

MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, JANUARY 8, 1902.

Number 955

Are you not in need of

New Shelf Boxes

We make them.

KALAMAZOO PAPER BOX CO.

Kalamazoo, Michigan



Offices { Widdicomb Bldg, Grand Rapids.
Detroit Opera House Block, Detroit.

L. J. Stevenson, Manager

R. J. Cleland and Don E. Minor, Attorneys

Prompt attention to all kinds of Collections, Adjustments and Litigation. Our credit advices will avoid making worthless accounts. We collect all others.

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.

C. E. McCrone, Manager.

ELLIOT O. GROSVENOR

Lat. 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.

Glover's Gem Mantles

For Gas or Gasoline. Write for catalogue.

Glover's Wholesale Merchandise Co.
Manufacturers, Importers and Jobbers of Gas and Gasoline Sundries

Grand Rapids, Michigan

WILLIAM CONNOR

WHOLESALE
READYMADE CLOTHING

for all ages.

Removed to William Alden Smith block, 28 and 30 South Ionia street.

Open daily from 8 a. m. to 6 p. m.
Saturday to 1 p. m.

Mail orders promptly attended to.
Customers' expenses allowed.

Aluminum Money

Will Increase Your Business.



Cheap and Effective.
Send for samples and prices.

C. H. HANSON,
44 S. Clark St., Chicago, Ill.

Tradesman Coupons

IMPORTANT FEATURES.

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EXCLUSIVELY WHOLESALE.

Organization of the Grand Rapids Dry Goods Co.

Grand Rapids now has an exclusively wholesale dry goods house, the wholesale department of Voigt, Herpolsheimer & Co. having been sold to a new corporation which will be organized in the course of a day or two under the style of the Grand Rapids Dry Goods Co. The company will have a paid in capital stock of \$185,000, divided among about thirty-five stockholders in the following amounts:

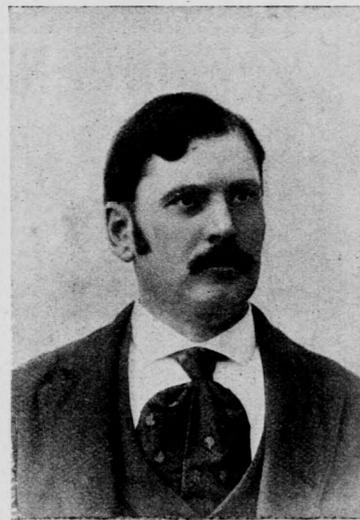
Wm. G. Herpolsheimer.....	\$40,000
Henry B. Herpolsheimer.....	10,000
John Snitseler.....	10,000
Christian Bertsch.....	10,000
James M. Barnett.....	5,000
John Murray.....	5,000
Thomas M. Peck.....	5,000
John E. Peck.....	5,000
Catharine Peck.....	5,000
W. P. Kutsche.....	5,000
Walter Winchester.....	5,000
Geo. Metz.....	7,500
C. W. Garfield.....	5,000
John W. Blodgett.....	10,000
Henry Idema.....	5,000
John T. Byrne.....	10,000
Samuel Sears.....	5,000
Wm. H. Anderson.....	5,000
Augusta L. Kutsche.....	2,500
Albert Labuis.....	5,000
J. Geo. Lehman.....	2,000
Hirth, Krause & Co.....	2,000
Heman G. Barlow.....	2,000
J. C. Dutmers.....	2,000
Geo. E. Hardy.....	2,000
Claude Hamilton.....	2,000
Employees of the company.....	13,000

It is expected that Wm. G. Herpolsheimer will be elected President, that Henry B. Herpolsheimer will be selected to act as Vice-President and that John Snitseler will be asked to take the position of Secretary and, probably, Treasurer. Mr. Snitseler has had the management of this branch of the business for several years, during which time he has demonstrated the fact that he is able to handle a business of such magnitude successfully and he feels that the time has now arrived when it is desirable to increase the stock and expand the sales, which he believes can be done under the new arrangement. He has already entered upon the work of re-arranging the

store, with a view to the greatest economy of time and space, and hopes to make such a showing during the next two years that his associates will concede that the business is a good one and that larger floor space and greater conveniences and facilities are a necessity.

The work of securing the subscriptions to the capital stock of the new corporation was entrusted to Henry Idema, who succeeded in raising nearly all of the required amount the first day. Before the close of the second day, the stock was largely oversubscribed. He attributes this anxiety on the part of investors to the excellent reputation Messrs. Herpolsheimer and Snitseler enjoy in this community as successful business men.

John Snitseler was born near Vriesland, Oct. 1, 1853. His father was a farmer and John attended school steadily until he was 13 years of age, when he entered Hope College, at Holland, pursuing the academic course, from which he graduated four years later. During the summer of 1870 he taught school in



Vriesland, coming to Grand Rapids in the fall of that year for the purpose of seeking an opening. He was at this time offered a position as teacher in a school at Whitehall, and has never ceased to rejoice that he did not accept the offer. He spent several days looking for work, and among the places he struck was a printing office, which happened to be the old Eagle establishment on Lyon street. He was not very particular what business he undertook, so long as there was a chance for him to learn, and after having talked with one of the proprietors a few minutes, he was called to one side by a gray haired printer, who asked him if he intended to identify himself with the printing business. He replied that he was not particular what he undertook, so long as he got a chance to do something, whereupon the aged compositor told him that, before he started out on the career of a printer, he would do well to purchase a piece of rope, six or eight feet long, and hang himself in the woodshed. The man who gave this advice assured the

young man that he had worked at the printing business thirty years and that if he had followed his own advice he would have been money ahead. Mr. Snitseler asserts that the timely warning made a definite impression on his mind, and from that time to this he has never had any yearning to follow the occupation of a printer. Among the places at which he applied for work was the dry goods store of C. B. Allyn, who is now engaged in the carpet business at Rockford, Ill. Mr. Allyn informed him that he could use him a little later and Mr. Snitseler went home to await the summons. He received the expected call in the course of a few weeks and reached Grand Rapids on Christmas eve, thirty-one years ago. His salary was to be \$3.50 per week, and, although he was obliged to pay \$4 per week for his board, he was not at all discouraged, because he realized that a beginning was the stepping-stone to success. He relates many interesting incidents of his early career as a dry goods clerk, due to his utter ignorance of the business at that time. The second day he was in the store a customer came in and asked for some "factory," which stunned him until he could recover sufficiently to ask of a brother clerk whether it came in bottles or boxes. He remained with Mr. Allyn until the following spring, when he was offered \$7 a week as clerk in the woolen department of Voigt, Herpolsheimer & Co. Eight years later he was admitted to partnership, at which time he began buying goods for the various departments of the store. On the establishment of the wholesale department in 1880, he took charge of that branch of the business, gradually letting go his duties with the retail end of the institution, and for the past twenty-one years he has had entire charge of the buying, selling and credit departments of the wholesale store, which keeps six men on the road and employs twice as many in and around the institution.

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

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

Getting the People

How to Acquire the Art of Advertising.

The question constantly presenting itself to every one who has the work of advertising under his control is how can proficiency in, and knowledge of, the best practice be increased? This is not only the question of the novice, but the man who has long and varied experience discovers that the mastery of the science is yet a distant goal.

But while one is compelled to recognize the extent of this branch of commercial science, in which few can expect to become experts, there is a practical degree of knowledge within the reach of all which will insure good results from its exercise. I am not proposing in this article to undertake to impart instruction in the art, but rather to give a few hints, as I may be able, as to where and how instruction may be found.

The modern practice of advertising is new. Its evolution is still progressing. On this account it is not possible to obtain as complete text books and manuals as in older and more fixed branches of science. But there are many helpful books on the subject, and their number is rapidly increasing. It is not my province to designate these; the enquirer can better make his selections from the descriptions in the advertising journals. From such books much can be learned without an undue expenditure of time and I should recommend the study of as many as are found helpful.

As a natural consequence of the spread of the art of publicity special institutions for the impartation of this sort of knowledge became inevitable. At the first the natural sources of instruction were the most widely known agencies. The enquirer would naturally turn to these, and so it has happened that the managers of such institutions have had for many years constant applications for giving instruction. Thus they have been able to obtain assistants in their work at nominal prices and have turned out hosts with some knowledge of the art and often with suppositions or pretensions of more. The few with brains and application are well known in advertising and business circles—the geniuses and those lacking in the plodding quality are soon relegated to humbler walks. The instruction imparted by the agencies is valuable and there are many whose services will be worth while to enterprises of sufficient extent to warrant them. Costly mistakes are often made, however, by yielding to the representations of geniuses and pretenders.

Of course it was inevitable that in the great increase of modern sources of instruction, special institutions and schools of correspondence for all the professions and arts this branch could not long be overlooked. As to their value it is largely a question of what the seeker for knowledge may be able to obtain from them. There is no question but that some good is obtained from the schools of correspondence as evidenced by their rapid increase; but I apprehend that the value is dependent largely on the personality of the student. Certainly such schools will give the correct principles of the science and in some cases a few months' course at the expense of the necessary time and a reasonable fee may be a good thing. It is a question for each to determine for himself in the light of his knowledge as to whether he can make the instruction

JANUARY BARGAINS



One lot Men's and Boys' Caps, to go at.....	0c
Men's Duck Coats, black and brown, to go at....	75c
Ladies' Natural Wool Underwear, to go at.....	40c
Ladies' heavy fleeced Underwear.....	40c
30c German Flannels, to go at.....	12c
200 Golf Cloth, to go at.....	1.00
50 and 75c Dress Goods, to go at.....	29c
18c Wool Finished Cloth, to go at.....	10c
50c Tams and Toques, to go at.....	25c
Ladies' Storm Rubbers, only.....	30c
Men's Storm Rubbers, only.....	50c
Girls' Storm Rubbers, only.....	30c
Ladies' Felt Shoes, only.....	80c
Shetland Floss and Saxony Yarns.....	5c
Ladies' and Children's Kid Mitts, fur top.....	45c
Choice of all our Boys' Sweaters at.....	90c
Girls' Leggings for 10c and.....	35c
Crepe de Chene, all colors at.....	90c
New Silk Flannel Waists at wholesale price.....	4.00
Two per cent off on all Dress Goods, Suits, Satins, Velvets, etc. Big bargains in Quilts, Blankets and all winter goods.	

Chambers Bros.

PRE-INVENTORY SALE

FOR TEN DAYS

Extra ordinary opportunity for purchasing winter goods. Before taking inventory we wish to close out all broken lines of goods, short ends of goods and broken lots of goods, and have priced them at little prices for rapid selling, all are marked less than cost as we prefer to turn them into what money they will bring rather than inventory them. Besides the above mentioned goods we have made radical reductions in all our lines of goods for during this sale. For rare bargains in Dry Goods, Clothing, Footwear, Furniture and Carpets it will pay you to visit this store during our Pre-Inventory Sale, which will continue from January 1st to January 10th.

L. WINKELMAN

It Pays to Buy of Fochtmann Furniture Co., Ltd.

Fochtmann Furniture Co. Ltd.

432-434 Mitchell Street, Petoskey



On to a Good Thing

and bound to stick to it. Don't ignore your children when you are making your household purchases. It's your duty to cultivate their tastes, and you can do this in no better way than by exercising care in choosing each new feature of their domestic surroundings. If you want an opportunity of contributing in this way to the education of the little ones, call and examine our beautiful line of Furniture.

Watch this space for Bargains next week.

It Pays to Buy of Fochtmann Furniture Co., Ltd.

The Mercantile Co.

THE BIG STORE.

Our Annual Clearance Sale of Cloaks, Furs and Caps will open today. Every Garment will be reduced from 25 to 50 per cent. Come while the assortment is good.

The Mercantile Co.

available. Such schools can do but a very small part, the work must be done by the student. It is easy for one to decide whether such instruction is necessary or available, and it is foolish to undertake the scheme without a careful canvass of the situation. Any such course of instruction is thrown away on geniuses or on any who are so endowed that they expect to get along without the persistent exercise of patient toil.

The best school of advertising is the school of observation and common sense. But there is no royal road to knowledge in this school any more than in any other. There must be systematic study in the first and careful cultivation of the second. Observation means the gaining of information from the best available sources—the study of theories and of their application to business conditions. The unlearned geologist is foolish to take his hammer to the rocks without first finding out something of the science to enable him to recognize what he may find. So the advertiser is foolish to think he can gain a practical knowledge without some theory. Common sense is the exercise of careful thought and judgment; it is another name for application, for work. In no branch of study is the proportion of results more dependent on the effort put forth than in the art of getting the people.

* * *

Chambers Bros. occupy a generous space with a seasonable bargain advertisement, which will be found effective. Of course the most valuable feature is the list of prices. The brevity in the writing is a good feature and the type display is good. The only criticism I would offer is that the border and ornament are pretty heavy.

A fine sample of printing is the inventory sale of L. Winkelman. The arrangement of display and space is especially good, and the unity of style in the type is to be commended. The argument in the writing is businesslike and dignified, and for a general announcement is very good.

For a change the advertisement of Fochtmann Furniture Co., Ltd., has some good features. The picture idea will gain attention, but I am not favorably impressed with the turning of such a suggestion to the educational value of furniture selection. It is well to keep to one idea of this kind, reserving the other for a different occasion. The matter should be farther from the border, and care should be taken in proof reading.

For an advertisement without a location the well displayed space of the Mercantile Co. has good features. No doubt the adherence to a particular style of type and its persistent use will eventually lessen the need of address, but I think there would be value in the address. The display is good, but the proof reading is faulty.

Chilly.

"Is it an engagement ring?"
"No," answered the oft-times summer girl. "It is a souvenir."
"But you say you don't remember who gave it to you."
"That is true. But it may be considered an effective souvenir, none the less. I have no doubt the donor often recalls what it cost and remembers me."

You ought to sell

LILY WHITE

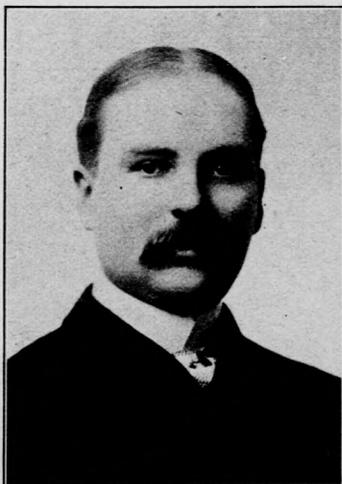
"The flour the best cooks use"

VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

MEN OF MARK.

Howard Musselman, the Traverse City Wholesale Grocer.

Howard Amos Musselman was born on a farm near Fairfield, Pa., July 5, 1865. When he was 3 years of age, his family removed to Fairfield and started a store and here Howard obtained his schooling, working in the store before and after hours. He then went to work on a farm, where he remained until 21, going to school winters. He then went to Baltimore and took a course in a commercial college. About this time his father was taken sick and he took charge of the store at Fairfield for about four years. On the death of his father, in December, 1890, he succeeded to the business, continuing it three years, when he closed out the stock and retired from the retail trade, removing to Grand Rapids and taking a clerkship in the



wholesale grocery establishment of the Musselman Grocer Co. From time to time he has filled every position in the counting room from billing clerk to cashier, and is thoroughly familiar with every detail of office work as well as salesroom. He has also made rapid progress in acquiring an intimate knowledge of the wholesale grocery business, having lately done the local buying, priced the city orders and attended to the duties of house salesman. When the Musselman Grocer Co. decided to establish a branch in Traverse City, the management concluded to send Mr. Musselman there to take charge of the buying and credit departments. Both he and Mr. Brooks have already removed to Traverse City and entered upon their duties with a zest and enthusiasm which give assurance that they will make new records in their new field of action.

Mr. Musselman was married Oct. 3, 1900, to Miss Elsie D. Kellogg. He is a member of Trinity Lutheran church, but is not a member of any secret or fraternal order whatever, having never aspired to a reputation as a "jiner."

Personally, Mr. Musselman is a singularly charming man. His mind is catholic. He is utterly without ostentation or affectation of any kind. He is as scrupulously honest morally and intellectually as he is financially. He is slow to anger and even tempered to a remarkable degree—always in complete mastery of himself. He has the bulldog characteristics of the Pennsylvania Dutch people—persistence, steadfastness of purpose, general reliability, strict attention to business. He is a devout and earnest Christian who has nothing of the Pharisee about him, and

when the good people of Traverse City come to know him as well as we do in Grand Rapids, they will agree with us in the statement that the City on the Bay shelters no gentler, kindlier, nobler, manlier man.

What to Do After the Inventory Is Completed.

What is the first matter that should receive attention from the merchant after his annual inventory? Evidently there are two things that require immediate consideration. One of these is to rid the store as much of the salable leftovers as possible. In every stock it will be found that there are some goods which did not move as readily as was anticipated, and how may these be gotten rid of? The rummage sale has been suggested as one means. Another, of course, is the annual clearance sale. A clearance sale may extend to the grocery department as well as to the dry goods stock; it may apply to the hardware stock or the gents' furnishing goods.

Another idea might be to inaugurate a "bulk" sale. Mr. Merchant, if you have odds and ends in your store which are salable but can not be closed out readily, and if you want to close them out with very little trouble, try this bulk sale idea. Wrap up the remnants of stock in each line in a different package, and advertise these in such a way that you sell one or more packages to a customer.

If you have six or eight remnants of 6-cent prints, a yard or a yard and a half to the piece, wrap them all up in one bundle and designate them as Lot 1. Describe them in your advertisement as follows:

Lot 1. Remnants of prints, five pieces, average a yard to the piece. For the lot, 8 cents.

Lot 2. Twelve pounds of broken rice, good quality. For the lot, 18 cents.

Lot 3. Twelve gents' neckties, a little out of style, but serviceable for everyday wear. Were 25 and 50-cent goods. Will close out the lot for 50 cents.

Lot 4. Odd lots of package tacks, eight packages of different kinds. Want to close them out, 18 cents for the lot.

And so on through the list. In addition to giving the price at which these goods will be sold it may be good policy to state the figure at which they ordinarily sell at retail.

Following the closing out of odd lots of this character and the cleaning up of assortments of goods, the next step after the inventory is disposed of is to formulate the buying policy for the spring. If your inventory has been carefully taken you have a pretty good idea of what goods you need for immediate business. It is a good plan to place on your want list as you take the inventory those goods that you need to buy at once.

The buying policy at all times should take definite shape. It should be based on the probable demand from your customers. Included in it must be a thor-

ough knowledge of the condition of the people in your community, whether they are likely to buy more or less than a year ago, and whether or not they are likely to buy a better class of goods. This is obtained from everyday conversation and should be a factor of considerable importance with you in determining the quantity and quality of the goods you are to buy.

If quality is to be an essential consideration, as it will be with a great many merchants the coming year, owing to greater prosperity through this section of the country, investigate carefully before making your purchases. This can be done generally through a personal investigation of the goods.

If a larger quantity will be necessary to supply your trade this year, Mr. Merchant, do not estimate this off hand, but look up the extent of your purchases a year ago, and judging from the present condition of your stock or from the goods left over when the season ended for them last year, you can arrive at a very close understanding of your requirements for the coming season. Order also so that your goods will arrive in plenty of time, and that you may get

the benefit of the early sale of all seasonable lines. Thus, if you are ordering wash goods and the season for the sale of this line at retail opens a month earlier than last year, be sure that your orders specify the date of delivery, so that you can depend upon their arriving when required.—Commercial Bulletin.

Novel Use for Old Magazines.

A new way of saving the special magazine articles in which she is interested has been found by a woman who considers it a waste of money to have such periodicals bound. When the other members of the family have finished reading the magazine she removes the wire or cord that holds the leaves together and takes out the articles she wishes to preserve. These are then sorted into envelopes marked "history," "verse," "fiction," etc. When she has collected enough articles to form a thousand page book on any subject she numbers the pages over, writes out an index and sends the books to be bound. In this way she has collected several volumes on subjects of special interest.

A man isn't always happy when a girl returns his love—especially when she returns it because she has no use for it.

Judicious advertising and good results can be obtained by securing space at an attraction extensively advertised and conducted under a liberal management. Manufacturers of food products and other lines will find exceptional opportunities for demonstrating. Selling privileges with all booths.

GRAND RAPIDS, MICHIGAN



AT THE
AUDITORIUM

January 27, 28, 29, 30, 31 and Feb. 1, 1902

MAIN FLOOR 160 x 140 FEET.

Amusement attractions will include the Philadelphia Ladies' Military Band. Gallecita's Performing Lions, Leopards and Panthers. Captain Webb's Trained Seals. Electric Theater. Lockhart's Elephants. A Continuous Vaudeville Show and many other features.

Open from 10 a. m. to 11 p. m. each day.

Plan of floor space and all particulars sent upon request. Address all communications to

GEO. R. MURRAY, Sec'y,
95 Barclay Street, Grand Rapids, Mich.

IF YOU ARE NOT SATISFIED

with the light or the

Gasoline Gas Lamps

you are using or selling, if they give poor and unsteady light, smoke, smell or go out unexpectedly, write to us. Perhaps we can suggest a remedy. But the simplest and cheapest way out of it is to lay them aside and get our

BRILLIANT OR HALO LAMPS

that are right and always ready for use and guaranteed to do as represented if properly handled, or money refunded. Over 100,000 in daily use during the last four years. The first cost is small compared with the business lost by poorly lighted stores. Trade goes where light is brightest and there is where you will find our lamps. The average cost of running our lamps is 15 to 30 cents a month.

Brilliant Gas Lamp Co., 42 State St., Chicago

George Bohner



Halo Lamp, 400 Candle Power



100 Candle Power

Around the State

Movements of Merchants.

Armada—Ebenezer Shafer has sold his meat market to Peter Shafer.

Midland—A. S. Arbury has purchased the meat market of Wm. G. Duberville.

Wallin—A. A. Morrill & Son have purchased the grocery stock of W. H. Smith.

Cadillac—Ed. E. Beman has purchased the harness stock of Oliver C. Snider.

Fowlerville—Wm. H. Colby has purchased the meat business of Ernest Krause.

Nashville—H. E. Downing has purchased the People's meat market from Alvin Clever.

Saginaw—Henry Feige & Son continue the furniture and carpet business of Henry Feige.

Big Beaver—Samuel Levy has purchased the general merchandise stock of Sylvester L. Robbins.

Frederic—W. T. Kirkby has removed his grocery, dry goods and boot and shoe stock to Hardgrove.

Bay City—Herman Hiss succeeds Fred L. Hiss in the jewelry business. The style remains as heretofore.

Kalamazoo—John Boekhout has purchased the interest of his partner in the coal firm of Kromdyk & Boekhout.

Benton Harbor—Jos. Getz, the East Main street dry goods dealer, has added a grocery department to his establishment.

Detroit—Chas. W. Rudd & Son continue the fruit and produce commission business formerly conducted by Chas. W. Rudd.

Hastings—G. G. Spaulding, who has been engaged in the shoe business here for thirty years, has closed out his stock at auction.

Kalamazoo—Lesman & Co. have engaged in the meat business, having purchased the market of Frederick Linne-man & Co.

Jonesville—Blauvelt & Co., furniture dealers and undertakers, have dissolved. The business will be continued by Wm. Blauvelt.

Yale—Ward & Cavanaugh, grocers and meat dealers, have dissolved partnership. A. John Ward continues the business in his own name.

Quincy—The J. H. Roe grocery stock was bid in at public sale by Fred Waterbury, of Algansee, to which place the stock has been removed.

Altona—A. E. Gill, general dealer, has purchased the store property of R. L. Willett, thus affording him better location and more floor space.

Cambria—Card, Sturtevant & Co., hardware dealers, have dissolved partnership. The business will be continued under the style of Card & Daley.

Hartford—O. M. Smith has sold his hardware and implement stock to E. D. Goodwin, who will enlarge same and make some additions to the lines.

Saginaw—The wholesale and retail drug establishment of D. E. Prall & Co. has been dissolved. D. E. Prall continues the business under the same style.

Kalamazoo—Lee Deuel, formerly engaged in the elevator business at Bradley, has purchased the grocery stock of H. D. Baker, at 720 North Burdick street.

Belding—Al. Tunistra and Otto Kuhn have purchased the hardware stock of their former employer, H. L. Page, and will continue the business at the same location.

Detroit—The Waldorf-Astoria Segar Co. succeeds the tobacco and cigar firms of Robert L. Fee & Co. and Jule Meyer, and will conduct both a wholesale and retail business.

Saginaw—Dr. F. E. Parkinson has purchased the interest of his partner in the drug firm of Parkinson & Parkinson, and will continue the business under the same style.

Fremont—W. F. Reber and A. P. Reber have purchased the interest of C. E. Pearson in the general store of Pearson Bros. & Rebers. The new firm will be known as Reber Bros.

Mancelona—Eastman & Co. have purchased the hardware stock of M. F. White & Son. The junior partner, Floyd Eastman, will assume the active management of the business.

Detroit—Ward L. Andrus & Co. have filed copartnership papers under the limited partnership act, showing S. C. Tewksbury, of Lexington, to be special partner to the extent of \$25,000.

Nottawa—T. D. Cutler is closing out his general stock and will retire from business. This step is rendered necessary by the ill health of Mr. Cutler. He will probably take up his residence in California.

Newaygo—W. W. Pearson has purchased the interest of C. E. Pearson, W. F. Reber and A. P. Reber in the department store of Pearson Bros. & Rebers and will continue the business in his own name.

Holland—The dry goods store known as the Arcade will be changed to the Fair. The new company is composed of S. B. Ardis, President; D. H. Redmond, Manager, and J. Warnock, Secretary and Treasurer.

Entrican—Arthur Steere has leased the new store building erected by the K. O. T. M. lodge at this place, and will use it as an exclusive dry goods store, leaving his grocery, hardware and implement lines at the old stand.

Thompsonville—Wm. Imerman has purchased a half interest in the Imerman coal kilns, north of town, of his brother Alex. The latter has gone to Detroit, where he will enter the wholesale furnishing business with another brother.

Marquette—For the next three months no mercantile business will be done in Marquette after 6 o'clock in the evening, except on Saturday. Without solicitation by the clerks' union, the Merchants' Association unanimously decided to adopt early closing.

Battle Creek—Goodale & Co. have sold their drug stock to Frank McClintic, formerly a member of the drug firm of Merritt & McClintic, at Charlotte, but for the past three years in the employ of the Government as chemist. Mr. Goodale will remove to Bay City, where he will take charge of a drug store.

Dowagiac—The "Fair" store, operated by Tobias Bros., and one of the largest retail stores in this city, closed recently on a chattel mortgage, the stock being surrendered to creditors, who are said to be over ninety in number, and the claims amounting to nearly \$21,000, while the assets are said to be \$12,000.

Battle Creek—Dr. Edward R. Jebb, formerly engaged in the retail drug business at Climax and Kalamazoo, has organized the Jebb Remedy Co., Ltd., and will shortly place on the market a line of popular-priced remedies. He has associated with him some of the leading capitalists and foremost business men of the city.

Manistee—The two stores conducted under the nominal management of Will A. Waite—one on River street and the

other Main street—have reverted to the original owner, Louis Sands. The stores will be under the supervision of H. W. Magoon. The River street store will be in charge of Nels Cedarholm and the Main street store in charge of Frank Gradler.

Detroit—Articles of association have been filed by the R. H. Traver Co., organized for the purpose of manufacturing, buying and selling gentlemen's furnishings. Capital stock, \$80,000, all of which is paid in. The organizers are Robert H. Traver, 7,175 shares; Thomas P. Doty, 300 shares; Walter H. Washington, Arthur T. Brennan and Frank R. Lord, 175 shares each. This is a reorganization of R. H. Traver's clothing business. All of the incorporators excepting Mr. Washington have been with Mr. Traver since the opening of his store, twelve years ago.

Manufacturing Matters.

Au Sable—The Northern Lumber Co. succeeds the Au Sable River Lumber Co. Vicksburg—VanTassel & Smith succeed I. C. VanTassel in the grist mill business.

St. Clair—The Wonder Plow Co. has increased its capital stock from \$10,000 to \$250,000.

Overisel—H. D. Poelakker has purchased the wagon works of J. H. Schipper and will enlarge the plant.

Detroit—Louis Kuttner & Sons succeed the Louis Kuttner Co. as proprietors of the Wolverine Leaf Tobacco Co.

Romeo—Casey & Elliott is the style of the new firm which succeeds Chas. Casey in the manufacture of carriages and implements.

Niles—Frank Tranger, of Kansas, will start a cheese factory here soon. This makes the third new factory Niles has secured within six months.

Ann Arbor—The style of the O. K. Manufacturing Co., manufacturers of sanitary specialties, has been changed to the Peninsular Manufacturing Co.

Saginaw—The Banner Brewing Co., which erected a large brewery last summer, began operations Thursday. About \$35,000 has been expended in the plant.

Gladstone—H. L. Flanders, of Chicago, has made a proposition to the citizens of Gladstone regarding the establishment of a tannery, which is receiving due consideration from them.

Detroit—Wm. Muir Finck, who has been identified with the clothing manufacturing firm of Hamilton, Carhartt & Co. for the past ten years, has retired to engage in business for himself on Gratiot avenue.

Marshall—John E. Nichols expects that he will soon have the stock of the Coldwater Cereal Food Co. all placed. It is proposed to remodel the old Stevens wheelbarrow factory and commence business in the spring.

Midland—Dove & Stanton, who manufacture tubs and pails at this place, may remove to Omer in the near future, as their supply of timber is exhausted here and their lease to their plant expires July 1. They employ fifty men and run the year around.

Cadillac—John P. and William H. Wilcox have purchased the basket patent of Mrs. Mary Cadwell, and have already begun the erection of a factory building and will manufacture a line of laundry, bakers' and butchers' baskets. The new firm will be known as Wilcox Bros.

Kalamazoo—The Whitmore Purifier Co., of Jackson, in order to obtain more room, will remove to Kalamazoo and occupy the large plant abandoned several months ago by the Standard Wheel Co. The company manufactures flour purifying machinery for use in flour mills, in connection with the roller process, and employs a large number of skilled hands.

Allegan—A half interest in the Newman paper mill has been purchased by H. Zwick, Theodore F. E. Schmidt and Henry Rogge, of Dayton, Ohio. Johnson, the defaulting Niles bank cashier, owned this interest at the time he was sentenced to the prison at Detroit, but transferred it to the directors of the Niles bank. The mill will be enlarged and improved.

Saginaw—The Henderson Co. has been incorporated with a capital stock of \$10,000 to engage in the manufacture of baking powder and the sale of general merchandise. The home office will be in this city. Capital is all paid in. The stockholders are: Edwin Henderson, 400 shares; Rupert E. Paris, 598 shares; Charles Oliver, 1 share; Earl A. Williams, 1 share.

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

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Lansing, Mich.

WANTED

BUTTER, EGGS AND POULTRY

M. O. BAKER & CO., Toledo, Ohio

Grand Rapids Gossip

The Grocery Market.

Sugars—The raw sugar market is quiet but steady, with 06 deg. test centrifugals still quoted at 3½c. Refiners appeared willing to absorb offerings at current prices, but in the absence of offerings few sales resulted. Holders regained confidence and there was a general inclination to hold off in expectation of better prices in the near future. The world's visible supply of raw sugar is 3,140,000 tons, showing an increase of 540,000 tons over that of the same time last year. The refined market is fairly active, with list prices unchanged. Leading sugar merchants believe that with a slow demand in prospect and the low price for raw sugar here and abroad, with indications of a further decline, there will be a continuation of low prices for refined.

Canned Goods—The holiday season in the canned goods market this year has proved to be no exception to the general rule, excepting so far as it applied to the tomato market. With that exception the market is just as quiet as it usually is during the last days of the year. The unusual conditions surrounding tomatoes have stirred up the commercial world from its depths, and all are wondering what the market will do next. Every one believes that the price of tomatoes will be higher. Present stocks are undoubtedly insufficient to last until the new packing season and consumption is still very heavy. Many people who are wondering about what will happen in tomatoes next spring are losing sight of the other lines of canned goods which will most assuredly be affected by the strength of the tomato market. Stocks of some other lines are exceedingly light and we would advise keeping very close watch of them. Corn is quiet and there are no indications at present of any improvement in this line. With peas, however, it is quite different. They are very firm and meeting with considerable demand at present. In recent years it was very little trouble to secure all the best grades of peas whenever wanted during the year, but this year it is different and stocks of the better grades of peas are now exceedingly low and will be entirely cleaned up before the spring demand sets in. The cheaper grades we will probably have with us until the new pack is ready, but even they are going out in small lots which are slowly but surely eating up the stocks. Gallon apples are almost entirely sold out and what few are left are very firmly held. Pineapples are quiet, with unchanged prices and moderate demand. Salmon and sardines are both very quiet, with scarcely any demand. Other lines show no especial interest, but the general situation is healthy. It has been a number of years since conditions in the canned goods market at the beginning of a new year were as favorable as they are at the present time. The only question is, Will there be enough to supply the consumptive demand? The consumption of canned goods is gradually increasing, while the percentage of the pack has improved in quality and the average quotations the year around have not advanced beyond the line which prohibits consumption.

Dried Fruits—There is a fair enquiry for the leading articles in the dried fruit line at steady prices. Spot stocks of almost everything are comparatively light and, with an active demand,

would very soon have to be replenished. Prunes are firm and have been advanced ¼c on the coast. It is estimated that stocks of new prunes on the coast are very light. The demand at present is moderate. Raisins are firm, but the demand is very light. Seeded raisins, however, continue in good demand at previous prices. Peaches are firm, stocks being light on the spot and advices from the coast indicate that stocks there are less than usual at this season. Apricots are in fair request and well maintained at quotations. Currants are firmly held, with good demand. Dates are very firm and prices have been advanced ¼c. The statistical position of this article is very encouraging and everything points to higher prices. Stocks this year are much lighter than they were last year at this time.

Rice—Trade conditions in rice are regarded as very satisfactory by dealers. Without exception the business of the season thus far is the heaviest ever experienced. Sales of the past week were considerably larger than at the corresponding period last year and sales of the month were double. The year closed with every substantial reason for the expected marketing of the balance of the crop at full prices. The general impression seems to be that there will be no lower prices and as spring approaches there may be an advance.

Tea—The strong statistical position of the tea market, particularly of green teas, has resulted in firm prices for all grades, but, as usual in the holiday season, trade is comparatively light. Holders are very reluctant sellers and are offering very little, as they confidently expect an advance soon.

Molasses—The molasses market is firm, with moderate demand, considering the usual dulness immediately following the holidays. New Orleans reported a quiet but firm market, with indications for higher prices, particularly for the better grades, which will be in short supply owing to damage to the sugar cane by severe frosts. It is stated that one plantation alone reports about 10,000 tons of cane sugar damaged by frosts. Corn syrup is rather quiet, with no change in price.

Nuts—Nuts in general are inclined to be dull, as is usual immediately after the holidays. Peanuts, however, are in good demand at unchanged prices.

Rolled Oats—There is a good demand for rolled oats at unchanged list prices.

Matthew Lund, who has been a resident of Grand Rapids for ten years, a portion of which time he was superintendent of the Fox Machine Co., has gone to Willoughby, Ohio, to take the position of general foreman of the American Clay Working Machinery Co. Mr. Lund is one of the most expert mechanics in the country and his removal from Grand Rapids is a great loss to the mechanical ability of the city.

I. W. Hicks & Co. have opened a new drug store at Harbor Springs. The stock was furnished by the Hazeltine & Perkins Drug Co. Mr. Hicks was clerk for M. J. Erwin, the Harbor Springs druggist, for several years.

Daane & Witters have leased the corner store adjoining their former location and have removed the partition wall, giving them one of the best arranged grocery stores in the city.

Covert & Curtis have opened a grocery store at Winchester. The Olney & Judson Grocer Co. furnished the stock.

PARTED COMPANY

After Being Associated in Business Thirty-Six Years.

The feature of the week has been the dissolution of Voigt, Herpolsheimer & Co. and the Voigt Milling Co., Mr. Voigt retiring from the dry goods trade and Mr. Herpolsheimer from the flouring mill business. Mr. Herpolsheimer purchased Mr. Voigt's interest in the dry goods business, and the retail department will be continued by Wm. G. and Henry B. Herpolsheimer under the style of the Herpolsheimer Co., a partnership which will ultimately be merged into a corporation, while the wholesale department has been sold to a new corporation, which will be organized later on to continue the business under the style of the Grand Rapids Dry Goods Co. Mr. Voigt acquired Mr. Herpolsheimer's three-eighths interest in the Star Mill and one-half interest in the Crescent Mill, which gives him the ownership of both properties, with the exception of the one-quarter interest in the Star Mill owned by the Mangold estate. The business will be continued for the present as a copartnership under the style of the Voigt Milling Co., but, as soon as the necessary preliminaries can be arranged, it will be merged into a stock company under the same style.

Thus terminates one of the longest copartnerships with which the Tradesman is familiar—a copartnership which has existed nearly thirty-seven years without any written agreement between the parties. Mr. Herpolsheimer and Mr. Voigt were young men together at Michigan City in the early sixties and at one time were clerks in the same store. In 1865 they formed a copartnership and engaged in the dry goods business at that place. The venture prospered from the start and it was not long before the members of the firm began looking about for a new and larger field. Grand Rapids was finally decided upon as the new location and in 1870 Mr. Herpolsheimer came to this city and established a business on Monroe street in one of the stores now occupied by Gardiner & Baxter. Mr. Voigt remained in Michigan City until 1875, when the firm purchased an interest in the Star Flouring Mill here and closed out the business at Michigan City. Mr. Voigt coming to Grand Rapids to take the active management of the mill. The mill firm was then known as Mangold, Kusterer & Co., but two years later it was changed to Voigt, Kusterer & Co. Mr. Kusterer was a passenger on the ill-fated Alpena, which foundered in a gale on Lake Michigan in the fall of 1880. Shortly after this event, Mr. Voigt and Mr. Herpolsheimer purchased the interest of the Kusterer estate in the mill, when the firm name became C. G. A. Voigt & Co. In 1882 Mr. Voigt and Mr. Herpolsheimer purchased the Crescent Mill, which has since been operated by them under the style of the Voigt Milling Co. Both mills have proved to be veritable gold mines under the able management of Mr. Voigt.

In the meantime the dry goods business has grown to magnificent proportions, having kept pace with the growth of the city and the development of the country. The stock has continued to expand until it now inventories nearly half a million dollars, while the annual sales are understood to be in the vicinity of a million dollars.

The Grain Market.

Wheat has been extremely strong during the week. Cash winter has made a

sharp advance of 2¼c. May futures are about the same. Conditions have not changed. An immense amount of long wheat has been put on the market and it was taken as fast as offered and did not seem to depress the price. St. Louis was a large buyer in Chicago. Considerable wheat was shipped into interior Ohio, Indiana, Tennessee and Kentucky, where the millers were large buyers in the Chicago market. It has been many years since we have seen such an active market during the holiday season as this year. The visible made a small increase of 281,000 bushels. Exports from the United States were about 818,000 bushels, or about 65 per cent. of all on passage. Argentine did not contribute any. Receipts at initial points are being reduced. Our visible is not so large but that it will melt away before we know it. It certainly looks as if the present price of wheat has come to stay for some time. Should the crop scare come—as it always does at the opening of spring—we may see prices elevated somewhat more.

Corn has been rather tame, owing to considerable being marketed, and the high price has curtailed consumption, as there is not near as much consumed as there would be if the price was normal. However, as the 1,000,000,000 bushels shortage will be hard to overcome, we may yet see some interesting prices in the corn pit.

Oats, like wheat, are strong, as the demand keeps up and oats are not plenty. They are taken up as fast as offered, especially as one man in Chicago has all the oats in sight and controls the market. Traders are at his mercy, so they are very cautious. Forty-eight cents for cash and 50c for May seems to be the price.

Rye seems to be creeping up and an advance of 2c can be recorded during the week. While there does not seem to be any extra effort being made to raise prices, they seem to slide up very easily.

Beans are quiet at last week's prices. Choice hand-picked will bring about \$1.75 in carlots.

Flour is firm, with an advance of 20c per barrel. It looks as though prices would go higher, as wheat is very strong, as stated before. Mill feed remains as firm as ever—\$23 for bran and \$24 for middlings.

As per the wheat inspector's (Mr. Dan McEacheron) report, the millers received 2,577 cars during the year. Of that amount 139 cars were not up to grade. Receipts during the month have been as follows:

Wheat, 279 cars; corn, 13 cars; oats, 13 cars; rye, 2 cars; flour, 16 cars; beans, 9 cars; malt, 2 cars; hay, 8 cars; straw, 2 cars; potatoes, 37 cars.

Receipts during the week were as follows: wheat, 41 cars; corn, 2 cars; oats, 2 cars; flour, 7 cars; beans, 1 car; hay, 1 car; potatoes, 6 cars.

Millers are paying 87c for wheat.

C. G. A. Voigt.

The Wabash Canning Factory, at York, Ill., will be offered for sale on the grounds Jan. 29. Erected in 1894 at a cost of \$6,000. One-third down; balance in six and twelve months.

W. H. Townsend has engaged in the grocery business at Pewamo. The stock was purchased of the Olney & Judson Grocer Co.

The successful traveler bears a letter of credit on his face which is honored wherever presented.

ONWARD AND UPWARD.

Discourse on the Moral Uplifting of Mankind.

Wm. Connor, the veteran clothing salesman, was recently invited to deliver a series of addresses of a moral and religious character before the congregation of the Church of the Good Shepard. The first discourse of the series was delivered Sunday evening on the subject of "Progress," as follows:

Ephesians, 4th chapter, 13th verse.

"Till we all come in the unity of the faith, and of the knowledge of the Son of God, unto a perfect man, unto the measure of the stature of the fulness of Christ."

The beginning of a new year sets us to retrospect and to forethought. Any one not given to carelessness will at such a time glance back over the year that is past and ask of what sort it has been and make some resolutions as to the spending of the year now beginning. Have we gone forward? Do we mean to go forward?

I want to speak to you this evening of progress. Progress is the law of life and health until we reach maturity, and I do not think any one of us will lay claim to have done with growth and progress because we have reached the goal and can advance no further. We, at any rate, have not yet come "unto a perfect man."

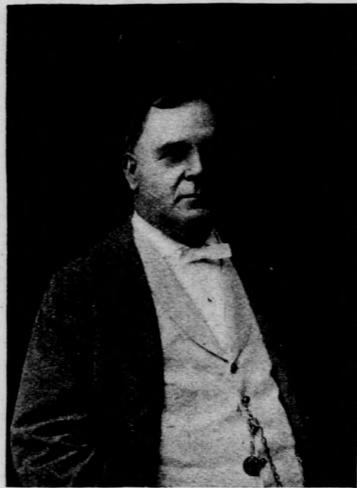
The Bible speaks much of this law of progress. It speaks of growing in grace and in knowledge; of growing up into Him in all things which is the Head, even Christ; of having the principles of the doctrine of Christ and going on unto perfection: and this "till we all come in the unity of the faith, and of the knowledge of the Son of God, unto a perfect man, unto the measure of the stature of the fulness of Christ."

And these and other like passages imply a duty and obligation in this matter of growth. Irrational things grow. The doctrine of evolution is an attempt to explain and define the methods of the world's growth. The survival of the fittest implies growth of the race. But irrational things grow in obedience to laws imposed from without. The growth is physical, for the most part, and certainly involuntary, but when we come to rational beings, and when the growth is moral instead of physical, the conditions are changed. Growth then depends upon choice—upon the exercise of a conscious will—and this implies a knowledge both of the end to be aimed at and also of the means by which that end may be attained. In other words, he that would grow must set himself a goal, and do his best to reach that goal.

What then, is the goal at which we must aim? It is the "perfect man." It is well to explain that the word "perfect," in this place, as elsewhere in Holy Scripture, is not to be understood in the common, popular sense of "sinless," but in the sense of mature, complete, full grown, lacking on no side. If this is the end to be aimed at it is very necessary that we should know what this "perfect man" is like.

And there is another thing necessary to be known, too, namely, what we are now; for we want to compare the one with the other. We can hardly make any very hopeful attempts to growth and progress until we know something both of what we are and what we ought to be. Nor will it help us to know about the one without knowing also about the other. If you were a doctor and wanted to cure the patient it would not help

you much to know all the organs and functions of a healthy body, or to be learned in the nature and uses of the various drugs and medicines which might be applied, if you knew nothing about the constitution or the ailments of your patient. So we want to go first to the patient and see what is the matter with him and then we shall be in a better position to try to set things to rights. Now, the patient is human nature, and each one can judge best about human nature by the specimen he best knows. So I look into my own inner being, and there I at once discern a great many different feelings, desires, affections, passions, impulses, likes and dislikes, fears and longings, attractions and repulsions, each with its own end and object, and all demanding to be satisfied, all wanting to set me to work to gratify them. Some of these seem to want things for myself, some of them have to do with other people; some of them are steady, lasting things, like love and



hatred, and some are things that come and go, fitful and spasmodic, like anger and the "sinful lusts of the flesh." It is just like a little kingdom with a number of subjects, each wanting and trying to get his own way. But I can not help thinking that some of the subjects of this little kingdom are very much better and more trustworthy than others. I feel certain that my Creator did not mean all to be chance and confusion in this inner kingdom. I am certain that I was intended to secure some order and harmony among these clamorous subjects, and what I see at once facing me is the question, how to keep all in order and to prevent the strongest tyrannizing over the weakest. Well, I see also in this little kingdom certain powers plainly meant to rule—their very nature and character show this. They can be there for no other purpose. I see a power called Reason, which can tell me of my actions and show me what course of conduct will best lead to any particular end I may have in view and which will, if I choose to consult it, make known to me a great many things which should guide and govern and keep in order the rest of the subjects of the little kingdom. And then I see another power called Conscience, which is always telling me, whether I like it or no, whether I am doing right or wrong. And I can not understand what Reason is there for if not to guide and direct, or what Conscience is there for if it is only to make me uncomfortable but not to affect or alter anything. Even if I had no Bible, it seems to me I could not doubt that these powers were

meant to be masters over the rest and to exercise authority among them. Thus, if I see in myself, as I am, disorder, misrule, weakness, I also see what points to the remedy, I can understand something of what a "perfect man" might be, in whom the powers and faculties meant to rule bore sway, and in whom all the other powers and faculties and feelings and desires were ruled and regulated and kept each in its place, each to its proper work: for we must not suppose that any of the subjects in our little inner kingdom are useless or in themselves hurtful—each has its own place and its own work, just as each organ and member of the body has. For instance, hatred is there to oppose and resist what is deserving of hatred—the mean and false and foul. Anger is there to exercise indignation against injustice and wrong and cruelty. What is wanted is never to let any one of these faculties usurp a power or place not its own. When all are ordered and appointed and adjusted and regulated in due subordination and in perfect harmony then man is man indeed. Then we understand what man was meant to be. Then man is fulfilling his true nature, for this is human nature perfected, this is true humanity, this is the "perfect man." Yes, a true man is one who has learned to be what God meant him to be—master over himself, able to control all the varied powers within him, strong to repress all that is unruly, disproportionate, undisciplined.

Has any man ever attained to this perfect harmony of being? Yes, One—only One. He who came from the eternal depths of God is alone a perfect man. In Him is nothing distorted, nothing exaggerated, nothing uncontrolled. In Him all graces meet, each perfect, all adjusted in perfect harmony. Here, then, is the model for imitation, the goal to which all progress of manhood must tend, the Christ-like man. True humanity is likeness to Christ.

Now, what is true of the individual is true of the nation—a people must grow. Progress is with a nation the law of healthful life. Of course, the growth of the many can only be by the growth of the separate units of which the many are composed. Now, I will tell you what I am often afraid of in this matter of progress: I am afraid of low motives, of a false ideal of humanity. Men see the disorders of society, they see the misery and the wrong and they, too, preach of progress. God knows I blame not any wild theorist for trying to strike out any scheme which might better the lot of the poor and make their life a brighter and a more hopeful thing. It is not with their schemes that I quarrel, however visionary and impracticable I may think them. What I am afraid of is the appeal to the lower motives and the absence of appeals to the higher. Many of us are longing and striving to set before our fellowmen a high and pure and noble ideal, to build as many bridges as we can over the hateful gulf which separates class from class; to teach the rich and the cultured more of sympathy and brotherhood with the poor and the ignorant. I believe that all true progress must be based upon high and true conceptions of manhood, self-denial, modesty, purity, temperance, love.

I ask, how shall the true ideal of humanity be held up and proclaimed before the people? Not by preaching—there is a better way than that. You may picture your ideal, you may dilate on the beauty and harmony of the "per-

fect man," but you will not accomplish much until you yourself can show at least some approach to the embodiment of the ideal in actual life. What we want is the personal, individual contact of the higher life with the lower, that the latter may be raised and bettered. The work can not be done in a wholesale way. It is a work for better influence. Thousands who never hear a sermon and who rarely read the Bible can and will read the life of a pure, high-minded man. And who should exemplify that life if not the cultured, the thoughtful, the generous who long to help their less happy brothers and ask to be shown how best to do so? We tell them it is not by the gift of money but by the gift of self, not by talking but by living. I am not forgetful of the beautiful examples of patience and generous self-sacrifice and the dignity of independence to be met with among the very poor. It is surely one of the responsibilities lying upon the more educated and the more leisurely to show that they have learned what is worth learning for themselves and what is worth teaching to others. Unhappily, some of those who have the blessings of culture and wealth and leisure are more and more deserting our poor districts, and so robbing the poor of the purifying and elevating influence they are able and are meant to wield. Perhaps this can not be helped. Yet it is a grave step, and one that should not be lightly taken, to carry to some distant suburb the refining influences which might shed light and blessing upon many a wretched home.

There are hindrances to progress on many sides, yet I do not despond. There are the sordid lives, the indolent lives, the selfish lives of rich and of poor. There is the solid power of resistance in the mass of human beings who have no desire to go forward to higher and nobler things. There are the miserable lowering influences of evil-doing in high places. There are—and perhaps this is the greatest hindrance of all—the inconsistencies of professing Christians, putting stumbling blocks and occasions to fall in the way of the weak brother. Yet I am hopeful. I hold that there is a better, a purer, a manlier, more reasonable tone pervading our people. I hold that they are making progress in many things. We must not be impatient. Changes in the habits and ideas of a nation are of slow growth. What we have to do is plain: We have to fashion our ideal, to recognize our goal and then to press on towards it, "unto a perfect man." Let that be our New Year's motto. It is a high aim, I know, but let us aim high—a low aim never yet hit a high mark—for I know not how we are to make progress save by setting ourselves a lofty standard and a pure ideal. We would imitate St. Paul and, "forgetting those things which are behind," thinking nothing of past achievements and "reaching unto those things which are before," would "press toward the mark for the prize of the high calling of God in Christ Jesus." Yes, it is a high aim for such as we are; but if there are two things which the Bible teaches plainly they are the misery of what we are and the grandeur of what we may be—sin and salvation—man's fall and man's destiny.

Do I want to see what fallen man is like? I look into my own heart. Do I want to see what man restored is like? I look on Christ Jesus. There is my ideal. There is the goal of my ambition. There is the "perfect man." Therefore, I would run my race "looking unto Jesus," and run, please God, better in this New Year than in the past. Therefore, I would press on, and press on more bravely, more resolutely, more earnestly, in this New Year than in the past until I come, some day, although I think not here and not yet, "unto the 'perfect man,' unto the measure of the stature of the fulness of Christ."

THE SALE OF FLOUR.

Methods Which Should Be Pursued by the Dealer.

What method a retailer should pursue in selling flour to obtain the best and most profitable results is a difficult question, and probably one upon which there is great difference of opinion. However, everyone will agree that he should form business connections with some milling firm of undoubted integrity and financial worth.

If he purchases his flour direct from the miller or his authorized representative, the retailer will thus be enabled to do away with the middleman's profit; also the liability that the middleman will buy the flour which he puts out under his private brand, from the mill that is willing to sell the cheapest at the moment—while it may not be an inferior article, in all probability it will not suit the consumers, for its working qualities may differ from the previous purchase.

The writer does not think he is making too broad an assertion in stating that the best results may be obtained in selling a flour upon which a reputable miller has placed his name and copyrighted brand, instead of handling a wholesaler's or his own private brand. The miller usually has spent years of time and large sums of money in advertising his brand of flour and a retailer handling this brand will undoubtedly derive some benefits therefrom.

After having formed the connection desired, the dealer must think of the purchasing and introduction of the flour. A flour of excellent quality judiciously advertised will increase the business of the retailer in all its branches. On this account the retailer should not hold the miller too close on price and should not expect the miller to meet all competition unless he desires to do all the work himself. The miller can not consistently advertise his flour unless he has a fair profit. He is studying advertising methods and results in many different localities and therefore can secure better results with a less expenditure than the average retailer; so to my mind the retailer can afford a slight first increased cost in purchasing a miller who will aid in directly pushing his brands.

Another point, a cheap price on a manufactured article usually means a cheaply manufactured article and flour is no exception to the rule. Manufacturing plants of all descriptions are operated for profits or they could not exist, and a manufactured article, flour being no exception, can not be constantly sold at a cheap price without being made of cheap material.

The retailer should take the miller into his confidence, tell him just what he wants to accomplish, asking his advice and assistance, working in conjunction with him in every way, and the result will surprise him.

Do not, however, make the mistake of expecting the miller to do it all. Remember the results will be of more benefit to the retailer, as the reputation of handling a first-class flour will make his store the headquarters for flour and will thus increase the sales of all the other articles he is handling. On this account the retailer should do his share of the work and bear his share of the expense.

My opinion is that flour should never be sold in barrels—sacks make a neater appearance, are easily handled, better liked by the housewife and the loss in handling is almost nothing if a suitable flour room is provided.

If he wishes to succeed in making his place of business the headquarters for flour in his town, every retailer should have a first-class flour room, as there is nothing which is affected more quickly and detrimentally by its surroundings than flour. H. S. Lewis.

Programme for the Kalamazoo Grocers' Second Banquet.

Kalamazoo, Jan. 4—The following programme has been prepared for the second annual banquet of the Kalamazoo Retail Grocers and Meat Dealers' Association:

Orchestra—N. L. Rix's.
Invocation—Guy Van De Kreeke.
Address of Welcome—Earl Cross.
Selection—Kalamazoo Grocer Quartette.

Co-operation—F. W. Fuller.
The Garnishee Laws of Michigan—D. E. Burns.

Selection—Grand Rapids Grocer Quartette.

Michigan Retail Grocers' Association—E. A. Stowe.

Our Power in Politics—Homer Klap.

Selection (solo)—John H. Hoffman.

Our Fishing Contest—John A. Steketeer.

Our Profession, the Grocer—H. J. Schaberg.

Selection (solo)—W. A. Coleman.

How Our Bet Was Paid—J. Van Bochove.

Instrumental selection—E. Desenberg.

Fifteen Years With the Kalamazoo Grocers—Wm. Mershon.

From Our Daily Gardener—E. H. Woodhams.

Selection (solo)—DeH. H. Schaberg.

Oil on Troubled Water—Stephen Marsh.

The Salesman and the Buyer—Wm. H. Peck.

Selection—Kalamazoo Grocer Quartette.

Remarks—Harry Hyma, C. Bestervelt, Sam Hockstra, C. S. Bartholomew, S. O. Bennett.

Selection—Grand Rapids Grocer Quartette.

Remarks by Grand Rapids grocers.

Remarks by our clerks.

Toastmaster—W. H. Johnson.

The Auditorium will be open at 3 o'clock p. m. and it is hoped that all the groceries and meat markets will close at that time for the day.

H. J. Schaberg, Sec'y.

Hay a Standard Crop.

Hay has for years held the second place among American crops, yielding in value only to corn. The total annual value of the hay crop since 1879, according to the statements of the Department of Agriculture, has ranged between \$330,000,000 and \$494,000,000, with the exception of 1893, when its yield was reported worth \$570,000,000.

Although hay holds such an important place among domestic crops, it is altogether insignificant as an export, yielding on an average only \$1,000,000 per annum. It is plain that the American hay dealer has had no great interest in foreign markets thus far. Recent reports show that some hay is being shipped to South Africa while the Government is sending monthly shipments to the Philippines.

The estimate of the average yield per acre of hay in 1901 is 1.32 tons, against an average yield of 1.28 tons in 1900, and a ten year average of 1.28 tons. More than three-fourths of the forty-seven states and territories report a yield per acre in excess of their respective ten-year averages, but such important States as Illinois, Iowa, Missouri, Kansas, Nebraska, South Dakota, Texas and Arkansas are all included in the region reporting less favorably. The average of quality is 91.3 per cent., against 89.7 per cent. in November of last year and 93.8 per cent. in November, 1899.

Making Money Too Fast to Quit.

From the Morning Oregonian.

Here is one that a young man who knows a good story when he hears it heard one railroad man tell another in a depot up the line the other day:

"We picked up a new Irishman somewhere up-country and set him to work brak'ing on a construction train at three cents a mile for wages. One day when him an' me was on the train she got away on one o' them mountain grades, and the first thing we knowed she was flyin' down the track at about ninety miles an hour, with nothin' in sight but the ditch and the happy huntin' ground when we come to the end. I twisted 'em down as hard as I could all along the tops and then of a sudden I see Mike crawlin' along toward the end of one of the cars on all fours with his face the color of milk. I thought he was gettin' ready to jump, an' I see his finish if he did.

"'Mike,' I says, 'for God's sake don't jump.'

"'He clamps his fingers on the runnin' board to give him a chance to turn around, and, lookin' at me contemptuous, answers:

"'Jump, is it? Do yez think I'd be afther jumpin' an' me makin' money as fast as I am?'"

Empire Styles in Clocks.

The Empire style has been revived in many other directions than in dress. Watches, writing table utensils, plates, glasses and scent bottles are all made in an astonishing number of forms and materials. In providing novel shapes for time-pieces and clocks the Empire is inexhaustible. A time-piece of gilt bronze rests for instance upon the claws or the outspread wings of an eagle; others stand between obelisks and pillars of onyx, alabaster, ivory, marble or tortoise shell. The most modern are those lying in satin cases surrounded by large strass stones. The ornamentation of watches and writing utensils, most of which are of gilded bronze is various, the bronze being sometimes laid amid Wedgwood plaques. Paintings on ivory are generally framed in polished copper and protected by convex glasses. Classical female heads from ancient miniature portraits and national female types are inclosed by frames beautifully harmonizing in color with the pictures.

Keep Warm
Wear a
Fur Coat

We have the best stock in the city. Includes
Cub Bear Martin
Thibet Wave
Black Melton Galloway Kip
Buffalo Calf
and Coon
Send for prices.
Sherwood Hall,
Grand Rapids, Mich.

You take no risk

when you use H. M. R. Brand
Torpedo Gravel
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Ready Roofing
For 35 years our roofs have been the standard of excellence. Write for samples.
H. M. Reynolds Roofing Co.
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There is nothing like the 5c package of
Favorite Sweets
and **Orange Blossoms**
The New Confection
Made Only By
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Grand Rapids Paper Box Company,
19, 21 and 23 E. Fulton St., corner Campau,
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Established 1866.
Now located in their large and commodious new Factory Building—the second largest in the State. Have greatly increased their facilities in all departments. Are prepared to quote lowest prices for best work on all kinds of made up boxes, and all kinds of folding boxes; also make a specialty of all kinds of box labels and die cutting.



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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.

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When writing to any of our Advertisers, please say that you saw the advertisement in the Michigan Tradesman.

E. A. STOWE, EDITOR.

WEDNESDAY, - - JANUARY 8, 1902

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 January 1, 1902, 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 fourth day of January, 1902.

Henry B. Fairchild,

Notary Public in and for Kent County, Mich.

THOSE WHO WILL COME AFTER.

Every baby that is seen in his mother's lap, kicking his little feet, as it were, at those around him and trying to grasp with his tiny pink fingers some invisible and intangible object may be considered as giving warning to his elders that he and the infantile generation to which he belongs are going to manage the affairs of this big world, and that those who are now in control would do well to make the most of their opportunities before they shall be unceremoniously thrust or kicked out of the way by the newcomers.

In order that the younger generations shall be fitted for the great duties and responsibilities to which they are to succeed, it is of the utmost importance that they shall have such intellectual and moral training and discipline as will develop their highest and best qualities and restrain the worst. In this connection a study, made by C. C. Michener, in the Association Men's Magazine, from statistics furnished by the Census Bureau, is interesting. The returns upon which the figures are based are largely estimates, as some of the matters included are outside the scope of the census; but even with the lack of accuracy, the conclusions reached are interesting, because they relate to the young men of the United States between the ages of 16 and 35.

It appears from the conclusions reached that 66 per cent. of the young men of the United States are unmarried, while 34 per cent. are married. The average age at which these young men married was 25 years.

Fifty-five per cent. of the young men of the United States live at home, while 45 per cent. are boarding.

Only 15 per cent. of the young men are in business for themselves, while 85 per cent. are employed by others.

Forty-six per cent. of the men in cit-

ies of 3,000 or over were born in the country or in towns of 3,000 or less. Three out of seven young men in the country and towns of 3,000 or less look forward to living in the city. Of the population in towns of 3,000 or less, one in seven is a young man. Of the population in cities of 25,000 and over, one in four is a young man.

In the country, one young man is boarding to every six living at home. In the city, five young men are boarding to every one living at home.

In the country, one in two young men goes to church regularly; one in three occasionally, and one in fourteen not at all. In the city, one in four regularly; one in two occasionally, and one in seven not at all.

In families where the father and mother belong to the same church, 78 per cent. of the young men are church members. In families where the father and mother are church members, but do not belong to the same church, only 55 per cent. of the young men are church members. In families where but one of the parents is a church member, only 50 per cent. of the young men are members of churches.

The most pregnant and significant facts developed by these returns are, first, the extraordinary drift of the young men to cities, and, secondly, the fact that this drift of population exercises most potential influence to mold their character, and it can not be said to be for the better. The young men who hurry to the cities are deprived of the benefits of family life and associations which promote morality and religion. They are away from the restraints of home and friends, and are subjected on all sides to temptations and conditions which are far from being beneficial.

Much in a man's life depends on his character, and character must be formed when the individual is young and easily impressed. Under favorable associations, his conscience is aroused, his sense of truth and honor developed, his good impulses strengthened and right principles established. The habit of acting rightly being once formed, it is easier to lead a life of decency and honesty than when such favorable conditions have not surrounded the youth.

The idea that intellectual development is all that is required to fit men for the highest duties of life is a great mistake. Character is the first requisite. Character is not a mere idea or conception of high qualities, but it is the actual realization of human conduct based on honor and truth and showing forth in its works uprightiness, devotion to duty and fidelity to trusts reposed in the individual. All intellectual culture, where there are no correct principles and lofty impulses, will count for little, compared with the works of a life which is based on justice, truth and duty.

The greatest danger to the coming generations seems to be that they are to be deprived in their early years of the associations and influences that are most potential and important in molding and forming the character that is indispensable to the men who are to have thrust upon them the weighty responsibilities of managing in the future the affairs, public and private, of this great world of ours.

It is better to have loved and lost than never to have loved at all. It is better for the jeweler, the florist, and the messenger boy—and sometimes for the lawyer.

WING OR MAIN BUILDING.

The multifarious duties of the Great Republic continue to increase. She began with making herself the basis of the world's food supply. Making the most of her opportunities, she became the earth's cotton market. The prairies of the Middle West turned their attention to the plow and corn became king. Fuel showed signs of giving out and the American coal mine came promptly to the rescue. Tired of the clumsy machine of the Old World and the work it turned out, American ingenuity went to whittling and to mining and the mountain-hidden ore, touched by the wand of her genius, has revolutionized manufacture. From the youngest of the nations she has passed to the oldest in results and now, like a second Joseph, their sheaves are bowing to her sheaf and their stars are making obeisance to her star.

The end is not yet. This country is becoming the school house where new lessons and new methods are to be taught and learned. Germany for a number of years has been watching the Western way of doing things and has sent over her brightest boys to learn them. Spain learned her lesson of international morality and is still pondering it with advantage. England long since has acknowledged that blood is thicker than water and seems determined to make the most of her relationship, tardy although the determination be; while France startles the new year and everybody living in it with a gift of a million dollars to Chicago University to establish an industrial school for French boys to be sent out under the auspices of the government.

This action of the French government only confirms what the wisdom of the world has long foreseen. From the first the United States has taken no backward steps. Every advance she has made has been in the right direction and from the grandest motives. She conquered England that she and the rest of the earth might be free. Her civil war was a struggle with herself wherein the right prevailed and manhood untrammelled stood forth a conqueror. She cut adrift from the political influences of Europe for the same great reason and closed the ports of Republican America against the same harmful influences. When civilization lay at the mercy of half-civilized China at Peking, it was the lifted finger of the United States that stayed the threatened massacre, it was the counsel of her ambassador that was heeded and her wisdom that put off the feared dismemberment. Wherever and whenever her voice has been heard at the council board of the nations, peace has been the burden of her words, and the opening century on account of it already prognosticates unheard of results.

The wonder is what course remains for this country. Shall she continue the stupendous task of caring for the physical needs of humanity and, striving as best she may, look out as well for the moral and mental needs of mankind? The physical turns to us for the best and we give it. Practical Science has set up here his workshop and turns out only the best workmanship. France openly kneels at the shrine where the rest of Europe worship afar off. Art is sending to America her choicest work and the recent transfer of a Raphael Madonna to an American private gallery only confirms it. Nowhere is music so well paid and better appreciated. No Englishman now asks sneeringly, "Who

reads an American book?" The German University is no longer a necessity to the American student and Carnegie's recent gift of ten millions will soon remove whatever wish exists. Upon American soil, under American skies, under the protection of the American eagle, is centering all that is best in learning and culture.

What shall we do about it? Shall we take up and carry on this new duty with those already thrust upon us as one of many and as a side issue, or shall we build a wing for the industries and in a main building to be constructed for the purpose carry on the higher, the nobler and the more important work of the educator of the peoples of the earth?

Just that seems to be the task that the century is imposing upon and just that work, as it looks now, the United States, of America alone can do.

GENERAL TRADE REVIEW.

Predictions of increasing investment activity to follow the annual dividend settlements are meeting realization. There are some adverse factors, such as the rubber troubles and the embarrassment of promoting syndicates, which occasionally exert an influence for a day or so, but on the whole the movement seems to be onward and upward. The tightness in money has about disappeared and little fear is entertained of any lack in that commodity from now on. The Christmas buying required a tremendous quantity of money, but that is now finding its way into banking circles again.

It is impossible that an era of such unprecedented activity in buying should not result in a decided advance in prices. This in turn is operating to more conservatism in activity. Thus the furniture season in this city starts in with slow buying as it takes a little time to bring the dealers to see the warrant for the moderate advance all along the line. As in furniture so in all the standard lines of trade—strong demand is resulting in better prices. It is to be hoped that the conservatism so long manifested by the iron and steel trades in the price question will influence other circles to keep prices below the level of danger from going above market parity.

The annual reports in all industries show a phenomenal increase for the year and many properties are taking their places among dividend payers.

Congested conditions in the transportation of iron and steel materials are operating to produce higher prices in spite of the conservatism of the operators. Both Bessemer pig and grey forge have made further advances on this account. Furnaces are offering large premium for immediate delivery of coke. Demand is strong for railway and structural shapes and rail mill orders are booked for six months ahead.

One by one the roses fall. The Wilson & McCallay Tobacco Co., of Middletown, Ohio, which has been shouting against the trust ever since the organization of the Continental Tobacco Co., has been taken in out of the wet. This will be welcome news to the stockholders of the company, who could hardly be overly pleased with the inconsistent methods pursued by the managers.

About the only man who dies for love is the one who starves to death after being refused by an heiress.

It's usually when a man speaks without thinking that he says what he thinks.

HANK'S FOLLY

Cost Him a Customer, But Liquidated an Account.
Written for the Tradesman.

You could not have found anyone in the whole town of Kelly Center to deny that Hank Spreet, the village grocer, was a fool. Instead, if you had tried to argue the matter with the inhabitants, they would have told you that Hank certainly was a fool; that if he was not he would not be in the grocery business—at least not in Kelly Center. Keeping a grocery in Kelly Center was about as profitable as selling palmleaf fans in the Klondike or fire-lighters in Memphis in August.

Hank's trade consisted largely of postage stamps and advertising calendars. Occasionally he sold three or four yards of calico for a shirtwaist or a pound of sugar for a surprise on the minister, but there was little satisfaction in this, for Hank was kept awake for two or three nights thereafter wondering if the stuff would be brought back.

While the people of Kelly Center poked fun at Hank for staying in the grocery business, they were more to blame for his being still a grocer than he was. Hank would have gotten out of the grocery business long ago had he not heard the talk he did about the future of Kelly Center. Every night the leading citizens of that metropolis gathered in Hank's store and talked about Kelly Center's prospects. Once they considered the advisability of organizing a board of trade and sending out a prospectus concerning Kelly Center; but when they ascertained from the editor of the county paper that such a prospectus would cost \$9.75 for 500 copies they abandoned the idea.

They did not cease, however, to gather in Hank's dry goods and grocery emporium and talk about Kelly Center's salubrious climate—during certain times of the year—and the beautiful scenery along Bulldog Creek. They declared Kelly Center would some day be a great city, with electric lights and street cars and a grand jury. Hank was a little dubious himself, but when he heard the glowing forecasts of the others he decided the best thing to do was to stick to the grocery business and Kelly Center and wait for something to turn up.

For something was pretty sure to turn up sometime. There were different ideas of what that would be. Once the citizens of Kelly Center thought it was to be oil, when a scum filled with rainbow colors was found on the surface of a pool in Haggerson's swamp. An oil company was formed and some of the directors and a mule sank a shaft eighty-seven feet into the oozy bottom of Bulldog Creek before the old man Haggerson explained that the oily scum was produced by an old oil barrel he had sunk in his swamp as a drinking place for his cows.

The dreams of a regular gusher had scarcely faded away when Bill Blivens found gold in the side of Bubsker's hill. For some time thereafter large chunks of Bubsker's hill were shipped around the country to admiring friends and presented to the editor of the county paper before word came from the assay office in a distant city that the specimens of porphyry that had been forwarded contained some pyrites of iron, but none of the precious metal.

Then Kelly Center had a great religious revival that threatened to make her famous. At this revival twenty-seven souls were converted and one fruit

tree agent; but the evangelist rather ruined the effect by accidentally and unsuspectingly getting boiling drunk on hard cider and the whole twenty-seven souls and the fruit tree agent backslid.

Kelly Center was now wondering expectantly what would turn up next. There was some dissension, but a good many of the seven leading citizens in the place were inclined to agree with Eli Grasslot when he said:

"What Kelly Center needs is some new blood. Some day some great man is goin' to find out about Kelly Center an' is a-comin' here to make this here his country seat. Then you'll see Kelly Center boom with a boom that'll be a regular boom-ta-ra-ra. Who knows? He may be a congressman."

"Maybe he won't be as bad as that," said Bill Blivens, "maybe he'll only be a member of the Legislature."

"Well even if he is," said Eli, "we won't hold that agin him if he's got the money an' helps build up the town."

So Kelly Center waited for her great man and wondered what he would be like when he came. No one doubted that he would come some day. They talked about it in Hank's store and, when they went up to sit on the jury, the leading citizens had themselves interviewed about it in the county paper along with their opinions of crops and the weather.

Then one day a great thing happened in Kelly Center. A stranger drove up to Hank's store and enquired if he could rent a house in the village. He said he had gotten tired of city life and was all run down and thought a few months in a quiet spot like Kelly Center, away from the world, would be profitable. Some of the leading citizens, who had followed him into the store when he left his buggy, winced a little when they heard him say that Kelly Center was "away from the world," but the slight was lost in the joy of the moment. The other leading citizens dropped their hoes and hurried over to Hank's store so as not to miss anything and have to depend on the say-so of others later for particulars. It was a big day in Kelly Center; for Kelly Center's great man had come.

When the great man asked for a house to live in, Kelly Center was stumped. While the town was enjoying no great boom, there was not an empty house in the village. No one had ever built any surplus houses in Kelly Center. Then Eli Grasslot's superabundant nerve asserted itself.

"There hain't an empty house in the village, stranger," said Eli, "but I tell you what I might do. I hain't keepin' of no stock now an' I might remodel the barn into a livin' place an' let you have the house—if you think you kin stan' the rent."

"Oh, I guess that'll be all right," said the stranger, "How much will you want?"

"Seventeen dollars a month," said Eli, dramatically.

Kelly Center held its breath.

"We'll call it twenty and make it even money," said the stranger, "and here's a month's rent in advance."

Then Kelly Center knew its great man had really come. The next day he moved into Eli's house, for he had decided not to bring his household goods from the city, but to rent Eli's house as it stood, furniture and all, for an advance of five dollars a month. Eli boarded his family at a neighbor's

while he remodeled his barn. The remodeling was done on a scale of magnificence—for Kelly Center—that soon used up the \$20 the stranger had given Eli in the store and which he never would have attempted had it not been for the gold mine that had fallen into his hands, thanks to his superabundant nerve. The stranger's name was West and his household consisted of his wife, who did not appear as well dressed as her husband, four dogs and a parrot. Mr. West, as he soon came to be known in the village, said he had a son at college who would be down in a month or so, as soon as the school year was over.

From the first the stranger cut a dash in the village. This was to be expected. In the first place he was the only man in the town who aspired to a collar and necktie and who wore a boiled shirt on week days. These were all marks of greatness Kelly Center could not but observe; in fact, there was nothing that occurred about the West household that Kelly Center—at least, the feminine portion of it—did not take great care to observe. There was some talk of making Mr. West supervisor. Beeneville, four miles away, had for years monopolized that honor, simply because Kelly Center did not have a man to offer who could carry the caucus. The political bosses of Kelly Center figured, however, that, if Mr. West could not carry the caucus by personal popularity, the boiled shirt would do the business.

Mr. West early became a heavy patron of Hank's grocery. He invested in provisions with a prodigality that made the citizens of Kelly Center marvel with astonishment and swell with pride. His first bill of groceries came to \$7.11 and he paid for it with a crisp ten dollar bill.

The other citizens of Kelly Center became a little jealous of Hank and Eli, who had found such a good thing, financially, in the stranger, and they looked for a chance to sell him something. With this end in view Bill Blivens drove up to the West house one day with a spirited mare. The stranger came out to greet him.

"Like to take a little drive around the city?" asked Bill.

"Why, yes, thank you," said the stranger. "Indeed, I'd be delighted."

They drove a mile in silence. Then Bill remarked:

"Goes purty good, don't she?"

"She's a fine animal," said the stranger, for the mare really was speedy.

"Should think you'd want to keep a hoss for drivin'," said Bill, after another pause. "An' you cud have some sport with a brush on the road now an' then. They ain't a hoss in this county kin keep up with the mare—not even the sheriff's, an' he claims to have a trotter."

"Perhaps I will a little later," said the stranger, "after my son gets down from town with some money from my banker's. Perhaps then you and I could strike a bargain."

"Oh, that'd be all right," said Bill, "if you want the hoss. I know it'll be all right about the money. Naow, if you think the mare's wuth \$175 you kin drive her up to your barn an' pay me when you git ready."

So Mr. West bought Bill's mare, the pride of his stable, and one more resident of Kelly Center shared in the wave of prosperity. Bill's success set Hiram Plunkard to thinking. Hiram was the moneyed man of Kelly Center. Rumor said old man Plunkard was worth

\$2,500. The tax roll said \$375, but it was not the first time rumor and the tax roll had disagreed. One evening Hiram called at Mr. West's house. He beat around the bush quite a little before the conversation shifted in the direction he wanted it to go. Finally, Mr. West spoke about his son. This was Hiram's cue.

"When be you expectin' of him daown?" asked Hiram.

"Oh, it may be a couple of weeks yet," said the stranger. "Why? There isn't any of the merchants of Kelly Center getting scared about my account, is there?"

"Land o' Goshen, no. But I heerd as how you was expectin' your son to bring daown some cash with him an' I thought you might want a little ready money."

"Yes."

"Well, naow, if you could use a couple of hundred I got some money layin' idle that you kin have for 8 per cent."

"It's very kind of you, but I don't know as I need to bother you."

"No bother at all—I've got the bills right with me."

"Well, if you insist," said the stranger. The deal was closed and Hiram went on his way rejoicing.

All of Kelly Center now endeavored to get into the game. George Sprigg sold the stranger his gold watch for \$180 (that only cost \$70), and won the envy of the multitude, if a population of ninety-seven may properly be called a multitude. They sold him everything from salt pork to family heirlooms.

The stranger had been in Kelly Center six weeks when the inhabitants one day became convinced that Hank Spreet was a fool. At the same time they were startled by a sensation such as had not occurred since the time the school teacher got married. The scene was one never to be forgotten and will remain in the annals of Kelly Center forever—and perhaps longer.

There was a large assemblage of the citizens in Hank's store one night when Mr. West walked in. Hank left the stove and went to meet him. Different authorities differ as to the exact conversation which occurred between Hank and the stranger, although none of those present missed a single word. It appears, however, it was about like this:

"I would like to get a dollar's worth of C sugar and a quarter's worth of soap and a pound of butter and two dozen eggs," said Mr. West.

"Mr. West," said Hank, "don't you think it would be a good idee to let me have something on account?"

Mr. West looked surprised and amused. The audience around the stove sat in the silence of intense excitement.

"I told you how that was," said the stranger. "As soon as my son gets through at college and comes down with some money from my banker's—"

"That must be a darned funny school," broke in Hank, "that ain't let out by the first of August."

Kelly Center, or the major part of it that was gathered around the rusty stove, arose to its feet as one man at this insult to its gentleman. Of course, there was no fire in the stove, but in Kelly Center the immediate vicinity of Hank's stove was the people's forum.

If the inhabitants of Kelly Center grew irate when the grocer questioned the great man's veracity, it was as nothing to the anger and insulted dignity displayed by the great man him-

self. His eyes flashed and he turned sharply on the grocer.

"That's what a man gets for trying to benefit a town or an individual," said the stranger. "Look what I've done for you. I've given you all my trade, haven't I?"

"Ye-es," admitted Hank, "although I'm uncertain yet how much it's worth."

"Look here," said the stranger, advancing a step nearer to Hank, aggressively. "How much do I owe you?"

"Forty-eight dollars and twenty-seven cents," replied Hank promptly. The amount had been keeping him awake for several nights and he did not have to consult any books in order to answer the question.

"Well, here it is," said the stranger, pulling out two twenties and a ten from a roll in his pocket, "and I'm done with you. I guess I can hire someone to drive over to Beeneville for me for the stuff and after this I'll trade over there."

Thus it was that Hank lost the largest buyer he had ever known. After Mr. West had strode out the leading citizens of Kelly Center informed Hank he was a fool to talk that way to the best customer he ever had. Hank finally had to clear out the store. After the crowd was gone he sat and mused by the light of one small kerosene lamp. Perhaps he had been a fool, but after he had tucked the roll of money under his pillow he went right to sleep—something he had not done for several nights.

The story of Hank's folly soon spread about the township and the grocer at Beeneville laughed at getting his rival's best customer. The stranger seemed to take Hank's insult to heart. He sent his wife up to the city to spend a few weeks with her folks and he kept to the house pretty closely while waiting for his son to come from college "after the extra studies he had been taking during the summer."

Finally two or three days lapsed without anyone seeing the stranger. Rumors of suicide began to circulate. A committee went up to the West residence to investigate. They found the door unlocked and a note pinned to the tablecloth. It said:

I have gone down to my son's graduating exercises and I may not come back. I told you I was all run down and now I am nearly run down by the detectives again. I assure you, though, that two months I have spent in Kelly Center have been profitable. And I'm glad Bill Blivens' mare is faster than the sheriff's.

William West.

All of which goes to prove that a soft answer turneth away wrath, but a hard answer sometimes getteth the cash.

Douglas Malloch.

Discomfiture of a Detective Who Was Mistaken.

From the Chicago Record-Herald.

Standish Foote, the floorwalker, had orders to keep a special lookout for shoplifters and kleptomaniacs. This thing of stopping thieves in the big department stores at Christmas time is a delicate business. There is always the danger of accusing some one who is innocent, and in cases of that kind it generally takes a deal of explaining and apologizing to set matters straight. But Mr. Foote had given up a good many of his spare moments to the study of physiognomy and human characteristics. In fact, he could often by considering the expression on a person's face tell what that person was thinking of.

So he began with a good deal of confidence in himself to watch the people as they came and went through his department. One day he stopped a woman who had slipped a pair of gloves into

her muff. The mere look in her eyes had told him that she was a thief. On another occasion he saw a woman with an unrolled umbrella that seemed to bulge suspiciously down around the middle. He found that she had slipped a silver-backed hairbrush and three fine napkin rings into her cleverly arranged receptacle. Triumphs of this kind were of almost daily occurrence, and Standish Foote was complimented by his employers.

The floorwalker was leaning against a showcase, wondering if he was not entitled to a raise of salary for what he had done, when his attention became fixed upon a man about 60 years of age who kept a hand carefully placed upon one of his overcoat pockets, which bulged like a terrier pup after lapping up a quart of milk. Standish Foote had the man's measure taken in a moment. There was something in his look that said "sneak" as plainly as it is printed here. He went from counter to counter, handling things and apparently watching for an opportunity to take some of them. At last he reached the jewelry department and asked to be allowed to see some diamond rings. Foote stood behind him and told the clerk in pantomime that a dangerous customer was being dealt with. The man saw the clerk nod her head and wink, so he looked around and, seeing Mr. Foote motioning like an orchestra leader with a boil on his neck, at once began to show signs of nervousness. A moment later he started toward the door. The floorwalker realized that the time to act had arrived, and rushing forward said:

"Just a moment, please. I'd like to have you step back to the private office with me."

"What for?" the man demanded, trying to edge a little nearer the door.

"No matter. You come with me, and the less fuss you make about it the better it'll be for you."

"I want you to explain yourself," the stranger replied. "Who wishes to see me in your private office?"

"I do," said Standish Foote.

"Well, what's your business?"

"You know; what have you got in that pocket?"

The old man was scared. He tried to back toward the door, but a crowd had begun to gather, and a hunted look crept into his eyes.

Foote was in his glory. It was evident that he had made an important capture.

After a moment's hesitation the thief said:

"Come on. I'll go to the private office with you."

When they got there the manager of the store and a detective were sent for and in five minutes the criminal was commanded to empty his pockets.

Very nervous, and with a face that was as red as an Anarchist flag, he began by taking out his knife and a bunch of keys and some loose change, when the floorwalker said:

"Come, we don't care for those things. Let's see what you have in that overcoat pocket."

The man hesitated and tried to stammer something. Then he produced several packages. One was labeled "Dye for the hair and whiskers." Another was a lotion "guaranteed to remove wrinkles," and a third contained a hair tonic "warranted to cause a full growth of hair on the baldest head in six weeks." There was also a wash for the complexion and a massage glove with directions for "filling out hollow cheeks and reducing flabby chins," not to mention a package of tablets for sweetening the breath.

The manager and the detective looked helplessly at Foote, and the floorwalker, pale and wild-eyed, gazed at the packages which had been unwrapped and piled in front of him. As for the miscreant, he tried to avoid looking at anybody, and still had the general air of one who would have been willing to jump through a window to get away. At last Standish Foote asked:

"Why did you want to look at rings?"

"I—thought of buying one for the girl—I mean the lady—I expect to

marry," the man replied, a little above a whisper.

Standish Foote wilted down into a chair, the manager looked for a ladder on which to crawl out, and the detective said:

"Well, if you're willing to let it go we'll agree not to say anything about it."

The compact was made and Standish Foote returned to his work without the glad hope of receiving a raise of salary as a Christmas present.

Love needs no definition. Men and women loved long before dictionaries were discovered.

It is always much easier to love a poor girl than a rich one—there is less competition.

Love laughs at locksmiths, but it reserves the sweetest smiles for the goldsmith.

Michigan Fire and Marine Insurance Co.

Organized 1881.

Detroit, Michigan.

Cash Capital, \$400,000. Net Surplus, \$200,000.
Cash Assets, \$800,000.

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Stop That Tickle

Ye Genuine Olde Fashion Horehound Drops,
Putnam's Menthol Cough Drops.

Manufactured Only By

THE PUTNAM CANDY CO.

Grand Rapids, Michigan

Think and Thrive

You can think without thriving, but you can not thrive without thinking. If you think you can sell goods without a fair margin and make money your thinking machine needs winding. If you sell B. B. B. Coffee such a margin is guaranteed.

Olney & Judson Grocer Co.

Grand Rapids, Michigan

ROASTERS OF



Sutton's Table Rice

In 2½ pound cotton pockets.
40 to bale.

Beautiful Large Grain

Retails for 25 cents.

Orme & Sutton Rice Co.,

Phone Central 1409.

46 River Street, CHICAGO.

Branches: St. Paul, St. Louis, New Orleans.

See quotations in Grocery Price Current.

Specialty Selling and an Ex-Salesman's Success.

I'm getting a lot of mail these days. Here's another:

I appreciate your advice a good deal, even although it is often clad in badinage. I anticipate changing my business methods somewhat during the coming year. How far do you think an ordinary grocer could go in the direction of keeping specialties, such as package goods? I have not gone much into them, but contemplate doing so from this on. Please advise me.

The specialty business seems to agitate the grocers' breasts, for I got another letter only a few days ago, saying, "Give us one on the specialty man."

With all my brilliant intellect, it is almost impossible for me to advise this man from Maine without knowing more about his business. I believe in specialties, chiefly because most of the bulk necessities have had their throats cut, and no grocer could make a living out of them alone.

Some specialties are cut, too. No grocer could make a living out of them, either.

All this reminds me of one of the most successful grocery experiments I have ever known. It has long since passed the experimental stage and the man whose experiment it was is making a comfortable pot of money out of it every year.

He is a specialty grocer solely—that's why I thought of him after reading the above letter.

He used to be a salesman for a large New York jobbing house—was on the road, I think, for ten or fifteen years. Finally he got tired. He had married and had a little family coming up and he got hungry for something that would let him stay at home.

He decided to go into the grocery business, but not the ordinary grocery business. His scheme was first to locate in the middle of people who ate good things and had money to pay for them. This he did by getting into one of the small aristocratic towns in North Jersey, where New York commuters live and the people have blue blood and money to burn.

The general feature of the scheme was to sell only fancy specialties—no sugar, no tea and coffee, that is, not in bulk, no common crackers, no barreled molasses, and none of the general staples that every grocer sells.

Before he opened his store he told me all about his plans. His argument was good. He said there was no money in such things as sugar and very little in any of the common things that all grocers sold, because the very fact that all grocers sold them made the competition

heavy. His idea was to sell specialties only—high-grade things that nine out of ten grocers could not, or at least thought they could not, sell, even although they were heavily advertised.

This ex-salesman had the finest stock I ever saw. He had his store fitted up as richly as a jewelry store. Everything about it was plain, but rich and in refined, aristocratic taste. The stock was the most curious grocery stock I ever saw. It was confined almost entirely to such things as only rich people want—fancy canned things, such as caviare, pate de foie gras, canned tongue of the very finest sort, selling for \$1.25 a 3-pound can, and so on.

He sold tea and coffee, too, but only in fancy packages. His best brands of tea sold for 75 cents a quarter-pound package and his standard brand of coffee was 60 cents a pound.

Everything was on this scale—the very finest things possible to get. He had a lot of high-grade French bottled goods that sell at prices way out of ordinary people's reach, at least way out of mine.

I was in his store a few weeks after he opened it. He had only lady clerks and each one had on a cap and apron. The store didn't look like a grocery store at all—it looked more like a fancy confectionery establishment or something like that.

"Well, how has the scheme worked?" I asked.

"Fine," he replied, laconically; "been a perfect success."

"You don't keep any of the staples, eh?" I asked.

"Not in their ordinary staple form," he replied; "for instance, I keep prunes, but not in 25-pound boxes. The prunes I sell are French and they come in fancy packages. I get about 30 cents a pound for them. I sell the finest Arabian Mocha possible to import at 60 cents a pound."

"A cut price?" I interjected, quizzically.

"Hardly," he replied; "although the coffee's worth the money."

"Have you got a big trade?" I asked.

"Well, no," he replied. "I wouldn't call it a big trade; but for the goods I sell I believe I have all the rich trade of West End. They buy a good deal of stuff and it runs into money so that for the number of customers I have I do a surprisingly large amount of business."

"How did you announce your opening?" I asked.

"I made up a list of all the well-to-do people in the place and sent a bang-up engraved card to every one," he said. "Then I advertised in the local paper here—not as most grocers adver-

tise, but as some of the big New York houses advertise diamonds and jewels—don't you know the scheme: lots of margin in the advertisement, and just a few high-grade goods mentioned; no prices at all.

"I began to do a little right at the start," he continued; "and every week since has shown an increase."

"Well, now, see here," I pursued, "you say you have the rich trade already coming to your store. These people eat the staples, such as sugar, just as they eat fancy stuff. Why wouldn't it be wiser to get their trade on the staples, too, instead of sending them away to get the things they must have?"

"I would lose more than I would gain," he replied. "To begin with, sugar is sugar. My scheme here is to sell fine goods and charge fine profits. I couldn't sell such things as sugar for any more than any grocer sells it for, and at that price there wouldn't be anything in it. Other things are the same way. Then I couldn't begin to carry on a store as I'm doing here if I sold sugar and such, for the minute I get barreled goods in I must have men clerks, and then comes a muss, and my whole idea goes to pieces. With the goods I sell I can run my store like a fine confectionery store."

Which is fairly conclusive, I admit.

"And I don't send my trade to another grocer's for things they must have, either," he continued, quoting me. "All the marketing for such things as I sell is done by the ladies themselves, while they let their servants go out to buy sugar and such things that they don't care to bother with themselves. In the afternoon, about 4 or 5 o'clock, this store is apt to be full of ladies who have stopped in their carriages."

This scheme may help out my correspondent. I don't know what sort of a neighborhood his store is in, but a sine qua non of such a plan as my friend, the ex-salesman has worked, is a rich neighborhood. He is in the midst of one—nobody lives in that section at all but people with carriages.

It's a good idea, where you can work it. I can't imagine it working where I live—Stroller in Grocery World.

When a weapon of any kind is purchased in Russia, a permit must be secured from the local authorities. The name of the man who makes the purchase, with the number of the weapon, is recorded. If the purchaser ever wants to dispose of the weapon, he must notify the authorities and cause the transfer to be recorded on the books of the firm which sold it. If that weapon is ever used in an attempted assassination or in any demonstration against the law, the man recorded as last having it in his possession is held responsible.

Brown & Sehler

Wholesale Manufacturers of

**Harness for the Trade
Jobbers of Saddlery Hardware
Horse Collars
Robes and
Blankets**

Send for new complete Catalogue. We have at present some bargains in Robes and Blankets. Ask for list.

West Bridge and Front Sts.
Grand Rapids, Michigan

It's Like

Throwing money to the birds paying a fabulous price for a soda apparatus when our

\$20 FOUNTAIN

Will do the business just as well. Over 10,000 in use. No tanks, no charging apparatus required. Makes finest Soda Water for one-half cent a glass. Send address for particulars and endorsements.

Grant Manufacturing Co., Inc.
Pittsburg, Pa.

Magna Charta Bond

The leader of all Bond Papers. Made from new rag stock, free from adulteration, perfectly sized, long fiber. A paper that will withstand the ravages of time. Carried in stock in all the standard sizes and weights by

**Tradesman Company,
Manufacturer's Agents,
Grand Rapids, Mich.**

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.

Shoes and Rubbers

The Ways of the Truthful Shoe Dealer.

Probably the most convincing proof that very cheap shoes are not appreciated by the class of wearers for whom they are supposed to be made, is the fact that working people, of both sexes, eschew these symbols of false economy when times are prosperous and they have fairly remunerative and steady employment. No one knows better than the shrewd shoe manufacturer that the people can arbitrate the important question of price and quality for their own needs in a way that influences the character of his output in footwear. Of course the special maker of shoddy goods, who has no other mission in life than the production of the cheapest grade of shoes, is governed by nothing except the profit realized by such manufacturers; and, knowing that a certain per cent. of humanity will always favor low price rather than quality, his factory, like the mills of the gods, goes on forever. All is grist that comes to his mill with the established rate of toll. But the maker of several grades of footwear knows how to increase his output of low-priced shoes when the working classes are temporarily embarrassed by a lull in trade, and to decrease the production of this grade when the toilers begin to demand something better than \$1 and \$1.50 shoe for their own adult feet.

* * *

It would be pleasant if we could say, with the optimist, that "the time of cheap-made shoes has gone by for good." But to one who watches closely the trade and the demands of the public, this is but partly true. There are, as has been said, periods when the low-price shoe is temporarily ostracized by its patrons, when the tonic of prosperity has braced them up to a more liberal outlay of shoe money. At such times they become reckless, and, having long since discovered by personal experience that one pair of good shoes will outlast three pairs of the shoddy sort, they actually ask for \$2 or \$2.50 shoes. For this price they get footwear so much better than the hard-time quality they have been used to, and in style and finish so nearly like the high-toned shoe, that many of these buyers remain thereafter permanent converts to the better class of goods.

The prices named above are intended to apply to women's wear, but the same rule and rate of advance is also applicable to men's shoes. Workingmen who have been paying during dull times \$1.50 to \$2 for a buff leather, or so-called satin calf shoe, which has reddened on their feet despite liberal applications of backing, take a reckless flight to the \$3 shoe of real calf and its wearing qualities and appearance after months of hard wear are a revelation to such men.

The shop girl or sales girl of to-day is in hard luck indeed if she can afford but one pair of street shoes at a time. Some of this class of shoe wearers make the unfortunate mistake of buying two pairs of cheap shoes for the sake of variety; while if they put that amount of money into one pair of thoroughly good shoes they would be the gainers by it; and no class of shoe wearers needs to show more wisdom than female wage earners in the purchase of their footwear. They are compelled to go and come in all sorts of weather, and frequently, when the distance is not too great, they will walk to save their

nickel. Therefore the shoddy shoe is about the worst investment they can make.

* * *

It is a serious question, and one which each dealer must decide for himself, "How much may a shoe retailer lie to increase his sales?" From a moral standpoint, not a little bit. From a business point of view, as lies are usually found out, to the loss of patronage, about the same quantity as morally. Truthful statements in business always have another side to them than the moral aspect. Almost without exception it pays to tell the truth. The question of truth telling has usually been left to the moralist; but the business man of to-day, who is fixed in his locality and is building up trade and reputation, will doubtless be able to discover a monetary value in strict veracity of statement to his patrons. A retailer in order to get even monetary value out of truthfulness must be more than morally correct in his statements. A man can lie dreadfully in business without opening his mouth. His advertisements may lie for him by misleading, if not absolutely false statements. His price-ticketed shoes in the show window may easily be made objects of silent mendacity. He can lie, in emergency, when sizes are broken, by giving a customer a \$2.50 shoe instead of a \$3 one, without uttering a word. He can lie by altering size marks on shoes to suit an exacting woman; and in various other ways his mendacity may reach an immense aggregate in the course of a single busy week without his having opened his mouth to utter a single lie.

* * *

What, for instance, can an intelligent public think of the truthfulness of the dealer who is continually doing violence to the relations between value and price in goods, by offering from 50 to 100 per cent. reduction in his goods? In his announcement a certain line of shoes are "reduced in price" to about one-half; the next week, perhaps, he advertises a "still further reduction," of say, 25 per cent., leaving him one-quarter the "value" of the article to do business on. Is not such a course an insult to the intelligence of sought-for patrons? Even in the dullest mind, do not such absurd announcements arouse suspicion of the good faith of a dealer? Do not our average working classes know that such preposterous intentions are impossible of execution, and that such a continual stretching of the lie, day after day, must appear ridiculous to any sane person who stops to reflect upon the statements? Such a course destroys confidence in the house whose proprietor is the persistent author of such palpable lies—destroys confidence instead of establishing it, and, therefore, defeats its own purpose. It tends to make customers suspiciously cautious about the goods offered them, so that when a real bargain is offered them in such a store, as likely as not it is rejected for want of trust in the dealer.

* * *

How much shall we talk in the store? Well, that depends on circumstances, like other discretionary talents are applied in practice. With the customer who expects it, a larger stream can be turned on than with the reticent patron, to advantage. With some store talkers, the spigot should be turned almost entirely off for fear of delaying customers with the stream that flows from too spontaneous wells. There are "gushers" among salesmen, just as there are in the



The Foundation

The strength of any structure depends upon the stability of its foundation. The above device represents the ground-plan of the building in which we carry on our business. But the foundation of our success is—practical knowledge of the shoe-making art, a comprehension of the needs of the shoe-wearing public, and in giving the best value obtainable in wear and fit at the lowest possible price consistent with good quality.

Rindge, Kalmbach, Logie & Co.
Grand Rapids, Michigan

COLD WEATHER SHOES



We carry 36 different kinds of Women's, Misses' and Children's Warm Shoes and Slippers.

Women's Button or Lace, Warm Lined, Kid Foxed, Felt Top Shoe, Opera Toe, Machine Sewed.....\$1.00

Same as above in Turned, Common Sense.....\$1.00

Women's Felt, Fur Trimmed, Juliet..... 80 cents

Write us what you want and we will send samples or salesman.

HIRTH, KRAUSE & CO., Grand Rapids, Mich.
Specialty House.

COMFORTABLE SHOES



- No. 1059—Women's Red Felt Nullifier fur trimmed..... 85c
- No. 2490—Misses' Red Felt Nullifier fur trimmed..... 80c
- No. 2491—Child's Red Felt Nullifier fur trimmed..... 70c
- No. 2475—Women's Blue Felt lace Dong, foxed, op. and C. S. toe \$1.00
- No. 2487—Women's Dong., felt lined, fur trimmed Nullifier..... \$1.00
- No. 2488—Women's Black Felt, fur trimmed Nullifier..... 85c

We have the above warm shoes in stock and can supply you promptly.

GEO. H. REEDER & CO., Grand Rapids, Mich.

The Stamp of Approval

When good old reliable merchants buy our own make shoes year in and year out, buy them over and over again and keep right on buying them, that shows the Stamp of Approval.

Herold-Bertsch Shoe Co.

Makers of Shoes,
Grand Rapids, Mich.

oil regions; and with these the outflow should be judiciously controlled lest there be a lot of waste, and those nearest to it be damaged and annoyed. But there are other kinds of clerks, among whom we find the sphinx-like type, whose extreme reticence is often offensive to customers who "want to know, you know," about the business in hand. With this class a gentle force-pump of persuasion has to be applied by the buyer in order to bring out even a little talk to the point on matters of interest to the shoe wearer. This man is a trial to his employer and a vexation to the socially disposed customer, who must either do all the talking himself, or else resort to a painful self-repression in the presence of the silent salesman whose gravity is never disturbed and whose tongue is never set in motion by the chatter of his customer. He is hardly the man for a shoe store. The job of sexton would be more appropriate for him.

* * *

A point somewhere between these two extremes, depending of course upon the subject to be treated, would fit the requirements of the shoe vender. But, after all, it is not so much the quantity of talk as it is the quality which reveals the character of the clerk and decides his fitness or unfitness for the position he essays to fill. It is the senseless talk of some clerks that makes a very little of it seem sufficient to sensible patrons; and it is this chattering propensity of mankind which so often strengthens that distasteful theory that we are descended from monkeys. The vocabulary of this unfortunate type of humanity is usually quite meager and often ill-chosen, but he makes up in quantity for the lack of quality, and this makes matters worse—for the victim of his garrulity. The tactful and gentlemanly salesman almost intuitively knows how to apportion his talk to various customers, so that the one who likes plenty may not suffer from a dearth, nor the one who wants but little, get a surfeit of it. Light, irrelevant remarks are best never made, but particularly to strangers. Don't overtalk even on the tempting theme of bargains and quality and style of your goods. Let the latter do a little of the talking themselves, which they will assuredly do to an intelligent patron if your goods are right. Be a good listener, for you can learn a lot of things from bright customers which may be capital to you if appropriated.

* * *

Says a veteran retailer who has talked much and little, as occasion seemed to require, for about two score of years: "The shoe clerk who can measure the quantity and adapt the quality of his conventional store talks to the needs and tastes of his diversified customers you can safely put down as 'the coming man' in the shoe store. He has not come yet; or if he has, I have not met him. While awaiting his tardy arrival it would be good policy for the fluent salesman to err slightly on the side of taciturnity, unless drawn out by the customer. While swift condemnation and resentment of a humiliating sort often follow the utterance of an unguarded phrase on the part of the clerk, there are very few who will regret the absence of volubility from this quarter; that is, from the salesman who talks because he can not help it, or with the perfunctory efforts of one who thinks that silence may be misconstrued as indifference to a patron's rights. An intelligent customer can often controvert

that weak and foolish statement about the accommodating nature of every shoe to 'stretch a little or to shrink a trifle' after the thing is worn for a while; but the patron has heard this adaptable lie so often that he lets it go at that, for it makes him tired to discuss it so often." —E. A. Boyden in *Boot and Shoe Recorder*.

How Shoemaking Has Changed in Half a Century.

I was born and reared in the northern central part of New York State, where in my early days the rigors of a cold, snowy winter were more severe and of longer duration than they have been the last few years, and as a boy looked forward with joyful anticipation to the beginning of the spring season, "When the swallows homeward fly," heralding the near approach of warm weather, and I can well recollect with what childish pleasure we then received the welcome news from our fond and indulgent mothers, that we could omit wearing our stout boots, and homespun, handknit, woolen socks, and go forth in childish glee barefooted.

This, then, was the universal custom, especially in the country districts, among both boys and girls. How well do I remember the patter of the bare feet, when as a young lad I attended the country district school, and the thoughts of those merry, joyous days, almost causes me to "wish I were a boy again." And it was then customary for boys of a larger growth to go barefooted through the long summer months. Many times during the summer would we limp around uncomplainingly with a stone bruise on our heel or a toe nail stubbed off, and sometimes a foot bandaged up, with a slice of salt pork applied to the unlucky spot, where it had been pierced by a rusty nail.

The going barefoot in those days was not confined to the children of the poor class; it was the almost universal custom of all. Seldom in those early days did any country boys wear shoes during the summer months, even to church or Sunday school. Before the dawn of day, well do I remember how it was our custom to start off for the pasture fields with our faithful shepherd dog to bring in the cows to the barnyard for early milking time and little did we mind the cool, wet dew on the long grass, or even the frost, and frequent pricking of the feet on the briars and Canada thistles. Those were the days of rosy-cheeked, healthy children, many of whom have during the past half century become the brawn, sinew and brain of the past and present generation in the industrial and business world.

A half century ago nearly all shoes were made to measure by the local shoemaker and hand-made throughout. The wholesale manufacture of shoes in factories was then in its infancy. Soon the invention and introduction of the McKay sewing machine for sewing on the soles of finer grades, and the introduction of the standard screw for coarser goods, superseded the old-fashioned wooden pegs, and with the rapid growth in population of this country many large factories started in various sections, particularly in the towns of New England for the wholesale manufacture of factory made boots and shoes. A little later by the invention and introduction of Goodyear welt and Goodyear turn machines in the manufacture of fine grades, the industry of making strictly hand-made shoes, has become almost a thing of the past.

Many years since large jobbing shoe firms started in the principal large cities to facilitate the introduction and sale of shoes, greatly to the convenience of retailers. The past twenty years, by the introduction of improved machinery for doing nearly all kinds of labor in factories, the manufacture of shoes has increased and improved greater than for any previous same length of time, and now by the introduction of modern styles of lasts and number of widths, there is little necessity for any person (unless having a deformity of feet) to have shoes made to his own measure.

I presume it is the same with almost all other branches of manufactured merchandise as in shoes; it is much easier to write a retrospect of the past than to write a correct introspect of the possibilities of the future. The successful introduction, universal and varied uses, of applied steam and electric power in the manufacture of not alone shoes, but thousands of other kinds of goods, have far surpassed the prediction of any enthusiast, who would have ventured to make it thirty years ago.

While it now seems as though the acme of perfection has been attained in the manufacture of shoes and various other kinds of goods, it is not possible to predict with any degree of certainty what the possibilities of the future may develop in machinery, power, facilities and other methods for the manufacture of shoes and other manufactured products, made almost entirely by the constantly improved machinery used for these purposes. To this task I will yield to the pen of some one more competent than myself.—Harry T. Nisbet in *Boot and Shoe Recorder*.

The influence of hypnotism upon the lower animals has attracted little attention, but M. Vaschilde, of Paris, who is still working with dogs, cats, guinea pigs, rabbits, chickens and snakes, declares that the mysterious power has real action, and that it may produce complete anaesthesia and brain paralysis. Mlle. M. Stefanowski has found half-starved frogs susceptible, the cataleptic state produced often persisting for half an hour. In various experiments, especially by simply looking them in the eye, M. Vaschilde has succeeded in hypnotizing frogs, even when well fed and free to move about on a table or in a tank. The sleep, although not lasting long, was so profound that needles and hot iron brought no sign of sensation.

A deep mystery of life is why one can not find a comfortable position when he goes to bed, or one that is not comfortable when he is wanted to get up.

The Celebrated "Lone" Shoe for Men



Velour and Vici Kid Stock. Retail at \$2.50.

The Western Shoe Co., Toledo, Ohio
Distributors

Half a Century

of shoe making has perfected in the knowledge of the merchants' requirements.

C. M. Henderson & Co.
"Western Shoe Builders"
Cor. Market and Quincy Sts., Chicago

Good Light—the Pentone Kind

Simple and practical. Catalogue if you wish.

Pentone Gas Lamp Co.
Bell Phone 2929 141 Canal Street
Grand Rapids, Michigan



1902

Make a resolution that will do you good.

Buy more of Bradley & Metcalf Co.'s shoes and your business will increase. Try it.

BRADLEY & METCALF CO.,
MILWAUKEE, WIS.

WE SELL GOODYEAR GLOVE RUBBERS.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—The home demand for current needs is fully up to the average in all quarters and in some sections is ahead of this same period last year. This demand can not, in many cases, be satisfied, however, owing to the well sold condition of stocks. There is no difficulty in securing full prices for all goods that can be delivered at once or within a short time. There has been a moderate business under way in bleached cottons, but it is largely for quick or near-by delivery, for sellers are discouraging any business in futures as far as possible. Prices are without open change at present writing. Wide sheetings have shown a very moderate business, but as the market is exceptionally well conditioned, this has had no effect whatever. Coarse colored cottons have met with a very moderate sale for all descriptions, but as there are only small, scattered stocks to be found anywhere and most lines are well sold up, there has been no difficulty in maintaining prices for whatever is on hand, and the situation is much against buyers for all goods yet to be made, and delivered in the future.

Prints and Ginghams—Cotton dress fabrics have shown a moderate amount of business. Naturally there is nothing expected except orders for goods necessary to fill in lines, both for staples and fancy dress patterns. The market is, however, in a well sold condition and in all directions very firm. Fine printed fabrics, percales, printed flannelettes, etc., are in quite fair demand, but in small lots. Prices show no change whatever. Staple gingham and other lines are in a very strong position as shown by the advance already made of one-quarter cent on some of the leading makes. This advance, while not in any way premature, came earlier than was generally expected. As a rule, it was thought rather useless to make any advances until about the second week in this month but sellers felt that the situation warranted it and so took the initial step. This is promised to be followed by higher prices in a number of other quarters. On several lines orders have been accepted "at value only," and these will undoubtedly be the next to advance.

Linings—While the market for linings has this week been generally quiet, as far as spot business is concerned, there has been a moderate buying for future delivery and a small amount of filling in for immediate use. Kid finished cambrics show no change in price. What business is now transpiring is on the basis of 3½c for 64s. Silesias and percalines are firm. Some advances have been made in these as we have reported, and business continues at the new prices. There has been a good demand from the clothing trade for regular and special finishes in cotton twills and for Italians, Alberts, etc. Cotton warp Italians, mohairs, alpacas, etc., are well held, and a moderate amount of business is coming forward. Linen canvases and paddings are in small supply and very firm. Stocks at first hands are in good condition, and the gray goods market is very strong. Converters are finding it difficult to secure fine gray goods to keep pace with their contracts for high-grade satines. Warp satine sleeve linings are firm.

Dress Goods—The dress goods market

is practically free from development. The quiet condition is a natural accompaniment to the between-seasons period, accentuated perhaps by the intervention of the holiday period. Such business as is being done is confined to cloth effects, such as have been the features of the season, and the light "gauzy" fabrics of the veiling order. The suit and skirt makers have begun to show their new spring lines, but so far the showing is by no means general. The showing is confined principally to staples and semi-staples, and prices are on a slightly higher level than a year ago. Expectations of a good, healthy business are entertained, although, of course, enough has not been done as yet to give any insight into the possibilities and promises of the business. Lines of cloaks and jackets are not yet being shown.

Underwear—Practically all lines of wool underwear are now on the market, but so far there has been but little actual business accomplished. Some lines on account of especial intrinsic merit have received considerable enquiry, but, as a whole, the trade has not yet been ready for them. Some of the higher grade samples have not yet been shown, but all will be out the first of the coming week. It is hard to say just when the general ordering will begin, but it ought to be very soon now, according to what the buyers have been saying. Some of the mills that have been running on short time have started up full, on account of some preliminary orders, but there is really nothing to warrant their continuing unless buying should begin again at once. Spring underwear is passing through an exceptionally quiet period, for very few duplicate orders have been received. They are coming in slowly, but not enough to give any special life to this section. Of course these orders are expected to continue for some time to come, but even so the aggregate can not amount to much, and will be but a small factor in the lightweight trade.

Hosiery—Moderate sales of hosiery are reported, but in common with other lines of knit goods it is generally quiet. Wool goods are being slowly opened and a moderate amount of business has been secured from the West, but by far the largest part of the business is yet to come. The cotton goods end of the business has been quite satisfactory as far as the number of the orders is concerned, and the amount of the orders, but there is less satisfaction expressed in regard to the prices. This applies with force to all lines with the possible exception of lace effects. These are harder to find in desirable patterns and prices are therefore in better proportion.

He Knew Chickens.

Mr. Suburb—What on earth are you trying to do, neighbor?

Mr. Neighbor—Merely taking down a little of this fence, so that I can move my chicken coop over into your yard.

"Eh? My yard?"

"Yes, I like to be neighborly, and considerate of other people's feelings, you know."

"But—er"—

"Yes, you sha'n't have any more cause to complain about my chickens scratching up your yard."

"But you are moving your whole coop over onto my property!"

"That's the idea. Quick as the chickens find their coop in your yard, they'll conclude that you own them, and will spend the rest of their natural lives scratching in my yard, you know."

Novel Buffalo Scheme for Drawing Trade.

Recently John C. Snyder, of Buffalo, N. Y., hit upon a unique plan of attracting the people of Buffalo and surrounding towns to his employers' store during a special three days' sale. He bought several gross of leather purses and put money in each purse. The sums ranged from 5 cents to \$1, and in one purse was put a \$5 gold piece each morning and afternoon of each of the sale days, so that two of the store's customers were sure to receive a \$5 gold piece each day. The special sale was advertised in the Sunday newspaper to begin on Monday morning and run until Wednesday night, and in the advertisements were printed this notice: "As an extra inducement to have you do your trading at this store, during these three days, we make this great offer: Every person purchasing goods to the amount of \$2 or over during the three days of this sale, will be entitled to make a selection of one purse from a number of purses, each containing a coin ranging in value from 5 cents to \$5 in gold." Each customer was given a slip of paper with the amount of the purchase stamped upon it from the office, if it amounted to \$2 or over. They would deliver same to the head clerk, who had charge of the purses, which were placed on a large table in the rear of the store on the first floor. If the amount was satisfactory, the person would then be given an opportunity of selecting any one of the purses. If a customer should buy only a dollar and a half's worth one day, and would come again on either of the other two sale days and bought to the amount of 50 cents, making his purchase in all amount to \$2, he was entitled to a chance in the purse drawing just as though he bought the required amount at one time. As a business-bringing advertisement Mr. Snyder said his was by far the most effective one he ever inaugurated for his firm, as the sales during the three days were something phenomenal.

Some New Designs in Printed and Woven Fabrics

Amoskeag A. F. C. Gingham, the popular 10c number.

Imported Scotch Gingham, very fine quality, to retail for 25c.

Langdell Gingham, short lengths, assorted patterns.

Pure Linen Gingham, in the latest weaves, to retail at 50c.

Amoskeag Seersuckers, 28 inches.

Abbotsford Seersuckers, 28 inches.

Glasgow Zephyrs, 28 inches.

Grenville Zephyrs to retail at 20c.

Lancaster Madras in choice stripes and checks.

Berlington Bookfold Cheviots, 30 inches.

Egyptian Cretonnes in some of the newest designs.

Silkolines, beautiful floral designs.

Imperial Crepe Plaids to retail at 12½c.

Totokett Silks, 30 inches, to retail at 25c; imitation Pongee Silk.

Galatea cloth.

Mercerized Silk Brocades, a new novelty, to retail at 30c.

Mercerized Silk Chambrays to retail at 25c.

Printed C. Satines to retail at 12½c.

Fancy Black goods, open work effects, to retail at from 12½ to 25c.

Windsor Percales, 36 inches, to retail at 12½c.

Gibraltar Percales, 32 inches, to retail at 10c.

Also a full line of Dimities to retail at from 10@25c, in beautiful figures and stripes and all the latest colors.

P. Steketee & Sons,

Wholesale Dry Goods,
Grand Rapids, Mich.

1902

Will find our travelers out with better lines than we have ever shown. It will pay to look them over.

Voigt, Herpolsheimer & Co.

Wholesale Dry Goods
Grand Rapids, Michigan

E. J. Kruce & Co.

Detroit, Mich.

Manufacturers of

Standard Crackers

Best on the Market.

See Price Current.

Clothing

Some Observations About Hats and Overcoats.

Speaking of hats, there is a tendency in some quarters to revive the ancient London tile, monumental in height and infinitesimal as to brim, which we all remember having seen pictured in the illustrated novels of Thackeray. There is no denying that this hat is imposing after a fashion; it is so very stupendous that it makes an undersized man look important. It is worn sometimes, I understand, by dramatic critics—possibly with the idea of conveying the impression that the brain beneath is as mountainous as the lid above. Aside from these, some very evenly balanced men are wearing the hat, which fact, I suppose, may give it a certain vogue. For my own part, I can never give the stamp of my approval to anything so monstrous. Being conservative in all things, I can not countenance a hat that makes its wearer look as if he were endeavoring to impress the world with the notion that his head is as important as he thinks it. I do not know which one, or how many London hatters, perpetrate this lofty head-covering, but I do know that when one of these hats goes past an American hat shop on the head of a devotee, the honest hatter within sighs softly to himself once or twice and then burrows in his books to discover some new means of inducing the lover of decent hats to spend money.

The sartorial question that most of us find all-important nowadays is that of overcoats. I have had something to say in previous papers on this subject and especially with regard to the double breasted newmarket. That coat, as I predicted, is receiving the lion's share of favor, and there is no doubt that when cut smartly to the waistline, and with the correct width of shoulder and velvet collar, it is a very smart garment indeed. For those who can afford to keep a variety of topcoats in their wardrobes, there are many luxuries obtainable. One of these is the short covert coat, which has gone into the background for a couple of years, but is now returning to favor. The covert coat of the present year, to be most presentable, is made, as formerly, of soft Melton cloth, of brown or drab tint, with a velvet collar, and cut so short as to barely cover the skirts of the ordinary sack coat. An addition to its effectiveness may or may not be gained (at the taste of the wearer) by adding a yoke across the back and breast, perhaps a foot below the shoulder line. The covert coat is, of course, mainly intended for country wear, either when riding horseback or standing and watching your friends play at a critical point on a chilly day on the golf links. It may be worn without offense in town, nevertheless, over a morning or dinner coat, provided the correct hat is worn with it. The correct hat is a derby or crush hat, and never in any instance a topper. A topper and a covert would be about as criminal as a dinner coat and one of the awful tall hats for London.

In other overcoats I find that the old style horizontal pocket has been entirely displaced by the vertical slit that came into vogue with the Raglan. This applies even to the simple Chesterfield, which, although it has a stylish name, is nothing more than the ordinary single-breasted top coat, to which we have grown accustomed from our youth up. In my opinion, this vertical pocket is

about the most sensible invention we have had in several seasons. The effect is decidedly artistic, and the hand, whether bare or gloved, slips into it with infinitely more ease and grace than were possible when the opening was at right angles to the top of one's head. In addition, the vertical pocket stands the wear and tear better than the horizontal one, which is a point in its favor.

The long, loose Chesterfield coat will be the popular garment this winter for all around wear, which is natural enough, as it can be worn over any costume, from a sack suit to evening dress. For men who can afford variety, however, a Chesterfield of medium weight, a heavy newmarket, a covert coat or two, and a heavy fur garment for zero weather will pleasantly complete the catalogue of the wardrobe.

Ah, yes, and a word as to these fur coats: It is not to be denied that a handsome fur coat is a costly luxury, inasmuch as the occasions when it is comfortable to wear it are infrequent and before it is worn out its original cost will have been duplicated in repairs and storage. For this reason it is gratifying to discover that the importers of these coats have come to something like their senses in the matter of prices asked. There is no very honest pretext, that I can see, for an importer charging \$400 or \$500 for a seal, mink or otter coat that costs him probably one-quarter of that sum in the Canadian or English market. I never bother my head with statistics, but I am sure the duty is not over 60 per cent. at the outside, so it is really time the imposition ceased. I find that a very desirable coat of the right sort of fur, handsomely made up, may now be bought for \$200 to \$250. For this happy fact we are indebted to the inclination manifested in the past year or two by purchasers of such garments to make their purchases themselves in the foreign market, pay the duty and escape the old-time exorbitant profit to the dealer.—Percy Shaf-ton in Apparel Gazette.

When a young lady hems a handkerchief for a wealthy bachelor she probably sews that she may reap.

A young man never understands a girl until he knows enough to kiss her when she says he mustn't.

We'll Give You Fits

this season and also increase your glove trade if you will purchase the celebrated glove line of **MASON, CAMPBELL & CO.,** JOHNSTOWN, N. Y.

If our salesmen do not call on you, drop them a line at Lansing, Mich.

C. H. BALL, Central and Northern Michigan.
P. D. ROGERS, Northern Ohio and Indiana and Southern Michigan.

M. Wile & Co.

Famous Makers of Clothing
Buffalo, N. Y.
Samples on Request Prepaid

Ask to see Samples of
Pan-American
Guaranteed Clothing
Makers
Wile Bros. & Weill, Buffalo, N. Y.

The Peerless M'f'g Co.,

Detroit, Mich.

Manufacturers of the well known brand of

Peerless
Pants, Shirts, Overalls and Lumbermen's
Wear

Also dealers in men's furnishings. Mail orders FROM DEALERS will receive prompt attention.

Grand Rapids Office, 28 South Ionia Street

In charge of Otto Weber, whose office hours are from 9 a. m. to 6 p. m.

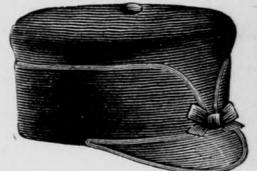
William Connor
Wholesale Ready Made Clothing

28-30 South Ionia Street, Grand Rapids, Mich.

It has proven a great convenience to the trade generally, as well as to myself, my having opened up a permanent ready made clothing establishment, located as above, and I respectfully announce that my entire line of spring samples is now on view in one of the largest and best lighted rooms for display in Michigan. I have every style, size and pattern in Men's, Youths', Boys' and Children's Clothing, from the very lowest to the highest prices, with the best of finish that is made. In addition, I have added samples of every kind of summer wear, direct from the factory of Messrs. Miller & Co., Baltimore, Md., including Alpaca Coats, Mohair Coats and Vests, Ministers' Coats, Drap De Ete Coats, Duck Suits, White and Fancy Vests, Serge Suits, Pongee Coats and Vests, Crash and Flannel Suits, etc., etc. I have more samples for the merchants to select from than any wholesale house in Rochester, New York, Chicago or elsewhere. Call and judge for yourself. Customers' expenses allowed. Office hours daily 7:30 a. m. to 6 p. m., except Saturday, then 7:30 a. m. to 1 p. m. A great line of Pants for all ages. Twenty-two years in the business.
WILLIAM CONNOR.



No. 6001.
Plush Windsor.
\$4.50 to 12.00
per dozen.



No. 6018.
\$2.25 to 12.00
in Beavers and Kerseys
all colors.

Satisfaction
Guaranteed



No. 6244.
Yacht
\$2.25 to 9.00 per dozen.

Fresh
Goods



We have some extra
good values in
Gloves and Mittens
at
\$2.25, 4.50 and 9.00
per dozen.

G. H. Gates & Co.,
143 Jefferson Ave.,
Detroit

Village Improvement

One Woman's Influence on the Improvement Society.

Written for the Tradesman.

That branch of the Improvement Society that found a home at Pine Grove insisted on being practical whatever happened. There were a baker's dozen of members, all of them having land of their own and all of them caring not a farthing for theories, but everything for results that meant something. If the subject of conversation was getting rid of that pondhole in front of Jed Watkins' store there wasn't any use in wasting the evening in hearing a long paper on what somebody in Ballyhack thought might be advisable. If there is a suspected hidden spring under Watkins' hitching post the way to find out is to go and dig, not sit down and write an essay on what somebody calls the trend of the rock, with a lot of other stuff that nobody knows anything about and cares less. The fact is that during the wet season in spring and fall there is mud enough there to drown a mule and if Mrs. Lucas—she was the thirteenth member, and right there was the trouble—would only take her husband, Elkanah, and her son, Elkanah, Jr., both armed with a spade, and set them to digging and hit the spring there is down there that would end it and the mudhole at the same time. Then the Society would have something practical to show, and even Watkins would have to contribute something for the abatement of the nuisance that was interfering with his trade.

That is the substance of some lively conversation that was carried on between two lady members of the Pine Grove Society along in the summer, and it ended with the hope that they wouldn't hear from Mrs. Lucas again for one six months. What did that woman do, a week ago last Wednesday, that was the last meeting of the year, but invite the Society to her house at the January meeting, when she would have prepared an essay upon "Practical Midwinter Horticulture." There could be but one course to follow—to accept with thanks and to consume enough good things to mitigate, if not counteract, the suffering the paper would be sure to occasion. "If she only wouldn't use such big words," said one. "And if she wouldn't read it as if it were a State paper," broke in another. "Or, if she wasn't quite so sure that the authorities on the subject have now been heard from and all the rest of us have to do is to keep still and carry out her ideas," said a third.

The men of the Society had little to say. It was a good subject. The paper would have something practical about it if it didn't go farther than one paragraph. It might be that the youngsters had been raising radishes in the sitting room and the practical part was showing how it could be done without spoiling the carpet. One good thing would be the coffee and the cake. It would bring the women together anyway and "would give them something to talk about besides each other for the rest of the month, and if that isn't practical it would be desirable to know what is!"

In the meantime Mrs. Lucas, if she is inclined to use big words, insists that they shall express her idea. She early saw that for some reason she was not in harmony with the Society sisters and she determined there should be a change whatever the sacrifice. This determination was strengthened by hearing enough

of the remarks that have been given above to set her to thinking. The horticulture idea was her own, as most of those she carries out are apt to be, and, smiling a little, but not at all bitterly, at her long words and her "State paper" style, she settled down to her self-appointed task as sure of her work as she was of her refreshments and of her illustrations. These last were her strong points.

As an active member of the Improvement Society she believed and insisted on facts for proofs—"something to be seen and touched"—and while her papers were sometimes open to the objection of being "a little flighty," as good old John Robinson remarked once in debate, they seemed so because they were unusual. The proofs were at that movement in her writing desk and had been furnished by the State Geologist, who had made a recent study of that locality.

For a long time Mrs. Lucas had been urging her neighbors to brighten their homes with something that would insist on growing with a little neglect. Women that like flowers like to study them and cater to them and the plants pay them bountifully in blossoms; but in too many instances the plants are neglected and the end of the month sees them—pot and plant—on the ash heap. The ordinary home is not intended to be a hothouse. Doors are left open and the cold gets in. Forgetfulness accounts for the lack of water and the crusty, baked earth. A woman with a houseful of children has no time to "putter" with them and, take it all in all, it's a good deal better to go without. The suggestion that the hardy home plants will give good results was little to the purpose. "Nobody wants to sit up

nights to bother with a lot of dandelions. If I could fling a lot of flower seeds into the pot and without any more fuss go and pick a nosegay when I want one it would be all right. I know I can't and so I'm willing to trust to the bothouse and an occasional half dollar for my winter posies." That was all, and Mrs. Lucas was forced to carry her point with an illustration that would speak for her.

With something akin to dread the Improvement Society of Pine Grove assembled at the home of the member of the long-word vocabulary. They sighed when they started; they groaned when they got there. They rang the doorbell with misgiving and after that—they don't remember. They only know that the moment the vestibule door closed behind them, shutting out the winter and its snow, they were in the middle of bright spring weather and its surroundings. There were spring leaves and blossoms everywhere. Buttercups in golden profusion in oblong boxes hid the baseboard on one side of the room. A box of tulips flaunted their flaming banners on the opposite side. Some jonquils stood in conscious beauty opposite the bay window. But that window opened wide every beholder's eyes and drew from every one expressions of astonishment; and yet the commonest plants, and only three of them at that, caused the commotion. The morning glory was the chief wonder. The bay window was wide and deep and the vines, clambering to the top of it as vines will, fell in sprays of leaves and buds and yesterday's curled-up blossoms to the floor, a curtain of pink-dotted green, that skillful-fingered art can never copy with success.

When delight had somewhat spent it-

self the hostess pushed aside the living curtain and the "Ohs!" again had it their own way. The window was dadoed—let me verbalize the noun—with sweet peas that sprang from earth shared with dandelions whose yellow blossoms fairly gemmed the green-covered soil with gold—that was all. Common, every day blossoms had been taken in out of the cold and had simply expressed their gratitude in this lavish way.

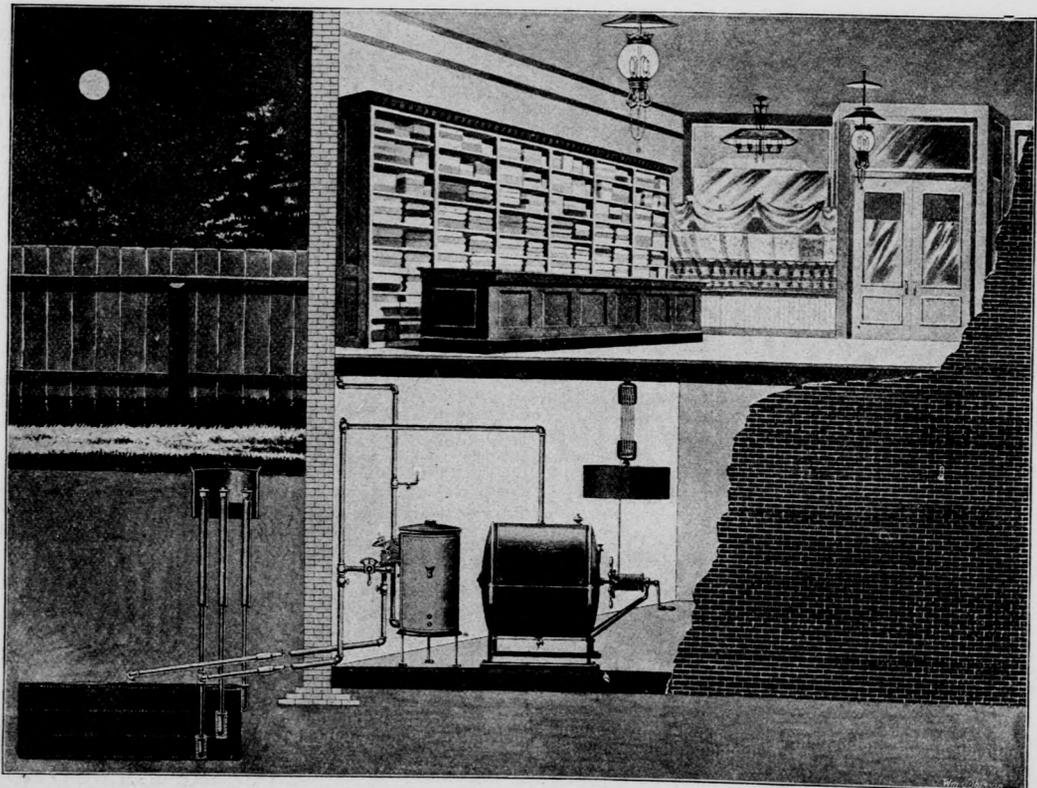
They are simple, honest-hearted people in Pine Grove. It took them a long time to see, admire and praise and when that was over they began to wonder "what she had written about it," and for the first time in their acquaintance were eager to know. While they had been looking and wondering how long it would take to make summer out of some of their own dreary rooms the two Elkanahs had been arranging the tables and locating a pack of cards in the center of each and, without so much as a hint of a paper on "Practical Midwinter Horticulture," the Improvement Society were soon deep in the delights of duplicate whist.

When the games were over and the members were discussing the excellencies of the dainty refreshments some one ventured to remark that it was so late it looked as if the paper would have to be postponed; and then that woman brought matters to a climax by remarking that "there wasn't going to be any paper. If the Secretary would refer to the minutes of the last meeting it would be seen that she had been directed to 'prepare an essay.' She had, and every leaf and bud and blossom that minute were testifying to the fact."

Two of the lady guests looked at each other and there the matter dropped. Before the month was out there were budding morning glories in every sitting room in Pine Grove.

R. M. Streeter.

Michigan Gasoline Gas Machine



The above illustration shows our system for store lighting with 2,000 candle power arc lights. Send for our catalogue.

MICHIGAN BRICK AND TILE MACHINE CO., Morenci, Mich.

RIGHTS OF RETAILERS.

Lawful for Merchants To Discriminate in Making Purchases.

The retail lumber dealers of the country have for years maintained associations. These associations exist in nearly every state, Michigan included. The purpose of these associations is to prevent sales by manufacturers and wholesalers to consumers. To enforce this principle the lumber dealers exact a penalty of 10 per cent. on all sales made by wholesalers to consumers, and if this is not paid, or if the wholesaler continues to infringe the rules of the association, a notice is sent to the members of the association, who are pledged to withhold all purchases from the manufacturer so offending, on pain of being expelled from the association.

In 1893 the Bohn Manufacturing Co., of St. Paul, infringed the rules of the Northwestern Retail Lumber Dealers' Association, an organization with about twelve hundred members scattered throughout Minnesota, North and South Dakota and Iowa. The Secretary of the Association, W. G. Hollis, after correspondence with the Bohn Manufacturing Co., informed them that unless settlement was made the members of the Association would be notified, whereupon the Bohn Manufacturing Co. enjoined him from so doing. The case was brought in the district court, which made an injunction perpetual. But the case was appealed to the Supreme Court of Minnesota, and the injunction promptly dissolved and judgment of the lower court reversed. The decision in the case was written by Judge William Mitchell, regarded as the ablest man who ever sat on the supreme bench of Minnesota. In the course of the decision which was then rendered the Court says:

Stripped of all extraneous matter, the case discloses just this state of facts: The plaintiff is a manufacturer and vendor of lumber and other building material, having a large and profitable trade at wholesale and retail in this and adjoining states, a large and valuable part of his trade being with the retail lumber dealers.

The defendant, the Northwestern Lumbermen's Association, is a voluntary Association of retail lumber dealers comprising 25 to 50 per cent. of the retail lumber dealers doing business in the states referred to, many of whom are or have been customers of the plaintiff.

The object of the Association is stated in its constitution to be "the protection of its members against sales by wholesale dealers and manufacturers to contractors and consumers."

Plaintiff commenced this action for a permanent injunction and obtained ex parte a temporary one enjoining the defendants from issuing these notices, etc. This appeal is from an order refusing to dissolve the temporary injunction. It is alleged, and in view of the facts must be presumed to be true, that if these notices should be issued the members of the Association would thereafter refuse to deal with plaintiff, thereby resulting in loss to it of gains and profits.

This statement of the case from the court's findings is printed here so that it may be clearly evident that the outline printed above may not be regarded as different from that understood by the Court. In discussing the organization itself the Court says:

The case presents one phase of a subject which is likely to be one of the most important and difficult which will confront the courts during the next quarter of a century. This is the age of associations and unions in all departments of labor and business, for purposes of mutual benefit and protection. Confined to proper limits both as to end and means they are not only lawful but laudable. Carried beyond these limits

they are liable to become dangerous agencies for wrong and oppression. Beyond what limits these associations and combinations can not go without interfering with the legal rights of others is the problem which, in various phases, the courts will doubtless be frequently called to pass upon. There is perhaps danger that, influenced by such terms of illusive meaning as "monopolies, trusts, boycotts, strikes," and the like, they may be led to transcend the limits of their jurisdiction and, like the court of kings bench in "Baggs case" (11, Coke 98 A), assume that, on general principles, they have authority to correct or reform everything which they may deem wrong or, as Lord Ellsmore puts it, "to manage the state." But, whatever doubts or difficulties may rise in other cases presenting these phases of the general subject involved here, it seems to us that there can be none on the facts of the present case.

But the affidavits and brief in behalf of the plaintiff indulge in a great deal of strong and even exaggerated assertion and in many words and expressions of very indefinite and illusive meaning such as "wreck," "coerce," "extort," "conspiracy," "monopoly," "drive out of business," and the like. This looks very formidable, but in law as well as in mathematics it simplifies things very much to reduce them to their lowest terms.

It is conceded that retail lumber yards in the various cities, towns and villages are not only a public convenience but a public necessity; also that to enable the owners to maintain these yards they must sell their lumber at a reasonable profit. It also goes without saying that to have manufacturers or wholesale dealers sell at retail directly to consumers in the territory upon which the retail dealer depends for his customers, injuriously affects and demoralizes his trade. This is so well recognized as a rule of trade, in every department, that general wholesale dealers refrain from selling at retail within the territory from which their customers obtain their trade.

Now, when reduced to its ultimate analysis, all that the retail lumber dealers in this case have done is to form an Association to protect themselves from sales by wholesale dealers or manufacturers directly to consumers or other non-dealers at points where a member of the Association is engaged in the retail business. The means adopted to effect this object are simply these: they agree among themselves that they will not deal with any wholesale dealer or manufacturer who sells directly to customers not dealers, at a point where a member of the Association is doing business; and provide for notice being given to all their members whenever a wholesale dealer or manufacturer makes any such sales. This is the head and front of the defendant's offense.

The mere fact that the proposed acts of the defendant would have resulted in the plaintiff's loss of gains and profits does not of itself render these acts unlawful or actionable. That depends on whether the acts are in and of themselves unlawful. Injury in its legal sense means damage resulting from an unlawful act. Associations may be entered into, the object of which is to adopt measures that may tend to diminish the gains and profits of another, and yet so far from being unlawful they may be highly meritorious.

To enable the plaintiff to maintain this action it must appear that defendant has committed or is about to commit some unlawful act which will interfere with and injuriously affect some of its legal rights.

We advert to this for the reason that counsel for plaintiff devotes much space to assailing this Association as one whose object is unlawful because in restraint of trade. We fail to see wherein it is subject to change; but even if it were, this would not of itself give plaintiff a cause of action. No case can be found in which it was ever held that a common law contract or agreement in general restraint of trade was actionable at the instance of third parties or

could constitute the foundation for such an action.

What one may lawfully do singly, two or more may lawfully agree to do jointly. The number who unite to do the act can not change the character from lawful to unlawful. The gist of private action for the wrongful act of many is not the combination or conspiracy, but the damage done or threatened to the plaintiff by the acts of the defendants. If the act be unlawful, the combination of many to commit it may aggravate the injury, but can not change the character of the act. It can never be a crime to combine to commit a lawful act, but it may be a crime for several to conspire to commit an unlawful act, which if done by one individual alone, although unlawful, would not be criminal. Hence the fact that the defendants associated themselves together to do the act complained of is wholly immaterial in this case. We have referred to this for the reason that counsel had laid great stress upon the fact of the combination of a large number of persons as if that of itself rendered their conduct actionable.

With these propositions in mind which brings the case down to a very small compass, we come to another proposition which is entirely decisive of the case. It is perfectly lawful for any man (unless under contract obligation or unless his employment charges him with some public duty) to refuse to work for or to deal with any man or class of men as he sees fit. This doctrine is founded upon the fundamental right of every man to conduct his own business in his own way subject only to the condition that he does not interfere with the legal rights of others.

And, as has already been said, the right which one man may exercise singly, many, after consultation, agree to exercise jointly and make simulation declaration of their own choice. This has been repeatedly held as to associations or unions of workmen; and associations of men in other occupations

or lines of business must be governed by the same principles.

Summed up and stripped of all its extraneous matter this is all that the defendants have done or threatened to do and we fail to see anything unlawful or actionable in it.

It may be said that this decision rendered seven years ago has remained unchallenged, and under it the associations of lumber dealers have continued to operate and operate successfully. The plaintiffs in this particular case capitulated entirely and made their peace with the organization, with which they have ever since been on good terms.

The man who does not advertise because he tried it and failed should throw away his cigar because the light went out.

An untruthful man always doubts others.



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STANDARD OIL CO.

Hardware

Changes of Fifty Years in Handling Hardware.

Fifty to seventy-five years ago the hardware business was largely an integral part of general merchandising, with no distinctive position of its own. To-day it is of itself a purely distinctive business, made up of factors wholly its own, and forms the largest prime factor in our commercial being. I feel no man in the trade will gainsay the fact or deny the assertion that the hardware business as a business has fully outgrown its swaddling clothes and general store wrappings of fifty years ago and now stands the strongest single factor of commerce.

The few feet of shelving that sufficed to carry the usual hardware stock of the general store of a half century ago no longer serves for the work. Entire store buildings are now given over to the work, and in many cases these stores on the inside are quite beautiful, made so by the artistic shelving and careful arrangement of the stock. The assortment once small, has grown to great proportions from the countless number of items both useful and ornamental.

The small compendium or primitive catalogue has grown to an immense volume of hundreds of pages and thousands of display cuts; still the work of proper rendition must be constantly supplemented by large amounts of printed circular aids. Large numbers of skilled clerks and compilers are employed for months at a time to tabulate, arrange and compile one of the voluminous books which, like an unabridged dictionary, gives the hardware clerk and salesman the A B C dictum of hardware.

The constant and growing changes and additions going on no longer make it possible for the retail hardware merchant or his clerk to contain within his memory the A B C of the business, and these catalogues become most useful books of reference and indispensable adjuncts in a well-regulated hardware store.

Perhaps no other branch of our commercial industries requires more care or painstaking in its conduct than hardware, hence its importance as a factor of business.

Innumerable and constant innovations are being made; new materials for the work are being devised; the use of the basic material, iron, is being extended to every branch of scientific and mechanical research and work. As the changes have been both wonderful and great in the last quarter of the nineteenth century, so are they likely to be even greater in the first quarter of the twentieth century.

The growth of motive power, steam and electricity, have called for large accessories or contributing factors to be added to the business of hardware.

This is a progressive country; ours are a progressive people; upon the "trestle board" of every artisan, architect, inventor and scientist is emblazoned in bold-face type the words progress and progression. Every little innovation in the various lines of work, by one artisan is seized upon by every other one of the profession and acts as an impetus for renewed effort, harder work.

The ambitious zealot, ever striving for the mastery, is led on, as well as followed by hundreds of other equally ambitious zealots. The hardware in-

dustries, forming the base line of almost all the important industrial developments, appears to have a surfeit of these zealots, hence its marvelous growth and constant expansion. The forge, smithy and anvil no longer serve the ends.

The production of a new lock, knob, escutcheon, tool of iron or steel, or any one of the ten thousand different articles of the hardware assortment, is bound to be followed by a goodly number of others, each one claiming first place for superiority or perfectness.

The constant ply of the woodman's axe, the denuding of our immense forests of timber, has required suitable substitution for the great work of building, engineering and mining, and no greater, better or larger substitute has been found than "iron," the constituent part of hardware. This substitution has served largely—and its ends are still greater—to expand the hardware business.

Take up the progressive wholesaler's catalogue, search its pages, go into the store of the aggressive, up-to-date retail hardware dealer, view his varied assortment, and what a tale is there unfolded of progress, of advancement, of expansion.

What other line of commercial work can compare? Is it a wonder whole business blocks are given up to the wholesale work of this industry and that great single buildings are wholly devoted to this exclusive class of commercial work in our smaller towns and cities?

Take up a copy of any progressive, up-to-date trade journal, look through its advertising columns, read of bolts, hinges, brackets, files, ventilators, faucets, metal roofings, shingles, ceilings, drills, dies, chucks, augers and ten thousand thousand useful articles, each and all a part of a hardware stock. Is it then a wonder man has contrived and planned for the suitable grouping or arranging of this immense varied stock? The brain power which provides the grouping of this great mass is infinitely small compared to the brain power necessary to produce the articles themselves.

Perhaps the last five or six years has marked the greatest advancement in the business from the retail viewpoint. Something akin to a system of organization seized upon the retail faction a few years ago, since which time much progress has been made towards a betterment of the business, particularly in states where organizations have been measurably established.

To the State of Ohio belongs the credit of the first movement of actual state organization of retail dealers. Ohio's move was followed by Michigan, then came Wisconsin, Indiana, Minnesota, North Dakota and Iowa, followed by several other states, until something like twelve or fifteen states now have local organizations, all showing good progress.

Several of the states so organized have united in what may be properly called a national association of retail hardware dealers. While this latter association is less than one year old and decidedly in the embryo of youth, it is undoubtedly the nucleus of a most useful association. It is to be hoped the coming year will see several new state organizations and that all the states will join the national association, fully co-operating in the work.

Each year from now on the basic factor of hardware "iron" must become stronger and stronger, as it enters more

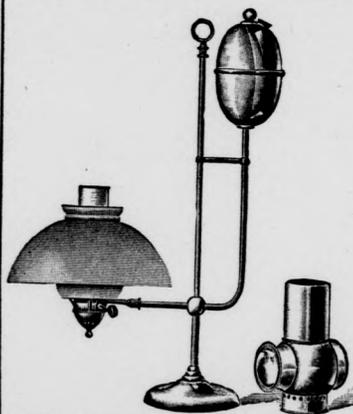
and more into the every-day uses of our commercial life. As the prime factor grows so must the body grow.

I would not be doing full service to your paper or just cause to your readers should I close this article without some word upon the stove question—a question you are always interested in and one of so much concern to your patrons—but here I must again plead forbearance and suspension of verdict.

Every well regulated and well governed hardware store requires, as a portion of its stock, a line or assortment of up-to-date stoves—cooks and heaters.

Removal Notice

Studley & Barclay, dealers in Mill Supplies and Rubber Goods, have removed from No. 4 Monroe Street to 66 and 68 Pearl Street, opposite the Furniture Exposition Building.

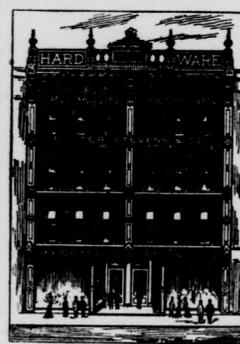


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Are the best in the market, neatest in design and best in workmanship. Approved by insurance underwriters; every lamp guaranteed for one year. The "Ann Arbor" Lamps are giving the best of satisfaction and the demand for them is growing rapidly.

Dealers write to-day for our special introduction offer and get into the trade. All styles.

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Mill Supplies



Oils, Waste, Packing,
Belt and Hose,
Paints, Oils and Varnishes,
Cordage

THE M. I. WILCOX CO., Toledo, Ohio

By well selected, up-to-date, I mean an assortment of steel and cast goods suitable for the local market's demand; goods that are made upon correct lines of architecture, having just and even proportions in all their several parts, ovens, tops, closets, reservoirs, fireboxes, grates, firepots, shelves, height, width and all the useful and practical, interchangeable features, with good mechanically constructed flues of ample proportions, so that when attached to or set up to a suitable chimney or stack there will be perfect workings, perfect combustion, perfect results.

These goods, or such selection, should carry just enough of ornamentation to make them neat but not gaudy. All trimmings and ornamentation should be affixed with a harmonizing idea as a whole. Blotches of nickel without harmonizing features are like warts on the hand, excrescencies it would be better to remove.

To attempt to build a large oven in a small-bodied stove, an oven so large that the firebox and flue capacities must be dwarfed, is an unpardonable folly. To build a cheap range cook or heater, and then try to enrich it by overloading with (questionably) beautiful adornments, is a waste of energy and possible good intentions. To build a large, ample flue and then dwarf it by a cramped, small, ill arranged exit or pipe collar, is a waste of capital and good material for no purpose.

To build or to attempt to build a piece of stove goods and place it upon the market to match a certain small piece of money is a folly that had its inception in the closing days of the nineteenth century by some supposedly high up manufacturers. All such constructions, like the tower of "Babel," are great follies and have brought more curses upon the heads of stove manufacturers than farthings into their treasuries.

For the good of the business, the retail end in particular, it will be a blessing if no more such work sees the light of trade.

We are fully launched upon the twentieth century sea, upon each wave and billow like the "trestle board" of our existence, in bold relief stand the words progress and progression. Let the man who conceives the idea, the formulator of the plan, the manufacturer who executes the design indelibly imprint these words upon the mind and construct no article of hardware except with one view: value, worth, usefulness. Cheap, in the hardware vernacular, should have no place.

Let each hardware dealer, wholesale and retail, make his selection upon the plane of values, utility, uses, coupled with just enough of the ornamental, the gloss, to make artistic but not disgustingly gaudy, and 1902 will see long strides towards the substantial in hardware.

Stovemaking has in twenty or twenty-five years made great progress. It is true that in some things as forms, flues, shapes, fireboxes, etc., conventional lines have prevailed and been followed one by another of the manufacturers, but there is yet a wide untraveled field for the venturesome. As the old step stove and elevated oven gave way to present modes, so may the present be followed by more startling and possibly pleasing patterns.

The fuel product is fast becoming one of questions. Wood and coal as producers of heat for various purposes, and domestic uses will, in a few years, in

some sections become serious problems. Electricity offers no real solution, because it takes both coal and wood to produce it. Oil may become the solving factor. Stove manufacturers are likely soon to give serious thought to this one item, "fuel." New ventures are likely to be undertaken by stovemakers, and it would be unreasonable not to expect within the next very few years some radical changes and improvements in forms shapes, sizes, ornamentation and construction.

Heat retention and utilization, not heat production, will be the concern of future stovemakers. Enough heat is now produced, probably nearly all the units contained in any given kind of fuel, but its retention, its absorption is most wasteful.

Circulation, which means ventilation, so much overlooked in the architect's and builder's work and proving a great drawback in the proper heating, must be undertaken by the manufacturer of heating apparatus. The stove man and furnace man must wrap up in their constructions the essential things that should go into the house building. While some attention has been given this feature as now embodied in some constructions it is still in the embryo. The large quantities of waste heat from ranges, cooks and heaters has in a small measure been made available by the use of circulating and radiating drum attachments, still the lost supply is fully up to 50 per cent. of the whole amount produced.

Thoughtful manufacturers will soon bend their efforts in the direction of saving this enormous loss. They can not hope to educate the architect and builder to the correction of their faults, but must seek to do by, through and with their stove or furnace, the things builders do not do or see the necessity for doing.

Everyone knows the relative cost of heating in an unventilated and a partially ventilated building is fully 50 per cent. in favor of the latter structure.

Quite a few retailers look upon this question of heat retention with ardor, and to meet conditions as best they can, carry various kinds of drum attachments. The whole hardware school will joyously hail a better and more complete thing. Who makes the first move for a perfect heat saver, retainer, expander? Who?

Your readers will pardon me in closing with a story which amply illustrates some of the features of the business.

Not so many years ago a firm, doing a hardware business not a long way from Fargo, the metropolis of North Dakota, sold out to a couple of young men, who were somewhat long on farm lore, but did not know a blamed thing of the hardware business. Of course they came into the possession of a stock and there was no immediate call for their buying. The stock had been assorted by purchases from several firms and manufacturers.

In time the cook stovemaker heard from this new firm; his cook stove would not work, would not draw, 'twas condemned, it must come out. Then the heater man got it in the collar, in large caps. Finally the poor, innocent cuss of a fellow who made the cheap box stove, with its two sides, leg bottom, top, back, front door and frame, this great hollow trunk with draft slide on hearth, came in for a rich, brown roast. Any fellow who could not build a box stove that would work, draw, was an ass of asses.

Here is where the funny part comes in. The box stovemaker wrote the firm a pleasant letter asking sundry questions about the chimney, size, construction, pipe connection from stove to chimney, asking that they kindly look over and report. In the meantime the maker of the cook stove had gotten in his work in the shape of a letter with the usual questions about fuel, how set up, and had they made thorough examination, particularly of flues in stove to see if in some almost impossible manner something had gotten in and choked them up.

Flues, dampers, drafts, etc., now this new firm had learned something, at least supposedly so. So when Mr. Box Stove Man's letter came they were prepared to make reply and did so, saying they had carefully examined the chimney, the pipe connection, all of which was absolutely perfect, they had even examined the box and its flues and found nothing wrong, it was a pure case of stupid blunder in building a box stove that would not work and draw.

The heating man spent two hours in putting up cracks around the stack attached to his stove, cleaning out a peck of clinkers in the grate, and when fire

was well started, in a whisper told the new firm his house did not make the stove to heat four square sections of North Dakota, the thermometer registering 40 degrees below, and they should not expect it.

There are none of this class now in the business.—C. W. Aldrich in American Artisan.

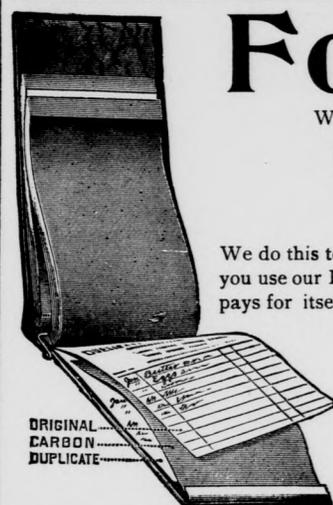
A Pail of Cash.

David Long, a laborer, walked into the Second National Bank of Danville, Ill., the other day and placed his dinner pail in the teller's window and said he wanted to make a deposit. Then, to the astonishment of the bank officials, he opened the pail and showed that it was full of soiled and crumpled bank notes of an almost forgotten issue. There was a little less than \$1,500 in the pail and every dollar of it was of the old war issue of thirty-five years ago and worth 100 cents. The bank retained the greater part of the money, but some of it was in such condition that it had to be sent to Washington to be exchanged. Long, who is about 70 years old, refused to make any explanation of how he came into the possession of the money. Crumpled up in some of the bills were small feathers and bits of straw, which gave evidence that the money had at one time been concealed in a bed.

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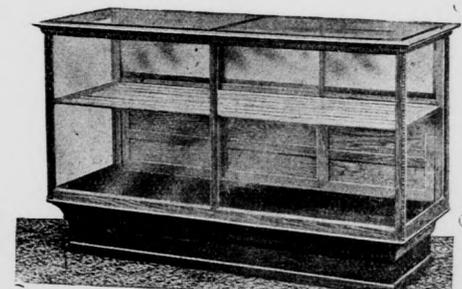


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Woman's World

Advantages in Looking Before You Leap.

An interesting divorce case is at present engaging the attention of the New York courts, in which the wife alleges cruelty on the part of her husband as a reason why she should be freed from her marital bonds, and cites as a proof of his inhuman conduct that he tried to force her to read the "Decline and Fall of the Roman Empire." The husband retorts that the wife had an undue fondness for French novels, which he was trying to correct by a course in serious reading, but from this difference in literary tastes date the decline and fall of their domestic peace and happiness.

The decision of the judge in this case will be awaited with great interest, for in a way it settles the questions as to a man's right to choose the family reading, and whether a wife shall have the privilege of perusing what she likes, or shall be forced to read what her husband thinks good for her. It is another stumbling block on the way to the altar, for sentimental maidens may well shrink from matrimony if it is to mean dull history, or dry as dust science, instead of Laura Jean Libbey and Richard Harding Davis, or even if they are expected to pour over the sporting columns in the papers, instead of reveling in the alluring account of bargain sales and "Daily hints from Paris."

The real interest in this case, however, to the outside world is that it calls attention once more to the strange and fatal perversity with which people go out of their way to select a life partner whose tastes and habits and thoughts are diametrically opposite to their own. The inevitable result is that, instead of matrimony being one grand, sweet song in the average family, it is a daily scrapping match, where two people get the fur rubbed the wrong way continually, and extract every bit of unpleasantness possible, out of the situation.

Nor does this mean anything wrong with either the husband or the wife. It is not even anybody's fault in particular. It is merely the old case of Jack Spratt and his wife, of oil and water, and any two other uncongenial and unmixable qualities you can think of.

It has often seemed to me that the real panacea for domestic unhappiness lies in finding out what you want in a husband or a wife, and then picking out something that answers to your specifications, instead of rushing in and taking the first thing you saw, and then go howling to the divorce court because it does not suit you.

Why, for instance, does not the man who enjoys reading the "Decline and Fall of the Roman Empire" marry a woman who has a graveyard taste in literature? What nice, long winter evenings they might have dallying with Gibbon, and rolling out the majestic periods of Macaulay! But he never does it. He invariably marries a frivolous young thing who belongs to the Booth Tarkington and caramel cult, and then he bores the poor, helpless little thing to death with the classics, and bemoans himself because she is not congenial. Why on earth did he not marry somebody who was already congenial in the first place? Not all the schoolma'ams are married yet, thank goodness.

Then there is the domestic man—the man who loves his own fireside, and who likes to dress the salad at dinner, and thinks he can make a Welsh rarebit.

Alas, we know his fate, and have shed barrels of sympathetic tears over it, for he always goes and espouses the literary woman, who believes in plain living and high thinking, and never sweeps under the bed. Yet what a dream existence might have been to him, if he had only married a domestic woman who knew how to manage a house, and who took a real heart-interest in cooking.

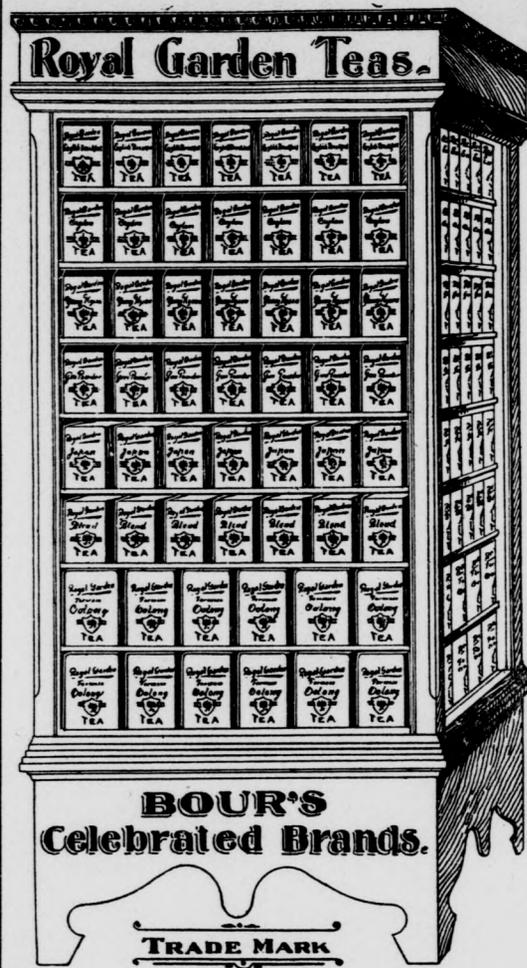
Who does not know some young preacher, or leader in the Y. M. C. A., or some other altruistic alphabetic society, whom we all speak of as a victim to his worldly wife? Probably we are right enough. Probably they are both miserable. He, because she has no sympathy with his exalted spiritual aims. She, because she is denied the gayety, the brightness, the light that her pleasure-loving nature craves. Whose fault is it? His, because he deliberately passed up all the good, pious young sisters who would have made him such admirable wives, to marry a little butterfly that nature never intended to do anything but flit about in the sunshine among the flowers.

In the same way the gay man of the world, the man who likes show and glitter and brightness, is dead certain to marry some little brown wren of a woman who only asks to be allowed to stay at home quietly in her own nest. For a while her husband drags her around with him to balls and parties, where she sits about looking sleepy, and then he gets to leaving her at home, and in a little while we hear everybody beginning to say, "poor Mr. Clubman," and pity him for having thrown himself away on such a home body. It is wasted sympathy. He knew what he was getting, and the only wonder is that if he wanted a running mate, why he did not pick out someone in his own class.

Women are not so much to be blamed for making mistakes in marriage as men are, because they have no choice. They have to take what is offered, instead of being free to pick and choose, and many a woman marries her possibility, instead of her preference. Still, there are a good many points it is well for a woman to bear in mind.

One of these is that a man is not going to change his nature because he is married, and that it is a deal safer in committing matrimony to get what you want in the first place than it is to run the risk of altering it after you have gotten it. If you want a sober husband, for goodness' sake do not be goose enough to marry a drunkard on the off-chance that you can sober him up. If you want a domestic husband, who won't be running out at nights, marry the prop and stay of the prayer meeting, in place of a confirmed clubman. If you want a husband who is a good provider do not marry the man who has never even been able to support himself, and then weep and wail because he can not take care of a wife.

The most mischievous theory that has ever been advanced and the one that has done most harm, is the attraction of opposites. What we want in a good, comfortable companion is not somebody to dispute us, but somebody to agree with us—a poultice, instead of a mustard plaster. Two people who have the same likes and dislikes, who vote the same ticket, and belong to the same church, and use the same amount of seasoning in their food are reasonably sure of a happy and placid life together. If, to add to this, they have a



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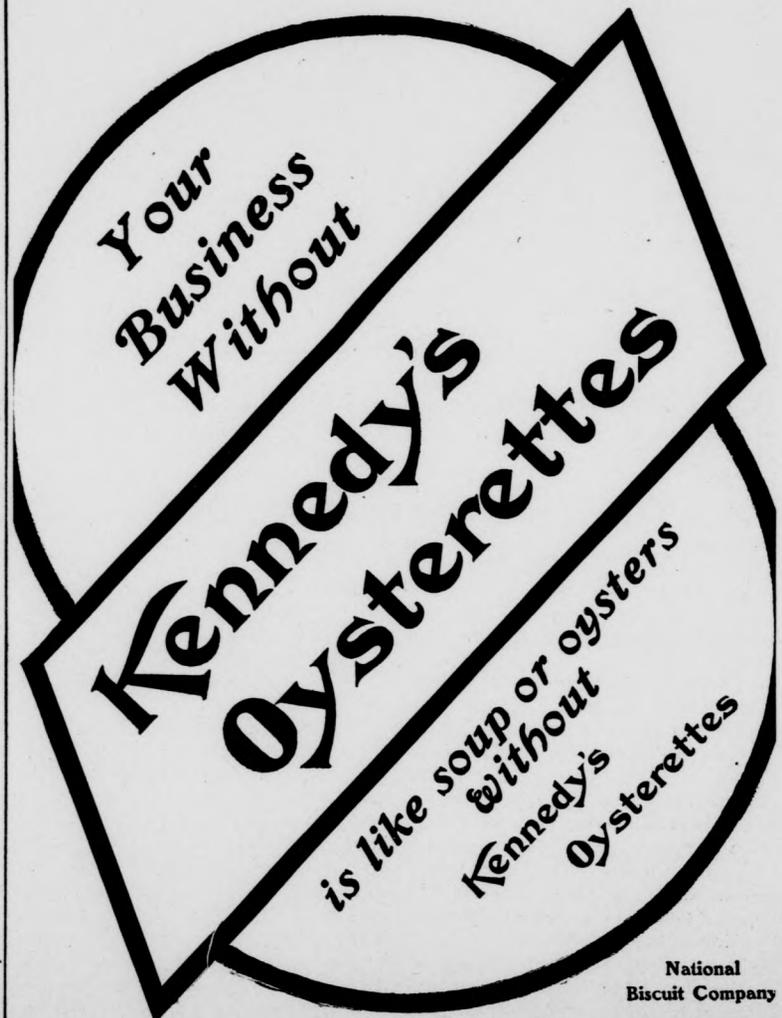
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mutual passion for some particular fad, their felicity is assured. On the contrary, if they have entirely different tastes, no matter how good and worthy or how much determined they are to do their duty as husband and wife, they will be continually irritating each other. I have known a family that was in a constant state of bickering over even the amusements. The wife had a grand opera taste, and the husband adored ragtime. She sniffed when he took her to see a comedy, and he went to sleep over Wagner, and they turned every treat into a spat that they both remembered with shame and remorse.

When men learn to consider the party of the other part's taste, instead of her eyes, before they ask her to marry them, and when women finally make up their minds that they can not rip up a husband's character and make it over to suit themselves as they do an old frock, we shall be on the way to the domestic millennium. Then we will marry what we like in tastes, and not expect miracles to happen. The real congenial life partner is the one whose ideas are an indorsement of our own, who rides the same hobby we do, and is content to canter along at our side.

Dorothy Dix.

Do Clothes Tell the Truth?

Quite as many truths and falsehoods are told by one's clothes as by any uttered words. The deliberate creating of an impression that is contrary to the fact is possible in a variety of ways. When a dusky brunette transforms herself into a strawberry blonde is it not a form of prevarication—innocent prevarication maybe, but yet prevarication? And similarly, when a pallid beauty lays on a complexion that blooms ruddily like the Rose of Sharon, does she not misrepresent, or try to? It may be an extenuating circumstance, to be sure, that such cranial and facial prevarication does not always deceive.

One argument in favor of the wearing of liveries and uniforms is that they tell the truth about and correctly represent the vocation and status of their wearers. The uniform says as plainly as if the man himself told you, "I am a soldier," or "I am a policeman." The garb proclaims the clergyman and the gown upon the bench the judge. The dress of the Western cowboy is good because it is like him; it expresses him. In certain parts of Europe it is the custom for the people to wear some distinctive costume in accordance with their respective trade or occupation. Not only does this add to the picturesqueness of life, but it makes for the truth and does away with sham and false pretense.

In this country we have no such distinctive line of demarcation in the matter of clothes, and consequently we are free to prevaricate with our garments—a privilege that is widely availed of. The clerk earning a few dollars a week is seen frequently emblazoned with diamond studs, real or imitation, silk hat, Prince Albert coat and a cane. His clothing says as plainly as words could express it, "You see in me a gentleman of means and leisure and recognized social standing." Bicycle and golf suits are worn by people who do not play golf or ride the bicycle. A blemish of taste sometimes will put a loud check and a sporty tie on a man who is not a "sport" at all. His clothing, in this case, misrepresents him as much as if he were libeled in a newspaper, only he has no action against his clothes.

Sometimes a rich man will dress so shabbily as to cause comment. He may be trying to beat down the tax collector and create a wrong impression as to his property and income. In any event, his clothing does not tell the truth about him. Many an impressionable girl has been imposed upon by the deceptive clothes of her sweetheart. Many a "crook" has owed the success of his confidence game to assumed clothing which allayed suspicion. Thus, while in some cases this clothing prevarication is comparatively harmless, there are other instances where it works to the positive injury of the public. On the other hand, there are people, undoubtedly, who are conscientious in their endeavor to dress with propriety and fitness with regard to their status, character and avocation. Such people are likely to be "well dressed" in the best sense—without any assumption, conceit or affectation.

It is admitted that the idea of having one's clothing correctly designate one's self is not strictly in accordance with democratic ideals, and might not meet with popular favor. Nor are there as yet a sufficient number of distinct and recognized varieties of apparel to designate with any degree of nicety all the many and varied shades of employment, birth and disposition among the sons of men. It would simplify matters if there were such strictly prescribed styles, and people were expected to wear them; so that the retired merchant, the clerk, the born aristocrat, the butcher, the baker and the candlestickmaker would dress as such in each case. Obviously there are limits to the application of the idea. It may be that the tailor of the future will be a psychologist, and when one goes to him for a suit of clothes he will say: "I must know about you first—who you are, what you do, and how you do it." If you are an artist, he will say: "I must examine your pictures first." If an author: "I must first read your books." Then people will be clad according to their true nature, and their clothes will fit them and tell the truth.

Cora Stowell.

Careers Open to College Bred Women.

For the sake of convenience let us divide the college women in America into two classes—those who intend to do some definite, serious work and those

who do not. The profession in which women have done the best is medicine. Medical women seem to understand what a profession demands; that it is not play, but work, and is not the pastime of a few years, but something for life. In the medical profession the line of separation between the results of work of the two sexes is really disappearing, and a woman doctor who does the same work as a man receives the same pay. The reason may be partly that the success depends entirely on the individual. A woman doctor goes out into the world alone and proves that she can do as well as a man by doing it, while if her position depended on the decision of an executive body, as it does, for instance, in the case of teachers, she would not have the same opportunity as a man.

Very few college women in America have gone into business, and that is to be regretted as there would be another field where the success would depend on individual effort. In general, thus far, women who work select something requiring small outlay. They will not risk a large money investment or an investment of many years' preparations but usually crowd into the teacher's profession, where there is so much competition already that the supply exceeds the demand. Some college women are doing well in journalism, a field that is always open to individual effort, and the woman of real genius can make her way as a writer in any land.

Let us consider, however, especially the large number of married college women and the part they take in society. In the first place, wherever they may be found, their superiority to other women is usually recognized. Very few of them earn money, for their husbands do that for them. If they are in comfortable circumstances, the care of the household and children does not absorb all their energies. Their college education has given them a love of study and a desire to do something. The result is a multitude of women's clubs and societies for all kinds of philanthropic work. One advantage of these clubs is the training they give in public speaking, as all the political and social questions of the day are freely discussed in them, and there is an opportunity for public discussion, as the work of the club is presented in the form of a pro-

gramme, in some hall belonging to the club or engaged for that purpose.

In consequence of these numerous clubs and societies the amount of intelligence and philanthropy is increasing very rapidly, especially among women. There are, however, certain phases of this state of affairs that are abnormal. The husband has to work hard all day for his family and for himself and has no time for literary or philanthropic societies, however much he might enjoy them, but after leaving his place of business he needs to rest or to be amused. The wife works just as hard as the husband, but altogether for culture or for other people, and her work brings in no financial return. The division is rather an unfair one and its tendency would be in time to make men more practical than women, and women more intelligent than men. It gives one sex all the work of supporting society, and the other that of educating society.

Marks of Age on a Turtle.

From the Cleveland Plain Dealer.

John Amon, a farmer in Lykens township, while pulling stumps last week, unearthed an ancient land turtle. On its lower bony plate was cut the date 1795, together with the token or sign of an old Indian chief. Under this was another date, 1825, and the initials of a formerly well-known pioneer and trapper. A still later date was 1843 and the initials E. W. The turtle is thought to be genuine, although it shows but little indication of its great age. It was in a healthy condition and is being taken care of. Mr. Amon will carve his name and date upon it and liberate it when the weather gets warm.

Chicago has a club whose object is to promulgate the idea that four hours out of the twenty-four are enough for any one to sleep. That is all well enough in theory, but it is not likely the organization will acquire any very large membership. Popular opinion and preference will stay by the old maxim of seven hours for a man, eight for a woman and nine for a fool, and those of either sex who have the time will be inclined to take the last. Some people require more sleep than others, just as some require more food. Anybody who seriously undertakes to make a business of getting along with four hours of sleep a day will find the fad expensive business.

They all say

"It's as good as Sapolio," when they try to sell you their experiments. Your own good sense will tell you that they are only trying to get you to aid their new article.

Who urges you to keep Sapolio? Is it not the public? The manufacturers, by constant and judicious advertising, bring customers to your stores whose very presence creates a demand for other articles.

The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, Jan. 3.—The week has been given over to a general settling up, to the inspection of trial balance sheets, to a study of where expenses can be reduced; and when it comes to this I regret to say that in many instances the advertising appropriation is lopped off with great glee. Say what you will, the majority of business men have mighty little faith in advertising. They do it in many instances because the solicitor "talked them into it." But 1902 opens with confidence observable in all directions. In fact, so many orders are to be filled that manufacturers say they can not meet them, and this is deemed a "clincher" when advertising is broached.

Coffee is firmer in tone and the outlook generally, for the present at least, favors the seller. It is quite likely that much of the activity is of a speculative character, and that there is no need of becoming unduly excited and purchasing stocks much ahead of current wants. At the close the market is quite strong and Rio No. 7 closes in an invoice way at 6 15-16c. In store and afloat the amount aggregates 2,491,642 bags, against 1,110,164 bags for the same time last year. Crop receipts at Rio and Santos from July 1 to Jan. 2 aggregate 10,583,000 bags, against 7,082,000 bags at the same time last year. These figures do not imply any great scarcity of coffee for some time to come. Mild grades have moved with an average degree of freedom and at the close good Cucuta is quotable at 9c. East India sorts have been well sustained and the inquiry has been about as usual.

The actual demand for refined sugar has been comparatively light. Buyers are resolved not to carry a surplus barrel, and seem to think that further reductions may occur at any time. Interest is chiefly centered in legislation just now, and until the "free raw" war is settled the sugar market is likely to be rather tame. The war between refiners is jogging along merrily.

Stocktaking in teas has occupied the attention of dealers to quite an extent, and the volume of business transacted has been light. Sales made, however, have been at full figures, and sellers are very confident that the year will show decided improvement over 1901, although the last three months of last year were fairly satisfactory.

While canned goods matters have been rather quiet, dealers are making some good sales at full rates. It is learned that an effort is being made to place what is substantially the entire surplus pack of Canada here. The deal will include about 30,000 cases, and figures mentioned are about \$1.25. Should it go through the transaction will be quite a nice plum for Canada. Salmon lack animation. Being rather in the line of luxury, when salmon advances beyond a certain price "we, the people," will let it alone, and here is where the salmon trust is at a disadvantage as compared with standard oil. For kerosene we must have. Some sales of future corn are being made, but prices are hardly well established as yet. The returns of the corn pack for 1901 show a larger quantity than was imagined would be the case, and the shortage is only about 25 per cent. instead of 40 or 50 as some "authorities" prophesied. Prices, at any rate, do not indicate a great scarcity for they are no higher than last season.

No changes have taken place in dried fruits worth mentioning. Californians rejoice that their old crop of prunes has been worked off and will now be in condition to furnish more than ever of the best article in the fruit line—many think—the State produces. Raisins, currants, dates, figs are all selling in an average sort of way, with currants rather stronger. Evaporated apples are firm. There is a "waiting" situation in rice, neither buyer nor seller seems especially anxious to transact business, and the

market has been practically without change for several weeks.

The volume of business in spices has been light and quotations are unchanged. The tone of the market is perhaps a little stronger in some lines; weaker in none.

The molasses market is pretty well cleaned upon really desirable goods and quotations are very firmly adhered to. Off grades are not so much sought for. Syrups are practically without change. Stocks are not large, and upon the whole prices rather favor the seller.

Lemons have not been much sought for, but prices are steady. Oranges are firm, and the cold wave makes it dangerous to ship unless great precaution is used. Florida brights \$2.25@4; russets, \$2@2.50; California navels, \$2.75@3.50.

It is hard to quote over 25c for best creamery butter, although this has perhaps been exceeded in a few instances. Grades that are not the best are in seemingly plentiful supply, and prices show no advance. Imitation creamery, 16@9c; factory, 14@15½c.

Rather more strength is observable in cheese, as exporters have been doing a little more business. Small size, full cream N. Y. State, 11¼@11½c, with large at 10¼@10½c.

Supplies of eggs are quickly absorbed and prices remain high. One will have to look a long way back before he will find a winter market for eggs that has ruled as high as this, whatever the cause may be. At the close best Western are worth 30@31c. Regular pack, 23@28c.

Beans are firm, although the supply at the moment seems fully ample. Quotations are practically unchanged from those last noted. Choice pea, \$1.95@2.

Story of the American Flag.

From the Boston Journal.

Few persons have noticed the interesting evolution of our flag of the stripes and the stars as depicted in the armory of the Ancients (Ancient and Honorable Artillery), at the top of old Faneuil Hall. Most persons are familiar with the story of Mrs. Ross and the making of the first flag of the free. But evidently it was not Mrs. Ross who originated the idea of the stripes. Down in the armory of the Ancients you will see the broad red flag with the old English cross in its field. Next a very similar flag, except that the broad red becomes broad blue, with no red but in the cross itself on the white field. Next the white flag with its pine tree and "Appeal to Heaven," whence came our own State banner. Then it would appear that the fathers went back again, for the next flag has the red and white longitudinal stripes, but in the field there are the crosses for St. George and St. Andrew, worked out in red upon a white ground. The next flag restores the blue to the field. It, too, has the longitudinal red and white stripes and the combined crosses of St. George and St. Andrew, as in the British Jack. It was not until after that, upon the assertion of independence by the Colonies that Mrs. Ross' flag appeared, and apparently she only substituted for the double crosses the circle of thirteen stars upon the blue field. The red, white and blue and the red and white stripes were all in the flag generations before Mrs. Ross was born, as the collection of the Ancients demonstrates.

A miss is as good as a mile—and if she happens to be about sixteen she is a great deal better.

W. C. TOWNSEND,

Wholesale

Fruit and Produce Commission Merchant,
Eggs, Poultry, Veal, Etc.

References: Columbia National Bank, Dun's and Bradstreet's Commercial Agencies.

84-86 W. Market St., Buffalo, N. Y.
Elk Street Market.

I NEED YOUR

Small shipments of FRESH EGGS for my retail trade.

L. O. SNEDECOR, 36 Harrison St., N. Y.
EGG RECEIVER

Reference—New York National Exchange Bank, New York.

Buy your

EGG CASES AND FILLERS

from

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

Carload lots or small packages to suit purchaser. Send for price list.
Large stock. Prompt shipments.

==Parchment Paper for Roll Butter==

Write for Prices to

C. D. CRITTENDEN, 98 South Division St., Grand Rapids

Successor to C. H. Libby,

Wholesale Butter, Eggs, Fruits, Produce

Consignments solicited. Reference, State Bank of Michigan. Both phones, 1300.

SHIP YOUR

BUTTER AND EGGS

TO

R. HIRT, JR., DETROIT, MICH.,

and be sure of getting the Highest Market Price.

Geo. N. Huff & Co.

WANTED

10,000 Dozen Squabs, or Young Pigeons just before leaving nest to fly. Also Poultry, Butter, Eggs and Old Pigeons. Highest market guaranteed on all shipments. Write for references and quotations.

55 Cadillac Square, Detroit, Michigan

"WANTED"

BEANS, POP CORN,
PEAS, CLOVER SEED

ALFRED J. BROWN SEED CO.,
GRAND RAPIDS, MICH.

POTATOES

Wanted in carlots only. We pay highest market price. In writing state variety and quality.

H. ELMER MOSELEY & CO.
GRAND RAPIDS, MICH.

Long Distance Telephones—Citizens 2417
Bell Main 66

304 & 305 Clark Building,
Opposite Union Depot

WHOLESALE

OYSTERS

CAN OR BULK.

F. J. DETTENTHALER, Grand Rapids, Mich.

The Vinkemulder Company

Wholesale Fruits and Produce

Specialties: Onions and Potatoes

Write or telephone us if you have any stock to offer.

14-16 OTTAWA STREET,

GRAND RAPIDS, MICH.

Poultry

Peculiarities Pertaining to the Handling of Poultry.

There seemed to be large quantities of poultry delayed in transit which shippers had intended to be here for the Christmas trade and up to the holiday itself receivers could not locate the stock, having received nothing regarding it other than advice from shipper when it left. One receiver said: "The increased demand for the New Year's trade was very welcome this year as nearly all receivers had considerable stock in too late for Christmas. The recent storms and floods, especially in this State evidently caused much of the delay and it was unfortunate for shippers who waited until the last moment before starting their stock."

"The high prices realized for fancy turkeys Christmas should stimulate shippers to take extra care with holiday stock," remarked a receiver. "Buyers seemed to be unable to find really fine stock and bid up prices pretty high whenever they discovered a mark which suited them. Nearly all dealers want a few extra fancy turkeys to 'dress up' their stands and stores with and price is of little object to them for these few birds. So you see if shippers can make their poultry good enough to catch this trade there is a good chance to realize considerably more than they would otherwise."

"I wonder why shippers always want to mix a few slips with their capons," said a receiver the other day. "This box," he continued, "is nearly half slips and there is another mark yonder which had one or two in and I just lost the sale of them. Just as soon as the buyer saw the slips he said they would not suit as he wanted them put up straight. I wrote to this shipper not long ago and urged him to sort his capons and slips more closely hereafter, but doubt if it does much good. Shippers generally are the hardest kind of people to get to change their methods even when for their own good. I once had a shipper who dressed his capons the same as ordinary chickens and it took me a long time to convince him that he could get more for them by leaving part of the feathers on and dressing capon style. Every shipper should welcome any suggestions from the commission men as it is certainly necessary to conform to the wants of the trade of the market shipped to, otherwise full prices are not easily realized."

"I had some nice poultry in Christmas week," said a receiver, "that had no mark on to identify it and I have no idea who shipped it. I presume somebody will write me about it when they do not get any returns. Very likely they will accuse us of being dishonest and trying to cheat them out of their poultry." Other receivers were questioned and many reported receiving small lots which they did not know how to return for. "The shippers generally write us though when they do not get returns," said one merchant, "but every once in a while we never hear of the shipper and consequently have to keep

the money." Further investigation showed that this happened more or less to all the receivers and one of the oldest houses in the trade said they had kept all this unclaimed money separate ever since they had been in business, and it now amounted up to a considerable amount. The only way the receivers could explain the matter of shippers never claiming their returns, was that the shipper evidently thought he had shipped to a dishonest house when he received no returns and consequently thought it not worth while to spend any time or money to try and get back that which he thought lost. This may in a measure account for the silence on the shippers' part for if a shipper really had sent goods to a dishonest house once or twice and failed to get any result after investigating the matter, it is just possible that the next shipment he did not hear from would be charged up to profit and loss at once without even writing about it. It is evident that shippers can not be too particular as regards making their shipments, and it is always best to advise the commission man of the shipment as soon as made.—N. Y. Produce Review.

Observations by a Gotham Egg Man.

The severe cold weather which prevailed in producing sections two weeks ago did a good deal of damage to the eggs coming forward from all sections. Freezing was so general that it became difficult to estimate losses at all accurately, and more than the usual proportion of the goods had to be sold "loss off." Case count values were naturally, affected materially, and many a lot, both of Western and Southern eggs, of otherwise fine quality, had to go at comparatively low prices. In many cases the loss from hard freezing amounted to 4@6 dozen to the case, as many as 8@12 dozen being found cracked open, to be figured as half loss. We heard of instances where even larger amounts of frozen eggs were found.

Naturally the presence of eggs cracked open by freezing affects the value of those not so cracked, because it indicates serious chilling. Many of the frosted goods coming in during the mild weather of the past week have thawed out and begun to leak, causing a generally mussy condition of the packages. And many of the chilled eggs that were not cracked have shown weak and watery consistency.

Of course it is impossible to prevent considerable damage to eggs in the country during a sudden and protracted spell of severe cold; it is hardly to be expected that the eggs on the farms could escape. But it seems as though there ought to be some means of preventing so great an amount of damage after the eggs reach the intermediate handlers. Transportation facilities should certainly be provided of a character to protect from freezing even during the coldest weather and with these at hand a proper selection before shipment on the part of packers should serve to avoid the serious difficulties arising from having whole eggs mixed up with cracked in the distributing markets.

But frozen eggs have not been the sole cause of complaint among the egg receivers of late. In spite of the long period of relatively high prices we are still getting many lots of fresh gathered eggs that are very badly mixed with old and stale "shakers." "It is astonishing where all the old and stale eggs come from," said a receiver to me recently; "I am getting marks from some parts of the West that run worse in quality than they did a month ago." It does, in fact, seem as if the country held eggs ought to have been cleaned out before this and the very inferior quality of some lots suggests a mixing with poor refrigerators at some point nearer than the Western farmer.

There are also complaints of a lack of grading in many of the Southern eggs. These goods are now running fresher, as a whole, than the Western, but when ungraded they often contain so many small eggs and dirty eggs that dealers object to them seriously when they can get a fair supply of larger and cleaner eggs. As receipts increase the objection to small and dirty will of course become more and more serious and we would urge Southern shippers to more generally adopt the grading system which some of the more progressive have already put in practice with excellent results.—N. Y. Produce Review.

Grows Another Coat in Twelve Years.

It kills most trees to strip off their bark or even to girdle them with an axe or knife. This is not the case, however, with the cork tree, which, when deprived of its thick, soft bark, known in commerce as cork wood, proceeds to wrap itself in another covering. It is

a slow process and requires ten to twelve years to complete it. Every year a layer of cork is formed around the tree and the whole of these annual layers, representing ten or twelve years' growth, forms the material for corks. We can not grow cork wood ourselves and so large quantities are brought into the country. As manufactured cork is dutiable while cork wood is on the free list, most of the stoppers for our bottles come into the country in the form of cork wood and the corks are made here. As it takes so long for the bark to be restored after it is stripped off, the cork is commercially valuable only once in ten or twelve years. We all know that cork is used for a variety of purposes, as in life preservers, covering for pipes in steam machines and so on; but about nine-tenths of all the cork wood sold is made into bottle stoppers.

The cork tree grows only in the Mediterranean countries and in Portugal. The latter country is the largest source of supply for its cork forests cover an area twice as great as that in Spain, a third greater than in Algeria and more than three times as large as in France. There is such a thing as overdoing the cork business. In the Island of Sardinia, for example, the cork forests, formerly very extensive and beautiful, have been almost entirely destroyed.

Most of the corks that come to us in bottled French wine are from the forests of Algeria. In Italy the forests form large groups only in the central part of the peninsula. It is a curious fact that Portugal, which produces nearly twice as much cork as any other country, consumes comparatively little of it. Spain manufactures and exports a large quantity of cork wood products, but the production tends to decrease on account of wasteful methods of treating the forests.

The trouble with love's young dream is that it too often turns out to be a nightmare.

MOSELEY BROS.

BUY BEANS, CLOVER SEED, FIELD PEAS, POTATOES, ONIONS,

Carloads or less. If any stock to offer write or telephone us. 28-30-32 OTTAWA ST., GRAND RAPIDS, MICH.

If you give us your

HOLIDAY ORDERS

For Oranges, Lemons, Cranberries, Grapes, Figs, Nuts, Dates, Etc., you will get the best goods in the market at the right prices.

E. E. HEWITT

9 North Ionia Street Grand Rapids, Michigan

JACOB HOEHN, JR. Established 1864 MAX MAYER

HOEHN & MAYER

Produce Commission Merchants

295 Washington Street and 15 Bloomfield Street (op. West Washington Market), New York

SPECIALTIES:

DRESSED POULTRY, GAME AND EGGS

Stencils Furnished Upon Application Correspondence Solicited

References—Irving National Bank, New York County National Bank.

WE WANT MORE GOOD POULTRY SHIPPERS

We buy live stock every day in the week. WRITE US.

F. J. SCHAFFER & CO., DETROIT, MICH.

Write reference or ask Michigan Tradesman.

Eastern Market.

BEHIND THE COUNTER.

Observations of a Philosophical Michigan Merchant.

Written for the Tradesman.

The philosopher hitched to a position a little nearer the stove, leaned back lazily in his chair and then spoke as follows:

"When I was a young man I got an idea that I was cut out for something big. I had ambitions. I thought I was the plug intended to fill a pretty good sized hole, and there was no position in our part of the country that seemed to be anywhere near my size. I used to look at my neighbors' affairs in a superficial way and wonder how they could be so contented with what seemed the most insignificant and trivial of occupations. I dreamed dreams, built air castles and had visions of future splendor until there wasn't a hat in our part of the country that would come anywhere near fitting my head. One day I took the train for a great city, resolved to hew my way to prominence and wealth as the few other really great men of America had done before me. Then there followed a long time when my people did not hear from me, for the simple reason that I was too poor to buy a postage stamp. It was a time on which I do not, even at this remote period, care to dwell with exactness. It was a time filled with bitterness, poverty, hunger and want. In all that vast metropolis there was not one position open that suited to my abilities. I did not care to begin my career as an office boy at a salary of two dollars a week, for I was after something big. Later I would have taken the position gladly, but had been forestalled by a less ambitious youth who is now managing one of the largest trusts in the United States; and so I tramped again. Then there followed a period of business depression and the streets were gorged with people like me, in search of work, but who, unlike me, knew the ropes and could live upon nothing and appear moderately cheerful over the result. At last my mind turned again toward the old home and I thought of its clover meadow, its swaying elms, its nodding daisies, the twittering birds and droning bees, and remembered how I used to lie in the grass out in the orchard and dream dreams of the wealth, the magnificence and the opportunities of this great city before care came, and I knew how cold and lonely and barren it really was. Then, as my poor gnawing stomach took a fresh reef on its suffering possessor and I turned over the three cents I had left, wondering at which of the many lunch counters I had come to be a patron I could spend them to the best advantage, my mind turned with a great yearning to mother's big square dining table with its snowy cloth, its well-crisped buckwheat cakes and the liquid gold we poured over them from the syrup pitcher. I thought of cream—real cream again—not that thin, stringy substance that the eating houses set forth in thimble like jugs to traduce the glorious product of the cow, and a great lump filled my throat. Then I "hit the road." * * * Two weeks later, as I lay in the hazel bushes in the edge of father's wheat field, waiting for sister Sue to bring me a change of raiment, that I might once more be presentable at the old home, in point of misery I rather led the prodigal son. I had lain there all the long day, waiting for some one to come near enough to hear me call, for even my hunger and longing for the old place were weaker

than my pride, and I could not bring myself to let my mother know how miserable I really was. And in that endless, weary day, before Sue chanced to come by with her berry pail, singing one of the songs we had droned together in the old days, I strengthened the resolve made over and over again during the long tramp home, that I would do my best at whatever came to hand, rather than to aspire to a greatness that was as far above me as heaven is above the abyss of darkness. Since that time I have been fairly successful, for I have done those things that have been nearest me and have done them as well as I could. I believe that every man has his notch, and if, early in life he can only find out what that notch is, fill it to the very best of his ability and not worry too much about "the far off, the unattainable and dim," he will be a great deal better off. At any rate, experience has taught me that he will be entitled to a regular diet, and a much more satisfactory bill of fare.

* * *

"If cleanness is nex' to religion," said the Oldest Inhabitant sadly, "I claim the's butter makers in these parts what lack a heap of havin' the grace of God. An' more'n that, if it was only clean people what makes good butter, the's perfessin' Christians that'd be humpin' theirselves tomorrer to sell off their cows.

"Ye can't tell nothin' by how clean a woman is, what kind o' butter she'll perduce. I knowed a woman onct that cleaned house most every week in the year. She scrubbed her floors every day an' every day scoured her tables with sand, washed her cook stove every time she got a meal o' vittles an' b'iled the milk things fourteen times a week. She used to foller the men folks around the house with a wet rag, wipin' up the floor arter 'em every time they happened to go through a room, an' she got up in the night lots o' times to see if there wa'n't a fresh fly speck on one or t'other of the vyrandy posts. She never et dinner away from home in her life fer fear she might git pizened with the cookin' of some person what wa'n't as neat as her. Waal, sir, that woman couldn't make butter fer sour beans. Don't know what the matter was, but it was allers salvy an' queer an' tasted like the'd suthin' crawled into it an' died. I kinder expect she kep' the cream too long afore churnin'. She allers made it jest the same an' never could sell it like other women folks sold their'n. Some o' the storekeepers used to buy it jest to hold her cash trade an' then throw it into the soap grease or else sell it cheap fer cookin' purposes.

"Take it the other way around ag'in, there was Mrs. Hub Muldoon. She was a by-word all over fer bein' slack about the house. She didn't have no petickeler use fer water, only fer drinkin' purposes, an' her young uns gin'ly wore their clo'es till they jest nachelly broke to pieces an' fell offen their backs. I was out to Muldoon's onct, assessin' taxes, an' she was settin' in the front doorway churnin'. There was an old hoss blanket spread acrost her knees an' the churn set on the ground atween her feet. She was churnin' away with one han' and the buttermilk was splatterin' around on the ground, an' on her, an' on the hoss blanket, like a shower o' rain. She had a testament in one han' an' was so busy a readin' of it that she never see me till I was almost up to the house. I don't think she was exactly expectin' company, fer she looked kinder

dazed when she see me, an' grabbed the neck of her dress together, which didn't have no button on, an' told me I'd find the old man out in the back forty, plowin' fer corn. That was all then, only I mind of tellin' the woman about it when I got home, an' up to that time I'd never see a person more worked up over anything in my life. I see her have one o' them spells ag'in that fall, though, an' I guess I'll have to tell ye how it come about.

"October, that year, we had to hitch up an' go to the county fair an' nothin' would do but my woman had to be one o' the jedges on dairy butter. So her an' two other ladies looked the exhibits all over good, tried an' tested 'em in every way, shape an' manner, an' at last they picked on three jars what they agreed, all p'int considered, was a leetle ahead of anything else the' was there.

"The' seemed to be some dispute over them crocks, some claimin' one was best an' some another. So fin'ly my woman says, says she:

"The's one test fer butter that never fails."

"What's that?" they asks.

"Warm bread," says she. "Gimme warm bread to try butter with every time," she says.

"As luck would have it, there was a feller on the grounds bakin' biscuits fer a lunch counter, an' so I ups an' gets half a dozen of 'em, an' fetches 'em in, thinkin' I'd help the jedges out what little I could, cus it was gettin' late, an' I wanted to start fer home afore it come to be pitch dark. Wall, it didn't take them wimmen long to decide what was what, now I can tell ye. They'd butter biscuits first out of one jar an' then out of another. Then they'd eat some, an' then look at one another, real wise, an' pucker up their lips a bit an' then, when they was all satisfied, they nodded their heads at each other an' the ch'ice was made.

"The jedges decide," says my woman, who was the chairman of the committee, "that crock o' butter bearin' entry tag number seventy-eight has won. The' is several other crocks that deserve honorable mention, but this one is the v-e-r-y b-e-s-t in the hull lot. Am I right?" she says, turnin' to the other jedges, an' they both smiled an' nodded their heads, an' said, "Yes, indeed. Quite right."

"So the' was a little cheerin' an' clappin' of hands, fer everybody was interested in the decision on butter, fer so many good buttermakers had made entries an' were competin' fer the premium.

"Who made it?" hollers several, all

to once. "Who makes the best butter in Antrim county?"

"So everybody looked at everybody else, an' the jedges looked the crock all over, but nary a sign of a name could they find. Nobody knowed who did make it. So we hunted up the Secretary, an' he got his entry book an' run his finger down the page, mumblin' off the numbers of the entries as he come to 'em in the book, an' pretty quick he chirked up all to once an' says:

"Entry number seventy-eight. Crock of butter. Made by Mrs. Hub Muldoon."

"An' that was the time that my woman had the second one of them air spells."

* * *

This isn't my story, but I don't think it has ever been in print:

While making a long drive through a sparsely settled portion of Minnesota, the conveyance collapsed and the shoe drummer went to the nearest house for repairs. The Scandinavian who answered the knock acknowledged the usual courtesies in broken English and then the following conversation took place:

"My friend, I'd like to get your monkey wrench if you can spare it."

"You want monkey ranch?" repeated the descendant of Thor and Odin in evident surprise.

"Yes, we need one pretty bad. Can you accommodate us?"

The Norseman looked doubtfully at the stranger, and shook his head. Then pointing northward with a long, bony finger he said:

"Olaf Anderson over dare, he got horse ranch. Nels Peterson oop dat way, he got sheep ranch. Ay got hog ranch maself. But yess so long wat Ay leef een dees country Ay nefer hear of tam fool pig enough to got a monkey ranch. Av tank maybe you gat heem in Duluth."

Geo. L. Thurston.

As a rule the men who have been driven crazy by love did not have very far to go.

For Sale Cheap

2 Boilers 44 inches by 17 feet.

1 Engine 16x22.

1 Heavy Benjamin Planer will dress 2 sides 28 inches.

1 Houser 8 inch Sticker or Moulder.

1 Cornell & Daylor Box Printer.

1 Nichols Segment Resaw.

Several small Cut-off and Rip Saws.

F. C. Miller.

223 Widdicomb Building, Grand Rapids

WORLD'S BEST

S.C.W.

5c. CIGAR. ALL JOBBERS and

G. J. JOHNSON CIGAR CO.

GRAND RAPIDS, MICHIGAN.

Commercial Travelers

Michigan Knights of the Grip

President, JOHN A. WESTON, Lansing; Secretary, M. S. BROWN, Saffinaw; Treasurer, JOHN W. SCHRAM, Detroit.

United Commercial Travelers of Michigan

Grand Counselor, H. E. BARTLETT, Flint; Grand Secretary, A. KENDALL, Hillsdale; Grand Treasurer, C. M. EDELMAN, Saginaw.

Grand Rapids Council No. 131, U. C. T.

Senior Counselor, W. R. COMPTON; Secretary-Treasurer, L. F. BAKER.

Gripsack Brigade.

D. R. Shier succeeds E. D. Clark as traveling representative for the Michigan Brick & Tile Machine Co., of Morrenci.

Belding Banner: J. G. Wilbur has engaged with the G. W. Farnham Co., shoe manufacturer of Buffalo, N. Y., to represent them in this State, and has gone East for his line of samples.

Cassopolis Vigilant: Perry Breece has secured a position as salesman for the Milwaukee Harvester Co. for the ensuing season, and expects to commence work in a few days. His territory will be in Michigan.

Dr. N. A. Goodwin has placed a full line of the goods manufactured by his house with Farrand, Williams & Clark, at Detroit. Every wholesale drug house in the State is now carrying his goods, which speaks well for his persistence and steadfastness.

Flint Globe: Chas. H. Seaman, traveling salesman for the Globe Tobacco Co., of Detroit, who has been located in this city the past year, has been transferred by his company to Minneapolis, Minn. The change comes as a deserved promotion to Mr. Seaman and brings with it a substantial increase in salary.

F. A. Aldrich, formerly representing J. W. Allen & Co., Chicago, and G. M. Phelps, employed until recently with the Worden Grocer Co., Grand Rapids, have both signed with Foote & Jenks, perfumers, for the coming year. Mr. Aldrich will travel in Indiana, while Mr. Phelps will represent them throughout Iowa.

The Grand Rapids Dry Goods Co. has secured the services of Stanley Cornell, formerly on the road for Rosen Bros., of Detroit. Mr. Cornell will start on his initial trip with the new house next Monday. This increases the traveling force of the house to six, the others being Ralph Blocksma, Henry Snitseler, Chas. Fasoldt, Wm. B. Holden and Herman Duyser.

J. P. Visner has returned from New York, where he secured the consent of Edwin J. Gillies & Co. to make some changes in this district. C. L. Corey, who has been assisting him in covering the city trade, has been placed in charge of the trade of Holland, Grand Haven and Muskegon. Mrs. Visner has been placed on the pay roll and in charge of the local office and Mr. Visner's son will continue to attend to the delivery of goods.

C. H. Ball, who has covered Lower Michigan for the past five years for Mason, Campbell & Co., of Johnstown, N. Y., has secured additional territory, which includes the Upper Peninsula and Northern Ohio and Indiana, which necessitates his securing an assistant in the person of P. D. Rogers, of Lansing, who will cover Southern Michigan and Northern Ohio and Indiana, while Mr. Ball will add the Upper Peninsula to his field of usefulness.

Edward S. Holdridge, who covered Michigan fourteen years for Foot, Reed

& Co. and their successors, Reed Bros., wholesale milliners of Cleveland, and who has been compelled to remain off the road a year by reason of ill health, has engaged to travel in Western Michigan and Northern Indiana for the Armstrong Millinery Co., of Ft. Wayne. In order to be in the center of his territory he has removed to this city from Lansing, where he has resided for the past seven years. Previous to that time he was a resident of Adrian, which had been his home since boyhood.

Satisfied With the Result—Evening News Rebuked.

Lansing, Jan. 2.—Owing to a multiplicity of duties connected with the recent convention of the Michigan Knights of the Grip and our own Post, I have been unable to give you any account of the recent convention, all of which was much better reported by others.

Post A is gratified over the result of its efforts and the members believe that our visitors were pleased with the reception they met here. Every committee did its very best in preparing for the entertainment of our visitors, and if anything was left undone to make their stay pleasant it was occasioned by something that was unforeseen.

Financially, it was a success beyond our most sanguine hopes, and no other Post need feel that the success has impoverished us.

A special meeting of Post A was held December 28, when our attention was called to an article published in the Detroit Evening News of that date. The Post took action thereon and passed the following resolution:

Resolved—That Post A, Michigan Knights of the Grip, denounce emphatically the article of this date in the Detroit Evening News, concerning the attitude of our association toward Governor Bliss, and that the aforesaid paper be requested to at once retract said article, as same is false in every particular and entirely unwarranted. The relations of this Post and of our State association toward Governor Bliss are most cordial. In direct contradiction to the article above referred to, he was present at our banquet and responded to a toast upon our invitation. He was also our guest at the reception and ball the evening following the banquet. We extended and he accepted our hospitality, and we therefore again condemn the gross misrepresentations already referred to. Ed. R. Havens, Sec'y.

Pontiac—The Osmun Manufacturing & Building Co., with a capital stock of \$40,000, is being organized here and will erect a factory on Osmun street for the manufacture of stock and pressed brick, hollow blocks and building material of other styles. William H. Osmun is promoting the company and a large share of the stock is already subscribed. Pontiac is at present without a brick yard and this fact has been a source of considerable inconvenience to builders in the city and surrounding territory.

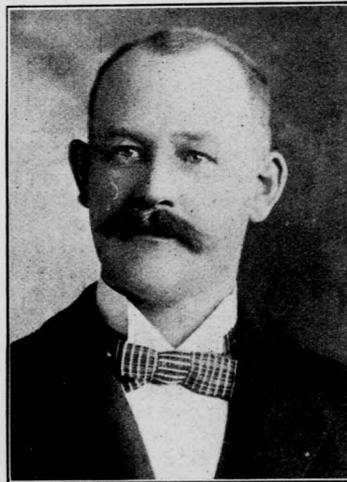
Dorr—The Dorr Canning Co. has been organized with a capital stock of \$15,000, one-half of which is subscribed and paid in. The directors are E. S. Botsford, M. F. Gray, Joseph Gietzen, Fred. Gilbert, Michael Burkhardt, L. W. Ehle and Thomas Lynch. Contracts have been made with the Hastings Industrial Co. to erect and equip a building with suitable machinery for canning fruits and tomatoes.

Caledonia—Irving Stoney has resigned the management of the Caledonia Cheese Co. to take charge of a cheese company he is organizing at Eagle. He is succeeded by Chas. S. Morris, who learned his trade with Miller & Leggett, at Hopkins Station, two years ago, attended the Dairy School at Lansing the following winter and managed the cheese factory at Irving during the past season.

SUCCESSFUL SALESMEN.

Chas. S. Brooks, Representing the Musselman Grocer Co.

Chas. S. Brooks was born on a farm in Tompkins county, New York, Dec. 10, 1856, being the second child in a family of four children. When he was 1 year of age, his family removed to Kalamazoo, and his father engaged in the dry goods business, which he continued nine years. The family then removed to Grand Rapids, traveling over the old plank road, remaining here until Mr. Brooks was 15 years of age. The family then removed to Trumansburg, N. Y., where the elder Brooks engaged in the grocery business, in which Charles was employed for six years. At the age of 21, he concluded to explore the Great West, stopping first at Gunnison City, where he worked in the general store of Levi & Co. one year. The firm did business in a tent during that time, handling a large quantity of goods. Mr. Brooks next engaged in the grocery and bakery business under the style of



Brooks & McArthur. At the end of one year, he purchased the interest of Mr. McArthur and continued the business on his own account four years, when he sold out and went to Helena, Mont. He prospected in that vicinity for about three months, when he went to Bozeman and engaged in the grocery business, where he remained two years. He then went to Tombstone, Arizona, and worked in a grocery store about six months. His next move was to Guaymas, Old Mexico, subsequently traveling in Lower California, where he followed the occupation of miner for several months. He then returned to Grand Rapids, to which place his parents had removed in the meantime, engaging in the grocery business with his father at 133 South Division street under the style of Martin Brooks & Co. He managed this business five years, when he was offered a position as traveling representative by the Musselman Grocer Co., which position he has filled with credit to himself and with satisfaction to his house ever since.

Mr. Brooks was married in March, 1883, to Miss Carrie S. Carson. He is a member of All Souls church, Daisy Lodge, B. P. O. E., Imperial Lodge, K. P., and M. K. of G. He attributes his success to square dealing, good goods and good treatment of his trade. For several years he has had the reputation of being one of the most successful salesmen in Michigan, a reputation which is probably fully deserved and which is due almost wholly to his charming personality.

Mr. Brooks left the city last Saturday to take up his residence in Traverse City, where he will be identified with the new house established there by the Musselman Grocer Co. In speaking of the enterprise and Mr. Brooks' relations thereto, Mr. Musselman recently remarked: "This is a branch of the Grand Rapids house and its policy will be directed from here. I shall keep in as close touch by frequent visits and weekly reports with this house as with the parent house. The responsibility of carrying out my plans and policies will be delegated to two trusted old employes, who have earned recognition by long and faithful service. By reason of large experience and seniority of service, Chas. S. Brooks will be general manager in charge, with the sales department under his direct control. Howard A. Musselman will be the buyer and in direct control of the store and office. Those acquainted with these gentlemen will concede the statement that the new business thus officered will be sure of prompt, energetic and aggressive methods in all details.

"I consider it a matter of much self-gratulation," continued Mr. Musselman, "that I can place the selling department of the new house in the hands of a man in whom I have such implicit confidence as I have in Charley Brooks. He is my oldest traveling representative, and our relations have always been more like those of partners than employer and employe. I have such implicit confidence in his loyalty and good judgment that I feel no hesitation whatever in placing him in charge of the business, so far as he can assume the management and still keep in touch with his old customers on the road, whose relations with him have become so cordial and so friendly that no influence I could bring to bear would impel him to discontinue the visits he has made them so many years with the regularity of clock work."

Hides, Pelts, Tallow and Wool.

The hide market is lower in price on some grades, especially on light stock, but is strongly held at the present value, and all orders at lower prices are refused. There are large sales for future delivery, but there are none for prompt delivery at the declined price.

Pelts are higher and have sold freely at the advance. Some large holdings have gone to the pullers since Jan. 1. The tendency is to advance values.

Furs have weakened in value, awaiting the outcome of the London sales.

Tallow is strong, with large sales. Prices are inclining upward on all grades.

Wools are higher and sales are large. A large amount is being consumed. Stocks are smaller than one year ago. The mills are running full time and with full force. The outlook is for higher values. Wm. T. Hess.

The Feminine Horseman.

"Some people have called me a 'plug,'" remarked the patient horse, "but just now I guess I'm a nail."
"A nail?" exclaimed the dog running along under the carriage.
"Yes. This woman doesn't seem able to drive me straight."

The Warwick

Strictly first class.
Rates \$2 per day. Central location.
Trade of visiting merchants and traveling men solicited.

A. B. GARDNER, Manager.

Drugs--Chemicals

Michigan State Board of Pharmacy

Term expires
HENRY HEIM, Saginaw - - - Dec. 31, 1902
WIRT P. DOTY, Detroit - - - Dec. 31, 1903
A. C. SCHUMACHER, Ann Arbor - Dec. 31, 1904
JOHN D. MUIR, Grand Rapids - Dec. 31, 1905
ARTHUR H. WEBBER, Cadillac - Dec. 31, 1906
President, A. C. SCHUMACHER, Ann Arbor.
Secretary, HENRY HEIM, Saginaw.
Treasurer, W. P. DOTY, Detroit.

Examination Sessions.

Detroit, January 14 and 15.
 Grand Rapids, March 4 and 5.
 Star Island, June 16 and 17.
 Sault Ste. Marie, August 27 and 28.
 Lansing, November 5 and 6.

Mich. State Pharmaceutical Association.

President—JOHN D. MUIR, Grand Rapids.
Secretary—J. W. SEELEY, Detroit.
Treasurer—D. A. HAGENS, Monroe.

Medicaments Which Have Lately Come Into Use.

Since Addison, in 1855, called attention to the relation of pathological lesions of the suprarenal glands to the disease which has since borne his name, these bodies have been the subject of numerous researches by workers in all lines of medical science. The histologist, the chemist, the physiologist, and pharmacologist have each contributed his share to the sum total of the results obtained, which, often enough, have been widely divergent. But it is not my purpose to review the history of this interesting subject. It may be remarked, however, that for the first forty years the active principle found in these glands was the plaything of science, then leaped into prominence when Bates discovered that it could be employed as an astringent in ophthalmology, since which time physicians are finding new uses for it almost daily.

In the course of some experimental work on the pharmacology of the adrenals, it appeared to me possible to take advantage of the marvelous influence of the active principle contained in extracts of these bodies upon the blood-pressure which had been observed by Oliver and Shafer as a means of measuring their activity. Furthermore, it seemed quite advisable, as we had no chemical means of standardizing these extracts, that some method of assay should be found, since in all probability, in common with products of similar nature, there must be much variation in the pharmacological activity, owing to their liability to undergo chemical or bacteriological decomposition before, during, or after manufacture.

Believing that the results of my observations may be of some interest to most members of the drug trade, I will briefly outline the method that has given me the best results. This method is based upon the changes produced in the blood-pressure of the carotid artery when variable quantities of a given preparation of the suprarenal glands, dissolved in slightly acidulated water (the inert substance being removed as far as possible), are injected into the femoral or jugular vein of an anesthetized dog or other animal.

The apparatus required are an operating table suitable for experimenting on dogs, and such surgical instruments as are usually found in physiological and pharmacological laboratories, including small glass cannulae, suitable for inserting in blood vessels and veins, and a syringe of 10 Cc. capacity. A large sized kymograph, with manometer arranged for taking blood-pressure tracings on continuous rolls of white paper, with ink pens, or fitted with the more convenient smoked-paper sheets, upon which the results are traced with a

stylus, is required. In either case, whether smoked or unsmoked paper is employed, the paper should have linear rulings, five millimeters apart, for convenience in making measurements of the height of the blood-pressure tracings.

The method is as follows: A small or medium-sized dog is carefully anesthetized with chloroform, ether, or chlorotone. I have used the latter drug almost entirely, as but one dose, which is given by the stomach, is required. In from fifteen to thirty minutes the animal is thoroughly anesthetized, and will remain entirely insensible to pain for any length of time. Another decided advantage possessed by this anesthetic over chloroform and ether for laboratory work is the fact that the blood-pressure remains constant for many hours. After the animal is completely anesthetized he is placed on the operating table, and glass cannulae of suitable size are tied, as quickly as possible, into the carotid artery and femoral veins, the vessels being clamped off previously with forceps. The cannula in the artery is connected to an inelastic tube, completely filled with a half-saturated sodium carbonate solution to prevent the blood from clotting, by means of a short piece of rubber tubing, great care being exercised to exclude all air. The other end of the inelastic tube terminates in a U-shaped glass manometer tube which is partly filled with mercury, which has resting upon its free surface a glass float tipped with a glass writing pen or stylus.

As soon as all the connections are made between the artery and manometer, the clamp employed to prevent the flowing of blood from the vessel is removed, and immediately the float bearing the writing instrument begins to rise and fall in unison with the beats of the heart. The recording drum, which has been carefully placed in contact with the writing instrument, is released at the same moment, and a graphic record of the blood-pressure and heart-beats is made on the traveling sheet of paper. A few inches of record are taken as a normal tracing. Then a quantity of the solution of the preparation of the suprarenal glands, representing a known quantity of the product, is injected into the vein, through the other glass cannula, care being again exercised to prevent the entrance of air into the vessel. Within a few moments after the injection the blood-pressure is enormously increased, but it quickly falls again to the normal. As soon as the blood-pressure has become normal a second injection is made, in precisely the same manner, of a known quantity of the standard solution of the suprarenal gland. Again increased blood-pressure results. A comparison of first and second tracings will show whether more or less of the solution being assayed should be injected to produce the same rise in blood-pressure as is produced by a given amount of the standard preparation. Ultimately by repeating the injections, the requisite amount of the preparation being assayed will be found which will produce a rise in blood-pressure equal to that produced by a given quantity of the standard.

The extent of the rise in blood-pressure varies in proportion to the amount of the active constituent of the suprarenal gland injected. Several dogs are usually required for making an assay. Two kinds of tracings may be made: complete when the drum of the kymograph is allowed to run continuously, and abbreviated when the drum remains

stationary while the reaction takes place. In the latter the rise in blood-pressure is recorded as a short perpendicular line. These abbreviated tracings answer admirably for most work, as only variations in blood-pressure are taken into account. The smoked-paper tracings are fixed by dipping them into shellac, and allowing them to dry.

A great many precautions must be observed in carrying out the experiments, such as the amount of material injected at one time (since the extent of the increase in blood-pressure must be sub-maximal), the volume of fluid injected at one time, the length of time required in making the injections, etc., but in common with all other methods of physiological assay the conditions obtaining in the experiments must be kept constant, and the reaction of the preparation being assayed must be compared with a known standard.

Naturally the question will arise as to what should be the standard. At first a freshly-prepared fluid extract of fresh bovine suprarenal glands was employed as a standard, but after the isolation of the active constituent, adrenalin, I adopted it as a standard, because its activity remains constant while other preparations of the suprarenal glands are prone to undergo decomposition and consequent alteration in strength. The animals, after the experiments are concluded, are immediately killed. Since the dogs are procured from the pound, and killed by an anesthetic instead of drowned, there should be no trouble with the humane societies.

The accuracy of the results obtained by the application of this method depends, like those of quantitative methods generally, upon the skill of the operator and attention to details. As a specific example of the results that may be obtained, the following illustration will suffice: Three samples of adrenalin, of known but concealed strength, were prepared and assayed. Calling the standard 100 per cent., the unknowns contained 40, 85 and 130 per cent., respectively. The results reported were 40, 83 and 135 per cent.—E. M. Houghton.

About Women.

Woman—the crown of creation.
 Caprice is in woman the antidote to beauty.

Men have sight, women insight.
 The Grecian ladies counted their ages from their marriage, not from their birth.

Men make laws, women make manners.

God created the coquette as soon as he had made the fool.

A woman who writes commits two sins. She increases the number of books, and decreases the number of women.

There is, in the heart of woman, such a deep well of love that no age can freeze it.

They say women and music should never be dated.

Women are the priestesses of predestination.

Women, like roses, should wear only their own colors and emit no borrowed perfumes.

Wiles and deceit are female qualities.

The sweetest thing in life is the unclouded welcome of a wife.

The best of women are hypocrites.

A beautiful home is not simply one that consists of a handsome house with nice surroundings and attractive furnishings. The home is something more than the material outfit; it is the love, order, grace and symmetry of the domestic life. It costs much to erect a becoming house, but even more to build the soul structure that is to occupy it.

Claims White Flour Is Best.

It has required much argument during the past ten or fifteen years to convince people that they should eat the coarse flours. The health food faddists have persuaded many of us that we could not be healthy and brainy without discarding fine white flour and living on graham, whole wheat or gluten flour. And now, just as we have learned the lesson, one of the United States Government scientists, Professor Snyder, of the Minnesota Experiment Station, proves conclusively that the coarse flour theory is all wrong and that the finest patent flour is best for human food. His deductions are based upon an exhaustive series of experiments, which he has been conducting for several years.

Chemical analysis of the various flours proves that graham flour contains the highest and white flour the lowest amount of total protein. But despite this fact the human body derives more nourishment from the fine patent flour; that is, the proportion of digestible protein and available energy of the white flour exceeds that of the coarser grades, because the digestive juices can act upon it more freely and there is less waste in eating it.

In addition to exact chemical analyses, verified most carefully, practical tests have been made by feeding bread to men engaged in active work, and the results of these tests corroborate in a remarkable way the analyses, artificial digestion experiments, etc. The superiority of the patent flour has been fully proved at every step of the investigations.

The Drug Market.

There are no changes of importance.
 Opium—Is very firm and there is a slight advance.

Morphine—Is unchanged.

Quinine—Is steady at unchanged price.

Alcohol and Spirits—Are all very firm, on account of continued high price for corn.

Linseed Oil—Has advanced, on account of high price for flaxseed.

Wild Cherry Bark—Is very scarce and has advanced.

For a Special Occasion.

"You know what admirable table wine my venerable father-in-law-to-be sets out."

"Yes. It's fierce."

"Well it was his birthday last Sunday, and I took around a bottle of the best claret I could buy and told Lucy to put it at his elbow. And what do you suppose the old fellow said?"

"Give it up."

"He said he guessed he'd save it until they had company to dinner."

SEE OUR WALL PAPERS

before you buy. We show the best patterns that the fifteen leading factories make. Our showing is not equaled. Prices lower than ever. A card will bring salesman or samples.

HFYSTEK & CANFIELD CO.
 Grand Rapids, Mich.
 The Michigan Wall Paper Jobbers.

Valentines for 1902

Complete new line now ready. The Best assortment we have ever shown. Wait for Traveler or send for Catalogue.

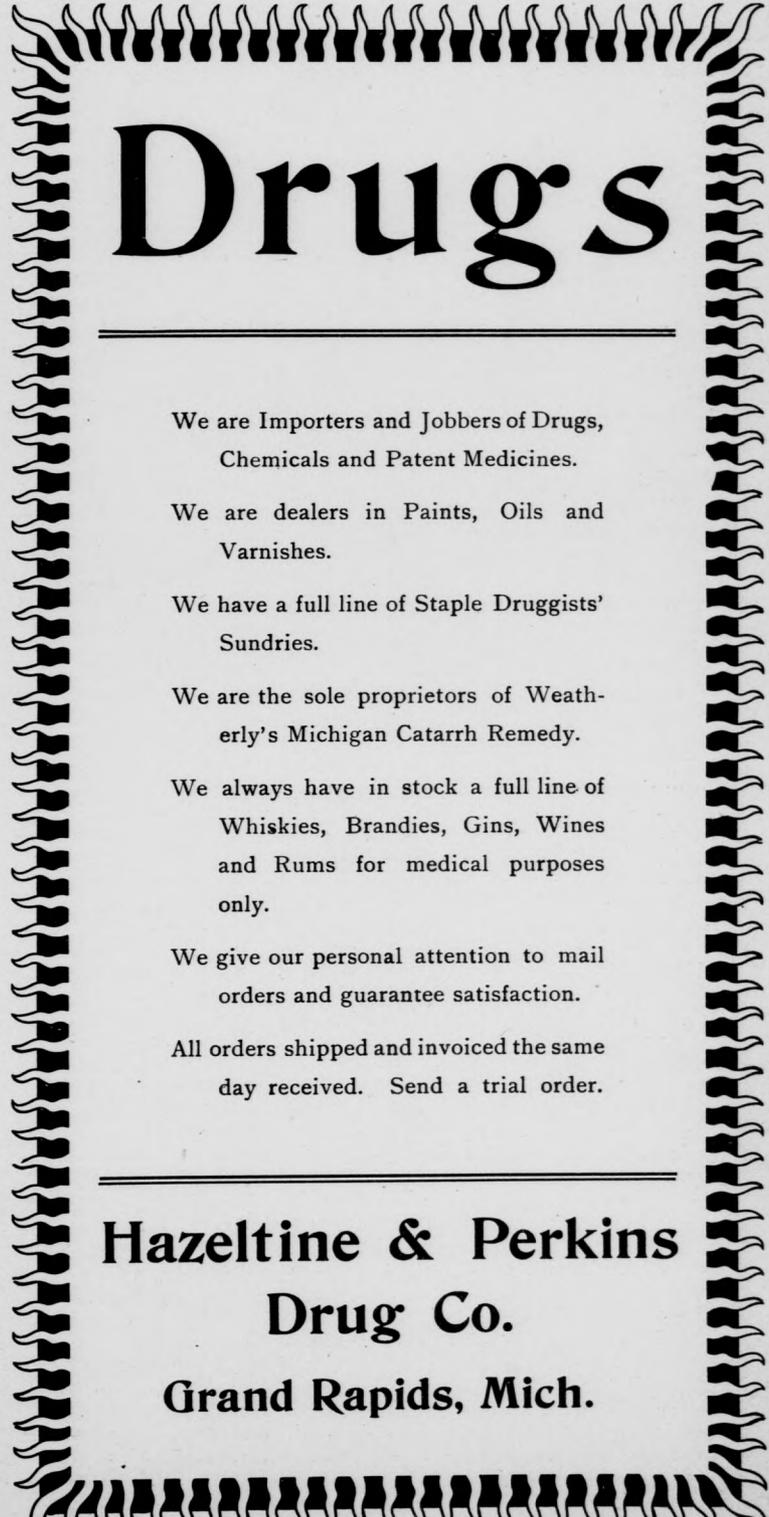
FRED BRUNDAGE, Muskegon, Mich.
 Wholesale Drugs and Stationery

WHOLESALE DRUG PRICE CURRENT

Advanced—Linseed Oil, Opium.
Declined—

Acidum	Conium Mac.	50¢ 60	Scilla Co.	@ 50
Aectium	Copaiba	1 15¢ 1 25	Tolutan	@ 50
Benzolium, German.	Cubeba	1 30¢ 1 35	Prunus virg.	@ 50
Boric	Execchthos	1 00¢ 1 10	Tinctures	
Carbolium	Erigeron	1 00¢ 1 10	Aconitum Napellis R	60
Citricum	Gaultheria	2 00¢ 2 10	Aconitum Napellis F	50
Hydrochlor.	Geranium, ounce	@ 75	Aloes	60
Nitrosum	Gossippi, Sem. gal.	50¢ 60	Aloes and Myrrh	60
Oxalium	Heleoma	1 60¢ 1 75	Arnica	60
Phosphorium, dil.	Junipers	1 50¢ 2 00	Assafetida	50
Sallylicum	Lavendula	90¢ 2 00	Atrope Belladonna.	50
Sulphuricum	Limonis	1 15¢ 1 25	Aurant Cortex.	50
Tannicum	Mentha Piper	2 10¢ 2 20	Benzoin	50
Tartaricum	Mentha Verid.	1 50¢ 1 60	Benzoin Co.	50
	Morrhua, gal.	1 10¢ 1 20	Barosma.	50
	Myrcia	4 00¢ 4 50	Cantharides	50
Ammonia	Olive	75¢ 3 00	Capsicum	50
Aqua, 16 deg.	Pis Liquida	10¢ 12	Cardamon	75
Aqua, 20 deg.	Pis Liquida, gal.	@ 35	Cardamon Co.	75
Carbonas	Ricina	1 00¢ 1 06	Castor	1 00
Chloridium	Rosmarini	@ 1 00	Catechu	50
	Rosa, ounce	6 00¢ 6 50	Cinchona	45
	Succini	40¢ 45	Cinchona Co.	60
Aniline	Sabina	90¢ 1 00	Columba	50
Black	Santal	2 75¢ 7 00	Cubeba	50
Brown	Sassafras	55¢ 60	Cassia Acutifol.	50
Red	Sinapis, ess., ounce	@ 65	Cassia Acutifol Co.	50
Yellow	Tigil	1 50¢ 1 60	Digitalis	50
	Thyme	40¢ 50	Ergot	50
	Thyme, opt.	@ 1 60	Ferri Chloridium	35
	Theobromas	15¢ 20	Gentian	50
			Gentian Co.	60
Baccae			Gulaca	50
Cubeba, po. 25			Gulaca ammon.	60
Juniperus			Hyocyanus	50
Xanthoxylum			Iodine	75
			Iodine, colorless	75
			Kino	50
			Lobelia	50
			Myrrh	50
			Nux Vomica	50
			Opil.	75
			Opil, comphorated.	1 50
			Opil, deodorized.	50
			Quassia	50
			Rhatany	50
			Rhel	50
			Sanguinaria	50
			Serpentaria	50
			Stromonilum	60
			Tolutan	60
			Valerian	50
			Veratrum Veride.	50
			Zingiber	20
Balsamum				
Copaiba				
Peru				
Terrabin, Canada				
Tolutan				
Cortex				
Ables, Canadian				
Cassia				
Cinchona Flava				
Cinchona atropurp.				
Myrica Cerifera, po.				
Prunus Virgini.				
Quillala, gr'd				
Sassafras, po. 20				
Ulmus, po. 15, gr'd				
Extractum				
Glycyrrhiza Glabra				
Glycyrrhiza, po.				
Hematox, 15 lb. box				
Hematox, 1s.				
Hematox, 1/4s.				
Hematox, 1/8s.				
Hematox, 1/16s.				
Ferru				
Carbonate Precip.				
Citrate and Quinla				
Citrate Soluble				
Ferrocyanidum Sol.				
Solut. Chloride				
Sulphate, com'l.				
Sulphate, com'l, by				
bbl, per cwt.				
Sulphate, pure				
Flora				
Arnica				
Anthemis				
Matricaria				
Folia				
Barosma				
Cassia Acutifol, Tin-				
nevelly				
Cassia, Acutifol, Alx.				
Salvia officinalis, 1/4s				
and 1/8s				
Uva Ursi				
Gummi				
Acacia, 1st picked				
Acacia, 2d picked				
Acacia, 3d picked				
Acacia, sifted sorts.				
Acacia, po.				
Aloe, Barb. po. 15				
Aloe, Cape, po. 15				
Aloe, Socotri. po. 40				
Ammoniac				
Assafetida				
Benzoinum				
Catechu, 1s.				
Catechu, 1/4s.				
Catechu, 1/8s.				
Camporae				
Euphorbium, po. 35				
Galbanum				
Gamboge				
Gualacum, po. 25				
Kino				
Mastic				
Myrrh				
Opil, po. 4.50@4.70				
Shellac				
Shellac, bleached				
Tragacanth				
Herba				
Absinthium, oz. pkg				
Eupatorium, oz. pkg				
Lobelia, oz. pkg				
Majorum, oz. pkg				
Mentha Pip. oz. pkg				
Mentha Vir. oz. pkg				
Rue, oz. pkg				
Tanacetum V oz. pkg				
Thymus, V. oz. pkg				
Magnesia				
Calcined, Pat.				
Carbonate, Pat.				
Carbonate, K. & M.				
Carbonate, Jennings				
Oleum				
Absinthium				
Amygdala, Dule				
Amygdala, Amara				
Anisi				
Aurant Cortex				
Bergamli				
Cajiputi				
Caryophylli				
Cedar				
Chenopadi				
Cinnamonil				
Citronella				

Menthol	@ 5 50	Selditz Mixture	20¢ 22	Linseed, pure raw	19 62
Morphia, S. F. & W.	2 25¢ 2 50	Sinapis	@ 18	Linseed, boiled	60 63
Morphia, S. N. Y. Q.	2 15¢ 2 40	Sinapis, opt.	@ 30	Neatsfoot, winter str	43 70
Moschus Canton	2 15¢ 2 40	Snuff, Maccaboy, De	@ 41	Spirits Turpentine	43 48
Myristica, No. 1	65¢ 80	Yoes	@ 41		
Nux Vomica, po. 15	@ 10	Soda, Boras	9¢ 11	Paints BBL. LB.	
Os Septa	35¢ 37	Soda, Boras, po.	9¢ 11	Red Venetian	1 1/2 2 08
Pepsin Saac. H. & P.	@ 1 00	Soda et Potass Tart.	23¢ 25	Ochre, yellow Mars	1 1/2 2 04
D Co	@ 1 00	Soda, Carb.	1 1/4¢ 2	Ochre, yellow Ber.	1 1/2 2 03
Picis Liq. N.N. 1/4 gal.	@ 2 00	Soda, Bi-Carb.	3¢ 5	Putty, commercial	2 1/4 2 1/2 23
Picis Liq., quarts	@ 2 00	Soda, Ash	3 1/4¢ 4	Putty, strictly pure	2 1/4 2 1/2 23
Pil Hydrarg.	@ 85	Soda, Sulphas	@ 2	Vermillion, Prime	
Piper Nigra, po. 22	@ 18	Spts. Cologne	@ 2 60	American	13¢ 15
Piper Alba, po. 35	@ 30	Spts. Ether Co.	50¢ 55	Vermillion, English	70¢ 75
Plix Burgun	@ 7	Spts. Myrcia Dom.	@ 2 00	Green, Paris	14¢ 18
Plumbi Acet.	10¢ 12	Spts. Vini Rect. bbl.	@ 2	Green, Peninsular	13¢ 16
Pulvis Ipecac et Opil	1 30¢ 1 50	Spts. Vini Rect. 1/2 bbl	@ 2	Lead, red	5 @ 6 1/4
Pyrethrum, boxes H.	@ 75	Spts. Vini Rect. 10gal	@ 2	Lead, white	6 @ 6 1/4
& P. D. Co., doz.	@ 75	Strychnia, Crystal	80¢ 1 05	Whiting, white Span	@ 95
Pyrethrum, pv.	25¢ 30	Sulphur, Subl.	2 1/4¢ 4	Whiting, glders	@ 90
Quassia	80¢ 10	Sulphur, Roll	2 1/4¢ 3 1/4	White, Paris, Amer.	@ 1 25
Quinia, S. F. & W.	25¢ 30	Tamarindi	80¢ 10	Whiting, Paris, Eng.	@ 1 25
Quinia, S. German	25¢ 30	Terebenth Venice	28¢ 30	cliff	@ 1 40
Quinia, N. Y.	25¢ 30	Theobroma	60¢ 65	Universal Prepared	1 10¢ 1 20
Rubia Tincturum	12¢ 14	Vanilla	9 00¢ 16 00		
Saccharum Lactis pv	20¢ 22	Zinc Sulph	7¢ 8	Varnishes	
Salacin	4 50¢ 4 75			No. 1 Turp Coach	1 10¢ 1 20
Sanguis Draconis	40¢ 50			Extra Turp	1 60¢ 1 70
Sapo, W	12¢ 14			Coach Body	2 75¢ 3 00
Sapo M	10¢ 12			No. 1 Turp Furn	1 00¢ 1 10
Sapo G	@ 15			Extra Turp Damar	1 55¢ 1 60
				Jap. Dryer, No. 1 Turp	70¢ 75



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 Druggists'
Sundries.

We are the sole proprietors of Weath-
erly's Michigan Catarrh Remedy.

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

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

Hazeltine & Perkins

Drug Co.

Grand Rapids, Mich.

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 Compound Lard Sugar Syrup Muzzy Starch Halibut

DECLINED Citron Jelly Bloaters Poppy Seed

Index to Markets By Columns

Table listing various goods and their prices, organized by columns A through V. Includes items like Baking Powder, Candles, Dried Fruits, etc.

MICA AXLE GREASE advertisement with image of a can and text: 'MICA AXLE GREASE STANDARD OIL CO. AXLE GR. STANDARD OIL'.

BAKING POWDER advertisement with text: 'Mica, tin boxes. 75 9 00 Paragon. 55 6 00'.

JAXON advertisement with text: 'JAXON Queen Flake 3 oz., 6 doz. case. 2 70'.

ROYAL advertisement with image of a can and text: 'ROYAL 10c size. 90'.

BLUING advertisement with text: 'Arctic, 4 oz. ovals, per gross 4 00'.

JENNINGS' CONDENSED PEARL advertisement with image of a can and text: 'JENNINGS' CONDENSED PEARL BLUING'.

BROOMS advertisement with text: 'No. 1 Carpet. 2 65'.

BRUSHES advertisement with text: 'Milwaukee Dustless Fiber. 1 00@3 00'.

SHOE advertisement with text: 'No. 8. 1 00'.

STOVE advertisement with text: 'No. 3. 75'.

Table 1: AXLE GREASE, CANDLES, CANNED GOODS. Lists items like Aurora, Castor Oil, Electric Light, etc.

Table 2: BAKING POWDER, EGGS, QUEEN FLAKE. Lists items like 1/2 lb. cans, 4 doz. case, etc.

Table 3: ROYAL, MUSTARD, CORN. Lists items like 10c size, 1/2 lb. cans, etc.

Table 4: BATH BRICK, BLUING. Lists items like American, English, Arctic, etc.

Table 5: BROOMS, BRUSHES. Lists items like No. 1 Carpet, Milwaukee Dustless, etc.

Table 6: SHOE, STOVE. Lists items like No. 8, No. 7, No. 4, etc.

Table 7: Miscellaneous items. Lists items like Standard, Fancy, etc.

Table 8: Miscellaneous items. Lists items like Standard, Fancy, etc.

Table 9: Miscellaneous items. Lists items like Standard, Fancy, etc.

Table 10: Miscellaneous items. Lists items like Standard, Fancy, etc.

Table 11: Miscellaneous items. Lists items like Standard, Fancy, etc.

Table 12: Miscellaneous items. Lists items like Standard, Fancy, etc.

Table 13: CATSUP. Lists items like Columbia, 1/2 pints, etc.

Table 14: CARBON OILS. Lists items like Eocene, Perfection, etc.

Table 15: CHEESE. Lists items like Acme, Amboy, Elsie, etc.

Table 16: CHEWING GUM. Lists items like American Flag Spruce, Beeman's Peppermint, etc.

Table 17: CHICORY. Lists items like Bulk, Red, Eagle, etc.

Table 18: CHOCOLATE. Lists items like German Sweet, Premium, etc.

Table 19: CLOTHES LINES. Lists items like Cotton, 40 ft. per doz., etc.

Table 20: COCOA. Lists items like Cleaveland, Colonial, etc.

Table 21: COCOANUT. Lists items like Dunham's 1/2s, 2/3s, etc.

Table 22: COCOA SHELLS. Lists items like 20 lb. bags, Less quantity, etc.

AIC HIGH GRADE COFFEES advertisement with logo and text: 'Special Combination. 15'.

Table 23: Miscellaneous items. Lists items like French Breakfast, Lenox, etc.

Table 24: Miscellaneous items. Lists items like Dwinell-Wright Co.'s Brands, etc.

Table 25: Miscellaneous items. Lists items like Common, Choice, etc.

Table 26: Miscellaneous items. Lists items like Fair, Choice, etc.

Table 27: Mocha. Lists items like Arabian, Package, etc.

Table 28: New York Basils. Lists items like Arbuckle, Dilworth, etc.

Table 29: Extract. Lists items like Valley City 1/2 gross, etc.

Table 30: CONDENSED MILK. Lists items like Gall Borden Eagle, etc.

Table 31: CRACKERS. Lists items like National Biscuit Co.'s brands, etc.

Table 32: Oyster. Lists items like Faust, Farina, etc.

Table 33: Sweet Goods-Boxes. Lists items like Animals, Assorted Cake, etc.

Table 34: Miscellaneous items. Lists items like Belle Rose, Bent's Water, etc.

Table 35: Miscellaneous items. Lists items like Cream Crisp, Cubans, etc.

Table 36: Miscellaneous items. Lists items like Ginger Gems, etc.

Table 37: Miscellaneous items. Lists items like Graduator, Grandma Cakes, etc.

Table 38: Miscellaneous items. Lists items like Honey Fingers, Jumbles, etc.

Table 39: Miscellaneous items. Lists items like Lemon Snaps, Lemon Wafers, etc.

Table 40: Miscellaneous items. Lists items like Marshmallow, etc.

Table 41: Miscellaneous items. Lists items like Mixed Picnic, etc.

Table 42: Citron. Lists items like Leghorn, Corsican, etc.

Table 43: Currants. Lists items like California, Imported, etc.

Table 44: Raisins. Lists items like London Layers 2 Crown, etc.

Table 45: FARINACEOUS GOODS. Lists items like Beans, Dried Lima, etc.

Table 46: Cereals. Lists items like Cream of Cereal, Grain-O, etc.

Table 47: Farina. Lists items like 24 1 lb. packages, Bulk, etc.

Table 48: Hominy. Lists items like Flake, 50 lb. sack, etc.

Table 49: Pearl Barley. Lists items like Common, Chester, etc.

Table 50: Grits. Lists items like Walsh-DeRoo Co.'s Brand, etc.

Table 51: Miscellaneous items. Lists items like Cases, 24 2 lb. packages, etc.

Table 52: Miscellaneous items. Lists items like Green, Wisconsin, bu., etc.

Table 53: Miscellaneous items. Lists items like Rolled Oats, Steel Cut, etc.

Table 54: Miscellaneous items. Lists items like Monarch, 1/2 bbl., etc.

Table 55: Miscellaneous items. Lists items like Quaker, cases, etc.

Table 56: Miscellaneous items. Lists items like East India, German, etc.

JAXON advertisement with logo and text: 'FOOTE & JENKS' HIGHEST GRADE EXTRACTS'.

6		7		8		9		10		11	
FRESH MEATS		OLIVES		RICE		Herring		SNUFF		No. 10.	
Beef		Bulk, 1 gal. kegs. 1 25		Domestic		Holland white hoops, bbl. 10 50		Scotch, in bladders. 37		No. 11. 3 95	
Forequarters 6 @ 8 1/2		Bulk, 3 gal. kegs. 1 10		Carolina head 6 1/2		Holland white hoops, 1/2 bbl. 5 50		Maccaboy, in jars 35		No. 12. 3 95	
Hindquarters 6 1/2 @ 8 1/2		Manzanilla, 7 oz. 80		Carolina No. 1 6		Holland white hoop, keg. 75		French Rappee, in jars 43		No. 13. 3 90	
Loin 9 @ 12		Queen, 19 oz. 2 35		Carolina No. 2 6 1/2		Norwegian 85		SYRUPS		No. 14. 3 90	
Ribs 8 @ 10		Queen, 28 oz. 7 00		Broken 5 1/2		Round 100 lbs. 3 35		Corn		No. 15. 3 90	
Rounds 6 1/2 @ 7 1/2		Stuffed, 5 oz. 90		Sutton's Table Rice		Round 40 lbs. 1 65		Barrels 23		No. 16. 3 85	
Chucks 5 1/2 @ 6		Stuffed, 8 oz. 1 45		Sutton's Table Rice		Sealed 14		Half bbls 25		TEA	
Plates 3 @ 4		Stuffed, 10 oz. 2 30		Sutton's Table Rice		Bloaters 1 50		10 lb. cans, 1/2 doz. in case. 1 70		Japan	
Pork		PAPER BAGS		Sutton's Table Rice		Whitefish		5 lb. cans, 1 doz. in case. 1 90		Sundried, medium 28	
Dressed @ 7		Glory Mayflower		Sutton's Table Rice		No. 1 No. 2 Fam		2 1/2 lb. cans, 2 doz. in case. 1 90		Sundried, choice 35	
Loin @ 9 1/2		Satchel & Pacific		Sutton's Table Rice		100 lbs. 8 00		Pure Cane		Sundried, fancy 40	
Boston Butts 8 1/2 @ 8 1/2		Bottom Square		Sutton's Table Rice		40 lbs. 3 50		Fair 16		Regular, medium 28	
Shoulders @ 8		1 28		Sutton's Table Rice		10 lbs. 95		Good 20		Regular, choice 30	
Leaf Lard @ 10		3/4 50		Sutton's Table Rice		8 lbs. 79		Choice 25		Regular, fancy 40	
Mutton		2 60		Sutton's Table Rice		SEEDS		STARCH		Basket-fired, medium 28	
Carcass 5 1/2 @ 7		4 80		Sutton's Table Rice		Anise 9		Kingsford's Corn		Basket-fired, fancy 40	
Lamb 7 @ 8		5 1 00		Sutton's Table Rice		Canary, Smyrna 3 1/2		40 1-lb. packages 6 1/2		Nibs 27	
Veal		6 1 25		Sutton's Table Rice		Caraway 7 1/2		20 1-lb. packages 7		Siftings 19 @ 21	
Carcass 6 @ 7		7 1 45		Sutton's Table Rice		Cardamon, Malabar 1 00		6 lb. packages 7 1/2		Fannings 20 @ 22	
GRAINS AND FLOUR		8 1 70		Sutton's Table Rice		Celery, Russian 10				Moyune, medium 26	
Wheat		9 2 00		Sutton's Table Rice		Hemp, Russian 4				Moyune, fancy 35	
Winter Wheat Flour		10 2 20		Sutton's Table Rice		Mixed Bird 4				Pingsuey, medium 25	
Local Brands		11 2 40		Sutton's Table Rice		Mustard, white 7				Pingsuey, choice 30	
Patents 4 85		12 2 60		Sutton's Table Rice		Poppy 6				Pingsuey, fancy 40	
Second Patent 4 35		13 3 15		Sutton's Table Rice		Rape 4				Young Hyson	
Straight 4 15		14 4 15		Sutton's Table Rice		Cattle Bone 14				Choice 30	
Second Straight 3 85		15 4 50		Sutton's Table Rice		SHOE BLACKING				Fancy 36	
Clear 3 65		16 5 00		Sutton's Table Rice		Handy Box, large 2 50					
Graham 3 30		17 5 50		Sutton's Table Rice		Handy Box, small 1 25					
Buckwheat 4 50		Sugar		Sutton's Table Rice		Bixby's Royal Polish 85					
Rye 3 30		Red 4 1/2		Sutton's Table Rice		Miller's Crown Polish 85					
Subject to usual cash discount.		Gray 4 1/2		Sutton's Table Rice		SOAP					
Flour in bbls., 25c per bbl. additional.		PICKLES		Sutton's Table Rice		B. T. Rabbit brand					
Ball-Barnhart-Putman's Brand		Medium		Sutton's Table Rice		Babbit's Best 4 00					
Diamond 1/2s 4 00		Barrels, 1,200 count 7 75		Sutton's Table Rice		Beaver Soap Co. brands					
Diamond 1/4s 4 00		Half bbls, 600 count 4 38		Sutton's Table Rice							
Diamond 1/8s 4 00		Small		Sutton's Table Rice							
Warden Grocer Co.'s Brand		Barrels, 2,400 count 8 75		Sutton's Table Rice							
Quaker 1/2s 4 20		Half bbls, 1,200 count 5 00		Sutton's Table Rice							
Quaker 1/4s 4 20		PIPES		Sutton's Table Rice							
Quaker 1/8s 4 20		Clay, No. 216 1 70		Sutton's Table Rice							
Spring Wheat Flour		Clay, T. D., full count 65		Sutton's Table Rice							
Clark-Jewell-Wells Co.'s Brand		Cob, No. 3 85		Sutton's Table Rice							
Pillsbury's Best 1/2s 4 75		POTASH		Sutton's Table Rice							
Pillsbury's Best 1/4s 4 65		Babbitt's 4 00		Sutton's Table Rice							
Pillsbury's Best 1/8s 4 5		Penna Salt Co.'s 3 00		Sutton's Table Rice							
Pillsbury's Best 1/2s paper 4 65		PROVISIONS		Sutton's Table Rice							
Pillsbury's Best 1/4s paper 4 65		Barreled Pork		Sutton's Table Rice							
Pillsbury's Best 1/8s paper 4 65		Mess @ 16 75		Sutton's Table Rice							
Ball-Barnhart-Putman's Brand		back @ 18 25		Sutton's Table Rice							
Duluth Imperial 1/2s 4 60		Clear back @ 18 50		Sutton's Table Rice							
Duluth Imperial 1/4s 4 40		Short out @ 17 75		Sutton's Table Rice							
Duluth Imperial 1/8s 4 30		Fig @ 20 80		Sutton's Table Rice							
Lemon & Wheeler Co.'s Brand		Beans @ 16 25		Sutton's Table Rice							
Wingold 1/2s 4 50		Family Mess @ 18 50		Sutton's Table Rice							
Wingold 1/4s 4 40		Wallace Clear @ 19 50		Sutton's Table Rice							
Wingold 1/8s 4 30		Dry Salt Meats		Sutton's Table Rice							
Olney & Judson's Brand		Bellies 9 1/2		Sutton's Table Rice							
Ceresota 1/2s 4 75		Briskets 9 1/2		Sutton's Table Rice							
Ceresota 1/4s 4 65		Extra shorts 9 1/2		Sutton's Table Rice							
Ceresota 1/8s 4 55		Smoked Meats		Sutton's Table Rice							
Warden Grocer Co.'s Brand		Hams, 12 lb. average @ 11 1/2		Sutton's Table Rice							
Laurel 1/2s 4 60		Hams, 14 lb. average @ 11 1/2		Sutton's Table Rice							
Laurel 1/4s 4 50		Hams, 16 lb. average @ 11 1/2		Sutton's Table Rice							
Laurel 1/8s 4 40		Hams, 20 lb. average @ 11 1/2		Sutton's Table Rice							
Laurel 1/2s and 1/4s paper 4 40		Ham dried beef @ 12		Sutton's Table Rice							
Meal		Shoulders (N. Y. cut) @ 8 1/2		Sutton's Table Rice							
Boiled 2 75		Bacon, clear 10 1/2 @ 11 1/2		Sutton's Table Rice							
Granulated 2 95		California hams 7 1/2 @ 8		Sutton's Table Rice							
Feed and Millstuffs		Boiled Hams @ 16 1/2		Sutton's Table Rice							
St. Car Feed, screened 26 50		Picnic Boiled Hams @ 12		Sutton's Table Rice							
No. 1 Corn and Oats 26 00		Berlin Ham pr's'd @ 9 1/2		Sutton's Table Rice							
Unbolted Corn Meal 25 00		Mince Hams @ 9 1/2		Sutton's Table Rice							
Winter Wheat Bran 22 00		Lards-In Tierces		Sutton's Table Rice							
Winter Wheat Middlings 23 60		Compound 8 1/2		Sutton's Table Rice							
Screenings 20 00		Pure 8 1/2		Sutton's Table Rice							
Oats		Vegetable 8 1/2		Sutton's Table Rice							
Car lots 49 1/2		60 lb. Tubs, advance 8 1/2		Sutton's Table Rice							
Car lots, clipped 52		80 lb. Tubs, advance 7 1/2		Sutton's Table Rice							
Less than car lots 50		50 lb. Tins, advance 7 1/2		Sutton's Table Rice							
Corn		20 lb. Palls, advance 7 1/2		Sutton's Table Rice							
Corn, car lots 65		10 lb. Palls, advance 7 1/2		Sutton's Table Rice							
Hay		5 lb. Palls, advance 7 1/2		Sutton's Table Rice							
No. 1 Timothy car lots 10 50		8 lb. Palls, advance 7 1/2		Sutton's Table Rice							
No. 1 Timothy ton lots 12 50		Beef		Sutton's Table Rice							
HERBS		Bologna 6		Sutton's Table Rice							
Sage 15		Liver 6		Sutton's Table Rice							
Hops 15		Frankfort 7 1/2 @ 8		Sutton's Table Rice							
Laurel Leaves 15		Blood 6		Sutton's Table Rice							
Senna Leaves 25		Tongue 6		Sutton's Table Rice							
INDIGO		Headcheese 6		Sutton's Table Rice							
Madras, 5 lb. boxes 65		Beef		Sutton's Table Rice							
S. F., 2, 3 and 5 lb. boxes 60		Extra Mess 10 75		Sutton's Table Rice							
JELLY		Boneless 11 00		Sutton's Table Rice							
5 lb. palls, per doz. 1 75		Rump 11 00		Sutton's Table Rice							
15 lb. palls 38		Pigs' Feet		Sutton's Table Rice							
30 lb. palls 67		1/2 bbls., 40 lbs. 1 80		Sutton's Table Rice							
KRAUT		1/2 bbls., 80 lbs. 3 20		Sutton's Table Rice							
Barrel 4 75		Tripe		Sutton's Table Rice							
1/2 Barrel 3 25		Kits, 15 lbs. 70		Sutton's Table Rice							
LICORICE		1/2 bbls., 40 lbs. 1 25		Sutton's Table Rice							
Pure 30		1/2 bbls., 80 lbs. 2 40		Sutton's Table Rice							
Calabria 23		Casings		Sutton's Table Rice							
Sicily 14		Pork 21		Sutton's Table Rice							
Root 10		Beef rounds 5		Sutton's Table Rice							
LYE		Beef middles 12		Sutton's Table Rice							
Condensed, 2 doz. 1 20		Sheep 65		Sutton's Table Rice							
Condensed, 4 doz. 2 25		Butterline		Sutton's Table Rice							
MATCHES		Solid, dairy @ 13		Sutton's Table Rice							
Diamond Match Co.'s brands.		Rolls, dairy @ 14		Sutton's Table Rice							
No. 9 sulphur 1 65		Rolls, creamery 17		Sutton's Table Rice							
Anchor Parlor 1 50		Solid, creamery 16 1/2		Sutton's Table Rice							
No. 2 Home 1 30		Canned Meats		Sutton's Table Rice							
Export Parlor 4 00		Corned beef, 2 lb. 2 50		Sutton's Table Rice							
Wolverine 1 50		Corned beef, 14 lb. 17 50		Sutton's Table Rice							
MEAT EXTRACTS		Roast beef, 2 lb. 2 80		Sutton's Table Rice							
Armour & Co.'s, 2 oz. 4 45		Potted ham, 1/2 50		Sutton's Table Rice							
Liebig's, 2 oz. 2 75		Potted ham, 1/4 50		Sutton's Table Rice							
MOLASSES		Deviled ham, 1/2 50		Sutton's Table Rice							
New Orleans		Deviled ham, 1/4 50		Sutton's Table Rice							
Fancy Open Kettle 40		Potted tongue, 1/2 50		Sutton's Table Rice							
Choice 35		Potted tongue, 1/4 50		Sutton's Table Rice							
Fair 26		SALERATUS		Sutton's Table Rice							
Good 22		Packed 60 lbs. in box.		Sutton's Table Rice							
Half-barrels 2c extra		Church's Arm and Hammer 3 15		Sutton's Table Rice							
MUSTARD		Deland's 3 00		Sutton's Table Rice							
Horse Radish, 1 doz. 1 75		Dwight's Cow 3 15		Sutton's Table Rice							
Horse Radish, 2 doz. 3 50		Emblem 2 10		Sutton's Table Rice							
Bayle's Celery, 1 doz. 1 75		L. P. 3 00		Sutton's Table Rice							
		Wyandotte, 100 1/2s 3 00		Sutton's Table Rice							



Sutton's Table Rice, 40 to the bale, 2 1/2 pound pockets... 7 1/2



Best grade Imported Japan, 3 pound pockets, 33 to the bale. 6 1/2



50 cakes, large size 3 25
 100 cakes, large size 6 50
 50 cakes, small size 1 95
 100 cakes, small size 3 85
 Bell & Bogart brands—
 Coal Oil Johnny 4 00
 King Cole 4 00
 Detroit Soap Co. brands—
 Queen Anne 3 50

12	
Palo.....	36
Kylo.....	36
Hlawatha.....	41
Battle Axe.....	37
American Eagle.....	34
Standard Navy.....	37
Spear Head, 16 oz.....	42
Spear Head, 8 oz.....	44
Nobby Twist.....	48
Jolly Tar.....	38
Old Homesty.....	34
Toddy.....	34
J. T.....	38
Piper Heidsick.....	63
Boot Jack.....	81
Jelly Cake.....	36
Plumb Bob.....	32
Honey Dip Twist.....	39
Smoking	
Hand Pressed.....	40
Ibox.....	28
Sweet Core.....	36
Flat Car.....	35
Great Navy.....	37
Warpath.....	27
Bamboo, 8 oz.....	29
Bamboo, 16 oz.....	27
I X L, 5 lb.....	27
I X L, 16 oz, palls.....	31
Honey Dew.....	37
Gold Block.....	37
Flagman.....	41
Chips.....	34
Klin Dried.....	22
Duke's Mixture.....	38
Duke's Cameo.....	40
Myrtle Navy.....	40
Yum Yum, 1 1/2 oz.....	40
Yum Yum, 1 lb, palls.....	38
Cream.....	37
Corn Cake, 2 1/2 oz.....	24
Corn Cake, 1 lb.....	22
Plow Boy, 1 1/2 oz.....	40
Plow Boy, 3 1/2 oz.....	39
Peerless, 3 1/2 oz.....	34
Peerless, 1 1/2 oz.....	36
Indicator, 2 1/2 oz.....	28
Indicator, 1 lb, palls.....	31
Col. Choice, 2 1/2 oz.....	21
Col. Choice, 8 oz.....	21
TABLE SAUCES	
LEA & PERRIN'S SAUCE	
The Original and Genuine Worcestershire.	
Lea & Perrin's, large.....	3 75
Lea & Perrin's, small.....	2 50
Halford, large.....	3 75
Halford, small.....	2 25
Salad Dressing, large.....	4 85
Salad Dressing, small.....	2 75
TWINE	
Cotton, 3 ply.....	16
Cotton, 4 ply.....	12
Jute, 2 ply.....	12
Hemp, 6 ply.....	12
Flax, medium.....	20
Wool, 1 lb, balls.....	7 1/2
VINEGAR	
Malt White Wine, 40 grain.....	8
Malt White Wine, 80 grain.....	11
Pure Cider, B. & B. brand.....	11
Pure Cider, Red Star.....	12
Pure Cider, Robinson.....	12
Pure Cider, Silver.....	12
WASHING POWDER	
Gold Dust, regular.....	4 50
Gold Dust, 5c.....	4 00
Rub-No-More	
Rub-No-More.....	3 50
Pearline.....	3 75
Scourine.....	3 50
WICKING	
No. 0, per gross.....	20
No. 1, per gross.....	25
No. 2, per gross.....	35
No. 3, per gross.....	55
WOODENWARE	
Baskets	
Bushels.....	85
Bushels, wide band.....	1 15
Market.....	30
Splint, large.....	6 00
Splint, medium.....	5 00
Splint, small.....	4 00
Willow Clothes, large.....	5 50
Willow Clothes, medium.....	5 00
Willow Clothes, small.....	4 75
Butter Plates	
No. 1 Oval, 250 in crate.....	45
No. 2 Oval, 250 in crate.....	50
No. 3 Oval, 250 in crate.....	55
No. 5 Oval, 250 in crate.....	65
Egg Crates	
Humpy Dumpty.....	2 25
No. 1, complete.....	30
No. 2, complete.....	25
Clothes Pins	
Round head, 5 gross box.....	45
Round head, cartons.....	62
Mop Sticks	
Trojan spring.....	90
Eclipse patent spring.....	85
No. 1 common.....	75
No. 2 patent brush holder.....	85
12 lb. cotton mop heads.....	1 25
Ideal No. 7.....	90

13	
Palls	
2-hoop Standard.....	1 40
3-hoop Standard.....	1 60
2-wire, Cable.....	1 60
3-wire, Cable.....	1 70
Cedar, all red, brass bound.....	1 25
Paper, Eureka.....	2 25
Fibre.....	2 40
Toothpicks	
Hardwood.....	2 50
Softwood.....	2 75
Banquet.....	1 80
Ideal.....	1 50
Tubs	
20-inch, Standard, No. 1.....	6 00
18-inch, Standard, No. 2.....	5 00
16-inch, Standard, No. 3.....	4 00
28-inch, Cable, No. 1.....	8 00
18-inch, Cable, No. 2.....	6 00
No. 1 Fibre.....	9 45
No. 2 Fibre.....	7 95
No. 3 Fibre.....	7 20
Wash Boards	
Bronze Globe.....	2 50
Dewey.....	1 75
Double Acme.....	2 75
Single Acme.....	2 25
Double Peerless.....	3 25
Single Peerless.....	2 60
Northern Queen.....	2 50
Double Duplex.....	2 75
Good Luck.....	2 75
Universal.....	2 25
Wood Bowls	
11 in. Butter.....	75
13 in. Butter.....	75
15 in. Butter.....	1 75
17 in. Butter.....	2 50
19 in. Butter.....	3 00
Assorted 13-15-17.....	1 75
Assorted 15-17-19.....	2 50
WRAPPING PAPER	
Common Straw.....	1 1/4
Fiber Manila, white.....	3 1/2
Fiber Manila, colored.....	4 1/2
No. 1 Manila.....	4
Cream Manila.....	3
Butcher's Manila.....	2 1/2
Wax Butter, short count.....	13
Wax Butter, full count.....	20
Wax Butter, rolls.....	15
YEAST CAKE	
Magie, 3 doz.....	1 00
Sunlight, 3 doz.....	1 00
Sunlight, 1 1/2 doz.....	50
Yeast Cream, 3 doz.....	1 00
Yeast Foam, 3 doz.....	1 00
Yeast Foam, 1 1/2 doz.....	50
FRESH FISH	
White fish.....	92 10
Trout.....	82 9
Black Bass.....	102 11
Halibut.....	10 15
Clasoes or Herring.....	2 10
Bluefish.....	2 10
Live Lobster.....	20
Botted Lobster.....	20
Cod.....	10
Haddock.....	7
No. 1 Pickerel.....	9
Pike.....	8
Perch.....	5
Smoked White.....	11
Red Snapper.....	11
Col River Salmon.....	13 14
Mackerel.....	15
Oysters	
Can Oysters.....	40
F. H. Counts.....	33
Ed. S. D. Selects.....	40
Selects.....	27
Bulk Oysters.....	1 75
Extra Selects.....	1 60
Selects.....	1 40
Standards.....	1 25
HIDES AND PELTS	
The Cappel & Berthel Leather Co., 100 Canal Street, quotes as follows:	
Hides	
Green No. 1.....	7 1/4
Green No. 2.....	6 1/4
Cured No. 1.....	8 1/4
Cured No. 2.....	7 1/4
Calfskins, green No. 1.....	9
Calfskins, green No. 2.....	7 1/4
Calfskins, cured No. 1.....	10
Calfskins, cured No. 2.....	8 1/4
Furs	
Beaver.....	1 00 @ 6 00
Wild Cat.....	10 @ 25
House Cat.....	10 @ 25
Red Fox.....	25 @ 50
Grey Fox.....	10 @ 50
Cross Fox.....	50 @ 4 00
Lynx.....	15 @ 3 00
Muskrat, fall.....	2 @ 12
Mink.....	25 @ 2 25
Raccoon.....	10 @ 8
Skunk.....	19 @ 1 5
Pelts	
Pelts, each.....	50 @ 80
Lamb.....	30 @ 65
Tallow	
No. 1.....	4 1/2
No. 2.....	3 1/2
Wool	
Washed, fine.....	2 @ 20
Washed, medium.....	2 @ 23
Unwashed, fine.....	2 @ 15
Unwashed, medium.....	2 @ 17
CANDIES	
Stick Candy	
Standard.....	7 1/4
Standard H. H.....	7 1/4
Standard Twist.....	8
Cut Leaf.....	9
Jumbo, 32 lb. cases.....	7 1/2
Extra H. H.....	10 1/2
Boston Cream.....	10
Beet Ec.....	8

14	
Mixed Candy	
Grocers.....	7 1/2
Competition.....	7
Special.....	7 1/2
Conserve.....	7 1/2
Royal.....	8 1/2
Ribbon.....	9
Broken.....	8
Cut Leaf.....	3 1/2
English Rock.....	9
Kindergarten.....	9
Bon Tom Cream.....	9
French Cream.....	10
Dandy Pan.....	10
Hand Made Cream mixed.....	14 1/2
Crystal Cream mix.....	13
Fancy-In Palls	
Champ, Crys. Gums.....	8 1/2
Pony Hearts.....	15
Fairy Cream Squares.....	12
Fudge Squares.....	12
Peanut Squares.....	9
Sugared Peanuts.....	11
Salted Peanuts.....	12
Starlight Kisses.....	10
San Blas Goodies.....	12
Lozenges, plain.....	9 1/2
Lozenges, printed.....	10
Choc. Drops.....	11 1/2
Eclipse Chocolates.....	13 1/2
Choc. Monumentals.....	14
Victoria Chocolate.....	15
Gum Drops.....	5 1/2
Moss Drops.....	9
Lemon Sours.....	9 1/2
Imperials.....	9 1/2
Ital. Cream Bonbons.....	12
20 lb. palls.....	12
Molasses Chews, 15 lb. palls.....	13
Golden Waffles.....	12
Fancy-In 5 lb. Boxes	
Lemon Sours.....	65
Peppermint Drops.....	60
Chocolate Drops.....	65
H. M. Choc. Drops.....	65
H. M. Choc. Lt. and Dk. No. 12.....	1 00
Gum Drops.....	75
Licorice Drops.....	75
Lozenges, plain.....	55
Lozenges, printed.....	60
Imperials.....	60
Molasses.....	60
Cream Bar.....	65
Molasses Bar.....	65
Hand Made Creams.....	80 90
Cream Buttons, Pep. and Wint.....	65
String Rock.....	65
Wintergreen Berries.....	65
Caramels	
Clipper, 20 lb. palls.....	9
Standard, 20 lb. palls.....	10
Perfection, 20 lb. pls.....	12 1/2
Amazon, Choc Cov'd Korker 2 for 1c pr bx.....	15
Big 3, 3 for 1c pr bx.....	55
Bulk, 2 for 1c pr bx.....	60
Favorite, 4 for 1c, bx.....	60
AA Cream Carl's 3lb.....	60
FRUITS	
Oranges	
Florida Russett.....	3 25
Florida Bright.....	3 25
Fancy Navels.....	3 00 @ 3 25
Extra Choice.....	3
Late Valencias.....	3
Seedlings.....	3
Medt. Sweets.....	3
Jamaicas.....	3
Rodals.....	3
Lemons	
Verdell, ex fcy 300.....	3 50 @ 4 00
Verdell, fcy 300.....	3 50 @ 4 00
Verdell, ex chce 300.....	3 50 @ 4 00
Verdell, fcy 300.....	3 50 @ 4 00
Madori Lemons, 300.....	3 50 @ 4 00
Messinas 300s.....	3 50 @ 4 00
Messinas 300s.....	3 50 @ 3 75
Bananas	
Medium bunches.....	1 50 @ 2 00
Large bunches.....	1 50 @ 2 00
Foreign Dried Fruits	
Figs	
California, Fancy.....	10
Cal. pkg, 10 lb. boxes.....	10
Extra Choice, Turk.....	10
10 lb. boxes.....	12
Fancy, Trkr., 12 lb. boxes.....	14
Puled, 8 lb. boxes.....	14
Naturals, in bags.....	10
Dates	
Fards in 10 lb. boxes.....	4 1/2 @ 5
Fards in 60 lb. cases.....	4 1/2 @ 5
Hallow.....	4 1/2 @ 5
lb. cases, new.....	4 1/2 @ 5
Sairs, 60 lb. cases.....	4 1/2 @ 5
NUTS	
Almonds, Tarragona.....	16
Almonds, Ivica.....	16
Almonds, California, soft shelled.....	15 @ 16
Brazil.....	13
Pilberts.....	13
Walnuts, Greenhills.....	13
Walnuts, soft shelled.....	13
California No. 1.....	13
Table Nuts, fancy.....	13 1/2
Pecans, Med.....	10
Pecans, Ex. Large.....	13
Pecans, Jumbos.....	14
Hickory Nuts per bu. Ohio, new.....	2
Cocoonuts, full sacks.....	2
Chestnuts, per bu.....	2
Peanuts.....	2
Fancy, H. P., Suns.....	5 1/2 @
Fancy, H. P., Suns.....	6 @ 6 1/2
Choice, H. P., Extras.....	6 @
Choice, H. P., Extras.....	6 @
Roasted.....	6 @
Span. Shld No. 1 n'w.....	6 @ 7

15	
STONEWARE	
Butters	
1/2 gal., per doz.....	48
1 to 6 gal., per gal.....	5 1/2
8 gal. each.....	48
10 gal. each.....	60
12 gal. each.....	72
15 gal. meat-tubs, each.....	1 12
20 gal. meat-tubs, each.....	1 50
25 gal. meat-tubs, each.....	2 12
30 gal. meat-tubs, each.....	2 55
Churns	
2 to 6 gal., per gal.....	6
Churn Dashers, per doz.....	84
Milkpans	
1/2 gal. flat or rd. bot., per doz.....	48
1 gal. flat or rd. bot., each.....	5 1/2
Fine Glazed Milkpans	
1/2 gal. flat or rd. bot., per doz.....	60
1 gal. flat or rd. bot., each.....	6
Stewpans	
1/2 gal. fireproof, ball, per doz.....	85
1 gal. fireproof, ball, per doz.....	1 10
Jugs	
1/2 gal. per doz.....	56
3/4 gal. per doz.....	42
1 to 5 gal., per gal.....	7
Sealing Wax	
5 lbs. in package, per lb.....	2
LAMP BURNERS	
No. 0 Sun.....	35
No. 1 Sun.....	36
No. 2 Sun.....	48
No. 3 Sun.....	85
Tubular.....	50
Nutmeg.....	50
LAMP CHIMNEYS—Seconds	
No. 0 Sun.....	1 38
No. 1 Sun.....	1 54
No. 2 Sun.....	2 24
Anchor Carton Chimneys	
Each chimney in corrugated carton.	
No. 0 Crimp.....	1 50
No. 1 Crimp.....	1 78
No. 2 Crimp.....	2 48
First Quality	
No. 0 Sun, crimp top, wrapped & lab.....	1 85
No. 1 Sun, crimp top, wrapped & lab.....	2 00
No. 2 Sun, crimp top, wrapped & lab.....	2 90
XXX Flint	
No. 1 Sun, crimp top, wrapped & lab.....	2 75
No. 2 Sun, crimp top, wrapped & lab.....	3 75
No. 2 Sun, hinge, wrapped & lab.....	4 00
Pearl Top	
No. 1 Sun, wrapped and labeled.....	4 00
No. 2 Sun, wrapped and labeled.....	5 00
No. 2 hinge, wrapped and labeled.....	5 10
No. 2 Sun, "Small Bulb," for Globe Lamps.....	80
La Bastie	
No. 1 Sun, plain bulb, per doz.....	1 00
No. 2 Sun, plain bulb, per doz.....	1 25
No. 1 Crimp, per doz.....	1 35
No. 2 Crimp, per doz.....	1 60
Rochester	
No. 1 Lime (85c doz).....	3 50
No. 2 Lime (70c doz).....	4 00
No. 2 Flint (80c doz).....	4 60
Electric	
No. 2 Lime (70c doz).....	4 00
No. 2 Flint (80c doz).....	4 60
OIL CANS	
1 gal. tin cans with spout, per doz.....	

Words of Wisdom From a Wise Grocer.

Give your bones a rest and let your brains work. Ever see a man get rich shoveling sand or sawing wood? Never, and you never will. Now think. Twice one is two, and forty times nothing is nothing. You can multiply nothing by a million and it's nothing still. You can start with nothing (most of us do), do business for years, grow weary, wobbly and white headed hustling and never accumulate a dollar. Ever see a squirrel running on a revolving cylin-



der? He travels miles, whirls himself dizzy and never moves an inch. That's the way some men do business and they never make a cent. Why? Simply because they don't stop and think. The squirrel is excusable because squirrels are not supposed to think, but the man can think, and must if he succeeds. Give your bones a rest and let your brains work. It is the man who thinks that "gets there." Some people, however, are in business simply as a pastime, at least results would so indicate, although the parties themselves may not know it. What some people don't know would fill a library—a good big one, too.

Heman G. Barlow.

Don't Injure the Feelings of Your Customers.

A lady entered one of the fashionable gents' furnishing stores in this city previous to Christmas to purchase a necktie for a youth of 12 or 14 years of age. She did not care for an expensive tie, but one that she could purchase for about 25 cents, which was a sufficient expenditure under the circumstances.

"I want a twenty-five-cent tie for a boy," was her request.

"We don't keep cheap things here," was the response, as the clerk turned on his heel to look after the requirements of another customer.

The manager of the store that will permit such remarks from his clerks, and that will instill such ideas into the heads of those under him will lose trade and profits by it. A tie at twenty-five cents is not a large purchase, but it is boorish to reply to a customer as this clerk did, and it sooner or later alienates the best of trade.

In another store—a department store, by the way—a lady walked up to the elevator to ascend to the upper floor. She rang the bell and a shock-headed boy stuck his head up from behind a pile of boxes and looked at her. She rang a second time, and then he shouted so that every one in the vicinity could hear him:

"Say, you can not ride on that elevator."

The lady turned her head in surprise. "And why not?" she asked.

"Because it is broke," was the reply.

Here is an instance where both merchants lost through absolute carelessness on the part of their employees. In the first instance, where the woman visited the gents' furnishing store, she declared she would never go into that place of business again. She said she was not in the habit of going into a store to be told by a six-dollar-a-week clerk that they did not keep cheap things.

In the other instance, the lady went to a store less than half a block distant, where she was treated courteously and bought goods on an upper floor aggregating something like \$20, because she felt aggrieved at the way a boy had shouted at her. In either case a little diplomacy would have relieved the situation. The six-dollar-a-week clerk would have gained a friend if he had said that they did not carry ties that would answer the description, and the other merchant would have made no enemy if he had attached a placard to the elevator stating that it was out of repair.

Human nature is the same the world over, but it is often the little things that make friends or enemies in business.—Commercial Bulletin.

Proposed Amendments to the Bankruptcy Law.

Omaha, Neb., Jan. 6.—Noting the interest the Tradesman has taken in the present bankruptcy law and its anxiety that the law be so amended as to render it more effective, I beg leave to call your attention to the recommendation recently made by the Omaha Association of Credit Men, as follows:

1. That Section 57g be clearly defined and state in unmistakable language that any and all payments made in good faith and in the ordinary course of trade shall not be considered preferences.

2. That the law be so amended as to vest in the United States courts complete, absolute, and exclusive jurisdiction in all matters pertaining to bankruptcy.

3. That a discharge be denied or revoked if the bankrupt has (1) committed an offense punishable by imprisonment as the law now provides; or (2) failed to keep or refused to furnish books of accounts, records or such other information necessary to ascertain his true financial condition; or (3) his estate shall not have paid a dividend of at least 25 per cent.; or (4) obtained property on credit upon a false statement made by him to any person for the purpose of obtaining credit or of being communicated to the trade or to the person from whom he obtained such property on credit; or (5) make a fraudulent transfer of any portion of his property to any person; or (6) been granted a discharge in bankruptcy within six years; or (7) in the course of his proceedings refused to obey any lawful order of or to answer any question approved by the court; or (8) failed to file a correct or complete schedule of his assets; or (9) failed to attend one or the first meeting of his creditors; or (10) become insolvent through gambling, dissipation or wilful neglect.

4. That the law provide for uniform exemptions.

5. That a bankrupt's wife be a competent witness and subject to examination.

6. That the bankrupt be required to attend for examination without expense to the estate at least one meeting of creditors.

7. That any person shall be required to attend as a witness before a referee regardless of the distance of his place of residence.

E. S. Rohr, Sec'y.

All men are created free and equal, but some get married.

Hardware Price Current

Ammunition		Levels	
Caps		Stanley Rule and Level Co.'s.....dis	70
G. D., full count, per m.....	40	Mattocks	
Hicks' Waterproof, per m.....	50	Adze Eye.....	\$17 00..dis 65
Musket, per m.....	75	Metals—Zinc	
Ely's Waterproof, per m.....	60	600 pound casks.....	7 1/2
Cartridges		Per pound.....	8
No. 22 short, per m.....	2 50	Miscellaneous	
No. 22 long, per m.....	3 00	Bird Cages.....	40
No. 32 short, per m.....	5 00	Pumps, Clstern.....	75 & 10
No. 32 long, per m.....	5 75	Screws, New List.....	85 & 20
Primers		Casters, Bed and Plate.....	50 & 10 & 10
No. 2 U. M. C., boxes 250, per m.....	1 20	Dampers, American.....	50
No. 2 Winchester, boxes 250, per m.....	1 20	Molasses Gates	
Gun Wads		Stebbins' Pattern.....	60 & 10
Black edge, Nos. 11 and 12 U. M. C.....	60	Enterprise, self-measuring.....	30
Black edge, Nos. 9 and 10, per m.....	70	Pans	
Black edge, No. 7, per m.....	80	Fry, Acme.....	60 & 10 & 10
Loaded Shells		Common, polished.....	70 & 5
New Rival—For Shotguns		Patent Planished Iron	
No. Drs. of Powder Shot Size Gauge Per 100		"A" Wood's patent planished, Nos. 24 to 27	10 80
120 4 1 1/2 10 10	\$2 90	"B" Wood's patent planished, Nos. 25 to 27	9 80
129 4 1 1/2 9 10	2 90	Broken packages 1/4 per pound extra.	
128 4 1 1/2 8 10	2 90	Planes	
126 4 1 1/2 6 10	2 90	Ohio Tool Co.'s, fancy.....	40
135 4 1/2 5 10	2 95	Scotia Bench.....	50
154 4 1/2 4 10	3 00	Sandusky Tool Co.'s, fancy.....	40
200 3 1 1 8 12	2 50	Bench, first quality.....	45
208 3 1 1 8 12	2 50	Nails	
236 3 1/2 1 1/2 6 12	2 55	Advance over base, on both Steel and Wire.	
265 3 1/2 1 1/2 5 12	2 70	Steel nails, base.....	2 35
264 3 1/2 1 1/2 4 12	2 70	Wire nails, base.....	2 35
Discount 40 per cent.		20 to 60 advance.....	Base
Paper Shells—Not Loaded		10 to 16 advance.....	5
No. 10, pasteboard boxes 100, per 100..	72	8 advance.....	10
No. 12, pasteboard boxes 100, per 100..	64	6 advance.....	20
Gunpowder		4 advance.....	30
Kegs, 25 lbs., per keg.....	4 00	3 advance.....	45
1/2 kegs, 12 1/2 lbs., per 1/2 keg.....	2 25	2 advance.....	50
1/4 kegs, 6 1/4 lbs., per 1/4 keg.....	1 25	Fine 3 advance.....	50
Shot		Casing 10 advance.....	15
In sacks containing 25 lbs.		Casing 8 advance.....	25
Drop, all sizes smaller than B.....	1 65	Casing 6 advance.....	35
Augurs and Bits		Finish 10 advance.....	25
Snell's.....	60	Finish 8 advance.....	35
Jennings genuine.....	25	Finish 6 advance.....	45
Jennings' imitation.....	50	Barrel 1/2 advance.....	85
Axes		Rivets	
First Quality, S. B. Bronze.....	6 00	Iron and Tinned.....	50
First Quality, D. B. Bronze.....	9 00	Copper Rivets and Burs.....	45
First Quality, S. B. S. Steel.....	6 50	Roofing Plates	
First Quality, D. B. Steel.....	10 50	14x20 IC, Charcoal, Dean.....	7 50
Barrows		14x20 IX, Charcoal, Dean.....	9 00
Railroad.....	12 00	20x28 IC, Charcoal, Dean.....	15 00
Garden.....	29 00	14x20 IC, Charcoal, Alloway Grade.....	7 50
Bolts		14x20 IX, Charcoal, Alloway Grade.....	9 00
Stove.....	70	20x28 IC, Charcoal, Alloway Grade.....	15 00
Carriage, new list.....	60	20x28 IX, Charcoal, Alloway Grade.....	18 00
Plow.....	50	Ropes	
Buckets		Sisal, 1/4 inch and larger.....	10
Well, plain.....	\$4 00	Manilla.....	14 1/2
Butts, Cast		Sand Paper	
Cast Loose Pin, figured.....	70	List acct. 19, '86.....	dis 50
Wrought Narrow.....	60	Sash Weights	
Chain		Solid Eyes, per ton.....	25 00
Com.....	1/4 in. 5-16 in. 3/4 in. 1/2 in.	Sheet Iron	
BB.....	7 c. 6 c. 5 c. 4 c.	Nos. 10 to 14.....	com. smooth. com. \$3 60
BBB.....	8 1/2 7 1/2 6 1/2 5 1/2	Nos. 15 to 17.....	3 70
Crowbars		Nos. 18 to 21.....	3 90
Cast Steel, per lb.....	6	Nos. 22 to 24.....	4 10
Chisels		Nos. 25 to 26.....	4 20
Socket Firmer.....	65	No. 27.....	4 30
Socket Framing.....	65	All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Socket Corner.....	65	Shovels and Spades	
Socket Slicks.....	65	First Grade, Doz.....	8 00
Elbows		Second Grade, Doz.....	7 50
Com. 4 piece, 6 in., per doz.....	75	Solder	
Corrugated, per doz.....	1 25	1/4 @ 1/2.....	19
Adjustable.....	40 & 10	The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Expansive Bits		Squares	
Clark's small, \$18; large, \$26.....	40	Steel and Iron.....	60-10-5
Ives' 1, \$18; 2, \$24; 3, \$30.....	25	Tin—Melyn Grade	
Files—New List		10x14 IC, Charcoal.....	\$10 50
New American.....	70 & 10	14x20 IC, Charcoal.....	10 50
Nicholson's.....	70	20x14 IX, Charcoal.....	12 00
Heller's Horse Rasps.....	70	Each additional X on this grade, \$1.25.	
Galvanized Iron		Tin—Alloway Grade	
Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16.	28 17	10x14 IC, Charcoal.....	9 00
Discount, 65.....		14x20 IC, Charcoal.....	9 00
Gauges		10x14 IX, Charcoal.....	10 50
Stanley Rule and Level Co.'s.....	60 & 10	14x20 IX, Charcoal.....	10 50
Glass		Each additional X on this grade, \$1.50	
Single Strength, by box.....	dis 85 & 20	Boiler Size Tin Plate	
Double Strength, by box.....	dis 85 & 20	14x56 IX, for No. 8 Boilers, } per pound..	13
By the Light.....	dis 85 & 20	14x56 IX, for No. 9 Boilers, }	
Hammers		Traps	
Maydole & Co.'s, new list.....	dis 33 1/2	Steel Game.....	75
Yerkes & Plumb's.....	dis 40 & 10	Oneda Community, Newhouse's.....	40 & 10
Mason's Solid Cast Steel.....	30c list 70	Oneda Community, Hawley & Norton's.....	65
Hinges		Mouse, choker per doz.....	15
Gate, Clark's 1, 2, 3.....	dis 60 & 10	Mouse, delusion, per doz.....	1 25
Hollow Ware		Wire	
Pots.....	50 & 10	Bright Market.....	60
Kettles.....	50 & 10	Annealed Market.....	60
Spiders.....	50 & 10	Coppered Market.....	50 & 10
Horse Nails		Tinned Market.....	50 & 10
Au Sable.....	dis 40 & 10	Coppered Spring Steel.....	40
House Furnishing Goods		Barbed Fence, Galvanized.....	3 25
Stamped Tinware, new list.....	70	Barbed Fence, Painted.....	2 95
Japanned Tinware.....	20 & 10	Wire Goods	
Iron		Bright.....	80
Bar Iron.....	3 25 c rates	Screw Eyes.....	80
Light Band.....	3 c rates	Hooks.....	80
Knobs—New List		Gate Hooks and Eyes.....	80
Door, mineral, jap. trimmings.....	75	Wrenches	
Door, porcelain, jap. trimmings.....	85	Baxter's Adjustable, Nickeled.....	30
Lanterns		Coe's Genuine.....	30
Regular 0 Tubular, Doz.....	5 00	Coe's Patent Agricultural, Wrought.....	70
Warren, Galvanized Fount.....	6 00		

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held Monday evening, Jan. 6, at the Board of Trade rooms, President Fuller presided. After the transaction of routine business, the President announced that four gentlemen had been asked to deliver addresses and called on D. E. Miner, attorney for the Commercial Credit Co., who gave a talk on collections. Mr. Miner stated that the collection of accounts was almost invariably a distasteful matter to grocers. They will get up in the early hours of the morning and go to market and perform the most menial duties around the store, but when it comes to presenting a statement to a customer they falter. He called attention to the carelessness of many merchants in not obtaining the initials, locations and place of employment of the persons who are extended credit and the annoyance collectors meet with in undertaking to identify the debtors. He referred to the new garnishment law as an evolution which had not "evolved" very far and, in answer to a question, stated that the cost of starting a garnishment suit in Grand Rapids is \$3.50, so that in the case of a debtor who receives \$12 a week, the creditor receives but \$2.40, in return for an investment of \$3.50. In subsequent proceedings the cost is reduced somewhat, so that the balance is on the other side.

Geo. E. Rowe described the prevailing system of granting credit in the Southern States, where the merchant arranges beforehand for a security on the crop of the farmer, taking an assignment of the crop so that its sale and the proceeds therefrom are absolutely controlled by him. He called attention to a peculiarity he noticed in a grocery store in the City of Mexico, where the merchant found it necessary to carry lines of German, French, English and American canned goods, on account of the cosmopolitan character of the people. He asked the merchant if it was absolutely necessary to have American goods for Americans, and was somewhat surprised to be told that Americans bought German goods and Germans bought American goods, which remark was greeted with laughter.

Wm. N. Rowe referred to the manner in which Southern merchants protect themselves against poor credits and stated that, as a result of such protection, it is by no means uncommon to find a town with four merchants, all of whom are rated from \$10,000 to \$50,000. He stated that it was the policy of the Valley City Milling Co. to insist on its employes paying their grocery bills, and described at some length his impressions of the Pan-American Exposition.

Frank W. Armstrong, Manager of the National Pure Food Co., Limited, called attention to the necessity of unity and harmony in the grocery business. He thought that one reason why grocery stores are so unattractive is that the merchants do not shift their stock frequently enough to give the store the appearance of having received new goods.

It was stated that arrangements had been made to leave for Kalamazoo in a special car attached to the regular 1:50 train Jan. 15, and those who preferred to do so could return to Grand Rapids on the special at the close of the entertainment.

A vote of thanks was tendered the four gentlemen who had addressed the meeting, after which an adjournment was taken until Jan. 20.

The Produce Market.

Apples—Good stock is running from \$4.50@6 per bbl. for Spys and Ralwins and \$3.75@4 for other varieties.
Bananas—Prices range from \$1.25@1.75 per bunch, according to size.
Beets—\$1.25 per bbl.
Butter—Factory creamery commands 24c for fancy, 22c for choice and 20c for storage. Dairy grades are firm and in good demand, fancy commanding 17@19c. Choice fetches 15@17c. Packing stock goes at 12@13c. Receipts are large for this season of the year, but the quality runs poor.

Cabbage—\$2 per crate of four dozen.
Carrots—\$1.25 per bbl.
Celery—18c per doz.
Cranberries—Jerseys command \$7.75@8 per bbl.; Waltons, \$3@3.25 per crate for fancy.

Dates—4½@5c per lb.
Eggs—Dealers meet with no difficulty in obtaining 17@20c for case count fresh and 19@22c for candled fresh. Receipts have dropped off considerably during the past week.

Figs—Three crown Turkey command 11c and 5 crown fetch 14c.
Game—Dealers pay 90c@\$1 for rabbits.

Grapes—\$5@5.50 per keg for Malaga.

Honey—White stock is in ample supply at 13@14c. Amber is in active demand at 12@13c, and dark is in moderate demand at 10@11c.

Lemons—Californians, \$3.25@3.50 for either size.

Lettuce—15c per lb. for bothouse.
Maple Syrup—\$1 per gal. for fancy.
Onions—The market is active and strong at \$1.10@1.25 per bu.

Oranges—California navels fetch \$3 per box.

Parsley—30c per doz.
Potatoes—Country buyers are paying 55@60c. There are a few more orders coming in at a lower range of prices. The large cities are still affected by the frozen stock which is still unloaded.

Poultry—Everything but geese is scarce and higher. Dressed hens fetch 8@9c, spring chickens command 10@10½c, turkey hens fetch 12@13c, gobblers command 10@11c, ducks fetch 10@11c and geese 8@9c. Live pigeons are in moderate demand at 50@60c and squabs at \$1.20@2.

Sweet Potatoes—Kiln dried Jerseys have advanced to \$4.50.

The Boys Behind the Counter.

Lansing—H. L. Loomis, formerly with Jewett & Knapp, of this city, and later connected with an establishment in Flint, is back in this city, and is now with the Simons Dry Goods Co.

Cassopolis—F. Poyser has taken a position with Atkinson Bros. and went to work with the beginning of the new year. His position at H. E. Moon's hardware store will be filled by Jerry Richardson, late with the Montague Hardware Co. in Niles.

Cadillac—George Webber has resigned his position with Dunham & Cassler, the undertakers and furniture dealers, and will be employed in Arthur H. Webber's drug store.

Hancock—Robert H. Halls, the popular pharmacist at the George H. Nichols drug store, has gone to Detroit on a farewell visit to his brother, Gilbert Halls, an employe of Parke, Davis & Co., who is going to California to represent the firm on the Pacific coast.

Traverse City—L. Roscoe, for several years in charge of the shoe department in the Boston Store, has resigned to accept a position in the store of Hon. A. V. Friedrich.

Hancock—It was an enthusiastic meeting the Houghton and Hancock clerks held here Monday evening for the purpose of making plans which will eventually secure the early closing of the stores in the two towns. Out of 121 members of the Association ninety-seven were present. Several new members were taken in and new applications received. It was decided that a committee be appointed in each town to call on the merchants to ascertain their opinion in regard to the early closing movement and to name the conditions of the closing. The committees were chosen and this week they will call on each merchant in Hancock and Houghton. At the next meeting, to be held Monday evening, the returns will be presented and from them the clerks will act accordingly. The majority will have the preference.

Business Wants

Advertisements will be inserted under this head for two cents a word for each insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payments.

BUSINESS CHANCES.

FOR SALE—\$3,500 TO \$4,000 STOCK OF LADIES' furnishings and crockery; best city of 7,000 in Southern Michigan; good location; business in good shape; new stock; exceptionally good opening; best of reasons for selling. If you mean business, address at once No. 208, care Michigan Tradesman. 208

FOR SALE—ONE OF THE NEWEST, NEATEST, cleanest and best arranged small general stocks in Northern Indiana. Stock and fixtures will inventory about \$2,500. Can be reduced if necessary. Business strictly cash. Will sell or rent store building with dwelling connected. Address No. 224, care Michigan Tradesman. 224

FOR SALE—DRUG STORE WITHIN 20 miles of Detroit; no cutting; cheap rent; stock invoices about \$800; good reasons for selling. Address No. 223, care Michigan Tradesman. 223

FOR SALE—\$5,000 STOCK OF GENERAL merchandise, consisting of groceries, \$2,500; dry goods, \$1,500; boots and shoes, \$1,000. Located in good Southern Michigan town of 1,500 people. Nice town; large country trade; sales last year, \$25,000; best opening in the State; owner has other interests that require attention. Full particulars on application. Address No. 222, care Michigan Tradesman. 222

FOR SALE—RARE COLLECTION OF OLD coins, including nearly 100 flying eagle pennies. Geo. Springer, Montague, Mich. 221

EXPERIENCED BOOK-KEEPER AND TELEGRAPH operator wants position. Good penmanship, age, 23; unquestionable references. Box 27, Marcellus, Mich. 219

FOR SALE—WHOLE OR PART STOCK OF dry goods, clothing, shoes, furnishing goods, in best town in State; doing \$20,000 business yearly; can be increased; no better chance. Address P. O. Box 70, Clare, Mich. 218

FOR SALE—2,000,000 FEET HARDWOOD timber, 160 acres cedar and pine. Saw and shingle mill ready for business. Cutting of 1,250,000 shingles to let on contract. J. J. Robbins, Boyne Falls, Mich. 217

GOOD COUNTRY STORE BUILDING FOR sale or rent; best of location. John W. Curtis, Whittemore, Mich. 215

WANTED—A REFRIGERATOR SUITABLE for meat market. Skarritt & Sack, Edmore, Mich. 210

FOR SALE—HARDWARE AND IMPLEMENT stock in Northern Michigan; doing a good business; stock invoices about \$2,500; can be reduced to suit purchaser; store building to rent or for sale; it will pay you to correspond. Address No. 209, care Michigan Tradesman. 209

FOR SALE—OLD-ESTABLISHED BUSINESS of general merchandise in one of the best country towns of central New York, with the very best of farming country around. Object of selling, wish to attend to my shoe manufacturing. Theo. Jorlemon, Cato, Cayuga Co., N. Y. 214

STORE TO RENT; BEST LOCATION FOR small stock in Michigan town of 4,000 inhabitants. Address No. 213, care Michigan Tradesman. 213

FOR SALE—STOCK OF DRY GOODS, Groceries, shoes and hardware. Will sell all or retain hardware. Can reduce stock. Doing cash business. Yearly sales, \$25,000. Wish to retire. Correspondence solicited. Address X. P., care Michigan Tradesman. 212

A RARE OPPORTUNITY. GROCERY AND drug stock for sale. The best business in the best city in Michigan. Stock usually carried averages \$5,000. Can reduce at once to \$3,500. Yearly business never less than \$30,000, and from that to \$40,000. Can show proof. Stock has got to be sold. Cash will buy it at a big discount. The very best location in a city of 20,000. Store enjoying best trade in city. Rent is very low. This is a chance that should not go begging. Address No. 211, care Michigan Tradesman. 211

SHOEMAKER WANTED—ONE TO BUY out shop tools. Best location and trade in the city. I will give shop room, light and heat free for two months. Tools will invoice about \$150. Reason for selling, I wish to turn my attention to the harness trade. Shoe cobbling averaged last year \$75 per month. Good bargain for sober and industrious man. J. H. Halliday, Marshall, Mich. 226

WANTED—A LOCATION FOR UP-TO-date shoe store. Would buy small stock. Address Shoes, Carrier 2, Big Rapids, Mich. 200

FOR SALE—50 BARREL ROLLER PROCESS water power mill; one of the oldest and best locations in Southwestern Michigan; everything in fine repair; doing a big business; will bear close investigation. Address B. J. Robertson, Bredsville, Mich. 199

FOR SALE—DRUG STORE, LARGE TRADE, best location, main street, owner sick; must sell. Druggist, Box 255, Madison, Ind. 197

FOR EXCHANGE—FINE FARM IN Southern Michigan, excellent buildings, for property in any live town. Would take small drug stock as part payment. Address No. 195, care Michigan Tradesman. 195

FOR SALE—DRUG STOCK, WITH OR without building, with grocery stock included. Inventories about \$2,000. A paying business. Investigate. Reasons for selling, other business elsewhere. Address No. 206, care Michigan Tradesman. 206

FOR SALE—DRUG STOCK IN ONE OF THE best towns in Lower Michigan. Reasons for selling, poor health. Address No. 207, care Michigan Tradesman. 207

SAW MILL, PORTABLE (NO ENGINE OR boiler), perfect order; latest improvements. C. Kabrich, Sturgis, Mich. 196

MAKE MONEY COLLECTING BAD DEBTS by our unflinching method. Convert your poor accounts into cash. Trial set 25 cents. Send to-day. Davis & Co., Mansfield, Ohio. 189

FOR RENT—STORE 14x80 FEET, ON MAIN business street of a thrifty Southern Michigan city; excellent location for drug or bazaar stock. Rent \$350 per year. Address No. 188, care Michigan Tradesman. 188

FOR SALE—DRUG STOCK, FIXTURES and building; only drug store in one of the best locations in Northern Michigan; doing fine business. Reason for selling, other business. For particulars address No. 187, care Michigan Tradesman. 187

FOR SALE—\$20,000 FURNITURE FACTORY, fully equipped with machinery, saw mill and roller feed mill and village lighting contract for five years, in connection with plant, will be sold or rented cheap. Present owner has no experience in manufacturing furniture. For particulars and photograph address J. R. Blackwood, South Lyon, Mich. 192

FOR SALE—DRUG STORE IN BEST TOWN in Copper country. Stock invoices about \$2,000. Address No. 183, care Michigan Tradesman. 183

FOR SALE—DRUG STOCK IN SMALL town. Has been established fifteen years. Telephone exchange pays rent of store. Will invoice about \$900 or \$1,000. Ill health necessitates sale. Address U. S. P., Michigan Tradesman. 186

STORE TO RENT—SITUATED ON MAIN street, Belding, Mich., directly opposite Hotel Belding; considered the best location in the city for a store; size, 18x80 feet, with counters, shelving, desk, elevator and good dry basement. Address W. P. Hetherington, Agent, Belding, Mich. 173

FOR SALE—GRAIN ELEVATOR; MAIN building 24x32 feet; office, 8x12 feet; engine room, brick, 22x24 feet; storage capacity, 18,000 bushels; equipped with 25 horse power engine and boiler, scales, corn sheller, etc. Business for past year shows a profit of \$2,500. Address L. E. Torrey, Agent, Grand Rapids, Mich. 161

FOR SALE—RESTAURANT AND BAKERY, cigar and confectionery stock. Soda fountain and ice cream machinery. Centrally located. Only restaurant in town. C. S. Clark, Cedar Springs, Mich. 168

FOR SALE—GRANDFATHER CLOCK; 100 years old; in fine condition. Box 309, Westerville, Ohio. 167

FOR SALE—A NEW AND THE ONLY BAZAAR stock in the city or county; population, 7,000; population of county, 23,000; the county seat; stock invoices \$2,500; sales, \$40 per day; expenses low. Address J. Clark, care Michigan Tradesman. 157

DRUG STOCK FOR SALE IN CITY OF 5,000; invoices \$1,500. Other business necessitates sale. Write at once for particulars to No. 154, care Michigan Tradesman. 154

WANTED—TO SELL STOCK AND BUILDING or stock of groceries, crockery and meats; best location in one of the most thriving cities in the Upper Peninsula; good reasons for selling; correspondence solicited. Address B. C. W., Box 423, Crystal Falls, Mich. 133

OUR SYSTEM REDUCES YOUR BOOK-keeping 85 per cent. Send for catalogue. Eureka Cash & Credit Register Co., Scranton, Pa. 95

FOR SALE—GROCERY STORE OF E. J. Herrick, 116 Monroe street, Grand Rapids. Enjoys best trade in the city. Mr. Herrick wishes to retire from business. Address L. E. Torrey, Agt., Grand Rapids. 102

FINE OPENING FOR DRY GOODS BUSINESS. Now occupied by small stock, for sale cheap. Address No. 97, care Michigan Tradesman. 97

I WILL SELL WHOLE OR ONE-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. 63, care Michigan Tradesman. 63

MISCELLANEOUS

CLERK WANTED—YOUNG MAN, SINGLE; competent to go ahead and sell dry goods and clothing; good trimmer and willing to do all kinds of work around the store; permanent position to right party. Address No. 220, care Michigan Tradesman. 220

PHARMACIST, SITUATION WANTED, drug or general store; incorporated village preferred. Address Box 52, Jones, Mich. 216

WANTED—HARNESMAKER TO TAKE charge of shop. Good wages to right man. Address quick No. 225, care Michigan Tradesman. 225

WANTED—GROCERY SALESMAN FOR the upper portion of the Lower Peninsula of Michigan, practically from Reed City up. Will give preference to experienced salesman, especially if he has an acquaintance in the territory. Address No. 204, care Michigan Tradesman. 204

BOOKKEEPER AND OFFICE MAN, OF seven years' experience, wants position with a produce and commission firm; good references. Address Bookkeeper, care Carrier 8, Grand Rapids, Mich. 205

WANTED—RELIABLE SALESMAN, Michigan or Indiana. Correspondence solicited. Enclose stamp for reply. Address Osmileure Chemical Co., Cassopolis, Mich. 194

WANTED—REGISTERED PHARMACIST references. Address X. Y., care Michigan Tradesman. 184