped in the presence of a well-dressed fool. That may seem a strong statement, but it is the truth that the first appeal a stranger makes is through the dress that he wears, and the appearance of familiar people is more effective when they are wearing better habiliments than those in which they are wont to be seen. The most familiar figure of town or village immediately awakens new interest and favorable comment the moment he appears in a new suit, and, pooh at the proposition as much as we will, there is no denying that the public estimation of such a figure at once rises. The well-groomed stranger attracts and holds attention long after the ordinary person has been forgotten, and the impressions of a new acquaintance hinge very greatly on the manner in which he is dressed.

Such sentiments may not be of the Franklin or Jeffersonian kind, but they are true in the everyday happenings of the human race, especially the portion of it that inhabits the United States. Every one who reads this will remember where and when some one has impressed him by the manner of good apparel, and can follow that reasoning to his individual position.

By this is not meant the dandy or the dude, for neither of them can be called well dressed—they are usually over dressed—but the people who have care about their clothing and wear it as gentlemen and ladies. Well dressed does not mean silk and broadcloth continuously; it means the conservative use of common sense in buying and wearing that which is becoming and modest, that which is unobtrusive and yet distinctive.

To no class of people can this doctrine be preached for a better purpose than to the merchants and clerks behind the counters of the stores all over the country. These people are not now ragamuffins and slouches, but there are too many of them who neglect some

part of their dress which if made more pleasing would serve as one of the levers that could tip business their way.

It is true that goods and prices are the great magnets which draw trade, but it is also true that back of them are many conditions of the store and the people who are there employed, either as owners or salesmen, that help forward sales, serve to bring in strangers and give an air of greater respectability and confidence to the whole place. Each one can take it home to himself. Which would he prefer—to be waited on by a young man wearing a coat with greasy collar, a dirty shirt and a pair of muddy shoes, or a young man whose clothes are clean and look as though they had been pressed sometime and whose shoes have been recently polished? It costs little to be clean, it costs little to wear clothes that make the wearer presentable before anybody. And as a pure business proposition, it pays every time.

Depend for Employees on a Central Bureau.

A number of St. Paul firms have signed an agreement pledging themselves to employ no person except those recommended by a central bureau created for that purpose and now in operation. The promoters of the plan are confident that through its operations the members subscribing to its conditions can be supplied immediately with competent, safe and careful employees. Nearly all trades are represented. Of course, the manager of the bureau gets his commission. An applicant furnished with employment pays a fee of \$2. Should a young man apply directly to a firm he is turned over to the bureau. The applicant's standing and ability are investigated by a confidential agent, and if the applicant is approved he is accepted by the firm, and the young man pays his fee.



Don't buy an Awning until you get our prices.

Send distance 1 to 2 or height, 2 to 3 or projection, 3 to 4 or width.

(SEE CUT)

and we will send samples and bottom prices.

CHAS. A. COYE

11 Pearl Street Grand Rapids, Mich.

NO MORE DUST!



No more wet sawdust or sprinkling. Clean, Quick, Easy Sweeping.

WIENS SANITARY AND DUSTLESS FLOOR BRUSH.

WIENS BRUSH CO., MILWAUKEE, WIS.

ATTRACTIVE CATALOGUE "SAVE TIME AND STAMPS"

PELOUZE POSTAL SCALES

THE HANDSOMEST AND BEST MADE

THEY TELL AT A GLANCE THE COST OF POSTAGE IN CENTS AND ALSO GIVE THE EXACT WEIGHT IN 1/20S

NATIONAL 4 LBS. \$3.00 UNION 2 1/2 LBS. \$2.50

THEY SOON PAY FOR THEMSELVES IN STAMPS SAVED

PELOUZE SCALE & MFG. CO., CHICAGO.

SOLE AGENTS: HARDWARE & STATIONERY DEALERS



Umbrellas and Parasols

We are ready to show you through this department. Our Spring line is complete. Ask our salesmen all about the "Ami" Silk. It is something extra good for little money.

Voigt, Herpolsheimer & Co.

Wholesale Dry Goods, Grand Rapids, Mich.

Easter Novelties in Petticoats

Black Mercerized Petticoats made of fast black imported mercerized sateen, with plaited and ruffled flounces full width and newest shaped top. Sizes from 38 to 42 inches long.

Prices from \$9.00 to \$36.00 per dozen.

Write for sample skirts.

P. STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Michigan

Window Dressing

Seasonable Suggestions Relative to Window Trims.

Keen merchants are well aware that it is highly inadvisable to trim windows during the daytime unless it is absolutely necessary. All window trimming should be done at night or early in the morning before people are about. Now it stands to reason that, if the trimmer must work late at night, he should have that fact considered in allotting his work during the day. A fair man who is generous with his help will not expect a trimmer to work late at night and then work as hard during the day as his fellows who do not work over hours. If you wonder why your clerks do not care to trim windows, ask yourself whether you do not give them cause to complain in this respect. Generous treatment of your trimmer or trimmers is the only way to get the best work from them.

Now that you are beginning to plan your Easter trim, make it a point as far as possible to use new units of display. You are going to put in windows of new goods. You want to produce an entirely new, fresh, clean, original effect, not only with the goods you show but in your window design and by the method in which you show the goods. Therefore study up some of the units of display which you have often seen but have never used. Let every single piece of goods that you show be arranged in an original manner. Some men show new neckwear, for instance, always displayed in the same old forms. It detracts from the newness of the goods. Avoid this mistake by making sure that you have not fallen into a rut.

Perhaps you have fixed habits to an extent that will surprise you when you come to consider the matter.

You are soon going to use flowers in your windows. Did you ever stop to consider that it is not every man who has the faculty for arranging flowers so that they are attractive to the eye? If you are not certain of your powers in this respect, pay a visit to the florist and find out by question and observation of his methods of work how to arrange flowers so that their full beauty will be seen. And when you come to put in your window, especially if you are unaccustomed to this kind of work, get the criticism and assistance of some florist on the arrangement of your flowers. Perhaps you have some lady friend who will be able to give those few deft touches that are required. This is a small matter. But unless you are up to doing it properly your entire window may be spoiled.

Sometimes it is not desired to dress the window in any other way than that known as a plain trim and yet some further ornamentation is desired. This can be easily secured by building an arch close to the glass of the window. Thin strips of poplar are covered with cloth and bent from the sides of the window in the curve required. From these strips of wood to the top of the window frame strips of wide tape or cloth are tacked. White and green cloth can be used in this interlacing lattice work effect and they give a very finished look to the upper part of the window, which is usually bare of decoration. For an accessory to a plain Easter trim of this sort eggs can be used in this way. The eggs are blown and

after having been thoroughly dried are strung on narrow strips of ribbon, which are tied in a knot at the lower end of the egg. The eggs thus strung are attached to the arch at short intervals, thus forming a kind of pendant fringe to the arch. Eggs thus mounted can be colored and attached to the various window fixtures or hung from the ceiling of the window.

When different articles of the same general line are being shown together in a window it is sometimes a problem how to impress on customers the difference in values and prices between articles that at a hasty glance seem alike. One of the best ways to do it is to use different colored price cards or ribbons for the different lines of goods. For instance, suppose that you are showing two lines of black cheviot suits in the window, one line worth twelve dollars and the other eighteen. Behind the plate glass both look alike to the customer and the difference between the suits is not impressed on his mind. In such a case it is well to attach to all twelve-dollar suits a knot of blue ribbon. To all eighteen-dollar suits attach a knot of yellow ribbon. Then put a card in the window which says, "All blue ribbon suits are twelve dollars. All yellow ribbon suits are eighteen dollars." By this means the difference between the two grades is fixed on the mind of the spectator and he carries away no false ideas about the goods and their respective prices. As a usual thing it is bad policy to show such lines as the above together, as the customer does not distinguish the difference readily, but by this method there is even an advantage in showing together goods of different values, but of an apparent similarity.

A drapery material that is very popular now is made of different colored pieces of silk sewed together just as rags used to be sewed together for rag carpet and woven in the same manner. Sometimes strips of tinsel braid are interspersed among the strips of silk and the warp is many colored. The fabric gives a very rich and novel effect and it would undoubtedly commend itself to the trimmer wishing something strange and novel for a background. It is remarkable how brilliantly a single piece of richly colored stuff will show up against a background of perfectly plain color. Some clothing windows, with their dull, dark-colored goods, need just this sort of lighting up that comes from the use of a little rich, brilliant colored drapery. For spring trims vines are exceedingly appropriate. After you have put in your spring trim, having the floor and back of the window draped with white and light green cloth, spread vines loosely about among the articles that you are displaying. This is the sole touch of ornamentation that your window will need. Or, if you have used vines often before, treat your window in the same manner with bunches of violets or single violets, natural or artificial. It requires no particular art to strew a few bright flowers about among your units of display, and they are an immense help in giving the window that desirable spring-like freshness.—Apparel Gazette.

For Use in the Future.

Mrs. Henpeck—If you marry Dick you need never expect me to come to see you.

Daughter—Just say that into the graphophone, won't you please?

Mrs. Henpeck—What for?

Daughter—I want to give it to Dick as a wedding present.

Grocers Will Please Commit to Memory

ROASTED AND PACKED BY
DWINELL-WRIGHT CO.
 PRINCIPAL COFFEE ROASTERS
 BOSTON, MASS., U.S.A.

The most reliable Coffees—those best developed—the most excellent Coffees—are roasted and packed by Dwinell-Wright Co., Boston—with Western offices in Chicago. This firm, one of the oldest in the United States, does not confine one's selection to a few brands—as do many of its contemporaries—but offers a choice from **Over Forty Different Coffees**—from which the grocer can pick those best adapted to his peculiar needs; quite an advantage, isn't it? Dwinell-Wright Co., it must be remembered, has done more to promote the sale of good coffees than any other firm in the world, and its business reputation and the completeness of its modern facilities far exceed those of its competitors. Certainly a plausible reason why it can serve the trade at competitive figures and with dependable coffees. Your next duty obviously will be to buy Dwinell-Wright Co.'s Coffees.

The following houses are exclusive agents for Dwinell-Wright Co.'s Boston Roasted in the State of Michigan:

OLNEY & JUDSON GRO. CO., Grand Rapids, Mich.

C. ELLIOTT & CO., Detroit, Mich.

B. DESENBERG & CO., Kalamazoo, Mich.

SYMONS BROS. & CO., Saginaw, Mich.

JACKSON GROCER CO., Jackson, Mich.

MEISEL & GOESCHEL, Bay City, Mich.

Shoes and Rubbers

How to Conduct a Shoe Department.

One must be in touch with the class of trade his store does business with. If you are in a store where they do a charge business you naturally will sell more fine shoes and novelties.

The one who handles medium price goods and staples is the man that makes the money. My advice is let the other man carry these specialties. You will find it is always the high price shoes and specialties that you have to reduce and lose money on. In medium price goods, even if circumstances are against you, you can always get your money back. But it is never the case with high price shoes.

Selling shoes in a department store and selling shoes in a regular shoe store are as much difference as there is between day and night.

I have had fifteen years' experience in one of the largest shoe stores east of New York and at present am in the largest department store west of New York. In every city business is different in some respects from others. Some cities form department stores, others do not.

The average person looks to the department store to sell shoes cheaper than the regular shoe store, or to give them better values. A department buyer, if he is of the right kind, can do this. A man need not be above the average to do this. All it requires is a man with a little common sense and good judgment.

The advantages of a shoe department over a regular shoe store are many. For instance, the advertising. Some departments will have an advertisement in the paper one day, and other departments next day. All these bring people to the store.

If you have shoes on tables or in bins in a conspicuous place where these customers see them and they are cheap, they may not buy a pair then, but they will remember it and when they want a pair of shoes they will look you up. A department store can not get along without tables or bins. These tables will sell as much for you as any salesman you have, not only that but will get rid of any old stock you may have on hand.

The theory I go by is, what a customer can't see she won't buy. The average salesman will always show new goods, the old ones stay on the shelves. If you put your odd lots in your bins they will be sold. People look upon those in bins as bargains. I have seen many a woman who would not buy a pair unless they came off the table. The way to give the public bargains is to go to the market three or four times a year and buy floor goods from the manufacturers. One can buy floor goods 35 per cent. cheaper than regular goods.

A buyer of a shoe department must know his stock thoroughly. He can not know it too well. He must work in it, see what sells and what does not, must be familiar with it, and when a job is offered him he must know if he can use it or not.

A department buyer can not walk the floor and look wise and never sell any shoes and then buy shoes intelligently any more than a man can run his business without keeping track of his bank account.

The public looks to a department store to give them something better for the same money than a regular shoe store, and one must do it if he wants

this department to be successful. One may ask, "How am I to offer the public better values than my neighbor?"

Easy enough! Buy jobs and buy all you can get. But, mind you, buy them cheap and only what sizes and widths you can use. A job is never cheap unless you can use the sizes to advantage. I would not buy one pair of shoes at 10 cents on the dollar if I have not a place for it. In other words shoes are never cheap unless you have a place for them.

When you buy regular goods always size up with your job goods. In that way you never will accumulate too many of one size. It is a buyer's duty to keep his stock in such shape that he can always handle a job to advantage. He wants to keep his stock in such a shape that he can always turn his stock over at least once every two months, or six times a year.

The way to keep your stock low is never bite off more than you can chew. If you get the money you will never find any trouble getting goods. Never think that the price is going to rise and it is a bargain. As I said before, nothing is a bargain except what you actually need. Order small and often, never order by case lots or dozens, but size up from your stock. Beware of small sizes. The way to figure is, say you are doing \$100,000 business a year, your stock ought never be over \$18,000 and ought to average about \$16,000, some months more and some months less.

To keep it this way you can not order six months ahead of time as is the custom with a good many buyers. But order only when you are in need of goods. You can not tell when something might come up to block trade. Then you are found with lots of goods on hand you do not need.

You may figure ahead this way: Say you did a business of \$8,000 last year in March and this March you intend to make it \$8,500. Then, as your stock must not be over \$16,000, if your stock the first of March stands you \$12,000 you know you can only have \$4,000 worth of goods come in during March. Should you run \$9,000 during the month so much the better for you.

Have your shoes all marked in French sizes so you can fit your customers' feet and not their heads. Have every pair of shoes in your department marked on the bottom with size and mate number. For example, a 3 1/2 C at the toe of each shoe 353-100, a 4 B 402-100; thus you will avoid selling mismates and when putting shoes in stock after showing them you will not have to look inside of shoe for the size but will have it before you.

Another advantage is, when you receive the shoes from the factory, making them give you an opportunity of examining each shoe before selling them.

Adopt a certain carton for your shelves to your own liking and when you order your shoes send a sample to your manufacturer and he will send you cartons just like those you have and they will all be uniform. Then when your shoes come in all you have to do is to mark them and put them on your shelves.

Have your own name put on all your shoes. Allow no manufacturer's name to appear as you want to advertise your own shoes and not some one else's.

Arrange your stock on shelves so your salesmen can find just what is wanted and not have it happen that when a customer comes into the store the salesman has to look around and ask someone

Don't Forget the Lycoming Double Wear Goods



and that Lycomings contain more pure gum than any rubber on the market. Ask our travelers about combinations Duck and Waterproof Leggings, Lumbermen's Socks, Leather tops, all heights, etc., etc. Send for our Shoe Catalogue for spring.

GEO. H. REEDER & CO., 28 & 30 So. Ionia St.
Grand Rapids, Mich.

Rubbers

Boston and Bay State

Wait and see our agents before placing your order for fall. They will call on you in time for you to take advantage of the lowest price. Ask them about new things for fall.

RINDGE, KALMBACH, LOGIE & CO.
10-22 N. Ionia St. Grand Rapids, Mich.

Honesty in Advertising


is essential to success in business.

We Believe It

and want you to know that

We Mean It

Order a dozen of this shoe and if not just as represented we will pay the freight both ways. No risk in that, is there?



No. 7705. Men's Vici. Goodyear Welt, Bal Crown toe and tip. C to EE. 6 to 11. \$2.00.

EDWARDS-STANWOOD SHOE CO.,
Monroe and Franklin Streets, Chicago, Ill.

A Whirlwind

of a shoe

Our Men's Vici Shoes made in our own factory will blow a gale of business your way. Try them. Price \$1.60.



Herold-Bertsch Shoe Co.,
Makers of Shoes, Grand Rapids, Mich.

where a certain shoe is. When he does he loses the confidence of the customer and has a hard time selling her.

The arrangement of your stock depends entirely on the room you have. One may begin with ladies' shoes in highest price, and smallest size on the bottom shelf, sizes running up on the tier of shelves. Then the next price, and so on until the shoes run out, having the cheapest shoes out of reach of salesmen, and highest priced shoes where they can get them easy. Do likewise with men's, children's, boys', etc.

Have your boxes marked with numbers in place of description on boxes. For example: It is easier to mark box "No. 100" than write "Ladies' patent leather, Oxford, Louis XIV. heel."

If you find a customer is hard to please have the salesman turn her over to an older salesman in the department. The head of the department should know at all times why a customer did not buy.

It pays to have a good salesman, one that knows how to fit shoes. A man may be capable of suiting a customer and not fit her. He may sell her a shoe once and never again. That is child's play. Salesmen must know how to fit different feet if they expect to make good salesmen. Never allow a customer to come into your department and sit down without speaking to her, no matter how busy you are. If you do not, ninety-nine cases out of a hundred she will walk out and never enter your department again.

If at any time a customer gets a pair of shoes she did not think wore her satisfactorily, by all means satisfy her some way. Do not let her go away dissatisfied. If you do she may not only not buy shoes in your store but may never buy anything else.

I am a thorough believer in advertising, but in daily papers only. By all means do not advertise anything you have not got, or advertise in such a way as to lead a customer to think you have one thing when you have another. As the old saying goes, "You can fool some of the people all the time and all the people part of the time, but you can't fool all the people all the time."

Have a special sale once a month and give values that will be talked about. There is no better advertisement for you than to sell a customer a pair of shoes she is satisfied with and which are a bargain. She tells her neighbor and her neighbor tells her neighbor and so you get the public talking about you and your sales and they will wait for them.

Do not have a sale every week. Once a month is often enough. If you have them too often people will lose confidence in them. When you have a sale be sure and give them good values. That is where the jobs I spoke of above will come in to advantage.

Never allow a salesman to take down a carton and let it lie on the counter. When a salesman takes a shoe out of the carton he must put it back where he got it. There must be a system in running a shoe department. Without it your chances for success are very slim. You might as well try to run a steamboat without a pilot.

There must be a system from end to end in a shoe department. If you do not have it be sure and adopt one. It will save you labor and expense. There must be a system in running your shoes on your shelves so when your salesmen look for a 4 B, \$2.50 shoe at one place and go for another pair the same price and kind, different make, they won't

have to go to another part of the store.

Use system in advertising during dull months. Do not advertise high price shoes and in busy months vice versa.

In short, there must be a system from end to end. And with a system, be it ever so poor, with good honest work, and faithfulness to business, success is stamped on the manager's brow. Give all your time to your department. Don't bother about your neighbor's. With a little common sense along with good judgment your department will be a success.—W. T. Moore in Boot and Shoe Recorder.

Opening of the Spring and Summer Season.

There are few dealers or managers who have not complained of this winter's trade. The demand for shoes has not been as strong as had been anticipated. The result is that retailers look for a very early spring trade, and there are many signs of an early spring throughout the country.

Easter is one week earlier this year than it was last. This will naturally give the impetus to the trade that is desired. People have not bought shoes during the past winter with their usual freedom and they must certainly, by this time, have almost reached the limit of the wear of the shoes they have on hand. It will be a positive necessity for them to supply themselves with shoes at Easter time, unless they wish to go around absolutely "upon their uppers." A good shoe season naturally follows a poor one, especially when business is good in all other branches. If people have money they are bound to spend it, and men and women alike pay attention to the footwear each spring season. It is now "up to the retailers" to prepare themselves properly for the trade which is bound to come.

The ink will hardly be dry on this sheet when an increase will assert itself in your business. Do not hold off too long with your spring buying. Remember that you must have the shoes, and this being the case, you might better have them a week in advance than not have them when the demand is upon you.

You will find an extra strong demand for patent kid and patent calf, both in high boots and oxford ties. Do not push this style of leather in turn soles. The manufacturers and jobbers have come out flatfooted and declared that they will not guarantee patent calf or patent kid. If you intend to protect yourselves sell these shoes with welted soles, and then be sure you have fitted your customers perfectly before they leave the store. Get them to understand that you are not responsible for those shoes and impress upon them the necessity of keeping some kind of a form in the shoes when they are off the feet. A little point of this kind very often materially assists you in your business and prevents the necessity of an adjustment later.

In kid shoes the demand will be strongest for those with patent tips, toes slightly narrower than those which were fashionable last year, heels a little higher and soles two or three irons lighter. This grade of shoe is profitable to you and their sale should be promoted at all times. You will also find a combination of mat kid tops and kid vamps popular this season, more so among the turn soles. In oxford ties the demand will contrast very much with that for high shoes, although there will be an increased demand for patent leather over last year. It is doubtful if the re-

tailer will sell as many kid oxford ties as last season, although the rule holds good with these, as with the high boot. They are a "bread and butter shoe," and the style from which you will have the least complaint.

Wax calf oxfords will be in increased demand, particularly for golfing. Do not fight shy of your tan oxford ties. One hot spell will be sufficient to remind the customer of the comfort of the shoes in past seasons. Patent leather will then be cast aside, and during June, July and August, tan Russia calf and tan kid ties will be worn almost to the exclusion of all others.

We write this market from past experience and from the demands upon the retailer so far that this season indicates.

Customers going to the summer resorts are bound to carry tan shoes with them. Children's and misses', boys' and youths' tan shoes have been ordered in quantities this year by the retailer far in excess of last. Tennis oxfords will be used for morning shoes by the "little brothers of the rich." Good "sneakers" are always in demand, and it is surprising how few dealers have placed them in stock when they know that an active call is just ahead of them. More special orders are taken during the summer season for this class of shoe than for any other. It is about time the retailer woke up and laid in sufficient stock to meet the wants of his custom-

ers. The outlay is very small and the turn over is very satisfactory.

Yachting oxfords will be sold this year in goodly numbers, as an important meet of any character always gives an impetus to that branch of sport. Accordingly, the international yachting race will cause a more active season than we have seen since the last Columbia and Shamrock races.

While golfing is not less popular than it was a year ago, the real golf shoe will not be sold with the same freedom. There are many double sole shoes worn now which can be converted, by the aid of a few nails, into golf shoes. They take the place of golf boots, the rubber disks of which are continually falling out, allowing water to enter.

Almost any double-sole boot is practically waterproof, which is one of the most essential features to the person traversing the golf links.

Lawn tennis has already taken a new lease of life, as is shown by the games being played, both in the South and in England. It is also less expensive and much less trying than golf, which causes it to appeal to many people.

The visit of the international champions to this country this season will also encourage this sport. Therefore, tennis shoes, no doubt, will sell with something like the same freedom they did four years ago.—Shoe Retailer.

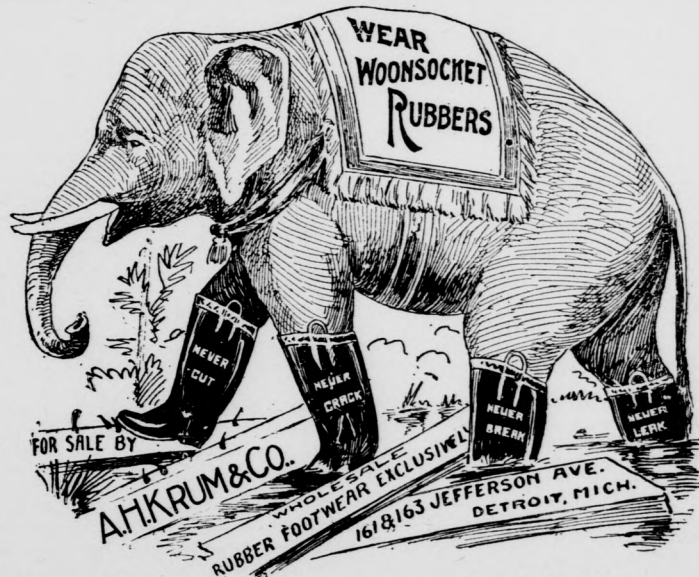
Tricksters in trade are simply smart fools.

Stop, Look and Listen

Our Salesmen are coming.
Our Prices are lower.
Our Quality is higher.
Our Styles are the latest.
It will pay you to wait.

We sell Goodyear Glove 35 & 10 per cent.
and Old Colony Rubbers 35-10-10 & 5 per cent.

Bradley & Metcalf Co., Milwaukee, Wis.



Write for prices and terms on our seven brands of rubbers.

A. H. KRUM & CO., Detroit, Mich.

THE WANAMAKER SYSTEM.

Methods of One of America's Most Successful Merchants.

The past decade has witnessed a remarkable development of all branches of mercantile pursuits. Crude and unorganized methods have gradually disappeared and the management of modern stores has been reduced to an exact science. The progress in shoe buying and shoe selling has kept step with the forward march of other pursuits. Years ago, in the days of our fathers, the shoe business was, as a rule, unsystematic. The various details were looked after by the more or less competent proprietor or by some indifferent clerk. Advertising a retail store through newspapers and attractive window displays was a practice not much indulged in even by the most progressive merchants of the day.

The times have changed. Foggy methods of store management, antiquated ideas of advertising, poorly ventilated shops and slovenly shop-keepers have all given way to a higher and better plan of action. The shoe store of to-day stands out in sharp contrast to the dingy establishment of years ago. The buying and selling of stock are distinct features of the modern store, the comfort and convenience of customers carefully considered, advertising is deemed indispensable, and the building up of a profitable trade forms an important study.

Typically the 20th century store embodying all the essentials of successful shoe selling is the Wanamaker establishment.

The Wanamaker concern gains its tremendous purchasing powers in the shoe world through having important establishments in Philadelphia and New York. The New York store is a mighty power in itself, consisting of three distinct shoe stores. The regular store is located on the main floor and occupies a great area. High-grade men's and women's shoes and slippers and a complete assortment of boys', youths', misses' and children's goods are carried in the better grades. The basement store is a favorite resort for bargain seekers. Here are gathered all sorts of women's and children's good shoes, all marked at reduced figures. This department was established as an outlet to the regular store and seeks to dispose of slow-moving lines and odds and ends.

The auxiliary store, recently opened at the southwest corner of 4th avenue and 9th street, directly opposite the Wanamaker building, is devoted to the sale of bargain shoes for men and boys. The opening of this store created a tremendous sensation among the shoe trade of New York, and was a signal for great crowds to congregate as if by magic. From the opening day, Sept. 22, 1900, this store has been a scene of almost constant activity.

As will readily be seen, these three stores consume an enormous amount of stock annually, and create a mighty purchasing power, equaled by none.

The name of Wanamaker is an open sesame in the most important shoe markets of the land, and concessions denied to others are readily obtained.

Andrew C. McGawin, the buyer for the combined stores, possesses remarkable advantage for buying goods at a close figure. It is not unusual for him to buy 50,000 or 100,000 pairs of shoes at one time and he often moves great quantities of goods from the Boston, Lynn and New York markets.

Two systems are in vogue at Wanamaker's: The first is to buy quantities of shoes at as low figures as possible, and sell them accordingly at a margin above cost. This is the method pursued with all regularly jobbed goods.

The other system consists of fixing a popular price and seeing how much shoe value can be gotten for it.

The first method reacts on the small retailer to a great extent, as he can not buy in limited lots to such good advantage. In this case, the jobber or manufacturer also feels the influence, for he can not convert his big lot of stock into cash unless he shades the price. More often he is willing to sell his goods in

a big lot at cost or even less than cost, for he is always sure of a prompt remittance.

Frank Beamish, who with M. J. Crosson has charge of the New York shoe interests, explained his methods of selecting styles for the main floor shoe store: "We confine ourselves to as few accounts as possible," said Mr. Beamish. "We feel our way very carefully on novelties and insist on absolute perfection of lasting and fitting on all goods, staple and otherwise. We often remodel a new shoe; that is, we change the style of toe or tip, improve the last and make other alterations, until it reaches our requirements. Then if we find a ready sale, we duplicate heavily. We watch the movement of stocks carefully, and judge from one season's sales, what will be popular the next. We don't touch freaks. Experiments and experience tell us which way the wind blows, and we regulate ourselves accordingly."

Several elements enter into the selling of shoes at Wanamaker's:

The advertising is naturally the strongest feature to draw the trade. But advertising in itself is insufficient to maintain a colossal business.

Wanamaker pleases the masses:

Because the convenience of patrons is well looked after.

Because every announcement is truthful.

Because "dead rabbits" are not permitted to remain on the shelf; goods must be fresh.

Because of the great variety of seasonal goods.

Because customers meet with unvarying good treatment from clerks.

Because the Wanamaker store is always a safe place to buy, both regarding quality and price.

Because shrewd and experienced buyers are constantly in touch with the merchandise producing centers and the choice of the newest creations come to Wanamaker's without various profits.

All articles are returnable within a reasonable time and cheerful reimbursement is made if not injured.

There is absolutely no urging on the part of salespeople; visitors are at liberty to come and go as they please.

The Wanamaker customer is a friend of the place. He feels under no obligations to buy.

The restraint, the uncongenial atmosphere so characteristic of other stores, is entirely eliminated. The good will of the public is carefully cultivated. It is this liberal policy which has done so much to create the friendly attitude, so essential to lasting success.

Woman's vanity contributes in no small way to the growing patronage of the Wanamaker store. The many conveniences, the pleasant surroundings, the unrestricted liberties, all combine to make this an ideal meeting place for friends, and it is natural for a woman to put on her best garments for the purpose. The next step then is for milady to array herself in her most regal charms and join the crowds at Wanamaker's just to see and to be seen. Very often the aisles of this famous establishment are fairly radiant with beautiful costumes. The art gallery and the musicals also tend to attract a select crowd of fashionable dresses.

The Wanamaker advertising is unique. It is not only distinctive, but, what is most important, it appeals to the reader: It is clearly sincere and creates a pleasant impression. It is logical at all times, no extravagant claims are made, no vain boasts, and a satisfying reason is advanced for every reduction. The Wanamaker advertising is typographically correct, because the preparation is in the hands of an expert, who from appearances knows his business; the original advertisement is printed right in the building; after close inspection by the expert and the heads of the departments, the copy is forwarded to the various newspapers. Additional mediums for publicity are catalogues and occasionally the monthly magazines. Out-of-town trade is appealed to by the frequent use of suburban papers. Different nationalities are reached through

Rubbers Still Lower

New prices on Bostons 35-10 and 5 per cent.

Bay State 35-10-10 and 5 per cent.

All orders taken for fall will be billed at above prices. Prices guaranteed until December 1st. If you have not already placed your order wait for our salesman and ask to see the new kinds for this season.

Rindge, Kalmbach, Logie & Co.

Grand Rapids, Michigan

UNTIL DECEMBER 31

Our price on first quality Candee Rubber Boots and Shoes will be 35, 10 and 5 per cent. discount from list, and on the Federal brand 10 per cent. extra.

The Grand Rapids Felt Boot Company's first quality rubbers will be 40 and 10 per cent., and on their Wolverine brand, or second quality, 40, 10 and 10 per cent.

TERMS—November 1st 30 days; bills paid November 10th subject to 1 per cent. discount.

We are offering special bargains on socks, gloves and mittens and combinations.

STUDLEY & BARCLAY,

No. 4 Monroe St.

GRAND RAPIDS, MICH.

Reduction Goodyear Glove Rubbers

35, 10, 5 off.



Men's Full Duck Boots, net - - - \$2.50

Men's Duck Heel Huron Role Sole, net - 1.19

Men's Duck Heel Perfection Role Sole, net - 1.25

Look up your geographical price list and see what you have paid.

Price guaranteed until Dec. 1, 1901.

HIRTH, KRAUSE & CO., Distributors

16-18 South Ionia St.

GRAND RAPIDS, MICH.

Our New Art Catalogue

Showing the finest and most complete line of Combination Show Cases on the market

Is Ready to Mail You

In it you will find just the case you have been looking for—one just the thing for your line of goods—at just the price for your pocket book. Write us.

Grand Rapids Fixtures Co.,

Bartlett and South Ionia Streets, Grand Rapids, Mich.

newspapers published in foreign languages.

The Wanamaker system already exercises a marked influence on the wholesaler, the retailer and the consumer. The wholesaler can not safely ignore this new power in the retail world, and is forced to recognize the importance of the Wanamaker concern in the supply markets. Concessions heretofore readily granted to jobbers only are now to be obtained only upon diligent search. The effect of the Wanamaker store upon small retailers reacts likewise upon wholesalers. The retailer must reconstruct his business to meet the new conditions of affairs. Old-time methods have lost their power and new ideas must be generated. Redoubled efforts are necessary to retain the weakened grasp upon the consumer. The consumer is most beneficially affected by the Wanamaker system. Concentration of stocks and capital results in reduced prices on all commodities, and the wage-earner is thus enabled to save money on all necessities. This permits him to dress better, to live better and to educate his children better. The Wanamaker system undoubtedly exercises a powerful influence on the welfare of the masses.

The Wanamaker system is eminently progressive. It does not follow in a rut; it worships no ideals of the past; it is of the times and with the times; it seeks constantly to advance, to improve; to give broad-minded service; and in this light the Wanamaker system stands as a model to all the mercantile world.

Bogus Indigo the Latest Modern Improvement.

The manufacture of artificial indigo is now being carried on in Germany with great success, and German merchants are freely predicting that their country will soon be able to supply the whole world. An immense factory for this purpose was recently opened at Ludwigshafen, in Baden, at a cost of more than \$4,000,000, and statistics show that it will be able to produce each year as much indigo as can be grown on several thousand acres in India, this being the country from which the natural indigo is mainly imported. Experts assert that artificial indigo is in many respects superior to the natural product. It is, they say, absolutely pure and its composition is uniform, and further, more it can be used with greater facility. This artificial product is made according to what is known as the Heumann process, of which the basis is naphthaline.

A Long Look Ahead.

"Dr. Fourthly, do you think people in the next world will follow the same occupation they do in this?"

"I think it not unlikely, if the occupations are useful ones, and if they have enjoyed them on this earth. Why do you ask?"

"Because I was just wondering how much Battenburg lace my wife would turn out if she had nothing else to do for a million years."

ALUM POWDERS PROHIBITED.

Seathing Legislative Report Against Their Sale or Use.

The contest in the Missouri Legislature over the alum baking powders has been watched with great interest, by both the consumers of baking powders and the manufacturers of the alum brands, in every section of the country. A statute in that State had been adopted prohibiting the manufacture or sale of alum powders. The makers of such powders contested the law in the courts, but it was sustained. They then sought to have it repealed, but the good sense and integrity of the members of the Assembly came to the rescue of the advocates of pure food and defeated the efforts of the most powerful lobby known in Missouri for years. The prohibitive law remains.

The statement is made by the legislative committee to which the bill was referred that the manufacturers of alum powders have combined in a trust and annually pay into a legislative fund a large amount of money to procure action in their interests, and to prevent the passage of pure food laws. The following extracts from the report of this committee against the repeal of the alum law are quoted from the St. Louis Interstate Grocer:

The purpose of this bill is to repeal so much of the present statute as makes it unlawful to use alum in food and food compounds. In the opinion of this committee that should not be done. If we are to place any faith whatever in the unanimous testimony of all the leading chemists of the Union, including those in the public services of the Government, as well as those employed in all the principal colleges and universities of the country, there can be no doubt that alum is a poison, and that its use in food is hurtful to health and dangerous to life, especially in the case of children and young girls and delicate women. The voluminous and overwhelming testimony which has been given by scientific experts upon this subject is corroborated by the testimony of hundreds of eminent physicians in active practice, including the medical heads of both the army and navy of the United States, and including, also, some five hundred physicians of this State, all testifying, with remarkable unanimity, to the same effect, that alum is a poison, and that its use as a food ingredient should be prohibited. In addition to that it is a fact that the use of alum in food and compounds that are used in the preparation of food has been long prohibited by law in England, France, Germany and other European countries, and the laws are rigidly enforced.

Against this great mass of concurrent testimony, in which science, experience and law all combine in condemning alum as a food ingredient, there is

scarcely a protest from any source worthy to be treated as an authority. It is true that certain chemists, employed by the American (Alum) Baking Powder Association or Trust, the General Chemical Company and the Pennsylvania Salt Company, two corporations organized in New Jersey, and the greatest manufacturers of alum in the country, have expressed the opinion that alum, when used in making bread, loses its poisonous quality by some means in the process of cooking; but this interested testimony is contradicted, and, in the opinion of this committee, overwhelmingly refuted, by large numbers of the most famous scientists of the country, who have shown by repeated and conclusive experiments with alum baking powders that a poisonous residuum is left in bread after baking, which is extremely harmful to health and dangerous to life. Many serious and fatal ills in given cases have been traced directly to this cause.

The people of the State are entitled to be protected against frauds which imperil their health and lives, and this committee is unwilling to repeal a law having that end in view, merely to oblige those who would make pecuniary profit by imposing upon a confiding public.

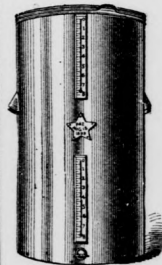
The clap-trap about this bill being opposed by a so-called trust engaged in

manufacturing baking powders without the use of alum scarcely deserves to be noticed. It should not matter, if it were true. Even if some trust should perchance declare that poison is a bad thing in human food, should we therefore begin at once to feed poison to the people? That would be carrying trust opposition to the point of criminal stupidity.

That there is a rich and powerful association or trust interested in the manufacture and sale of alum baking powders does not admit of doubt, and that that trust has been back of this movement to repeal this law is almost equally certain. This alum trust or association is made up of sixty-seven alum baking powder manufacturing companies and two great chemical companies (the two New Jersey corporations above mentioned as engaged in making alum). The members of this association contribute annually to a legislative fund, to be expended in preventing pure food legislation which has for its object the prohibiting of the use of alum as a food adulterant, and it is believed that not less than \$100,000 is annually expended in that direction.

Lots of people seem to think it bad form to be polite in public.

He that abideth low can not fall hard.



Patented August 15, 1899

Your stock is not complete without you have the

Star Cream Separators

Best advertisement you can use. Each one sold makes you a friend. Great labor saver. Complete separation of cream from milk. Write to-day for prices and territory.

Lawrence Manufacturing Co.
TOLEDO, OHIO



THE PUTNAM CANDY CO.,
GRAND RAPIDS, MICH.

Stale chocolates drive away trade.

WE GUARANTEE

ours always pure and fresh.

Call and inspect our line and establishment when in the city.

B. W. PUTNAM, President

R. R. BEAN, Secretary

SCOTTEN-DILLON COMPANY

TOBACCO MANUFACTURERS

INDEPENDENT FACTORY

DETROIT, MICHIGAN

OUR LEADING BRANDS. KEEP THEM IN MIND.

FINE CUT
UNCLE DANIEL.
OJIBWA.
FOREST GIANT.
SWEET SPRAY.

SMOKING
HAND PRESSED. Flake Cut.
DOUBLE CROSS. Long Cut.
SWEET CORE. Plug Cut.
FLAT CAR. Granulated.

PLUG
CREME DE MENTHE.
STRONG HOLD.
FLAT IRON.
SO-LO.

The above brands are manufactured from the finest selected Leaf Tobacco that money can buy. See quotations in price current.

Butter and Eggs

Observations by a Gotham Egg Man.

Cold storage operations occupy the most prominent place in the egg mind at present. The movement to warehouses has begun early and all advices from the interior indicate large speculative outlets. Some of the current packings have been going in on early contracts, but there were not a great many of these this season and the bulk of the stock going to the warehouses is probably on current purchase. It is the speculative demand that is now fixing the bottom of egg values and while buyers do not seem willing to go in freely at the highest rates anticipated last winter they are bidding relatively full figures. There seem to be a large number of egg buyers willing to buy storage eggs on the basis of 12½c net laid down in Chicago and 13½c net at Eastern storage points. Some large buyers who were inclined to hold off on that basis last week are now bidding the price freely and it looks as though there were now rather more demand at the above prices than can be immediately supplied.

* * *

At this writing the ability to sell storage packings very freely from country points on a basis of 13½c net at Eastern storage points, and 12½c net at Chicago, puts a very strong undertone to the market. As these prices represent the cost of the goods laid down it is evident that still higher prices would have to be realized to afford any profit. The effect of these conditions is naturally strengthening to the market for the receipts of regular packings. These have recently accumulated here to a considerable extent, but holders have been willing to hold the stock over in the belief that the free withdrawal of current storage packings will soon give opportunity to clear out all recent accumulations. It is also considered probable that the quality of egg receipts not packed especially for storage will soon average poorer and make it necessary for the better class of dealers to take some of the storage selections in competition with speculators. This will be likely to raise the cost somewhat in consumptive channels.

* * *

But while there is a very strong undertone at present owing to the abundance of speculators ready to go in early at high prices we find a considerable number of egg men who regard the speculative outlook as unfavorable on the present basis of value. They point to the enormous current production before the Northwest has fairly opened up as indicating a phenomenal egg yield, and with the early occurrence of large surplus they consider it likely that the more voracious buyers will get all they want before the season of April quality is past. If the Southwest, they say, holds its present scale of production during April and egg laying reaches its height in Iowa, Minnesota and the Northwest, as well as in Illinois, Indiana, Ohio and Michigan at the same time there may be an opportunity during the last half of April to get storage eggs on a little safer basis. Furthermore many of them say that if this should not be realized they will stay out altogether. In fact, to the disinterested observer it does look like a bad business proposition to stack up eggs this spring with every indication of the largest production on record, at nearly the same prices that led to such disas-

trous results two years ago. It is hard to see upon what business principle the outcome can be expected to be more favorable now than then.—N. Y. Produce Review.

Status of the Regal Manufacturing Co. Litigation.

Marion, Ind., April 1.—In answer to yours of late date asking how we are progressing with our action against the Regal Manufacturing Co., wherein we seek to have contract cancelled and a receiver appointed to take charge of the photographs collected for us and an injunction restraining the defendants from disposing of or injuring the photographs and from bringing or prosecuting any suit at law against us, we make the following answer:

A receiver was appointed and qualified and an injunction ordered and served, and the matter came to a hearing upon the motion on our part for an order against the defendants to show cause why they did not deliver the photographs to the receiver or be punished for contempt, and also on a motion on their part to dissolve the injunction and to discharge the receiver. Before these motions came up for hearing, we gave notice that we would amend our bill of complaint. The court—on an ex parte hearing, however—dissolved the injunction and discharged the receiver on the original bill of complaint, and we immediately filed an amended bill and again asked for an injunction and a receiver; and, as a compromise of this matter, we secured a stipulation and agreement from the defendants instead of such injunction and receivership, whereby the photographs and pictures of whatever kind and nature, obtained from citizens of Marion and which are involved in this litigation, were delivered to the Chamber of Commerce Safety Deposit Vaults, of Chicago, as trustee, to be held during the pendency of this suit, and then to be delivered to the party or parties who shall be decreed to be entitled to the possession thereof, unless some other stipulation should be made between the parties to this suit in relation thereto. Said stipulation also provides that neither of the parties to the suit shall bring action to replevin or otherwise take possession of these pictures during this time; also that the suit heretofore attempted to be commenced against us in Chicago shall remain in statu quo until twenty days after the determination of this suit, and also that the defendants will not start or prosecute any suit at law for damages against us for any act committed prior to the date of said agreement, which was March 15, 1901. The original suit for the cancellation of the contract remains and will be prosecuted to final determination on said amended bill of complaint. Our attorneys hold the receipt from the deposit company for the pictures.

Thus it will be seen that we have made a substantial gain in our matters, and are now in a position to present our proofs and be heard on the main issues in the case. Miller & Bailey.

Credit a Priceless Possession.

Credit is the most precious possession a business man can have. It is acquired, maintained and preserved by certain qualities that seem to be inherent in the man. Credit is like a delicate piece of porcelain. You may break it and put it together again, and for purposes of utility it may possibly be just as good as it ever was, but the cracks are there and you can see where it was broken. And so it is with the man whose credit is once impaired. He may be able to buy goods again, his standing among mercantile houses may be very fair, but it can never be restored to the superb condition in which it once was. And so all merchants, young and old, should regard credit as a priceless possession. Do not let it be trifled with, and allow nothing to impair it or injure it.

Better go to bed supperless than rise in debt.—Franklin.

VINEGAR

LAW PROOF.

Use our goods and avoid prosecution by Food Inspectors.

CIDER

The Standard of Excellence for 24 years. For prices see price current.

Barrett & Barrett.

Chicago. Kansas City. St. Paul. So. Haven, Mich.

ORANGES LEMONS

Direct from CALIFORNIA in car lots.

Apples, Onions, Cabbage, Parsnips, Celery, Honey, Beans. Will bill at lowest market price.

E. E. HEWITT,

Successor to C. N. Rapp & Co.
9 North Ionia Street, Grand Rapids, Mich.

ALL GROCERS

Who desire to give their customers the best vinegar on the market will give them RED STAR BRAND Cider Vinegar. These goods stand for PURITY and are the best on the market. We give a Guarantee Bond to every customer. Your order solicited.

THE LEROUX CIDER & VINEGAR CO.,
TOLEDO, OHIO.

Alfred J. Brown Seed Co.

Seed Growers and Merchants

We are always in the market to buy or sell Clover, Timothy, Alsike, Beans, Popcorn Buckwheat, Etc.

GARDEN SEEDS IN BULK

Our stocks are complete and we are prepared to quote prices as low as Good Seeds can be afforded.

ALFRED J. BROWN SEED CO., Grand Rapids, Michigan

POTATOES

CAR LOTS ONLY

State quantity, variety and quality. If have car on track, give initial and number of car—station loaded or to be loaded.

H. ELMER MOSELEY & CO., GRAND RAPIDS.
CLARK BUILDING, OPPOSITE UNION STATION.

The Vinkemulder Company

Offers especially attractive prices on

Navel Oranges

Particularly the larger sizes.

Headquarters for

Apples, Onions, Cabbage

Write for prices.

14 Ottawa St., Grand Rapids.

Geo. N. Huff & Co.,

WHOLESALE DEALERS IN

Butter, Eggs, Poultry, Game, Dressed Meats, Etc.

COOLERS AND COLD STORAGE ATTACHED.

Consignments Solicited.

74 East Congress St., Detroit, Mich.

The Meat Market

The Question of Drawn or Undrawn Poultry.

The bill that has been introduced in the Legislature of New York State making it a misdemeanor to sell or offer for sale undrawn poultry will not, we believe, ever become a law. We have failed to find any one who favors such a law. The poultry raiser does not want it, the wholesale poultry dealer is against it, and the retail butcher is opposed to it. The New York City authorities made a decision about the drawing of poultry for this market a long time ago. When there was a stirring up of this same question some fifteen years ago the city looked into it, and then gave it as the judgment of food experts that poultry should not be drawn on the farms. It was recognized then that it was a matter of the utmost importance to the public health. About 125,000,000 pounds of dressed poultry comes into New York in a year. The fowls come from the farms of the West and South almost exclusively. The Health Department's rigorous care for the public health results in the seizure every week of thousands of pounds of poultry which does not come up to the inspector's standards. In Thanksgiving week, for instance, the authorities condemned 12,350 pounds in the markets and destroyed it. Last week over 4,000 pounds was seized. In a year the inspector's seizures amount to 250,000 pounds of dressed poultry, but large as this seems it is only one pound in 500, two fowls in 1,000. One of the experts who took part in the poultry enquiry fifteen years ago was the late Dr. Edward W. Martin. Dr. Martin was a Massachusetts man, and when he came over from Boston, years ago, he had a prejudice against undrawn poultry. "Before we made the poultry investigation," said Dr. Martin, "we thought that perhaps Boston was right in allowing only drawn poultry to be sold, and all our butchers and market men and food inspectors were wrong. But we went to work experimenting. One thing we did was to hang up drawn and undrawn dressed poultry and watch its decomposition. To the surprise of some of us, we saw that the drawn fowl deteriorated much faster than the undrawn, but this was just what the practical marketmen had told us would happen. They said they couldn't keep drawn fowls, because they wouldn't stay sweet long. They couldn't tell us why this was so, but they knew it as a matter of business and since then the millions of dressed fowls sent to this market have all been undrawn." The scientific explanation of the superiority of undrawn poultry is probably that, when the inside of a fowl is not opened to the air, the bacteria of decomposition do not have a chance to get at it so easily as when the viscera are removed. For purposes of experiment we advise those who favor the new law proposed to put two dressed turkeys, one drawn and the other not, on top of the highest mountain or down in the deepest mine. It will be found that the germs are even there, and the undrawn turkey will keep longer.

In one of the Western poultry papers this question has been discussed very recently by a Minnesota correspondent, who says:

Some of our larger marketmen want chickens and turkeys undrawn and with their heads on. This is fine for the seller, for it saves work, and he gets

pay for from half a pound to one and one-quarter pounds of stuff that is actually worth less than nothing. To the dealer it makes no difference, for he buys and sells and certainly tries to sell all he buys, and the more and oftener the better for him. But now we come to the consumer; the housewife wants a nice five-pound chicken for dinner. Is it not a robbery to charge her 12½ cents for intestines and a chicken's head, both of which are worth less than nothing to her? And it is no more practical or honest to expect the consumer to pay 12½ cents for intestines and head than it would be to buy four or five pounds of beef at the market and have the butcher add one pound of beef intestines and part of a head—thus making the consumer pay for one-fifth of stuff that is really a nuisance. Keeping qualities will apply the same way. Who on earth would think of eating a steer (even the finest Polled Angus), a pig or sheep which had been killed and the intestines not removed for a week or two after being killed? Now, stop to think. Would you prefer your poultry to go to the market that way, hang around for a week and then be used for food on your table? If chickens are conditioned, nicely fattened, neatly cleaned (dressed, as we commonly say), I will venture to say that they will have preference in markets every time, and bring the long price.

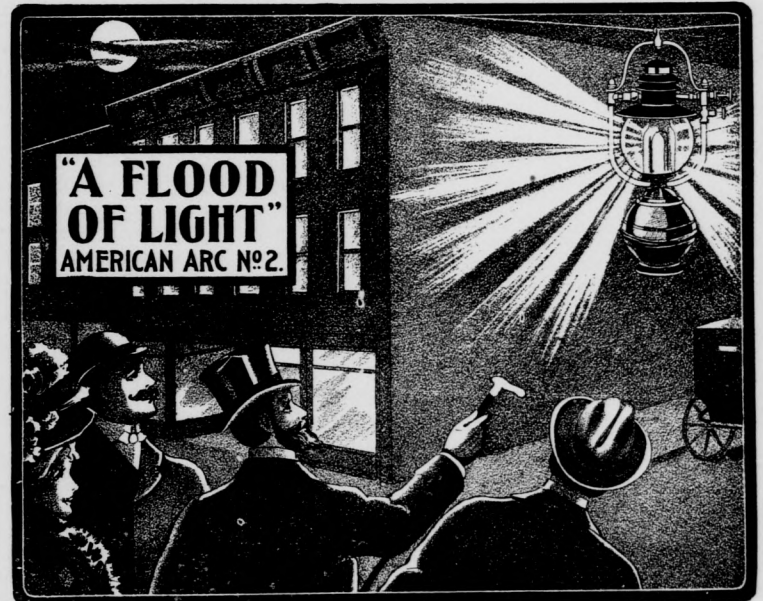
This writer has evidently put his words on paper without having given them much thought. Cost does not figure in the matter at all, and if it did it would be in favor of the undrawn poultry. It is obvious that if chickens and turkeys were drawn before sold, they would weigh less than if they had not been drawn, and as the same amount of money would have to be obtained in either event, poultry would cost more per pound, and that fact would tend to decrease their sale. He says it is fine for the seller to have poultry sold undrawn, because it saves him work. Does the Minnesota gentleman suppose that the work of drawing the poultry would not be charged for? And does he suppose the greater per cent. of poultry that would go bad would not be added to the selling price of those that remained good? For it has been proven that undrawn poultry retain their freshness longer. The comparison of poultry with sheep and so on is not fair, for the viscera of poultry are comparatively dry and do not contain matter readily decomposable. The reverse is the case in sheep and hogs and cattle. The passage of a law prohibiting the sale of undrawn poultry in the State of New York would do no one any good, and would mean a big loss to every one who handles it.—Butchers' Advocate.

Not For Quitters.

If there is one enterprise on this earth that a "quitter" should leave severely alone, it is advertising. To make a success of advertising, one must be prepared to stick to it like a barnacle to a boat's bottom. He should know, before he begins it, that he must spend money—lots of it. Somebody should tell him, also, that he can not hope to reap results commensurate with his expenditure early in the game. It is the man who has money to invest profitably; who believes the investment will pay, and then, beginning to spend money, stays in the game to the finish, who makes a success of advertising. Advertising doesn't jerk. It pulls. It begins very gently at first. So gently, in fact, that you would hardly notice it. But the pull is steady. It increases day by day, and year by year, until it finally exerts an irresistible power. It may be likened to a team trying to start a heavy load. A thousand spasmodic, jerky pulls will not budge the load, while one-half the power exerted in steady effort will start and keep it moving.

A MODERN WONDER

Approved by the National Board of Fire Underwriters; can therefore be used in any insured building without additional cost for insurance.

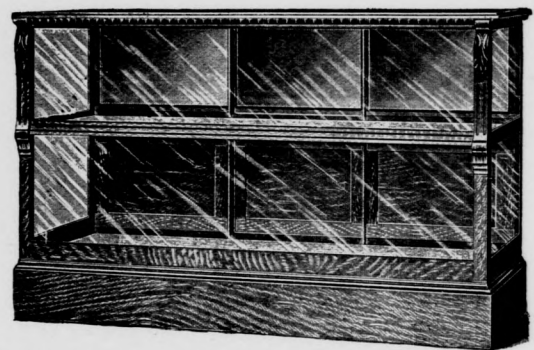


The finest artificial light in the world. Hang or stand them anywhere. One lamp lights ordinary store; two ample for room 25x100 feet. No smoke, no odor; very simple to operate. Burns ordinary gasoline. Absolutely non-explosive. Eight hundred candle-power light at a cost of 5 cents for 10 hours.

Brass Manufacturing & Supply Co.

192-194 Michigan Street, Chicago, Ill.

Ask for Catalogue.



OUR FANCY CIGAR CASE NO. 244

This case is much lower priced than you would imagine from its handsome appearance. Standard size 42 inches high, 26 inches wide end made in any length. We manufacture a complete line of fine up-to-date show cases. Send for our 48-page catalogue containing description and prices of the goods we manufacture.

THE BRYAN SHOW CASE WORKS, BRYAN, O.

**Welsbach Lights
Welsbach Mantles**

Incandescent Gas Light and Gasoline Lamp Supplies of all kinds.

Authorized Michigan Supply Depot for the genuine goods. Write for illustrated catalogue and wholesale prices to

A. T. KNOWLSON, Detroit, Michigan.
233-235 Griswold Street.

Hardware

Wherein Associations Are Beneficial to the Dealer.*

You can in no sense not detrimental to your own best interest isolate yourself from association work, bringing you, as it does all, into close touch with your hardware friends, as well as into intelligent co-operation with the representative dealers of your State. You certainly can not hope to be benefited unless you are interested, and you will be interested in this work just in proportion as you take upon yourself some degree of responsibility. You should not be willing to accept gratuitously the labor of others whose efforts are solely directed to lighten some business burden you are called upon to bear. You should be a responsible individual unit in the framework of your Association, as you have everything to gain and nothing to lose thereby—the time is not far distant when it will be the exception rather than the rule not to be associated with us, as it is only through united effort that the best results are obtainable, and is the only manner in which we can hope to arrive at any harmonious adjustment of the trade difficulties through which we are now passing. The annual meetings of our Association should always be attended. In and through them you can at all times more readily voice the results of your deliberations, and have the co-operation of all towards such action as you may deem expedient and beneficial to your business requirements. It is your duty to be loyal and helpful to the officers of your Association and to at all times assist them in the discharge of their duties. The place for you to kick and find fault with them is right here, and now. Up in Minnesota, we have found the best kickers to be the poorest pullers—and chronic grumblers usually have an impediment in their speech when we meet them face to face.

We do not believe the individual members of our Association appreciate fully the relation they bear to our work. When you joined with us you agreed on your part to do certain things, else we never would have taken you in, and if you are negligent or not willing to do as you agreed you are no help to us. You should aim at all times to be a living exponent of what you profess, as it matters very little what you preach if you do not carry out in practice the principles for which you stand. We tell our boys if their faith has become so cold that they can not be loyal to us, we want them to take out a 30-day "traveling card" and have it expire by limitation. We had very much rather have a good lively kicker for a member than one of those somnambulist fellows that you have to "put a tag on" to steer him to an annual meeting. We want you to remember that the growth and life of your Association depends absolutely upon the loyalty of each individual member thereto.

Your officers and executive members are working without pay and with very little help from you along educational lines to benefit the retail dealer and to give him a chance through organized effort to improve his own condition. We want you to realize this, and to impress upon each individual member the necessity of putting his shoulder to the wheel during the coming year, that your Association may grow in numbers and in usefulness and, by unity of action

*Paper read by John McCracken before annual convention Wisconsin Retail Hardware Dealers' Association.

with similar associations throughout the land, become an irresistible power. We are all more or less creatures of habit, and good habits as well as bad habits are not changed without effort, nor can we hope to at once divert trade which for some time has been flowing into other channels into what we deem the proper ones. It will be, as a matter of course, a slow process and much patience and good judgment are necessary as well as forbearance toward your neighbors.

In formulating your list of such parties as you deem unfavorable mediums for the distribution of hardware, and whom you ask the jobber and manufacturer to refrain from selling, be sure you are on the safe side for the time being, rather than do injury to some of your business neighbors by placing them unjustly on this list. Let every member weigh well his action in reporting candidates for this list, and not allow business or local jealousies to warp his judgment.

Because a competitor is wide awake and by judicious, honest advertising is showing the public that he not only keeps hardware, but sells it, do not "sulk in your tent" and allow him to get all the "persimmons," but get out of your Rip Van Winkle habiliments and secure some for yourself.

Our association seeks to embrace the many and not the few, and wherever you are located and however small your stock, you are the one altogether lovely in our eye, and we would gather you in, even as a hen gathereth her chickens under her wing. We have no grips, signs, passwords, or tokens, which become the open sesame to our deliberations, but say to every hardware dealer, whosoever will may come, and have his name recorded as one of our members.

These associations embody the earnest conviction of broad-minded men based upon sound and enduring principles of business equity, banded together for the laudable purpose of endeavoring to correct the many abuses that have gradually crept into our business life, and will surely serve to benefit every retail dealer and to foster his interest.

It is a serious assemblage of serious men, for the consideration of serious problems; the consensus of business opinion to-day is in favor of associating together and working to the best interest of all; where the individual fails, organization succeeds; associated, we become an irresistible power; obstacles but incite renewed effort; difficulties develop hidden strength; we are becoming strong, you can make us stronger.

Whatever may have been your opinion heretofore as to association work, it remains an undisputed fact that we are growing in numbers and usefulness not only in our own State, but throughout the land. The principles which underlie all associations of this character are right and just, and in associating yourself with us, you are by no means taking any backward step, but rather stand out upon a higher plane of action, immeasurably benefiting yourself, and joining hands with those who have and are laboring for your commercial advancement.

Our commercial interests have advanced more rapidly during the past thirty years than they did in the lapse of two hundred years before, and we are passing now from the long time credit prices of the past on to the new cash basis of the future in all lines of trade, just as fast as the wheels of time can

carry us, and it is well to note that the imaginary ruinous competition of the department store trade about which you complain so much is, in a very great measure, but the legitimate difference between cash and credit prices. The hot roasted chestnut vender on the corner of your streets who sells you a thimble full of chestnuts for five cents, deals in the same fruit that we used to buy at 35 cents a bushel, and roast them ourselves. The taffy on a stick man who lures you on to buy at one cent a gob, with a little tissue paper wrapped around to make it presentable, uses the same old N. O. molasses we used to buy at 17 cents a gallon, and cook it ourselves in the stove kettle. The vintage in either case is just the same, but the marketing thereof vastly different and more highly profitable.

The coming successful merchant is the one who will give his attention to some special line and stick to it, and by special line we mean hardware, groceries, boots and shoes, hats and caps or some other well defined branch of merchandise, that a jack of all trades is master of none, obtains in our business

When the Busy Season Comes

And the customer to whom you have sold paint for his house finds that you have not quite enough to finish the job it will be a nice thing to be able to say "go right along, I will have it for you in a day or two;" and you can say it if you carry our line, for we are quick shippers. Better write to us about it; we save you time and money.

Callaghan & Richardson,
Manufacturers' Agents,
Reed City, Mich.

Secure the agency of the
"Quick Meal" Gasoline Blue Flame Oil Stoves and Steel Ranges
They have no competitors. Write at once to
D. E. VANDERVEEN, State Agent,
525 Michigan Trust Building, Grand Rapids, Mich.
Citizens Phone 1350.

No Long Story Here. Write for Prices.
Steel Mills, Steel Towers, Steel Tanks, Wood Tanks, Galvanized Pipe and Tubular Well Supplies.
I. X. L. I.
The Phelps & Bigelow
Wind Mill Co., KALAMAZOO, MICH.
ADAMS & HART, Local Agents at Grand Rapids.

Sporting Goods, Ammunition, Stoves, Window Glass, Bar Iron, Shelf Hardware, etc., etc.
Foster, Stevens & Co.,
31, 33, 35, 37, 39 Louis St. 10 & 12 Monroe St.
Grand Rapids, Mich.

PRINTING FOR HARDWARE DEALERS Tradesman Company
Grand Rapids.

as well as in our daily avocations. Take the confectionery stores in your own city, occupying, as they do, the most desirable locations. The average amount of each sale is small and yet the aggregate profit each day is enormous; they invariably succeed because they sell for cash and understand to a nicety the requirements of their business. So, too, in every other line—you can not be a successful hardware dealer in any other way than by a thorough understanding of the details of your business; with these acquired and the application of the cash basis in so far as possible to your business you will succeed, and will then have given the solar plexus blow to the bogie men of your imagination, the racket store, the department store, the supply house and the catalogue house.

Trade is a most wonderful thing. It is very sensitive to change, easily influenced, very aggressive and waits not on man's opportunity. You very frequently have it when you do not want it, but oftener want it when you do not have it. It is as coy and artless as the summer maiden and will remain with you just so long as you are appreciative of her charms and up-to-date in your business methods. You should always remember that someone somewhere has something to buy, and someone somewhere will sell it to him if he has to cross a sea in an open boat to do so.

If you are not willing to get in line with the new order of things and look after the trade in your own town and county, you may rest assured some one else will, and then the Secretary will hear from you again about some wide-awake, progressive fellow coming into your town with two or three wheelbarrows full of odds and ends and starting another department store.

Don't let this occur, but wake up to the possibilities of your trade, and firmly resolve when you return home from this annual meeting to pull yourself together and become, if you are not now, a representative dealer in the hardware line.

Are You a Mummy or a Dealer?

The world of this day is full of people who do not want to go ahead and who kick against the forward steps that are being taken by others. These people like to stand still. They could not be made to run by a charge from a Gatling gun, simply because their mental and physical energy are not equal to the emergency. They would prefer a shot in the back—you know that such people never face anything—rather than get a little action on themselves. They like to be dead because it is much easier than living. It also lasts longer.

When gas was first introduced into this country the dealers rose in their wrath and protested against its use, saying it was dangerous and would kill anyone who inhaled it. Of course it would and will, but gas is not used for breathing purposes, and it was not very long before the dealers began to use gas on their own account. It is a pity that some of them did not take it by inhalation. The railways were opposed on the ground that they would do away with horses, while the telegraph was resisted because the use of electricity was equivalent to stealing lightning from heaven. One objector said the wires might carry messages, but would not be equal to the job of carrying packages, so the town meeting in opposition to wires "resolved" to that effect.

And so it goes with almost every new idea or innovation. The world moves

in a fixed orbit, and the great majority of its inhabitants think that they move the same way, which means that they stand still. "What was good enough for father is good enough for me," is a common expression. On that idea we could go back to Adam and get along without clothes. But the dealers do not seem to realize that there are a few live people on earth, and that it is necessary to move in order to keep up with the procession.

Are you awake? Do you realize that 1900 was a great big business year, and that 1901, which is the beginning of a new century, is alive with opportunities for those who realize that it pays to be active? Do you keep your goods in order? Are the goods arranged so that they will please your customers? How about the goods themselves? Are they bought for to-day's uses and not for 1800? The hatchet with which the immortal George cut down the cherry tree would be valuable as a relic, but could you sell it now because it is one of the latest makes?—Stoves and Hardware Reporter.

Accumulation of Old Stock.

One of the sources of loss that a hardware store can suffer from is the accumulation of old stock, which, through age, has been unsalable, or at least has lost a portion of its value. There are some goods, of course, which are staple almost all the year around, and will be staple next season as much as they are now, but the majority of goods will lose something of their value by being here next year, and even the most staple goods lose something from age.

New goods generally command a better price and are certainly easier to sell than goods which have been in stock for any length of time. Would it not be well to mark your stock in some way, so you would know just when it was received, and see that your salesmen got rid of the old goods first? This could easily be done by placing some kind of a secret figure or letter upon each article or package of goods as it is received. Say, for instance, goods received in January, 1901, might be marked "A," and February, 1901, "B," and so on each month until the entire alphabet is exhausted. Certainly, long before the last letter in the alphabet is reached every article in the store ought to have turned itself into money.

It is well, if possible, never to allow goods to remain in the store through two inventories. This rule of keeping goods as short a time as possible will work to advantage in keeping the stock clean. A store that watches these points carefully can very often avoid serious losses. Mark your goods so that you may know when they came in, and then study to make their departure as speedy as possible.

The Bundle of Sticks.

The sole object in advertising is to get paying returns. The only way to do this is to adopt the best known means, of which there are three principal classes: Magazine and newspaper advertising, circular advertising, and traveling representatives. Some advertisers adopt the first of the above classes, some adopt the second, while others depend on the third; but we think most will agree with us that no one of these classes will produce the results that can be obtained from a combination of them; "In union there is strength." Like the old example of a bundle of sticks: One stick—so easy to break; many sticks together—can't be broken. One reinforces the other, and the result is—well, results.

Satisfaction in Defeat.

Brown—So you lost your lawsuit with Smith? Jones—Yes; but it's a satisfaction to know that Smith didn't win anything. "But didn't you have to pay him \$1,000 damages?" "Yes; but his lawyer got that."

Hardware Price Current

Table listing hardware prices for Ammunition, Cartridges, Primers, Gun Wads, Loaded Shells, Paper Shells, Gunpowder, Shot, Augurs and Bits, Axes, Barrows, Bolts, Buckets, Butts, Cast, Chain, Crowbars, Chisels, Elbows, Expansive Bits, Files, Galvanized Iron, Gauges, Glass, Hammers, Hinges, Hollow Ware, Horse Nails, House Furnishing Goods, Iron, Knobs, Lanterns, Levels, Mattocks, Metals-Zinc, Miscellaneous, Molasses Gates, Pans, Patent Planished Iron, Planes, Nails, Roofing Plates, Ropes, Sand Paper, Sash Weights, Sheet Iron, Solder, Squares, Tin-Melyn Grade, Tin-Allaway Grade, Boiler Size Tin Plate, Traps, Wire Goods, and Wrenches.

Table listing hardware prices for Levels, Mattocks, Metals-Zinc, Miscellaneous, Molasses Gates, Pans, Patent Planished Iron, Planes, Nails, Roofing Plates, Ropes, Sand Paper, Sash Weights, Sheet Iron, Solder, Squares, Tin-Melyn Grade, Tin-Allaway Grade, Boiler Size Tin Plate, Traps, Wire Goods, and Wrenches.

Woman's World

Women Prone to Being Good by Proxy.

One of the pretty fictions of the world is that which represents woman as being only a little less angelic than the angels. Tradition has made her the custodian and regulator of our morals and the official exponent of all the virtues, and in a general way she is supposed to have cornered the whole visible supply of goodness. This point of view is too flattering for women not to have adopted it, but an amusing and somewhat cynical comment is offered on the situation by the frequency with which the sex shunts the burden of its righteousness and right doing on to other people's shoulders, for it is woman, and not man, who has hit upon the happy idea of doing one's duty vicariously and being good by proxy.

Every woman who is married to a man who lets her henpeck him speak of herself as being a good wife. The feminine ideal of wifely duty is getting along smoothly with a man who is a good provider, and who never interferes in the housekeeping. His humble attitude of acquiescence never counts at all when she sums up her virtues, although as a matter of fact she may only be amiable because she is never crossed.

Likewise a woman invariably takes credit to herself for being a good mother when her children happen to be born with healthy constitutions and are lucky enough not to take the measles; while a good friend, as we all know, is a woman who will lend us her new skirt pattern before she has used it herself and who lets us dictate to her about what clubs she shall join, and control her vote at the election of officers. We frequently admire our own dispositions because we get along harmoniously with people who give in to us and adjust themselves to our peculiarities.

Self-sacrifice has always been regarded as woman's star virtue, and the one in which she shone unrivaled by man, but even in this she generally manages to offer up somebody else, instead of herself. It is the same spirit that prompted Artemus Ward, during the fervor of his patriotism, to declare that he was willing to sacrifice all of his wife's relations, if need be, to put down the rebellion. Women are not conscious of doing this, of course, but all the same they do it. When a woman tells you that she believes in plain living and high thinking and that she sets her face sternly against the pleasures of the table, you can be utterly sure that she is dyspeptic and can't eat anything but health food abominations, anyway.

When the time comes to economize it is somebody else's extravagances that have to be lopped off first. A woman once, in exploiting her own achievements, in saying to me, exclaimed: "Why, I made my husband wear the same suit of clothes for three years!" But that very woman continued to go to the highest-priced dressmaker in town for her own frocks. However, she explained this on the ground of its always being economy for a woman to get something expensive, and she probably knew what she was talking about. At any rate, she cut off every one of her husband's indulgences, and they got rich, and to this day when people speak of their prosperity they always attribute it to his having been blessed with such an economical wife. Thus was virtue rewarded, while she never denied herself anything she personally wanted. A

man never knows until he is married that it is economy to do without cigars in order to put the money in bric-a-brac. If you will notice, a woman's burnt offerings are generally made of somebody else's killings, not her own.

Another vivid example of woman's proneness to let somebody else be good for her is shown in the matter of reform. When a man thinks about being good he is apt to begin on himself. He stops drinking or swearing or playing poker or whatever was the particular vice that was his besetting sin. When a woman decides on leading the higher life she turns the batteries of her good resolutions on somebody else. She doesn't even contemplate such a thing as giving up gossiping or playing progressive euchre or being irritable and cross with her own household. She devotes herself to trying to make her husband quit smoking or having a modest glass of beer with his dinner, and she counts it unto herself for righteousness when she can persuade him to resign from his club.

All of the great reforms inaugurated by women have the suppression of the

vices of men for their object. No woman reformer has ever had the nerve to tackle the vices of her own sex. It is altruistic and unselfish in us of course, but isn't it a trifle absurd to devote all of our time to trying to pluck the beam out of our brothers' eyes, when there are so many motes in our own? Between the crime of drink and the crime of gossiping there is precious little to choose. Both ruin lives and wreck homes and break hearts, yet there are thousands of women banded together to stop men from drinking and to prohibit the intemperate use of liquor, but there is no organized movement to stop women from talking scandal and to prohibit the intemperate use of the tongue. It is a lot more comfortable to reform somebody else's faults than it is your own, but it is not so profitable to your own soul.

Whether a woman is going to be held responsible for her husband's getting drunk and playing poker, I don't know, but I do know she is going to be held to account for cheating at progressive euchre and for a mismanaged house and for raising her children up on the streets

with no idea of duty or obedience to God or man. It is about time we quit policing men's vices so much and turned our attention a little to our own, and I shall have greater hopes of reforms reforming when I see women with a bunch of ribbon pinned on their breast that indicates they belong to the Christian Women's Temperance Talking Union or the Amalgamated Mothers' Spanking Association and are looking after their own moral fences and not those belonging to their masculine neighbors.

One of the most outrageous features of the feminine idea of being good by proxy is the habit so many women have of making somebody else foot the bills for their charities. In every city in the land there is a coterie of women who outdo the scriptural injunction not to let the right hand know what the left hand gives, for their pocketbooks never know it at all. They sustain a flourishing reputation for philanthropy and are conspicuous on orphan asylum and hospital boards. They are the head and front of every church fair and charity bazar and missionary tea, and are sup-

The President of the United States of America,

To

HENRY KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you,

MEETING:

Whereas, it has been represented to us in our Circuit Court of the United States for the District of

New Jersey, in the Third Circuit, on the part of the ENOCH MORGAN'S SONS COMPANY, Complainant, that it has lately exhibited its said Bill of Complaint in our said Circuit Court of the United States for the District of New Jersey, against you, the said HENRY KOCH, Defendant, to be relieved touching the matters therein complained of, and that the said

ENOCH MORGAN'S SONS COMPANY,

Complainant, is entitled to the exclusive use of the designation "SAPOLIO" as a trade-mark for scouring soap.

Now, Therefore, we do strictly command and perpetually enjoin you, the said HENRY

KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you, under the pains and penalties which may fall upon you and each of you in case of disobedience, that you do absolutely desist and refrain from in any manner unlawfully using the word "SAPOLIO," or any word or words substantially similar thereto in sound or appearance, in connection with the manufacture or sale of any scouring soap not made or produced by or for the Complainant, and from directly, or indirectly,

By word of mouth or otherwise, selling or delivering as "SAPOLIO," or when "SAPOLIO" is asked for,

that which is not Complainant's said manufacture, and from in any way using the word "SAPOLIO" in any false or misleading manner.

Witness, The honorable MELVILLE W. FULLER, Chief Justice of the Supreme Court of the United States of America, at the City of Trenton, in said District of New Jersey, this 16th day of December, in the year of our Lord, one thousand, eight hundred and ninety-two.

[SEAL]

[SIGNED]

S. D. OLIPHANT,

Clerk

ROWLAND COX,
Complainant's Solicitor.

posed by people on the outside to be prodigally generous, yet they never give a cent of their own money.

Let a case of destitution in a neighborhood be known, and such a woman claps on her bonnet and is out collecting food and clothes for the sufferers, but it never occurs to her to supply them from her own pantry and wardrobe. Let a church bazar be organized, and she gives herself nervous prostration rushing around begging contributions from merchants, but you never hear of her personally donating anything on her own account. Her generosity, which is lauded in the papers and celebrated throughout the community, is entirely vicarious and consists in holding up other people and making them give.

Perhaps it is because giving by proxy is so cheap and yet at the same time so soothing to one's conscience that women are so addicted to it. I have a suspicion that there would be about a million fewer "causes" if women had to give to them themselves, instead of making others do the contributing. As it is, every woman you know has two or three pet charities that she depends on supporting by holding up her friends. When the time comes for making her annual contribution she never thinks of going down into her own pocket. She puts her hand into theirs. It is nothing short of highway robbery, with no chance of appealing to the police.

Of course, it is done decently and under the guise of a lecture or reading or amateur concert, as if anybody ever went to such things of their own accord. That cuts no figure with the woman, however. She feels that you ought to be willing to suffer in a good cause, and a self-righteous glow pervades her whole being as she pictures you being spiritually purified by listening to something that bores you to death, and being forced to contribute to a cause to which you have no desire whatever to give. In her heart she is saying, "I will be the humble instrument to save that person from his own selfish indifference to the noble "Pug Dog Hospital or the Home for Superannuated Cats," and thereupon she sits down and sends you a lot of tickets to the entertainment for the benefit of this worthy charity, with a note saying she will take it as a personal compliment if you will make a subscription.

Of course, men are the worst sufferers. Women don't mind declining so much, and, anyway, as they do other people the same way, it is a case of diamond cut diamond, but it is not easy for a young man to refuse if the tickets come from a woman who has entertained him during the winter. Indeed, it amounts almost to a civil dun for dinners and dances, and if he refuses to make good, his welcome is a cold one in future when he goes to call on Mrs. Proxy G. Samaritan. If there was only one ticket it would be a small matter, but when they come in shoals, as they do during the season, they send the average young man to the free-lunch counter for food and he says things about this particular form of blackmail that it would do the vicariously charitable sister good to hear.

The ticket-sending nuisance should be suppressed. It may safely be taken for granted that every single one of us have just as many claims on our pocket-books as they will stand. It is humiliating and embarrassing to be expected to support other people's charities, and no woman has a right to demand it of

her friends. Let her give what she can herself and in a still wider charity refrain from asking others. The best sort of goodness is individual goodness, that does not do its good works by proxy.
Dorothy Dix.

Good Manners the Flower of a Good Heart.

In these later Lenten days almost every woman, without regard to creed, has her thought turned more or less to serious matters and is honestly trying to be a little better than ordinary. It is a kind of annual spiritual house-cleaning time, when we take account of the virtues we have worn to rags and tatters and the commandments we have broken, and try to administer a coat of white-wash to our consciences.

One of the reasons that women are no better is because they are so good. If they committed big sins they would repent them in sackcloth and ashes and reform, but their faults are so much of the tarradiddle and white-fib order, it never seems worth while being sorry for them, or to leave off doing them. But however long women may be on virtue, it must be confessed that they are short on manners, and no other Lenten observance would have more real meaning than for women to celebrate the penitential season by exhibiting to their fellow-creatures that combination of consideration and forbearance and courtesy that we call good manners.

This has no reference whatever to the matter of leaving cards or the art of using the proper fork with the proper course at dinner. A woman may have the etiquette of fashionable society at her finger tips and still be brutally rude and ill-mannered. We see it in the way in which she insolently orders a shop girl about. We see it in the way in which she selfishly spreads herself out over a street car while other people stand. We see it in the manner in which she lets her eyes travel slowly and cruelly all over a poor woman's costume, taking in and commenting on every detail in a way that is none the less perceptible because it is inaudible.

Manners and morals are the Siamese twins of virtue, and nobody has ever successfully separated them. It is a common thing for people to excuse the ill manners of some one by saying that under a rough exterior they have a heart of gold. It may possibly be true, but very few of us are in the mining business. We must take people as they come to us, and if they wound and hurt and offend us it is immaterial to us whether they did it because of thoughtlessness or malice. The result is all that we are concerned with.

Sometimes one is tempted to think that the possession of good manners is the philosopher's stone that would enable women to solve most of the problems by which they are confronted. Think of the impossibility, for instance, of domestic rows occurring in a home presided over by a woman whose manners never gave away under any of the exigencies of family life. With what tact she would guide the conversation away from dangerous topics; with what suavity she would listen to the opposite side of every question, with what seeming deference and with what charming compliments she would apparently yield to her husband's superior judgment, even when she meant to do her own way in the end. No man would quarrel with such a wife. No man would want to. We show this kind of politeness and consideration to the veriest stranger that enters our gates. Why should it be

thought too good a thing for family consumption?

So with our children. Suppose our own good manners never failed? Suppose, instead of teaching and preaching gentleness and kindness and consideration and unselfishness to our little Johnny and Susie they beheld an animated object lesson every day of their lives in us, shouldn't we get very different results? There are no critics so keen as children and they are relentless in measuring us up against our standards. They imitate our examples, and not our precepts, and there would be no hoodlums if all children were raised up in an atmosphere of perpetual good manners.

Good manners are the flower of a good heart. Women owe it to the world to keep it fragrant and beautiful with them.
Cora Stowell.

The Union Iron Works of San Francisco has decided to substitute oil for coal fuel throughout its great plant. It is estimated that 100,000 barrels of oil will be required annually. The Call says: "The decision of the Union Iron Works management to use oil for fuel is not a sudden impulse, but the result of a thorough investigation into the merits of the new fuel. It was found that it was not only superior to coal in cleanliness, heat-producing qualities and economy of labor, but possessed other great advantages that would actually mean a saving of at least \$75,000 a year in the cost of power. This action on the part of the Union Iron Works is regarded as important by the oil men. It means furthermore that the 'bondage' of California to the coal dictators of Canada has ended forever."

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THE ALABASTINE COMPANY, in addition to their world-renowned wall coating, ALABASTINE through their Plaster Sales Department, now manufacture and sell at lowest prices in paper or wood, in carlots or less, the following products:

Plasticon

The long established wall plaster formerly manufactured and marketed by the American Mortar Company (Sold with or without sand.)

N. P. Brand of Stucco

The brand specified after competitive tests and used by the Commissioners for all the World's Fair statuary.

Bug Finish

The effective Potato Bug Exterminator.

Land Plaster

Finely ground and of superior quality.

For lowest prices address

Alabastine Company,
Plaster Sales Department
Grand Rapids, Mich.

*Have you written
that order for more*



NATIONAL BISCUIT COMPANY

Fruits and Produce.

Use of Common Sense in Handling Vegetables.

This is the season of the year when green vegetables should be pushed to the front in the grocery department of the store. Are you displaying your vegetables properly? As a matter of fact haven't you placed your lettuce in a basket with wet brown paper in the bottom and stuck the basket alongside of the counter on the floor in the darkest and dirtiest part of the store? Have you placed the rhubarb on the counter or in another basket where it will wilt and look as if it was seven days old after it has been displayed a couple of hours? And the bunches of radishes and the California celery, where are they? The clerks are obliged to hunt ten minutes to find them. And yet you call this storekeeping and wonder why the man across the street has all the green vegetable trade.

Use a little common sense in handling vegetables, just as you do in buying your goods. If you are going to handle them at all, handle them for profit and place them where they will be seen, and where they will be fresh and bright in appearance. How can you do this? It is just as easy as falling off a log. Probably you have never bought a vegetable display rack. If you haven't go to your tinner at once and get him to make you one as cheaply as possible, but durable. You can have him make you several different kinds. Choose the kinds you think best adapted to your store arrangement. A pyramid vegetable display rack is as good as any in the majority of cases. Tell the tinner to take a half-inch pipe and solder three circular pans to it at equal distances apart. The lower pan should be the largest, say three or four feet in diameter; the middle pan six inches smaller in diameter and the top pan, the smallest, six inches smaller than the middle pan. At the top of the pipe have the tinner insert a small sprayer and attach the pipe to your water connections with a small rubber hose, or direct. Then arrange the vegetables tastefully on it, turn on the water and there you are with a vegetable display stand, cheaply bought, well arranged, and inviting to the trade.

Some dealers follow still another plan: In front of their store they have a vegetable display stand, lined with tin or zinc, with a fountain in the center and they arrange their vegetables on this on the sidewalk. It is preferable, however, to display them in the store window or in the center of the store room, as prominently as possible, as the vegetables are then kept clean and free from the dust and the manure of the street that is stirred up on every windy day. At the best, owing to their perishable nature, vegetables are not profitable; then, you should use every means of making them pay as good returns as possible, and because they are not profitable you should not neglect them and make the loss all the greater.—Commercial Bulletin.

Tea Growing in Louisiana.

New Orleans, April 1—Experiments now in progress show that tea can be grown in Louisiana, and the crop is likely to become a standard one in the

State if the labor necessary for handling the tea can be obtained. The experiments have been conducted at the Audubon Experiment Station in this city by Prof. W. C. Stubbs.

Dr. Stubbs imported a number of the best varieties of tea plants and now has 650 growing on the farm. He has met with complete success with them and has demonstrated their adaptability to the soil and climate of Louisiana.

"Here in Louisiana we are in a better condition successfully to cultivate tea," he says, "than in South Carolina, where tea culture is a practical and financial success."

There are a number of tea plants, or rather tea shrubs, growing in Lafayette Square and other public parks in New Orleans, some of them ten years old and all in a thoroughly healthy condition. They have been grown only for ornamentals. The shrubs grown at the Audubon Experiment Station for commercial purposes are all equally healthy, and they will produce this year a considerable crop of tea, if it is gathered. Dr. Stubbs will be able in a very short time to determine the cost of production and the profit likely to be returned from the cultivation of tea in Louisiana.

Taking the expenses and returns of the Shepherd experiment at Summer-ville, S. C., Dr. Stubbs is convinced that tea will prove a far better and more profitable crop for Southern Louisiana than cotton, more certain and less liable to injury from unfavorable atmospheric conditions.

The cost of raising the tea plant is infinitesimal. The great expense is in the picking and preparing of the leaves; and this, Dr. Stubbs confesses, is a serious problem.

In South Carolina the work is done by negro labor, but the negroes have to be trained for a long time in order to do the work properly. It is possible that cotton pickers may, with a little training, be converted into good tea-leaf pickers. The negro is the best cotton picker known, and acquires in the course of time the greatest dexterity in taking the cotton from the bolls. The tea picking is somewhat different, requiring greater delicacy. Still the experience of the negro in the cotton fields will naturally fit him for the tea plantation.

At the same time Dr. Stubbs believes that it would be better to have some other kind of labor than the negroes. It is possible that the Chinese or Manila men (Filipinos), so numerous in Louisiana, might serve.

The doctor will be able to give some definite figures as to the care of picking and preparing the tea leaves for market in a few months. His present estimate is that the tea can be cultivated and fully cured and prepared for market at 27 cents a pound, at which figure it will return a handsome profit at the present price.

Tea Raising in South Carolina.

During the past few days a company has been organized under the laws of South Carolina for the purpose of making the experiment of raising tea in that State, and a tract of 6,000 acres has been purchased near Charleston on which to begin the industry this season.

Only about 1,000 acres will be put immediately under cultivation, but the remainder will be enriched, ready for planting by next spring. Tea requires an exceedingly rich soil, but there seems to be no reason to doubt that the conditions necessary to produce an excellent quality of the leaf can be supplied by proper attention.

If the experiment proves successful, the company will raise as much as 300,000 pounds of tea per annum, and so confident are they of satisfactory results that they are already negotiating for the purchase of additional lands.

To Prevent Fraud in Salmon Labels.

A dispatch from Victoria states that the British Columbia Legislature promises to take action restricting or prohibiting the canning and sale of dog salmon for high-grade salmon in that province. It has been ascertained that large shipments of dog salmon, labeled with brands of high-grade salmon, have been sent to England and sold at high figures to green buyers. The largest packers in British Columbia, who have no hand in the swindle, are anxious to have a stringent law passed immediately.

What Is Missed.

The man who advertises only once in a while does not get the full value of his advertising. Neither he nor his business ever benefits from the cumulative value of publicity. His each announcement may bear some fruit in proportion to its individual value, but one absorbs nothing of the good wrought by the other. His firm name is not kept constantly before the people. It is not unremittably impressed upon consumers. Hence he is in a measure a new advertiser every time he advertises.

Be careful of the man whose mouth is an oil tank.

Butter and Eggs

40 years of experience in handling Butter and Eggs should be a sufficient guarantee of our reliability.

We Pay Spot Cash.

Send us your shipments; we will guarantee settlement of all Consignments within 10 days of day of shipment.

Peter Smith & Sons
Detroit, Mich.

EGGS—11½¢ per doz.

Will pay this price for one week for any quantity of fresh eggs from any point. Cash will be remitted on or before Monday following shipment. Cases will be returned promptly.

FIELD SEEDS

All kinds Clover and Grass Seeds.

FIELD PEAS

We buy and sell Eggs, Beans, Clover Seed, Potatoes, Apples.

MOSELEY BROS.

Jobbers of Fruits, Seeds, Beans and Potatoes

26, 28, 30, 32 Ottawa Street

Grand Rapids, Michigan.

NEW POTATOES

Will be early and plentiful this year. Therefore move your

OLD POTATOES

immediately. We are selling potatoes every day and can sell yours. What have you?

MILLER & TEASDALE CO., ST. LOUIS, MO.

L. J. SMITH & CO.

MANUFACTURERS OF

Egg Cases and Fillers, Cold Storage Cases, Shipping Cases, Hinge Locking Fillers, Excelsior Nails, etc.

We keep a large stock on hand and manufacture all kinds of cases known to the trade. We would be pleased to quote you prices on our Special Basswood Veneer cases. They are tough, bright and sweet. We manufacture our own timber, taken from the stump, and can please you.

L. J. SMITH & CO., Eaton Rapids, Mich.



Highest Market Prices Paid. Regular Shipments Solicited.

98 South Division Street,

Grand Rapids, Mich.

Reference, Home Savings Bank, Detroit.

We solicit your shipments of Fresh Eggs and Dairy Butter.

F. J. SCHAFFER & CO.
FRUIT AND PRODUCE COMMISSION
DETROIT MICH.
THE LEADING PRODUCE HOUSE ON THE EASTERN MARKET.

We make a specialty of poultry and dressed calves. Write for our weekly price list.

The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, March 30—Business keeps up fairly well, yet there seems to be considerable complaint that it is not all it might be in point of activity. It may be that retailers are pretty well stocked up and will now wait for a reduction in the quantity of goods on hand before making further purchases.

Coffee is not meeting with any special enquiry, although quotations are quite firmly adhered to, owing to firmer cable reports from Europe and rather smaller daily supplies at primary points. Speculating in coffee has been of light proportions. In store and afloat the amount aggregates 1,393,526 bags, against 1,205,900 bags at the same time last year. Very little has been done in the milder sorts, Good Cucuta being nominally 8 3/4c. East India growths are dull.

A little business has been done in Pingsuey teas, but as a general rule the situation is very quiet and sales are of the smallest quantities—simply to patch up broken assortments. Prices are variable and almost all "lengths of purse" can be satisfied.

While jobbers generally report a quiet distributive movement, they think there is a better tone to the sugar market and, with a breath of spring, we shall see a good degree of activity. Some of the jobbers are carrying good stocks and little if any delay will be experienced in filling orders for some time to come.

If figures don't lie the position of rice is very strong and we should have a rising market. Actual sales are of small lots and there is not a single item of interest to be picked up. Quotations are practically without change. Foreign grades of rice have been in quiet movement, but quotations are well sustained.

Jobbers are doing a hand-to-mouth business in spices and the whole market is absolutely featureless. Quotations are nominal and both seller and buyer appear to be waiting for something to turn up. Singapore pepper, 13@13 3/4c; Zanzibar cloves, 9 1/2@9 3/4c, in an invoice way.

Grocery grades of New Orleans molasses are in moderate movement, but the market as a whole is decidedly inactive. Offerings are not very large and prices are quite firmly adhered to. In the syrup market exporters have done about all the business, and that has not been very much. Prime to fancy, 21@27c in round lots.

Canned goods jobbers report a light trade and the business in futures is about nil. The opinion prevails that the Trust will eliminate a good many irresponsible packers and the whole situation thus be strengthened. From all points come encouraging reports of large expected crops and the prospects are better, perhaps, for the consumer than for the canner. Baltimore reports quietude and dealers living on hopes of something better further on.

A moderate demand prevails in lemons and oranges and prices are pretty well sustained. Sicily lemons are quotable at \$2.15@3. California oranges, \$1.75@3.50, as to size and quality. Some fancy bright Floridas have brought as high as \$4@4.50. A fair trade has been done in bananas, orders coming from many interior points.

Prunes are generally pretty firm, but aside from this one article the dried fruit market is in a languishing condition and buyers seem to be few and far between. Prices are without practical change.

The butter situation is about unchanged, although possibly the market is hardly as strong as last week. While 22c has been paid for best Western

creamery, this is top, and some good stock has changed hands at less. Seconds to firsts, 19@21 1/2c; Western imitation creamery, 16@18 1/2c; factory, 13 1/2@14c.

The demand for cheese for the past few days has been better and the general situation is rather encouraging for sellers. Quotations are practically without change.

Eggs are firm, owing, perhaps, as much to speculation as to any legitimate demand. After Easter, look out! Best Western stock, 14c, with the general run about 12@13c.

California Orange Industry Greatly Demoralized.

Los Angeles, March 28—The condition of the orange industry is most deplorable, nor is it by any means certain that there will be a complete restoration of good conditions during the present season, which will close on Oct. 31. The Commercial's correspondent has been making a tour of investigation through the citrus fruit districts of Southern California, has talked with many growers, inspected many orchards and conferred with practically all of the leading fruit shippers.

There is a wonderful amount of oranges in Southern California for this time of year. It seems certain that there was no exaggeration in the earliest estimates of a crop of from 22,000 to 25,000 carloads, and of that amount practically 11,000 carloads have been shipped, leaving somewhere from 11,000 to 14,000 carloads still on the trees, counting both oranges and lemons.

The fruit ripened earlier than usual and long rains were followed by hot weather, and most growers think that in the changing weather is to be found the cause of the failure of the oranges to stand up well.

Added to the lack of keeping power there has been and is a most serious menace to the fruit in the fact that the average time in transit, according to the statements of twenty-five shippers interviewed, is fully double that of any previous year. In previous years fruit has gone from Southern California through to Atlantic coast points in less than two weeks as a regular thing, while this year it is on the road all the way from sixteen to thirty-seven days, and it is charged that the railroads have permitted cars loaded with oranges to stand days at a time on side tracks.

During the last few days there has been a number of checks received in payment for carloads of oranges. One of these was for \$3.28, and covered the remainder after paying freight on 364 boxes of oranges sold in Little Rock, Ark., the fruit having been on the road thirteen days. The shipper paid \$364 for the fruit and then packed it and loaded it, being out of pocket over \$500 on that one carload.

Still another point which has worked against the orange industry has been the shortage of cars. Since Jan. 1 shipments have averaged 107 cars of oranges and lemons. This seems like a large amount of fruit, but the growers and shippers have insisted on having cars for 200 loads a day, and they have claimed that if that amount of fruit could have been handled promptly it would have reached the markets in good condition, and the markets would have taken care of it.

The various packers have kept fruit packed up waiting for cars, and in a number of instances, after the fruit has stood for days, waiting for cars, it has been evident that it would not stand shipment, and the fruit has been unpacked and taken out and dumped.

It is contended that one of the reasons why there is so great delay in the movement of fruit is that there is now no competition among Eastern roads to secure the business. It is stated that there

is a percentage distribution of the business among all the Eastern roads, whereas in former years there has been a scramble for the business. Finding themselves in possession of a portion of the business regardless of the wishes of shippers since the initial roads have taken the routing out of the hands of shippers, it is claimed that those Eastern roads have ceased to take any interest in maintaining fast time, and that they have also quit giving any attention to the matter of ventilating cars while passing over their lines.

Nine thousand carloads of oranges and lemons should be marketed from now until the last of May, and then an unmeasured but large crop of lemons should begin to move freely, which, with late oranges, is likely to add 1,000 carloads a month to the sum total during the next five months.

Germany's Discrimination Has Hurt Her Own Meat Trade.

Henry W. Diederich, United States Consul at Bremen, Germany, writes to the State Department that the new meat inspection law, which was passed about a year ago by the German government, which absolutely prohibits the importation of American corned beef, sausages, etc., has had one year's trial, but has made no friends. While the government had declared that the passage of the law was required in the interest of public health, nothing suffered more from the passage of said law than did the public health of this nation, for the prevailing high prices of meat necessarily lessened its consumption, while the health of the nation demanded an increase. That the prices of meat in Germany have risen materially since the passage of the law is well known to every one who uses meat. The Consul uses as an illustration a report from one of the largest factories of textiles in Sillesia. This factory employs from 1,500 to 1,600 men. Like many other large industrial establishments, it has a store (consumanstalt) of its own, where the workmen may get all their groceries and other food supplies at almost cost price. Formerly, the leading kind of meat supplied to the people was American corned beef, and every family figured on using about a pound of it a day, the cost being 14 cents per pound. Now, there is no more American corned beef to be had, and fresh meat of home production has taken its place. The manager of the factory has investigated the increase of expense to the people for meat since the passage of the law, and has come to the conclusion that every consumer at his factory must pay 20 per cent. more than he formerly did, as every buyer of fresh meat must take a certain proportion of bone and fat, thereby lessening the amount of solid meat. According to his estimate, 3 cents has been added to the price of each pound of meat sold at the factory. To men with scant earnings, an increase of over 21 cents in their weekly household expenses for meat alone is no small item. The trade in American canned meats formerly amounted to from \$6,000,000 to \$10,000,000 per annum.

Combine in Packing Southern Oysters.

A conference was held at New Orleans, La., last week of representatives of the oyster and shrimp canneries of New Orleans, Mobile, Biloxi, Pass Christian, Bay St. Louis and other places on the Gulf Coast from the Florida to the Texas line, at which it was decided to form a big concern that would be conducted under a combination management beneficial to all the companies. It is understood that an agreement was reached to organize a packers' trust that would control and market the entire output of the Gulf Coast in oysters, shrimps and other fish products.

J. W. Keys

General Produce and Commission Merchant,

Detroit, Mich.

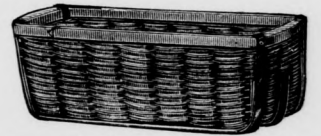
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Butter, Eggs, Poultry.

Correspondence solicited. Please investigate.

References: City Savings Bank, Commercial Agencies.

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Crushed Cereal Coffee Cake.

Better than coffee. Cheaper than coffee. More healthful than coffee. Costs the consumer less. Affords the retailer larger profit. Send for sample case. See quotations in price current.

Crushed Cereal Coffee Cake Co.
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STENCILS TO ORDER
Changeable Brass Letters and Figures, all sizes. Stencil Inks and Brushes.

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Self-Inking and Dating Stamps, Ribbon Daters, Printing Wheels, Dates (all sizes), Metal Bodied and Solid Rubber Type, Inks, Pads, Ribbons, etc. All the Latest Novelties.

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Fresh Eggs Wanted
Special trade for Seconds

Clothing

Fads and Fashions in Spring and Summer Clothing.

It is the weather and not the calendar that makes the season. The weather has not been spring-like exactly, but it has been mild, and it would take very little rise in the mercury to make it seem like the beginning of the spring season. The men's outfitting establishments, the clothing and haberdashery shops are without exception showing their spring goods, almost to the exclusion of all other kinds, and the papers are simply teeming with advertisements, and all of them telling about spring goods. As yet the consumer has not bought largely of his spring wardrobe. It is the same with every season. Most men are so full of business that they do not buy their fall or summer outfit until the cold or warm weather reminds them that it is high time for them to begin. It is always somewhat hazardous to predict what the well-dressed man will wear. He has an inconsiderate way at times of doing just the opposite of what he should in that regard. So the only thing possible to do is to consult the prominent retailers and manufacturers, and get their opinion as to what the proper wear will be. If they succeed in pushing those articles of apparel, and the consumer takes them, well and good; if not, you have the satisfaction of knowing that you are not as badly off as the dealer. The only thing that is hurt in the former case is your pride at being a false prophet, while in the second case, it is the dealer's pocket that is hurt. The retailer proposes and the consumer disposes.

First, let us dispose of the single-breasted frock coat, if fashion has not already disposed of it, for a time, at any rate. That is a question that is not decided as yet. The fact that it has not attained any great degree of popularity so far is no proof that it will not do so. It has not had a fair chance and must not be condemned. It first became known in this country late last summer, about August, too late for it to be taken up for that season any more. It was plain that it would not do for the winter. The double-breasted frock is essentially a winter coat, when it can be worn fitting tight and snug over the chest, with one side buttoned over the other. The single-breasted frock is a summer garment, and is made to be worn loosely, and is certainly somewhat cooler than its double-breasted brother. It looks as well in every particular, and as far as practicability is concerned, it seems to me that it has as many advantages. However, that does not say that it will make it popular among the well-dressed men, because it has to fight against the love of conventionality in evening and afternoon or Sunday attire, that is inherent to most men, and therefore they are very chary of taking up any innovation however good, even if sanctioned by the ex-Prince of Wales. So in this regard I would say that the single-breasted frock coat is by no means dead, but is simply the unknown quantity, that time alone can show if it will materialize. This conventionality in the attire above mentioned shows itself from year to year by the lack of change in any excepting a few of the unimportant details. The same holds good this year, and the spring frock worn the coming spring and summer will be about the same in cut, shape and material as that of last year.

The best materials used are black and Oxford gray vicunas, tibets and black diagonal worsted. Perhaps the swellest are the dark grays, because they are less common than the blacks. They have good, square shoulders, full skirts, and the best kinds are silk faced to the buttonholes.

The trousers worn with the frock coat are made from fancy Scotch chevots, cassimeres and worsteds. The handsomest patterns are of the striped effects, not overbold, but still with sufficient individuality to distinguish them from an ordinary pair of trousers.

The cutaway is worn during the spring and summer chiefly for semi-formal occasions. They are made from vicuna, thibet and Oxford gray, black dressed and undressed worsteds, or in about the same fabrics from which the frock coat is manufactured. The same trouserings are also used. The business cutaway may also have a certain degree of popularity. These are made in other fabrics, the same kind that are used for sack suits, such as tweeds, cassimeres, etc., in plaid or pepper and salt effects. There is a tendency to cut the coat a wee bit shorter, and to have the collar a trifle higher than usual. The sack suit will again lead all others in popularity among all classes. It goes without saying that the serge, blue and black, will again lead all the others. It is very dear to the heart of the American, and meets with his unbounded favor from year to year with unfailing regularity. There is good reason for this, as it is a cool suit, looks well, and a really good serge will keep its shape and wear second to none. They are not worn very extensively by the exclusive dressers because they are very common, and worn by every Tom, Dick and Harry, but there are serges and serges, and there is much difference between the common serge that will get out of shape in no time, and will have a shiny appearance after a few wearings, and the really first-class article. The flannel suits bid fair to have a season that will rival the very successful one of last year. They are not likely to become overpopular among the swell dressers, for the same reason that they may taboo the serge. The patterns will be very much like last summer, dark blues and grays, with faint lines of red, green or brown. The trousers have the bottoms turned up. The trouble with most ready-made tailors is that they do not make enough allowance for this turning up of the trousers, and when the wearer wants to do so, they appear too short. A good custom tailor will obviate this difficulty by making allowance for their turning up by making them a trifle longer than the ordinary trousers. Some of the better class of ready-to-wear tailors have done away with this difficulty by making the flannel trousers with a permanent "turn-up" at the bottoms. The white and gray flannel trousers will be worn extensively for sports such as tennis and golf. It is freely predicted that the Norfolk jacket with double yokes in back and front and a permanent belt will be very popular for seashore and outing, and will find great favor among a number of the better dressers. It is a good coat to wear for yachting, walking, wheeling, etc., with golf stockings and knickers. A flannel shirt is just the thing with that costume, and is more correct than even a negligee or fancy stiff bosomed affair. The slate or pearl colored soft alpine is a becoming hat with that costume. The regular sack suit will be very much in abundance, in

spite of the inroads made upon it by the above mentioned favorites. By the regular sack suits, I mean those made from soft and hard-surfaced worsteds, fancy patterned cassimeres and Scotch plaid chevots. The patterns will be very varied, and unusually rich in design, although they will not be unduly "talkative." The pepper and salt effects will consist of mixtures of grays, browns, blues, reds, greens and orange, with maybe a faint plaid line running through, in contrasting colors. Large plaids do not figure very prominently during the spring and summer months, excepting in some of the English walking suits. When we come to the cut of the sack suit for the spring, there is very little change to note from that worn during the winter. The shoulders, if anything, are made a little more square, but the coat is a little longer than that

of the winter. The trousers are also about the same in shape as during the winter, as they are made peg-top or wide at the top, and then tapering until they get rather narrow at the bottom.

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We've still all sizes in Men's Clothes and Overcoats for spring which we will ship immediately on order. No matter how good your line may be, ours will give additional attractiveness

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We are offering 500 Ladies and Gentlemen's Mackintoshes at prices never heard of before. They will keep you warm and dry. Prices are cut right in the middle. We have all color and styles. Give length of arm from shoulder to wrist, size of bust and length from shoulders to shoes, and we can fit you. Just think, \$5 for a nice spring overcoat that will keep out the water and wind. We have them at \$1 each.

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We will send to Merchants — on application only — our Complete Spring and Summer Sample Book, Instructions and Advertising Matter. We furnish this FREE OF ALL EXPENSE, and prepay the express charges. If you wish to do a profitable, successful Clothing business you should have our book. We want but ONE AGENT IN A TOWN to take orders for our READY-TO-WEAR CLOTHING, so write at once.

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President, J. BOYD PANTLIND, Grand Rapids; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids.

Gripsack Brigade.

Chas. D. Coon, formerly of Manistique, but now of Berlin, Wis., is now traveling for the Henry Luther Co., broom manufacturer, and M. Safford, wholesale dealer in produce, both Berlin concerns.

Howard W. Peak: I would not go through life fanning the flame of indignation in my bosom, as I see some of the boys do. Prejudice is a curse of mankind and blessed is he who can throw aside its withering impress and smile in a higher atmosphere when he meets a fellow traveler who he feels has wronged him.

John D. Mangum, formerly on the road in the Lower Peninsula for S. A. Welling, when the latter was engaged in the wholesale notion business in this city, and afterwards Upper Peninsular representative for Stanton & Morey, of Detroit, but for the past half dozen years engaged in the clothing business at Marquette, was elected Mayor of that city at the municipal election Monday. He headed the citizens' ticket and received 1,315 out of a total of 1,786 votes cast. John's many friends in all parts of the State will join the Tradesman in extending hearty congratulations and also in expressing the belief that he will prove to be the best mayor Marquette has ever had.

Shoe and Leather Gazette: Retailers when they are visited by salesmen should make it a point to give the knights of the grip a hearing with the least delay possible. While salesmen are at all times willing to abide the time of the retailer when he will look over samples, nevertheless the retailer should bear in mind that the salesmen have to arrange their time to the best advantage, and unnecessary delay on the part of the retailer means much to the salesman. If a dealer does not wish to look at samples then tell the salesmen in as few words as possible. If you look at samples do so without taking up too much time, as time is money to the salesman. There are some dealers who will not tell a salesman that they do not want to look at samples, but will keep him waiting around for hours, and at last condescend to see him, and inform him that they do not care to see the goods. Now this is not business and is certainly no gentlemanly way in which to treat a knight of the grip. They are entitled to be treated with courtesy, for if it were not for salesmen many dealers would not be in business to-day. They are earning a livelihood, and are a necessary adjunct to the successful carrying on of business.

The Grain Market.

Wheat, owing to the fine seasonable weather and the small visible decrease, closed fully $1\frac{1}{2}$ c lower for May option than last week. Notwithstanding that a

year ago we had an increase in the visible and this year we only had a small decrease, there seems to be no life in the market. It is in a sluggish tone, very tiresome for the longs, and some have sold out. It may also be noted that the growing crop is by no means made yet, as it has not commenced to grow, and we can not say what damage the fly has done. Still, it will not be many days before all this damage, if any, will show up.

Corn is strong. Prices have advanced about 2c during the week. The market is broad, and while the visible made a good increase of over 500,000 bushels, it affected the price for May corn only about $\frac{1}{4}$ c. There seem to be more buyers than sellers in corn. The bulls had things their own way, so prices were advanced to $44\frac{1}{4}$ c. However, they settled back to $43\frac{3}{4}$ c. Many traders are predicting still higher prices.

Oats are likewise strong, with fully 1c advance, and appear to be wanted. While they seem to be high they may go still higher.

Rye, not to be behind, also recorded an advance of 1c during the week. The fact is, all cereals made a good advance except wheat. That alone sold off, and apparently without any reason, for conditions seem to be as strong as ever. Our exports keep up and receipts certainly do not show any increase. It is unaccountable that wheat only showed a small decrease in the visible of 35,000 bushels, where the receipts were about 200,000 bushels more than the previous week and the shipments 1,400,000 bushels in excess of what they were the previous week. We should have had a good liberal decrease instead of a small decrease, but probably some private elevators were counted as regulars.

Flour trade remains very steady, with demand fair. The stocks in dealers' hands are being worked off and the trade is in a healthy condition. No change in millstuffs. However, as pasturage is coming along fast now, a decline will be in order before long.

Receipts for the month of March, in Grand Rapids, were: 212 cars of wheat, 63 cars of corn, 23 cars of oats, 16 cars of flour, 1 car of rye, 2 cars of beans, 1 car of bran, 11 cars of hay, 2 cars of straw, 46 cars of potatoes. During the week: 73 cars of wheat, 15 cars of corn, 6 cars of oats, 6 cars of flour, 1 car of bran, 9 cars of hay, 1 car of straw, 23 cars of potatoes.

Millers are paying 73c for No. 2 red wheat.
C. G. A. Voigt.

Proposes to Rule or Ruin.

The United States Rubber Company announced a further reduction in its price list Monday of 5 per cent. The annual price list, in comparison with the price list of April 1, 1900, shows a total reduction of 28 per cent., as cuts amounting to 23 per cent. were previously made from the 1900 list.

The reduction in prices applies to all goods on hand in the stores of the jobbers Feb. 1 and all shipments since then. A director of the United States Rubber Company says:

We have thrown down the gauntlet to our competitors. We are going to sell our goods and retain our business independent of the action of any of the outside concerns.

It is figured in the trade that the additional 5 per cent. cut in prices means a loss of \$2,000,000 to the United States Rubber Company on its rebates and orders on hand.

Watches and rivers seldom run long without winding.

AT DEATH'S DOOR.

Walter J. Gould, the Veteran Wholesale Grocer of Detroit.

The wholesale and retail grocery trade of the State will learn with regret of the probably fatal illness of W. J. Gould, who has been confined to his bed for the past two weeks with a relapse of the grip. He was so low Sunday that his life was despaired of, but he has since rallied slightly, but not enough to justify his physician or friends in entertaining hopes of his recovery.

Walter J. Gould was born in Glastonbury, England (famous for its Abbey), on Christmas day, 1830. Shortly after this event his parents bade farewell to England and sailed for the United States, settling in Detroit in 1836. Mr. Gould's early education was begun in the old log schoolhouse, then located on the corner of Larned and Bates streets, under the guidance of Mr. O'Brien, and was completed under the tutorship of Mr. Robbins, in the academy building on Congress street, east, opposite the present site of Hotel Normandie. After school hours, and during vacations, he



was employed in his grandfather's grocery store, situated on the corner of Woodbridge and Griswold streets, where he acquired his first knowledge of the grocery business.

At the age of 19 he obtained a position on the steamer Mayflower, running between Buffalo and Detroit, where he remained for a period of six years. About this time he entered the employ of the Ward line of steamers, sailing first on the Sam Ward, then on the Cleveland, later on the Forrester, as steward, and finally on the Planet, at that time the largest steamer on the lakes. There were many hardships for the sailors to endure in those days and about the only recreation they enjoyed was an occasional free fight in which there was more "sand" than science exhibited. Whenever necessary, Mr. Gould was in it, and, the fact is, he was regarded as a man of remarkable nerve, a quality that still clings to him.

During the season of 1862-3 he brought into play his knowledge of the grocery business by establishing a trade with the large mines on the shores of Lake Superior and accumulated the capital that started him on his career as a leading representative of the wholesale grocery trade.

In 1864 a partnership was formed with Morgan S. Fellers under the style of Gould & Fellers at 22 Woodward avenue, with a capital of \$7,000, of which Mr. Gould contributed \$3,500.

He became at once buyer and salesman, going to New York to purchase the stock, and, on his return, traveling through the eastern and northern portion of the State selling it. His trips were mostly made by team. It took him longer to cover the territory than it does the present traveling man, but he "got there" just the same, and kept adding to his capital, as well as to his business.

His strong personality made him many friends and did more to build up his trade than anything else. In 1873 he bought Mr. Fellers' interest and put up his sign at 84 Jefferson avenue. Here, as before, he bent every energy toward the goal of success. His trade grew rapidly. Year after year the books showed a gratifying increase and although the profits were small, his strict economy enabled him to keep the business growing.

In the years 1873, '74 and '75 his remarkable nerve and ability carried the business through a critical period and won the day where men with less of those qualities would have gone down. The business had grown to such proportions that in 1879 he took into partnership three of his employes—Edward Telfer, David D. Cady and Lewis F. Thompson—and increased his room by adding two stores, the numbers being then 80, 82 and 84 Jefferson avenue. Under his fostering care the business had attained such proportions that in 1882 new quarters were required. These were found at 61 and 63 Jefferson avenue. In 1890 the business necessitated additional room, which was secured by adding the adjoining store, No. 59. The house subsequently removed across the street, where it is now located. Two years ago Mr. Gould retired from the active management of the business and spent nearly a year in recovering his shattered health. On his return to Detroit he found it impossible to keep out of active business and engaged in the tea and coffee trade under the style of Gould & Gehlert at 59 Jefferson avenue.

Mr. Gould is eminently a self-made man—broad gauged in his ideas and far-reaching in his methods, while his liberality is proverbial. He has been intimately identified with many movements looking toward the commercial advancement of Detroit and has always made his personality felt—and sometimes feared—in any direction in which he threw the weight of his influence. Positive in his opinions, and perhaps somewhat stubborn sometimes in his manner of enforcing them, he has met rather more than the usual number of rebuffs and disappointments, which have deprived his closing years of the peace and harmony which should mark the end of an intensely active career.

Marry a woman who will be of some assistance to you; in other words, get a piece of calico that will wash.

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Morphine & Liquor Habits

A Specialty. **Morphine** habit cured without sickness or suffering. **Liquor** habit cured with only one week detention from business; mild cases none. Booklet free, giving particulars. Citizens Phone 1291. G. E. PATTERSON, M. D., Mgr., Grand Rapids, Mich.

Drugs--Chemicals

Michigan State Board of Pharmacy

Name	Term expires
L. E. REYNOLDS, St. Joseph	Dec. 31, 1901
HENRY HELM, Saginaw	Dec. 31, 1902
WERT P. DOTY, Detroit	Dec. 31, 1903
A. C. SCHUMACHER, Ann Arbor	Dec. 31, 1904
JOHN D. MUIR, Grand Rapids	Dec. 31, 1905

President, A. C. SCHUMACHER, Ann Arbor.
Secretary, HENRY HELM, Saginaw.
Treasurer, W. P. DOTY, Detroit.

Examination Sessions.

Star Island, June 17 and 18.
Sault Ste. Marie, August 28 and 29.
Lansing, Nov. 5 and 6.

Mich. State Pharmaceutical Association.

President—CHAS. F. MANN, Detroit.
Secretary—J. W. SEELEY, Detroit.
Treasurer—W. K. SCHMIDT, Grand Rapids.

How Volatile Oils Are Obtained and Prepared.

Volatile or essential oils usually constitute the odoriferous principles of plants or are formed through destructive distillation, or produced by the action of water on certain constituents of the plant. Some are obtained from the animal kingdom, while far the greater number have a vegetable origin. They may be divided into four classes: Terpenes, or those of the turpentine type, being hydrocarbons, most of which have the formula $C_{10}H_{16}$; oxygenated oils, which are hydrocarbons containing oxygen, such as oil cloves, cassia, etc.; sulphurated oils—these, as the term implies, contain sulphur, oil of mustard, for example; nitrogenated oils, containing hydrocyanic acid, as oil bitter almond. Proximately essential oils are composed of two principles, one more or less solid, the other liquid; the former is denominated stereopten, the latter eleopten. These two principles are decidedly different bodies, having dissimilar properties and composition. The stereopten frequently deposits in the oil, especially through influence of low temperature. The eleopten may be removed by filtration, pressure, cold, or complex chemical processes. In many instances it contains all, or nearly all, of the odoriferous principle. The chemical condition of these bodies is varied; sometimes nearly that of the oil of which it is part; sometimes they are oxides, hydrates, or aldehydes. The color of volatile oils varies, but nearly all can be made colorless by repeated distillation. Light, air, and the change of temperature injures and impairs the fragrance of the oils and causes them to acquire various hues. The taste of the oils varies and bears considerable relationship to the odor of the plant from which it is derived, some being sweet, some acrid, some mild, and others pungent. With these variances in chemical and physical character, naturally the qualities included in these terms, as density, boiling and congealing points, are quite as different. Thus, the density ranges from 0.847 to 1.17. With some of the acids several act with explosive violence, while with alkalies some of them, as oil wintergreen, form chemical compounds. Essential oils are soluble only to a very limited extent in water, alcohol, chloroform, benzol and glacial acetic acid being the principal solvents. The oils dissolve fixed oils, resins, camphor, fats, sulphur, phosphorus, and similar bodies.

Volatile oils are generally obtained by distillation, mechanical means, or solution. Distillation consists in adding water to the substance from which the oil is to be distilled, and then proceeding in the customary method of distillation, the water and oil coming over together, when the oil is separated by siphon, decantation, or other suitable

method, and filtered to separate the water. The particular oil that is subjected to distillation requires treatment according to the nature of the substance from which it is to be obtained, and also in accordance with the nature of the oil. If from a dried substance, it must be macerated before subjecting it to distillation. If the oil volatilizes at a lower temperature than water, precautions are necessary to prevent an excess of heat. This is accomplished by several methods: One is to place the substance in a basket within the still, so that the steam passing through it will carry along the oil; another by the use of the vacuum pan. If the oil has a higher vaporizing point, then salt is added to the water, which raises the boiling point several degrees. In some instances it is necessary to subject the substance itself, without water, to the process of distillation, as is the case with copaiba, etc.

Mechanical means: The citrine oils, orange, lemon, and bergamot, are best obtained by pricking the skin and thus liberating the oil contained in the oil cells. This is usually done by means of the ecuelle, which consists of a large number of sharp-pointed spikes, arranged in a shallow disk or cup. The fruit is rotated over these points, thereby rupturing the oil cells and liberating the oil, which is collected in the ecuelle. Oils are also obtained by grinding and expressing, subsequently separating the oil from foreign matters.

Solution: Some of the oils are present in so minute a quantity or affected by heat so readily that they must be obtained by solution. This is accomplished either by maceration, digestion, or percolation. The process of maceration consists in placing the part of the plant furnishing the oil in a bland oil, and after a certain length of time straining. The process of digestion differs only in the application of a certain degree of heat to facilitate the extraction. Percolation is accomplished by the ordinary method of percolating. Bisulphide of carbon is used as the menstruum, and when the exhaustion is complete, the percolate is subjected to distillation, the bisulphide coming over and the oil remaining in the still, which is then purified.

There are two other methods of obtaining the oils and absorbing them in fats: One is known by the term of enflourage, the other by pneumatic process. The former consists in spreading a thin layer of purified inodorous fat upon glass frames; the flowers are sprinkled on the fat and a series of frames piled in a stack. In this manner the fat absorbs the odorous principle by long contact, and the products are known under the name of pomades. To strengthen these pomades the layers of flowers are renewed, and thus constitute the pomades of various strength, known on the market as Nos. 6, 12, 18 and 24. To obtain the perfume for use, these pomades are washed with alcohol.

The pneumatic process consists in forcing a current of air into a vessel containing flowers and conducting the perfumed air into a vessel containing melted fat. Circular plates half immersed are caused to revolve in the fat, and these, when coated, absorb the odor from the perfumed air.

Naturally there are various grades of essential oils on the market, the quality depending largely on the care used in their manufacture and also on their purity, the cost of the oils tempting the cupidity of those who make a practice

of adulterating. Volatile oils do not leave a stain; therefore a general test for fixed oil as an adulterant would be to drop some of the suspected oil on filtering-paper, warming to vaporize the oil, when no oily stain should remain. The admixture of alcohol may be detected by shaking the suspected oil with water. If thus mixed, the quantity of oil will be materially reduced, the water dissolving out part of the alcohol. For admixture of another essential oil or inferior oil of same kind the use of the ol-factories must be applied and necessarily requires more or less experience. The specific rotary power, the index of refraction, the amount of iodine absorbed, the saponification number, and numerous delicate methods and appliances are used by the larger dealers and consumers in determining the purity of the oil.

Incompatibilities of Heroin and Heroin Hydrochloride.

Heroin and heroin hydrochloride form an essential part of so many formulas for the relief of cough, dyspnea, and pains in the treatment of respiratory affections that it is important to determine in what combination they will prove most effective, and what are their incompatibilities. Owing to the insolubility of heroin in watery solutions it is necessary to add a few drops of some acid, acetic or hydrochloric, in order to effect its solution. This can be entirely obviated by using the hydrochloride, which is freely soluble. The only incompatibilities of heroin and the hydrochloride worthy of special mention are the alkalies, such as bicarbonate of sodium and carbonate of ammonium. On the other hand, salts of neutral reaction, such as iodide of potassium or chloride of ammonium, may be used in the same mixture, and this also applies to acid salts, such as the hypophosphites or acid phosphates. The vegetable expectorants, as ipecac, senega, squill, and sanguinaria, are entirely compatible with heroin and its hydrochloride.

The Drug Market.

Opium—Is very dull and has declined. Crop report are very favorable.

Morphine—Is as yet unchanged.

Quinine—P. & W. have advanced their price 2c per ounce. Other brands are firm at the late advance. Agents of foreign manufacturers have withdrawn quotations and await advice from home offices. Bark at auction at Amsterdam on the 28th was sold at an advance.

Citric Acid—Continues very firm, with an upward tendency.

Cocoa Butter—Is very firm and shows an advance of 1c per pound.

Cubeb Berries—Prime goods are very firm and have advanced.

Essential Oils—Clove has declined on account of lower prices for spice. Peppermint is firmer.

Buchu Leaves—Are also firmer, with a higher tendency.

Linseed Oil—Is weak and has declined.

Dispensing Hygroscopic Salts in Capsules.

Professor Ruddiman mentions a case in which capsules containing sodium bromide, camphor, caffeine citrate, antipyrin, and tincture of aconite were dispensed. The next day the patient brought back the box, in which the capsules had liquefied. The chief trouble here was due to the sodium bromide being hygroscopic. It had absorbed enough of water to liquefy or make a mass with the other ingredients and the capsules. The prescription was later dispensed by using considerable drying powder and sending the capsules in a bottle.

Alcohol as a Disinfectant.

Drs. Salzwedel and Elsner assert that alcohol has a marked disinfecting action, which is best exerted in strengths of 50 to 55 per cent. Stronger spirit has more coagulative power, and hence may fail to get at the microbes. Much weaker solutions delay the growth of disease germs in the same way as that of yeast. The authors hold that their experiments show that alcohol is of use in preparing the hands of a doctor for operations, not merely because of its hardening effect on the skin, but also as an active antiseptic. They assign to this disinfectant, says the British Medical Journal, a potency intermediate between that of carbolic acid and corrosive sublimate, although it is, of course, much less poisonous than either and usually more handy.

GAS READING LAMPS



No wick, no oil, no trouble—always ready. A Gas Reading Lamp is the most satisfactory kind to use.

A complete lamp including tubing and genuine Welsbach Mantles and Welsbach lamps as low as \$3.

Suitable for offices and stores as well.

GRAND RAPIDS GAS LIGHT CO.,
Pearl and Ottawa Sts.



CHOCOLATE AND COCOA

Guaranteed Absolutely Pure.

Direct from Manufacturer to Retailers.

In localities where jobbers do not handle our line, we will sell direct to retailers in order to introduce our goods more thoroughly. Will you write today for descriptive circulars and special prices for trial orders?

AMBROSIA CHOCOLATE CO.,
Milwaukee, Wis.

FISHING TACKLE

We carry a very complete stock and make the right prices. Wait for travelers or write

FRED BRUNDAGE, MUSKOGON, MICH.

Wholesale Drugs and Stationery

Wall Paper Samples Free

How's your stock?

Need brightening up?

We have on hand a very fine assortment and can make immediate delivery—prices will interest you. Write us.

HEYTEK & CANFIELD CO.

Grand Rapids, Mich.

The Michigan Wall Paper Jobbers.

WHOLESALE DRUG PRICE CURRENT

Advanced—Citric Acid, Quinine Pow. Declined—Oil Bergamont, Oil Cloves, Linseed Oil, Opium.

Table listing various drugs and chemicals such as Acetium, Benzolcum, Boracic, Carbolcum, Citricum, Hydrochlor, Nitrosum, Oxalicum, Salicylicum, Sulphuricum, Tannicum, Tartaricum, Ammonia, Aniline, Baccæ, Balsamum, Cortex, Extractum, Flora, Folia, Gummi, Herba, Magnesia, Oleum, and Syrups.

Table listing various oils and other products including Menthol, Morphia, Myristica, Nux Vomica, Os Sepia, Pepsin Saac, H. & P., Pielis Liq., Selditz Mixture, Sinapis, Snuff, Macaboy, De Voës, Soda, Boras, Soda Carb, Soda Bi-Carb, Soda Ash, Soda Sulphas, Spts. Cologne, Spts. Ether Co., Spts. Myrcia Dom., Spts. Vini Rect. bbl., Spts. Vini Rect. 1/2 bbl., Spts. Vini Rect. 1/10 gal., Strychnia, Sulphur, Pyrethrum, Quassaie, Quinia, S. P. & W., Quinia, S. German., Quinia, N. Y., Rubia Tinctorum, Saccharum Lactis, Sanguis Draconis, Sapo M., Sapo G., Whale, winter, Lard, extra, Lard, No. 1.

Drugs

We are Importers and Jobbers of Drugs, Chemicals and Patent Medicines.

We are dealers in Paints, Oils and Varnishes.

We have a full line of Staple Drug-gists' Sundries.

We are the sole proprietors of Weatherly's Michigan Catarrh Remedy.

We always have in stock a full line of Whiskies, Brandies, Gins, Wines and Rums for medicinal purposes only.

We give our personal attention to mail orders and guarantee satisfaction.

All orders shipped and invoiced the same day received. Send a trial order.

Hazeltine & Perkins Drug Co., Grand Rapids, Michigan

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

Limburger Cheese
Brick Cheese
Oranges

DECLINED

Cove Oysters
Grain Bags
Straw Paper
Hake

Index to Markets
By Columns

Table with columns A, B, C, D, E, F, G, H, I, J, K, L, M, N, O, P, Q, R, S, T, V, W, X, Y. Lists various goods like Akron Stoneware, Baking Powder, Candles, etc.

1

Table 1: ALABASTINE, AMMONIA, AXLE GREASE, BAKING POWDER, BATH BRICK, BLUING, BROOMS, etc.

2

Table 2: BRUSHES, SHOE, STOVE, BUTTER COLOR, CANDLES, CANNED GOODS, CHICORY, CHOCOLATE, CLOTHES LINES, COCOA, COCOA SHELLS, COFFEE, etc.

3

Table 3: Strawberries, Succotash, Tomatoes, CATSUP, CARBON OILS, CHEESE, CHEWING GUM, CHOCOLATE, CLOTHES LINES, COCOA, COCOA SHELLS, COFFEE, etc.

4

Table 4: Santos, Maracaibo, Mexican, Guatemala, Java, Mocha, Package, Extract, CONDENSED MILK, COUPON BOOKS, COUPON PASS BOOKS, CREDIT CHECKS, CRACKERS, BUTTER, SODA, OYSTER, SWEET GOODS-BOXES, etc.

5

Table 5: Newton, Oatmeal Crackers, Oatmeal Wafers, Orange Crisp, Orange Gem, Penny Cake, Pilot Bread, Pretzettes, Scotch Cookies, Sears' Lunch, Sugar Cake, Sugar Cream, Sugar Squares, Sultanas, Tutti Frutti, Vanilla Wafers, Vienna Crimp, CREAM TARTAR, DRIED FRUITS, Apples, California Fruits, California Prunes, Currants, Raisins, FARINACEOUS GOODS, Beans, Cereals, Farina, Pearl Barley, Grits, etc.



6

FLAVORING EXTRACTS

FOOTE & JENKS' JAXON Highest Grade Extracts

Table listing various flavoring extracts like Vanilla, Lemon, Sage, Hops, Laurel Leaves, Senna Leaves.

COLEMAN'S HIGH GRADE EXTRACTS

Table listing Coleman's extracts like Vanilla, Lemon, Jennings' Arctic.

Table listing Big Value extracts like 2 oz. oval Vanilla Tonka, 2 oz. oval Pure Lemon.

JENNINGS' FLAVORING EXTRACTS

Table listing Jennings' extracts like Reg. 2 oz. D. C. Lemon, No. 4 Taper D. C. Lemon.

Table listing Standard extracts like 2 oz. Vanilla Tonka, 2 oz. flat Pure Lemon.

Table listing Northrop Brand extracts like Lem. Van., 2 oz. Taper Panel.

Table listing Perrigo's extracts like 2 oz. Oval, 3 oz. Taper Panel.

Table listing Fly Paper like Tanglefoot, per case.

Table listing Fresh Meats like Carcass, Forequarters, Hindquarters.

Table listing Dressed meats like Loins, Boston Butts, Shoulders.

Table listing Mutton like Carcass, Spring Lambs.

Table listing Veal like Carcass.

Table listing Grains and Flour like Wheat, Winter Wheat Flour.

Table listing Local Brands like Patents, Second Patent, Straight.

Table listing Spring Wheat Flour like Clark-Jewell-Wellis Co.'s Brand.

Table listing Ball-Barnhart-Putman's Brand like Duluth Imperial.

Table listing Lemon & Wheeler Co.'s Brand like Wingold.

Table listing Olney & Judson's Brand like Ceresota.

Table listing Worden Grocer Co.'s Brand like Laurel.

Table listing Bolted and Granulated Oats.

Table listing Car lots and Car lots, clipped.

7

Feed and Millstuffs

Table listing St. Car Feed, screened, No. 1 Corn and Oats.

Table listing Corn, car lots, No. 1 Timothy car lots.

Table listing Hay, No. 1 Timothy ton lots.

Table listing Herbs like Sage, Hops, Laurel Leaves.

Table listing Indigo like Madras, 5 lb. boxes.

Table listing Jelly like 5 lb. palls, per doz.

Table listing Licorice like Pure, Calabria.

Table listing Lye like Condensed, 2 doz.

Table listing Matches like No. 200 Lookout, 144 bx.

Table listing Diamond Match Co.'s brands like No. 9 sulphur.

Table listing Meat Extracts like Armour & Co.'s, 4 oz.

Table listing Molasses like Fancy Open Kettle.

Table listing Mustard like Horse Radish, 2 doz.

Table listing Oives like Bulk, 1 gal. kegs.

Table listing Oyster Pails like Victor, pints.

Table listing Paper Bags like Glory Mayflower, Satchel & Pacific.

Table listing Sugar like Red, Gray.

Table listing Paris Green like Bulk.

Table listing Pickles like Barrels, 1,200 count.

Table listing Pipes like Clay, No. 216.

Table listing Potash like 48 cans in case.

Table listing Provisions like Barreled Pork.

Table listing Dry Salt Meats like Bellies, Briskets.

8

Smoked Meats

Table listing Hams, 12 lb. average, Hams, 14 lb. average.

Table listing Bologna, Liver, Frankfort, Pork.

Table listing Sausages like Bologna, Liver, Frankfort.

Table listing Beef like Extra Mess., Boneless.

Table listing Pigs' Feet like 1/2 bbls., 40 lbs.

Table listing Tripe like Kits, 15 lbs., 1/2 bbls., 40 lbs.

Table listing Casings like Pork, Beef rounds.

Table listing Butterine like Solid, dairy.

Table listing Canned Meats like Corned beef, 2 lb.

Table listing Rice like Carolina head, Carolina No. 1.

Table listing Imported like Japan, No. 1, Java, fancy head.

Table listing Saleratus like Packed 60 lbs. in box.

Table listing Granulated, bbls., Granulated, 100 lb. cases.

Table listing Buckeye like 100 3 lb. bags, 60 5 lb. bags.

Table listing Diamond Crystal like Table, cases, 24 lb. boxes.

Table listing Common Grades like 100 3 lb. sacks, 60 5 lb. sacks.

Table listing Warsaw like 56 lb. dairy in drill bags.

Table listing Higgins like 56 lb. dairy in linen sacks.

Table listing Solar Rock like 56 lb. sacks.

Table listing Common like Granulated Fine, Medium Fine.

Table listing Salt Fish like Georges cured, Georges genuine.

Table listing Halibut like Strips, Chunks.

Table listing Trout like No. 1 100 lbs., No. 1 40 lbs.

9

Herring

Table listing Holland white hoops, bbl., Holland white hoops, 1/2 bbl.

Table listing Mackerel like Mess 100 lbs., Mess 40 lbs.

Table listing Whitefish like No. 1, No. 2.

Table listing Anise, Canary, Smyrna, Caraway.

Table listing Cardamon, Malabar, Celery, Hemp, Russian.

Table listing Mixed Bird, Mustard, white, Poppy, Rape.

Table listing Shoe Blacking like Handy Box, large, Handy Box, small.

Table listing Snuff like Scotch, in bladders, Maccaboy, in jars.

Table listing Soap like Single box, 5 box lots, delivered.

Table listing Best Gloss Starch, 6 lb., Best Gloss Starch, 3 lb.

Table listing Works: Venice, Ill., Geneva, Ill.

Table listing Spices like Allspice, Cassia, China in mats.

Table listing Pure Ground in Bulk like Allspice, Cassia, Batavia.

Table listing Soda like Boxes, English.

Table listing Stove Polish like No. 4, 3 doz in case, gross.

Table listing Syrups like Barrels, Half bbls.

Table listing Pure Cane like Fair, Good.

10

STARCH



Table listing Kingsford's Corn like 40 1-lb. packages, 20 1-lb. packages.

Table listing Kingsford's Silver Gloss like 40 1-lb. packages, 6 lb. boxes.

Table listing Common Corn like 20 1-lb. packages, 40 1-lb. packages.

Table listing Common Gloss like 1-lb. packages, 3-lb. packages.

Table listing Seeds like Anise, Canary, Smyrna, Caraway.

Table listing Shoe Blacking like Handy Box, large, Handy Box, small.

Table listing Snuff like Scotch, in bladders, Maccaboy, in jars.

Table listing Soap like Single box, 5 box lots, delivered.

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Table listing Syrups like Barrels, Half bbls.

Table listing Pure Cane like Fair, Good.

11

TEA

Table listing Sundry, medium, Sundry, choice.

Table listing Sundry, fancy, Regular, medium, Regular, choice.

Table listing Regular, fancy, Basket-fired, medium, Basket-fired, choice.

Table listing Basket-fired, fancy, Nibs.

Table listing Best Gloss Starch, 50 lb., Best Gloss Starch, 40 lb.

Table listing Best Gloss Starch, 6 lb., Best Gloss Starch, 3 lb.

Table listing Works: Venice, Ill., Geneva, Ill.

Table listing Spices like Allspice, Cassia, China in mats.

Table listing Pure Ground in Bulk like Allspice, Cassia, Batavia.

Table listing Soda like Boxes, English.

Table listing Stove Polish like No. 4, 3 doz in case, gross.

Table listing Syrups like Barrels, Half bbls.

Table listing Pure Cane like Fair, Good.

Table listing Siftings, 19@21, Fannings, 20@22.

Table listing Gunpowder like Moyune, medium, Moyune, choice.

Table listing Moyune, fancy, Pingsuey, medium, Pingsuey, choice.

Table listing Pingsuey, fancy, Young Hyson like Choice, Fancy.

Table listing Oolong like Formosa, fancy, Amoy, medium, Amoy, choice.

Table listing English Breakfast like Medium, Choice, Fancy.

Table listing India like Ceylon, choice, Fancy.

Table listing Tobacco like A. Bomers' brand, Plaindealer.

Table listing H. & P. Drug Co.'s brands, Fortune Teller, Our Manager, Quintette.

Table listing G. J. Johnson Cigar Co.'s brand.

Table listing S. C. W., Cigar Clippings, per lb.

Table listing Lubetsky Bros.' Brands, B. L., Gold Star.

Table listing Phelps, Brace & Co.'s Brands, Royal Tigers, Royal Tigarettes.

Table listing Book Filled Tigarettes, Female Tigarettes, Night Hawk, concha.

Table listing Night Hawk, navel, Vincente Portuondo.



Best Gloss Starch, 50 lb., Best Gloss Starch, 40 lb., Best Gloss Starch, 6 lb., Best Gloss Starch, 3 lb., Best Gloss Starch, 1 lb.

Works: Venice, Ill., Geneva, Ill.

Best Corn Starch, Neutral Pearl Starch in bbl., Neutral Powdered Starch in bbl., Best Confect'r's in bbl., thin bol., Best Laundry in bbl., thin bol., Chas. Pope Glucose Co., Chicago, Ill.

Siftings, 19@21, Fannings, 20@22, Gunpowder, Moyune, medium, Moyune, choice, Moyune, fancy, Pingsuey, medium, Pingsuey, choice, Pingsuey, fancy, Young Hyson, Choice, Fancy, Oolong, Formosa, fancy, Amoy, medium, Amoy, choice, English Breakfast, Medium, Choice, Fancy, India, Ceylon, choice, Fancy, Tobacco, A. Bomers' brand, Plaindealer, H. & P. Drug Co.'s brands, Fortune Teller, Our Manager, Quintette, G. J. Johnson Cigar Co.'s brand, S. C. W., Cigar Clippings, per lb., Lubetsky Bros.' Brands, B. L., Gold Star, Phelps, Brace & Co.'s Brands, Royal Tigers, Royal Tigarettes, Book Filled Tigarettes, Female Tigarettes, Night Hawk, concha, Night Hawk, navel, Vincente Portuondo.



Enameline STOVE POLISH

No. 4, 3 doz in case, gross, No. 6, 3 doz in case, gross.

Syrups, Barrels, Half bbls., Pure Cane, Fair, Good, Choice.



S. C. W. Cigar Clippings, per lb.

Lubetsky Bros.' Brands, B. L., Gold Star, Phelps, Brace & Co.'s Brands, Royal Tigers, Royal Tigarettes, Book Filled Tigarettes, Female Tigarettes, Night Hawk, concha, Night Hawk, navel, Vincente Portuondo.

12

Table with 2 columns: Item Name and Price. Includes items like Ruben Bros. Co., Hillson Co., T. J. Dunn & Co., etc.

Fine Cut

Table with 2 columns: Item Name and Price. Includes items like Uncle Daniel, Ojibwa, Forest Giant, etc.

Plug

Table with 2 columns: Item Name and Price. Includes items like Flat Iron, Creme de Menthe, Stronghold, etc.

Smoking

Table with 2 columns: Item Name and Price. Includes items like Hand Pressed, Double Cross, Sweet Core, etc.

TABLE SAUCES

Table with 2 columns: Item Name and Price. Includes items like Lea & Perrin's, Worcestershire, Cotton, etc.

TWINE

Table with 2 columns: Item Name and Price. Includes items like Cotton, Hemp, Flax, Wool, etc.

VINEGAR

Table with 2 columns: Item Name and Price. Includes items like Malt White Wine, Pure Cider, etc.

WASHING POWDER

Table with 2 columns: Item Name and Price. Includes items like Gold Dust, Pearlina, Scourine, etc.

13

Table with 2 columns: Item Name and Price. Includes items like WICKING, No. 4, per gross, etc.

WOODENWARE

Table with 2 columns: Item Name and Price. Includes items like Baskets, Bushels, Willow Clothes, etc.

Butter Plates

Table with 2 columns: Item Name and Price. Includes items like No. 1 Oval, No. 2 Oval, etc.

Egg Crates

Table with 2 columns: Item Name and Price. Includes items like Humpty Dumpty, No. 1, complete, etc.

Clothes Pins

Table with 2 columns: Item Name and Price. Includes items like Round head, 5 gross box, etc.

Mop Sticks

Table with 2 columns: Item Name and Price. Includes items like Tro'an spring, Eclipse patent spring, etc.

Pails

Table with 2 columns: Item Name and Price. Includes items like 2-hoop Standard, 3-hoop Standard, etc.

Toothpicks

Table with 2 columns: Item Name and Price. Includes items like Hardwood, Softwood, Banquet, etc.

Tubs

Table with 2 columns: Item Name and Price. Includes items like 20-inch, Standard, No. 1, etc.

Wash Boards

Table with 2 columns: Item Name and Price. Includes items like Bronze Globe, Dewey, Double Aome, etc.

Wood Bowls

Table with 2 columns: Item Name and Price. Includes items like 11 in. Butter, 13 in. Butter, etc.

YEAST CAKE

Table with 2 columns: Item Name and Price. Includes items like Magic, 3 doz., Sunlight, 3 doz., etc.

FRESH FISH

Table with 2 columns: Item Name and Price. Includes items like White fish, Trout, Black Bass, etc.

HIDES AND FELTS

Table with 2 columns: Item Name and Price. Includes items like Green No. 1, Green No. 2, etc.

Tallow

Table with 2 columns: Item Name and Price. Includes items like No. 1, No. 2.

Wool

Table with 2 columns: Item Name and Price. Includes items like Washed, fine, Washed, medium, etc.

14

Table with 2 columns: Item Name and Price. Includes items like CANDLES, Standard Stick Candy, etc.

Mixed Candy

Table with 2 columns: Item Name and Price. Includes items like Grocers, Competition, Special, etc.

Fancy-In Bulk

Table with 2 columns: Item Name and Price. Includes items like San Bias Goodies, Lozenges, plain, etc.

Fancy-In 5 lb. Boxes

Table with 2 columns: Item Name and Price. Includes items like Lemon Sours, Peppermint Drops, etc.

Caramels

Table with 2 columns: Item Name and Price. Includes items like No. 1 wrapped, 3 lb. boxes, etc.

FRUITS

Table with 2 columns: Item Name and Price. Includes items like Florida Russett, Florida Bright, etc.

Oranges

Table with 2 columns: Item Name and Price. Includes items like Messina, 300s, Messina, 360s, etc.

Bananas

Table with 2 columns: Item Name and Price. Includes items like Medium bunches, Large bunches, etc.

Foreign Dried Fruits

Table with 2 columns: Item Name and Price. Includes items like Californias, Fancy, Cal. pkg, 10 lb. boxes, etc.

NUTS

Table with 2 columns: Item Name and Price. Includes items like Almonds, Tarragona, Almonds, Ivica, etc.

PEANUTS

Table with 2 columns: Item Name and Price. Includes items like Fancy, H. P., Suns, Roasted, etc.

Span. Shld No. 1 n'w

Table with 2 columns: Item Name and Price. Includes items like No. 1, No. 2.

Wool

Table with 2 columns: Item Name and Price. Includes items like Washed, fine, Washed, medium, etc.

15

Table with 2 columns: Item Name and Price. Includes items like AKRON STONWARE, Butters, etc.

Churns

Table with 2 columns: Item Name and Price. Includes items like 2 to 6 gal., per gal., etc.

Milkpans

Table with 2 columns: Item Name and Price. Includes items like 1/2 gal. flat or rd. bot., etc.

Fine Glazed Milkpans

Table with 2 columns: Item Name and Price. Includes items like 1/2 gal. flat or rd. bot., etc.

Stewpans

Table with 2 columns: Item Name and Price. Includes items like 1/2 gal. fireproof, bail, per doz., etc.

Jugs

Table with 2 columns: Item Name and Price. Includes items like 1/2 gal. per doz., 1 to 5 gal., per gal., etc.

Sealing Wax

Table with 2 columns: Item Name and Price. Includes items like 5 lbs. in package, per lb., etc.

LAMP BURNERS

Table with 2 columns: Item Name and Price. Includes items like No. 0 Sun, No. 1 Sun, etc.

LAMP CHIMNEYS—Seconds

Table with 2 columns: Item Name and Price. Includes items like No. 0 Sun, No. 1 Sun, etc.

First Quality

Table with 2 columns: Item Name and Price. Includes items like No. 0 Sun, crimp top, wrapped & lab., etc.

XXX Flint

Table with 2 columns: Item Name and Price. Includes items like No. 1 Sun, crimp top, wrapped & lab., etc.

Pearl Top

Table with 2 columns: Item Name and Price. Includes items like No. 1 Sun, crimp top, wrapped & lab., etc.

La Bastie

Table with 2 columns: Item Name and Price. Includes items like No. 1 Sun, plain bulb, per doz., etc.

Rochester

Table with 2 columns: Item Name and Price. Includes items like No. 1 Lime (65c doz), etc.

Electric

Table with 2 columns: Item Name and Price. Includes items like No. 2 Lime (70c doz), etc.

OIL CANS

Table with 2 columns: Item Name and Price. Includes items like 1 gal. tin cans with spout, per doz., etc.

LANTERNS

Table with 2 columns: Item Name and Price. Includes items like No. 0 Tubular, side lift, etc.

LANTERN GLOBES

Table with 2 columns: Item Name and Price. Includes items like No. 0 Tub., cases 1 doz. each, etc.

GAS AND GASOLINE MANTLES

Table with 2 columns: Item Name and Price. Includes items like Glovers' Gems, Satisfaction, and Perfection, etc.

Earthenware Meat Tubs

Table with 2 columns: Item Name and Price. Includes items like 15, 20, 25, 30 gal. All sizes in stock, etc.

W. S. & J. E. Graham

Table with 2 columns: Item Name and Price. Includes items like Grand Rapids, Mich.

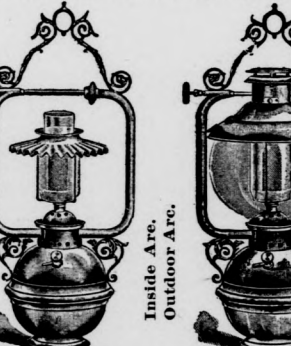
Promptness

The things you overlooked when our salesman visited you can be ordered from us by telephone, telegraph or letter. They will be shipped on the first train. We appreciate the fact that when you want something, you want it right off. Therefore, prompt shipments.

BROWN & SEHLER. Grand Rapids, Michigan.

THE NULITE

750 Candle Power ARC ILLUMINATORS Produce the finest artificial light in the world.



Superior to electricity or gas, cheaper than kerosene oil. A 20th century revelation in the art of lighting. They darkness into daylight turn, And air instead of money burn. No smoke, no odor, no noise, absolutely safe. We also manufacture Table Lamps, Wall Lamps, Pendants, Chandeliers, Street Lamps, etc. The best and only really successful Incandescent Vapor Gas Lamps made. They sell at sight! Good agents wanted. Write for catalogue and prices.

CHICAGO SOLAR LIGHT CO., 81 L. Fifth Ave. Chicago, Ill.

Simple Account File

Simplest and Most Economical Method of Keeping Petit Accounts

- File and 1,000 printed blank bill heads..... \$2 75
File and 1,000 specially printed bill heads..... 3 00
Printed blank bill heads, per thousand..... 1 25
Specially printed bill heads, per thousand..... 1 50

Tradesman Company, Grand Rapids.

How Other Women Earn a Living.

The ways in which New York women who are dependent upon their own efforts make both ends meet are varied. A woman who has been forced to look for work made memorandums of what she found others doing. She did not try for ordinary clerical work, or stenography, typewriting or employment in stores.

"I found one woman," she said, "who is making a comfortable living for herself and supporting an invalid husband by selling gloves which have been thrown aside at the glove counters for apparently trivial reasons. For example, in fitting a glove the saleswoman may break off a button or rip a seam or soil it so as to spoil a sale. This woman has a contract with several stores to take all such gloves at a reduced figure.

"She skillfully repairs whatever damage has been done and sells the gloves, at less, of course, than the store price. I do not know what she pays for the damaged goods. That depends, I fancy, upon the extent of the damage. But I do know that in some cases she sells a pair of \$1.50 gloves for \$1, maybe less, and so on. I know she has built up quite a business in this way. A number of her patrons now have orders with her frequently in advance for from one to a half dozen pairs. The saving of 50 or 75 cents on a pair of gloves is quite an item.

"Another woman who had tried in vain to make a living at millinery, in which she is an expert, calls at a number of houses in her neighborhood and takes her daily market orders. She is paid for this, of course, and I am pretty sure she is smart enough to get a commission besides from the butcher and the grocer.

"Sometimes when the mistress of the house wants something extra for a special luncheon or dinner the order-taker makes more. On one occasion a woman who had lived in Washington wanted some Lynnhaven oysters. Now it is a fact that you can't find a Lynnhaven oyster in New York such as you can get in Washington.

"This order-taker knew exactly how to get the Washington Lynnhavens at a reduced price, and how to have them shipped, and she made a handsome profit on her order. She told me she would not exchange her work for a place in the biggest millinery foundry, as she called it, in New York.

"Another woman buys all the theater tickets for a colony away uptown. Her patrons call her up on the 'phone and name the date and play, and she does the rest.

"I found another who, in addition to some other little jobs, furnishes several churches with communion bread. Then there is another who sends out samples of new goods to customers in the country. She is not exactly a purchasing agent, for there are many such; she simply sends out the samples, naming the house where the goods may be obtained. The name and the address of each person receiving the samples are furnished to the house sending out the samples, and in case of a sale the woman is notified by the house, which pays her a commission.

"This sort of business, she told me, pays better than a direct purchase by an agent, if the woman who sends the samples has a good list of customers, for the reason that many customers in the country rather like the idea of dealing with the house direct in purchases. The stores, she added, are not so apt to send

samples as a woman who makes a business of it.

"I found a woman in a drug store in a fashionable part of the city who is a graduate in pharmacy. She fills only such prescriptions as are brought in by women. She receives a salary, but she gets a commission on all the trade she secures from women.

"And so it goes in this great city where so many women have to make their own living. If a woman can only find something novel she will find plenty of people to help her out."—N. Y. Sun.

Get Out of That Rut.

Ruts, when well worn, are mighty comfortable things. Many a good man has enjoyed the comfort of his rut until he found it brought up in the mud when the spring thaw came, while the poor fellows who had been pounding along over the cobbles came out high and dry.

If you are in a rut—and you probably are—now is the time to get out. Just stop and consider how long you have been doing the same thing in the same way. Probably you are doing it in the same way someone did before you. You wonder why you don't get on. It's your own fault. If you want to succeed do something different. Make people know you are about. Have somebody asking who that fellow is. As long as you are willing to be a cog in the wheel of your company's business you will never get anywhere; you will just revolve in a circle. If you can't get noticed any other way, better break off. You may give them a slight jolt that way.

But why not be a whole wheel? That rut stands in the way. You think there is no other place for the width of your little go-cart in the whole highway on which you are traveling. Better get out the map. Locate some of the points which you would like to reach. Now see the shortest way to reach them. Study your right of way. You will find it fifty times as wide as any rut.

It's worth trying. Try it to-morrow. —H. B. Osgood.

Reflections of a Bachelor.

You can never drown sorrow; it can swim longer than your head can.

A man can generally gauge his religion at any certain time by the way things taste to him.

The average woman's mouth is too large because she stretches it smiling at women she dislikes.

In every love affair there is one woman that a man is trying to get and another that he is trying to get away from.

When a girl refuses a man she generally goes to the window when he leaves expecting to see him fall up against the nearest tree and sob.

A woman that talks politics is about as attractive as a man who knows the names of all the different crochet stitches.

A man can always get on with the women if he can make his voice tremble whenever he wants to.

A woman who loves too much sometimes loses, but a woman who loves too little never gains anything worth losing.

A man judges a woman's heart by her face; a woman judges a man's face by his heart.

The microbe had a mother's meeting the other day and voted that the short walking skirt was immoral.

Good counsel is better than a great army.

ELLIOT O. GROSVENOR

Late State Food Commissioner
Advisory Counsel to manufacturers and jobbers whose interests are affected by the Food Laws of any state. Correspondence invited.
1232 Majestic Building, Detroit, Mich.

Talk No. 1

It Is a Well Known Fact

That you accomplish the most results when you are interested in your work. That is Dr. Rankin's reason for advertising. He prefers office practice to general practice; has fitted himself for that work and wants people to know it. There is not time or space to say much this time, but more will follow. Dr. Rankin's practice is confined to Chronic diseases. At this season of the year people who have struggled through the winter with more or less colds want to know where they can get cured of the Catarrh that has fastened itself on their nose or throat or ear or lungs. Go or write to

DR. C. E. RANKIN
Powers' Opera House Block

Grand Rapids, Michigan
Graduate of University of Michigan and Illinois School of Electro-Therapeutics.
Mail Treatment

Dr. Rankin's system of "Home Treatment" is well known and highly efficient. Send for free symptom blank.

Bicycle Dealers

who are in the game to make money and to have as little trouble as possible should buy well known and reliable goods.



This is the SIXTH YEAR that we have been selling World Bicycles. We have found them A No. 1; otherwise we would not continue to sell them. We sell at wholesale only. Write for World Catalogue; also for our new catalogue on Bicycle Sundries, with discount to dealers.

Adams & Hart,
12 W. Bridge St., Grand Rapids, Mich.



\$2.75 sent with order will buy one of these harp shaped Imperial Gas Lamps. It will be shipped f. o. b. Chicago, completely trimmed, carefully packed so that weight of package is less than ten pounds, hence charges by express would not be high. Lamp burns gasoline and gives a beautiful white light and is fully guaranteed. Write The Imperial Gas Lamp Co. 132 and 134 East Lake St., Chicago

USE THE CELEBRATED

Sweet Loma

FINE CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)

Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

Aluminum Money

Will Increase Your Business.



Cheap and Effective. Send for samples and prices.

C. H. HANSON,
44 S. Clark St., Chicago, Ill.

TO THE TRADE:

We are the only manufacturers of Dynamite in Lower Michigan suitable for general Rock work and Stump Blasting; also Caps, Safety Fuse, Electric Fuse, Batteries, Dirt Augers, etc. Our goods are strictly high grade and reliable, twenty-five years in the business. Prices and goods right. Shipments made promptly on same day order is received. Try us by inquiry.

AJAX DYNAMITE WORKS,
Bay City, Mich.

Wall Paper, Paints, Oils.

Our stock consists of the best goods produced, and is sold at money saving prices.

PAPER HANGING AND PAINTING BY EXPERTS.

We frame pictures to order and carry a large line of unframed pictures.

C. L. Harvey & Co.,
59 Monroe Street.
Exclusively Retail.

William Reid

Importer and Jobber of Polished Plate, Window and Ornamental

Glass

Paint, Oil, White Lead, Varnishes and Brushes

GRAND RAPIDS, MICH.

W. FRENCH,
Resident Manager.

DAMAGING DISCLOSURES.

Judge Wanty Refuses to Confirm Fisher Composition.

Judge Wanty, of the United States District Court, refused to confirm the composition of 35 cents on the dollar offered by Wm. Fisher, the Scottville general dealer, on the showing made by Hon. Peter Doran and Hatch & Wilson in behalf of twelve of their clients who are interested in the matter as creditors and in behalf of seventeen other creditors who were opposed to the compromise. The allegations made by the attorneys named are probably the most damaging ever filed in the local bankruptcy court, being as follows:

1. That the said composition is not for the best interests of the creditors, for the reason that the stock of merchandise according to the testimony of the bankrupt, is worth at cost price, \$9,000, accounts at face value \$850 and an equity in real estate of three or four hundred dollars, and that the debts due the said creditors of said bankrupt amount to \$13,800, and that said estate would pay more than 35 cents on the dollar in bankruptcy.

2. That the said bankrupt induced a number of his creditors who signed said composition to do so, by reason of his showing that according to his schedules filed and sworn to in this case, there was only \$7,444.79 stock in trade; whereas upon his examination he testified that the stock was worth \$9,000 at cost price, and there is upwards of \$4,000 in money or property that he does not account for, but conceals from his creditors.

3. As a further objection to said composition, we object for the reason that thirteen creditors, whose claims aggregate \$3,359.51, who voted for said composition under a misapprehension of the facts in the case, and since the completion of the examination of said bankrupt have written letters to the trustee in bankruptcy, stating that they are opposed to said composition, and do not wish the same to be confirmed or passed, and by their opposition there would not be enough in number and value left to confirm said composition; in other words at the present time there is not a majority in number and value of the creditors who have proven their claims in favor of said composition.

4. That as a further objection to said compromise, your objecting creditors are informed and believe the same to be true, that the money that has been put up for said compromise in this case, has been the money of said bankrupt, for one John Hein, a person who has been long acquainted with said bankrupt, testified before the referee in bankruptcy in this case, that said bankrupt stated to him, on or about a year and a half ago, that he was going to prepare to make a failure in about a year and a half, and that he was going to get all the stock of goods he could, probably eight or ten thousand dollars, and that he was going to fail, that he did not know whether he could make it last winter, that is the winter of 1899 and 1900, or not, but then he would make it this winter. That he again saw him in the month of February last, in this city, and that the first thing the bankrupt said was that, that thing had come about, that he had failed as he had talked about, and he said that he guessed everything was coming all right, and that he would make seven or eight thousand dollars out of it, that he had shipped some goods before the failure, and had quite a little money. He said he had enough to pay all the creditors 35 cents on the dollar, and he stated that a man by the name of Lubetsky was going to settle for him. That Mr. Lubetsky had part of his money, to settle with the creditors, and that he had placed Lubetsky down as a creditor for \$450 and he did not owe him anything.

5. The bankrupt, through his agent, C. W. McPhail, who was the common law assignee of said bankrupt, and who held an unrecorded mortgage for some time against said bankrupt's stock of goods, and as the agent of said bank-

rupt, and who is a preferred creditor, has been sending notices out to creditors offering 35 cents on the dollar, for the purpose of influencing, assisting and controlling said compromise in the interest of said bankrupt.

6. And that the bankrupt has committed certain acts and failed to perform certain duties, which would be a bar to his discharge in that the said bankrupt knowingly and fraudulently has concealed from his trustee in bankruptcy, property to the amount of \$4,000 or thereabouts, for in his examination before the referee in bankruptcy in this case, he stated that about two years ago he dissolved with one Caplin, of Grant, Michigan, and then had a stock at Scottville, of \$3,500, and at the time of the dissolution he assumed the indebtedness of said firm, which amounted to the sum of \$2,000, which was all the debts that said firm was then owing; that at the present time and according to his sworn schedules in the bankruptcy proceedings, he owes \$13,690 of unsecured debts, and his stock according to his statement sworn to in his bankruptcy schedules is worth \$7,444.17, and the open accounts due him, the sum of \$850 at face value, leaving a deficiency of upwards of \$4,000, which he neglects and refuses to turn over to his trustee in bankruptcy and refuses to account for and explain what has become of same.

7. That the said bankrupt with fraudulent intent to conceal his true condition, and in contemplation of bankruptcy has failed to keep proper books of account or records from which his true condition might be ascertained. The only book that the trustee in bankruptcy in this case has been able to obtain from said bankrupt is a bank book, which purports to show his business with the First National Bank of Ludington, from July 17, 1900, to December 10, 1900, notwithstanding the fact that he carried on business at Scottville two years previous to the filing of the petition in bankruptcy in this case, and that he continued store business at the same place, up to about the time that the petition in bankruptcy was filed in this case, against him, on December 26, 1900.

8. That the said bankrupt knowingly and fraudulently has sworn falsely to his schedules in bankruptcy, in not scheduling upwards of \$4,000 in property, which his schedules of indebtedness in bankruptcy, proofs of debt and examination show, ought to belong to his estate, and be the property of the trustee in bankruptcy, but which he conceals from the said trustee in bankruptcy.

9. That said Wm. Fisher, bankrupt, purchased within the four months preceding the filing of the petition in bankruptcy and had delivered to him about \$10,000 worth of goods, of what is called fall and winter goods, according to the proofs of debt on file in this case, and from his schedules filed in this case. That during the above mentioned four months, he has paid out to merchandise creditors, according to his testimony, the sum of \$670.32, and the goods in the hands of the trustee, he swore to in his schedules as being worth \$7,444.17. His store expenses he stated were \$100 per month, making \$400 for the four months, and his household expenses were \$100 per month, making \$400 for the four months. In other words his statement is as follows: At beginning of the four months' period he had an average stock of \$3,500. He received during that period \$10,000, a total of \$13,500. During this time he paid to merchandise creditors, \$670.30; goods in hands of trustee, \$7,444.17; store expenses, \$100 per month, \$400; household expenses, \$100 per month, \$400, a total of \$8,914.49 unaccounted for, leaving a balance of \$4,585.51, which he has knowingly and fraudulently concealed between such dates, and still so conceals from his trustee in bankruptcy.

10. That said bankrupt with fraudulent intent conceals his true financial condition, and in contemplation of bankruptcy between July 1, 1900, and December 26, 1900, the time the petition in bankruptcy was filed, failed to keep books of account or records, from which

his true condition might be ascertained, except a bank book which has been heretofore referred to. And that prior to July 17, from Jan 1, 1899, to July 17, 1900, he has furnished the trustee in bankruptcy no bank book, and the last entry that appears on the bank book with the First National Bank of Ludington, appears a deposit of \$3.88 December 10 and a notice of checks upon delivery to him, and including Dec. 10, there being no book or memorandum of any kind showing what he has taken in or how he paid it out from Dec. 10, to Dec. 26, 1900, the time this petition in bankruptcy was filed.

11. That the said bankrupt, Wm. Fisher, has knowingly and fraudulently sworn falsely to his schedules in bankruptcy, in swearing that he is indebted to Lubetsky Bros., in the sum of \$300 for merchandise. Said indebtedness, as he states, having been contracted Nov. 21, 1900.

Hides, Pelts, Furs, Tallow and Wool.

Hides are in good demand at the prevailing low prices. There is no accumulation and trading is not in large quantities.

Pelts are low in value, with large accumulations. Holders do not like to let go at any price offering and pullers are not anxious.

Furs are in light demand and offerings are small.

Tallow is in fair demand at a slight advance for prime stock. Soapers' stock is in fair demand at no advance.

Wools are selling freely at a low value, as compared with the purchase price throughout Michigan during the season of 1900. Wools costing 22c and over last year are not wanted at over 18c at present by Eastern buyers, who claim that the price must be lowered to tempt their entering the market. There are millions of pounds in South America being offered at extremely low values and are liable to come on our market at any time. While prices in London show a strong advance on Australia, our mills are not anxious buyers, although, at the low prices, they use more wool and less cotton. The future is uncertain as to prices and the present values are down to free trade. Wm. T. Hess.

F. Q. Williams has purchased the grocery stock of Rudolph P. Burdick at 22 West Bridge street.

Toasts are often drunk, yet they are never intoxicated.

Business Wants

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payments.

BUSINESS CHANCES.

FOR SALE—GOOD BUSINESS PLACE; NEW building. John Acherthof, New Era, Mich. 784

WANTED—YOUNG OR MIDDLE AGED doctor to locate in good town of 10,000 population. W. B. Minthorn, Hancock, Mich. 783

FOR SALE—SUBURBAN GROCERY STOCK, with fixtures and rigs; \$8,000 business last year. Satisfactory reasons for selling. Address O. S., 328 Lake Ave., Battle Creek, Mich. 782

GOOD OPENING FOR CLOTHING STORE in thriving country town of 1,000 people. Excellent location available in corner brick store if taken at once. Address No. 781, care Michigan Tradesman 781

FOR SALE—FURNITURE STOCK AND UNDERTAKING FIXTURES and building. Reason for selling, old age. Address Lock Box 364, Sheridan, Mich. 779

FOR SALE—\$10,000 STOCK OF DRY GOODS, shoes and men's furnishings; population, 3,000; second largest beet sugar plant in Michigan; over 30 buildings contracted for besides large business houses to be built this summer; a rare chance if taken soon. Address No. 780, care Michigan Tradesman. 780

FOR SALE, CHEAP, IN KALAMAZOO, Mich.—Meat market and new stock of groceries; good location. For particulars address Y. K., care Michigan Tradesman. 769

FOR SALE—A FIRST-CLASS DRY GOODS stock in one of the best towns of 3,000 population in Southern Michigan; stock invoices between \$7,000 and \$8,000; doing a business of \$20,000 a year; can reduce stock to about \$6,000 if necessary; good reasons for selling. Address No. 775, care Michigan Tradesman. 775

DRUG STOCK AND FIXTURES FOR SALE; good business in city of 5,000. Address W. H. Thorp, Dowagiac, Mich. 776

FOR SALE—A GOOD CLEAN STOCK OF groceries, crockery, glassware, lamps and china, inventories about \$3,300. Will accept \$3,000 cash if taken soon; location, the best and central in a hustling business town of 1,500 population, fifty miles from Grand Rapids; this is a bargain for some one; best of reasons for selling. Address B, care Michigan Tradesman 777

I WILL SELL HALF INTEREST IN MY furniture business. The goods are all new and up-to-date; located in a town of 7,000; has been a furniture store for thirty years; only two furniture stores in the town. Address all correspondence to No. 773, care Michigan Tradesman. 773

FOR RENT, CHEAP—BRICK STORE; GOOD business opening; best town in the State. Address A. J. Prindle, Howell, Mich. 772

FOR SALE OR TO RENT—TWO BRICK store rooms, 22x80 each, with archway between, suitable for good large general store, for which there is a good demand at this place. Write P. O. Box 566, Mendon, Mich. 771

FOR SALE OR RENT—TWO-STORY FRAME store building, with living rooms attached, in the village of Harrietta; possession given May 1. For particulars address J. C. Benbow, Yuma, Mich. 770

FOR SALE—PARTY WITH \$1,500 OR \$2,000 can pick that amount from \$8,000 stock of dry goods and clothing; can have possession at once of good building; cheap rent and insurance; good town; terms, cash or good paper; sales average \$50 a day. Address Jas. S. Bicknell, Shepherd, Mich. 739

TO RENT—APRIL 15 A LARGE CORNER store, with good basement, on a good business street in Grand Rapids; very convenient for the farmers' trade; agricultural implement business or harness and wagon store would do well. Write or apply to Wm. H. Gilbert, 67 Pearl St., Grand Rapids, Mich. 747

STORE FOR RENT—BEST STAND FOR dry goods in town of 8,000 people; always a successful store. Address No. 767, care Michigan Tradesman. 767

FOR SALE—A FINE CHANCE TO GO INTO a well-established business if taken at once. Stock consists of dry goods, shoes, clothing, furnishing goods and groceries; located in good mill and factory town of 1,200 population; stock invoices \$6,000; sales last year, \$22,000; must sell on account of health. Enquire of No. 766, care Michigan Tradesman. 766

TWO CHOICE EMMET COUNTY FARMS, 40 and 80 acres, to exchange for merchandise. Lock Box 280, Cedar Springs, Mich. 765

IF YOU HAVE \$5,000 YOU CAN BUY THE best paying manufacturing business in Grand Rapids, capital invested considered. If you have more capital to use in the business, so much the better. It is a business with great possibilities. Better look this up at once. The successful man grasps an opportunity when it is presented. Address No. 743, care Michigan Tradesman. 743

FOR SALE—STOCK DRY GOODS, GROCERIES, shoes, hardware, furniture, hay, feed, etc.; invoices \$5,500; doing a cash business of \$26,000 annually; making a net profit of 10 per cent above expenses; good school and churches, lumbering and farming country. For further particulars address M. X., care Michigan Tradesman. 742

TIMBER AND FARM LANDS—HEMLOCK, hardwood and cedar timber for sale in large or small tracts, cheap farm lands, hardwood and pine stump lands. Don't ask what I have, but tell me what you want. E. T. Merrill, Reed City. 695

THE ROMEYN PARSONS CO. PAYS CASH for stocks of merchandise, Grand Ledge, Mich. 735

TWO STORES TO RENT—ONE IN CENTER of business, No. 116 North Mitchell street, the other No. 312 North Mitchell street, Cadillac. Address Dr. John Leeson. 738

IF GOING OUT OF BUSINESS OR IF YOU have a bankrupt stock of clothing, dry goods, or shoes, communicate with The New York Store, Traverse City, Mich. 728

PARTIES HAVING STOCKS OF GOODS OF any kind, farm or city property or manufacturing plants that they wish to sell or exchange correspond with the Derby & Choate Real Estate Co., Flint, Mich. 709

CANNING FACTORY FOR SALE. Address Grand Ledge Canning Co., Grand Ledge, Mich. 716

FOR SALE CHEAP—\$2,000 GENERAL stock and building. Address No. 240, care Michigan Tradesman. 240

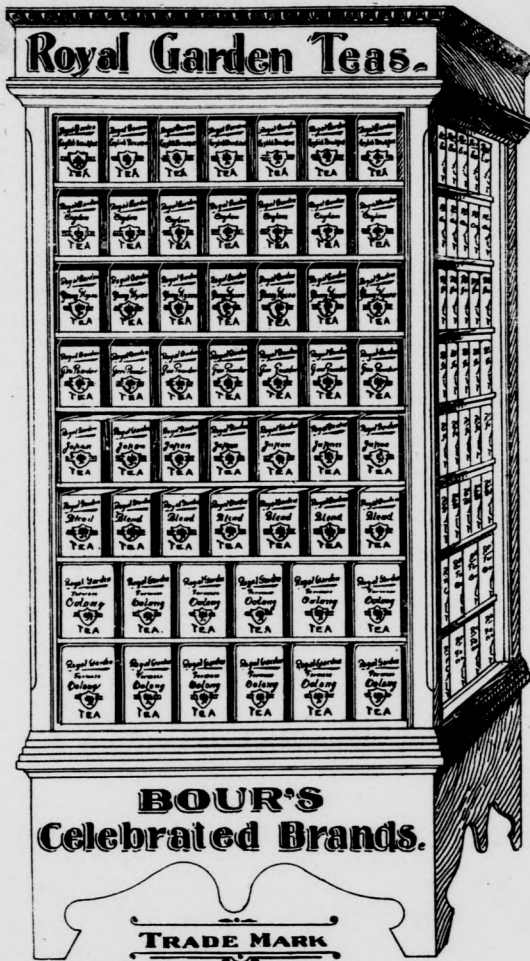
WANTED—MERCHANTS TO CORRESPOND with us who wish to sell their entire stocks for spot cash. Enterprise Purchasing Co., 153 Market St., Chicago, Ill. 585

FOR SALE—DRUG STOCK INVOICING \$2,000, in good corner store in the best town in Western Michigan. The best of reasons for selling. Address No. 583, care Michigan Tradesman. 583

MISCELLANEOUS

CLERK WANTS SITUATION IN GENERAL store. Good druggist (not registered) and experienced soda dispenser (fancy drinks). References furnished. Address Box 129, Napoleon, Mich. 774

WANTED—BY EXPERIENCED MAN, position as bookkeeper or clerk and stock-keeper in dry goods, clothing or general store. At references. Oscar E. Otis, Hastings, Mich. 762



Bour's Cabinet of Royal Garden Teas

In pounds, halves and quarters.

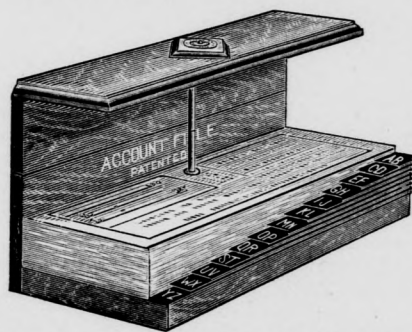
JAPAN
B. F. JAPAN
YOUNG HYSON
GUNPOWDER
ENG. BREAKFAST
CEYLON
OOLONG
BLEND

Retailed at 50c, 75c, and \$1 per lb.

The best business proposition ever offered the grocer. Absolutely the choicest teas grown. Write for particulars.

The J. M. BOUR CO.,
Toledo, Ohio.

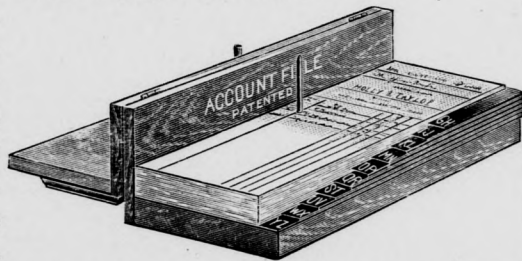
Simple Account File



A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save

one-half the time and cost of keeping a set of books.

Charge goods, when purchased, directly on file, then your customer's bill is always ready for him, and can be found quickly, on account of the special index. This saves you looking over several leaves of a day book if not posted, when a customer comes in to pay an account and you are busy waiting on a prospective buyer.



TRADESMAN COMPANY, Grand Rapids

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- Michigan Retail Grocers' Association**
President, C. E. WALKER, Bay City; Vice-President, J. H. HOPKINS, Ypsilanti; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. F. TATMAN, Clare.
- Grand Rapids Retail Grocers' Association**
President, FRANK J. DYK; Secretary, HOMER KLAP; Treasurer, J. GEORGE LEHMAN
- Detroit Retail Grocers' Protective Association**
President, E. MARKS; Secretaries, N. L. KOENIG and F. H. COZZENS; Treasurer, C. H. FRINK.
- Kalamazoo Retail Grocers' Association**
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- Muskegon Retail Grocers' Association**
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President, A. C. CLARK; Secretary, E. F. CLEVELAND; Treasurer, WM. C. KOEHN
- Saginaw Retail Merchants' Association**
President, M. W. TANNER; Secretary, E. H. McPHERSON; Treasurer, R. A. HERR.
- Traverse City Business Men's Association**
President, THOS T. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.
- Owosso Business Men's Association**
President, A. D. WHIPPLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.
- Pt. Huron Merchants' and Manufacturers' Association**
President, CHAS. WELLMAN; Secretary, J. T. PERCIVAL.
- Alpena Business Men's Association**
President, F. W. GILCHRIST; Secretary, C. L. PARTRIDGE.
- Calumet Business Men's Association**
President, J. D. CUDDIHY; Secretary, W. H. HOSKING.
- St. Johns Business Men's Association**
President, THOS. BROMLEY; Secretary, FRANK A. PERCY; Treasurer, CLARK A. PUTT.
- Perry Business Men's Association**
President, H. W. WALLACE; Secretary, T. E. HEDDLE.
- Grand Haven Retail Merchants' Association**
President, F. D. VOS; Secretary, J. W. VERHOEKS.
- Yale Business Men's Association**
President, CHAS. ROUNDS; Secretary, FRANK PUTNEY.
- Grand Rapids Retail Meat Dealers' Association**
President, JOHN G. EBLE; Secretary, L. J. KATZ; Treasurer, S. J. HUFFORD.

Travelers' Time Tables.

PERE MARQUETTE

Railroad and Steamship Lines.

Fast trains are operated from Grand Rapids to Chicago, Detroit, Toledo, Saginaw, Bay City, Petoskey, Ludington, Manistee, Muskegon, Traverse City, Alma, Lansing, Belding, Benton Harbor, St. Joseph, and intermediate points, making close connections at Chicago with trains for the south and west, at Detroit and Toledo with trains east and southbound. Try the "Mid-Day Flyers," leaving Grand Rapids 12:05 noon, each week day, arriving at Detroit 4:05 p. m. and Chicago 5:00 p. m.

H. F. MOELLER, G. P. A.,
W. E. WOLFENDEN, D. P. A.

GRAND Rapids & Indiana Railway

March 10, 1901.

Going North.

	daily	daily	ex Su	ex Su
Lv G'd Rapids	7 45a	2 10p	10 45p	5 20p
Ar. Cadillac	11 20a	5 40p	2 10a	9 00p
Ar. Traverse City	1 30p	7 50p	4 15a
Ar. Petoskey	2 50p	9 15p	5 35a
Ar. Mackinac City	4 15p	10 35p	6 55a

Trains arrive from the north at 6:00 a. m., 11:30 a. m., 5:15 p. m. and 10:15 p. m.

Going South.

	ex Su	ex Su	Daily	ex Su	Daily
Lv. G'd Rapids	7 10a	1 50p	6 50p	12 30p	11 30p
Ar. Kalamazoo	8 50a	3 22p	8 35p	1 45p	1 00a
Ar. Ft. Wayne	12 10p	6 50p	11 45p	To Chicago	To Chicago
Ar. Cincinnati	6 25p	7 15a

Trains arrive from the south at 6:45 a. m. and 9:10 a. m. daily, 2:00 p. m., 9:45 p. m. and 10:15 p. m. except Sunday.

MUSKEGON

	Except Sunday	Except Sunday	Except Sunday
Lv. Grand Rapids	7 35am	2 05pm	5 40pm
Ar. Muskegon	9 00am	3 30pm	7 00pm

Sunday train leave Grand Rapids at 9:15 a. m. Trains arrive from Muskegon at 9:30 a. m., 1:30 p. m. and 5:20 p. m. except Sunday and 6:50 p. m. Sunday only.

CHICAGO TRAINS

G. R. & I and Michigan Central.

TO CHICAGO

	Except Sunday	Daily
Lv. G'd Rapids (Union depot)	12 30pm	11 30pm
Ar. Chicago (12th St. Station)	5 25pm	6 55am

12:30 p. m. train runs solid to Chicago with Pullman buffet parlor car attached.
11:30 p. m. train has through coach and Pullman sleeping car.

FROM CHICAGO

	Except Sunday	Daily
Lv. Chicago (12th St. Station)	5 15pm	11 30pm
Ar. G'd Rapids (Union depot)	10 15pm	6 55am

5:15 p. m. train runs solid to Grand Rapids with Pullman buffet parlor car attached.
11:30 p. m. train has through coach and sleeping car.

Take G. R. I. TO Chicago

We want you

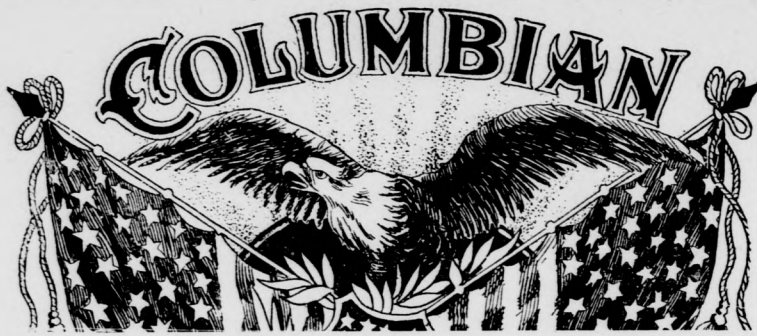
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E. J. BOOTH, Asst. Sec'y.
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Refrigerators	Notions, Laces	Table Cutlery
Children's Carriages	Embroideries	Pocket Cutlery
Lamps, Wicks	Buttons	Forks, Hoos
Chimneys, Burners	Pins, Needles, Thread	Shovels, Rakes
Glassware	Brushes	Stoves
China and Porcelain	Stationery	Woodware
Dinnerware	Perfumery	Chairs, Tables
Croquet Sets	Handkerchiefs	Upholstered Goods
Marbles	Hosiery	Desks, Beds
Base Balls and Bats	Trunks, Valises	Springs, Mattresses
Hammocks	Telescopes	Iron Beds
Lakeside Novelties	Enameled Ironware	Lace Curtains
Stoneware	Tinware	Carpets
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The First Message from Mars

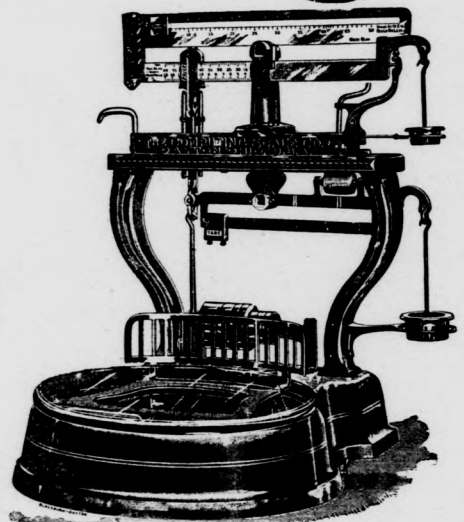
TO NICOLA TESSLA, VIA WIRELESS TELEGRAPHY ROUTE:
 EARTH:

Please put me in communication with The Computing
 Scale Company. Have just heard of the Moneyweight System.
 Must adopt it here.

MARS.



There is no place in the universe that our system of handling
 merchandise would not be acceptable if it were only known. With
 the 95,000 scales that we now have on the market it looks, however,
 as if some one besides Mars had heard of them. They should be in every well-managed, up-to-date
 business house selling goods by weight, for it is the only **System** by which you can sell one dollar's
 worth of goods and realize one hundred cents in return. Sold on easy monthly payments.



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