

MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, JANUARY 22, 1902.

Number 957

THE MERCANTILE AGENCY

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GENERAL TRADE REVIEW.

It would seem as though the fact that the general public is occupied in actual productive business to an extent to exclude speculative operations is likely to be a factor during 1902 in lessening the volume of Wall Street business. As compared with the same weeks of last year, the falling off is heavy, and there seems to be no ostensible reason except that the country is busy with something else. In the face of the most favorable conditions operators have succeeded in forcing the level of both lists downward. Reports of earnings of railways show a gain of 7 per cent. over those of the same weeks last year which far surpassed all previous records. That a turn upward in stock values is imminent in the near future is the opinion of the most of those who have studied the conditions. The dulness about the holidays was attributed to the absorption of funds for the annual settlements, but these are now far past and money rates are down to their normal basis. European conditions are so much improved that gold export has ceased.

It would seem as though the factors which have carried the principal cereals to such high levels are likely to lose their significance. The long winter drouth, which has operated to stimulate both wheat and corn, is at last broken by a general snow and price changes are to lower points.

Active movement and well-sustained prices seem to be the rule in the textile world. The price of cotton is higher and the manufactured products more in sympathy with it. Wool is in good demand at well-sustained prices. A decline in hides and leather and an advance in shoes operate to restore the parity in that industry.

Conditions are still most satisfactory in the iron and steel industry. Mills are active, furnaces are less hampered by want of fuel and consumers are not compelled to wait so long for deliveries. Imports of billets are not an evidence of successful competition by foreign producers, but indicate rather the phenomenal domestic needs that overtax even the enlarged capacity of home plants. Statistics of pig iron production, 25,000

tons weekly smaller on January 1 than a month earlier, are not disconcerting, for it is well known that the decrease was through no lack of demand, but entirely caused by the inability of the railways to transport coke to furnaces. Much relief has since come to congested conditions and at the present time it is probable that the weekly output of pig iron is close to the high record. Furnace stocks were moderately reduced, touching the lowest point for recent years, and had it been possible to move the iron it is certain that the reduction would have been still greater.

THE ESSENTIALS OF VICTORY.

It appears that a French history of the war between France and Germany, in 1870, has just been issued, and that part of it which seeks to account for the defeat of the French armies is attracting much attention.

Various causes of the French failure are assigned. Among these are over-confidence of the French in their prowess and state of preparation, when, as was subsequently demonstrated, the quartermaster and commissary departments were poorly organized and showed the most serious deficiencies.

The defect that was more serious than all others, and which, indeed, was the chief cause of the other faults, was the lack of an able man at the head of the army. The Emperor is severely blamed for intensifying these difficulties, and is described as rarely depending on his own judgment. He was charged with consulting now one general, now another—having no supreme direction, no unity of purpose. "It is not unusual," writes General Jarras, acting as chief of staff at imperial headquarters, "for the Emperor to issue orders without my knowing anything about them. The Emperor even went so far as to dispose of divisions separately, thus rendering useless the orders of their corps commanders; so the commanders simply waited, with their arms folded, for something to turn up."

The best soldiers are no better than the worst in the hands of poor commanders. That has been the experience in every war. All depends on the leaders. Of course, it is very important to have proper equipment and thorough organization in the supply departments of an army; but really great commanders can to a great extent make up for deficiencies in those directions. In the war of the rebellion, Stonewall Jackson, in his celebrated valley campaign in Virginia, lived on the enemy's stores. Indeed, it was a common joke that General Banks was Jackson's commissary and quartermaster. In much the same way to-day the Boers in South Africa, cut off from the rest of the world, are supplying their swift-moving forces with arms and material captured from their foe.

When the French Marshal Bazaine surrendered the City of Metz, with an army of 173,000 men, and when the Emperor himself at Sedan surrendered 100,000 men, no further commentary is needed to show the grievous lack of able men at the head of military affairs of the French empire in 1870.

A DEPARTMENT OF COMMERCE.

One of the measures that is expected to claim the early attention of Congress is the creation of a Department of Commerce. It is not known as yet the amount of opposition that will develop, if any, to the proposition, but as the measure is not a new one, and has not been especially antagonized in previous Congresses, it is to be assumed that there is no special opposition to the measure, the past failures being due rather to lack of positive interest than to opposition.

This year there appears to be more earnest desire to create the new department; first, because of the great growth in the commercial interests of the country, and, second, because of the increase in the work of the statistical bureaus of the various departments, which it is now believed could with advantage be consolidated under the control of a new department, with better results to commerce on the one hand, and a welcome relief to existing departments on the other.

The present bill transfers to the new department from the Treasury the Life-Saving Service, the Lighthouse Board, the Steamboat Inspection Service, the Coast Survey, and the Bureaus of Immigration, Navigation and Statistics; from the State Department the Bureau of Foreign Commerce, and from the Interior Department the Census, Patent and Railroad Bureaus. With the new department will also be incorporated the Department of Labor and the Bureau of Fish and Fisheries, and in it there will be established Bureaus of Manufactures and Mining. This is a project which has long been urged upon the attention of national legislators, but which was never before so near success as it is now.

Even if no other duties were assigned to the proposed new department than those just mentioned, there would be ample scope for the new departure. No government in the world goes to greater pains to collect and publish statistical information than does ours. Actual results have justified the great outlay involved in the maintenance of these various bureaus, but it has long been felt that there was useless duplication and too great a pressure on departments whose activities should be devoted to other purposes. By consolidating all these statistical bureaus in one department, and by eliminating from the Treasury, Interior and other departments bureaus which have no direct connection with their proper duties, it is believed that better results would be secured all around, and a much more thorough and reliable system of statistics developed.

Other countries have their Ministers of Commerce, of National Boards of Trade, which are looked upon as among the most important of the departments of government. A great commercial nation such as ours has actually greater need of a Department of Commerce than have other countries where commerce plays a less important role than it does with us.

Getting the People

How to Make the Advertiser's Story Interesting.

The old, old question constantly intruding in all work of publicity: What can I say or what can I do to gain the attention and interest of prospective customers?

To do something new or original is not easy. There are many thousands who are striving to exploit the same field. The one who can do something distinctive is, therefore, one among thousands. So if it were desirable to produce something startling or striking not many would be able to do it, and if many could the effect would be lost by becoming common.

There are kinds of advertising in which a distinctive manner is valuable. There are many words and phrases used by specialty publicists which have become invested with an individuality which causes them to be recognized and applied when seen in any connection. Thus "Kodak," "It floats," "See that Hump," "Have you used Pears soap?" "Uneda," with its various combinations and the multitude of similar expressions. There can be no question as to the value of these for their purpose, but it does not follow that something of the kind is necessary, or even desirable, for the often changed work of the general dealer.

That which is most likely to interest possible customers will be something about the goods in question. It may be assumed, I think, that there is little interest in anything that can be said as to the dealer's wish to serve the public or in promises to please. In fact, such generalizations may be set down as being uniformly of negative value. These are propositions so self evident that being expressed they become senseless platitudes. To interest strike out everything which the public already knows as a matter of course. The white paper is of much more value.

Probably as good suggestion as to that which will interest in advertising as any that can be found is the work of some of the best known houses in the great cities. In this study it will be noted that there is a difference in the different cities depending upon the class of customers, the degree of intelligence catered to. Thus in the Chicago papers there is more of the bargain principle recognized than in the higher culture of the Eastern cities. So in every community the characteristics of the people should be recognized, but I think the mistake is too common of trying to meet too low a degree of intelligence. Possibly the more dignified, candid phraseology of the great New York houses would not reach the Chicago masses, but in most communities more would be lost by adopting too low a plane than by aiming too high.

With the name of the dealer and the name of the goods as a foundation there are usually other things that may be predicted of the goods that will add interest. Thus there will be the announcement of seasonable arrivals, descriptions of styles and other times of information so often asked of the salesman. Then when practicable the price. It does not follow that this must be made attractive by being low; too low prices engender suspicion, but it is a trait of the human mind that it wants its decisions made as easy and promptly as possible. I have seen a salesman insisting on praising his goods while the customer was dying to learn the price, for that was

What the New Year Brings for You

In the way of good values here, is a matter of considerable interest—one that comes home to every one, for they're in line with right economy—with buying satisfaction. It's to be a year that will clinch your faith in this stock—a year of aggressive methods, and you'll like the snap to things—you'll like the reasonable prices—the money saving possibilities. Our ads. direct you, and it pays to read every word—to note well the special things we list you.

Special January Clearance.

Here's good money-saving opportunities for you, but we prefer to sacrifice—prefer to name these clearance prices just when the goods are in request—at the time such selling is of interest to you. Then we want the right—wants the deck cleared, ready for the incoming tide of new spring ideas, and that makes the sale of mutual interest. You'll recognize at once that we're in earnest by these splendid offers:—

Ladies Fur Scarfs and Muffs at 1/2 off.

Ladies Capes and Jackets at 1/2 off.

Special prices on Dress Goods.

This makes good reading. For the reason that it's an invitation to unusually good January values—to prices and qualities that show the drift to things. Then they're the goods you're now buying—mid-winter needs, and the pledge of money saving in the buying is a most important matter. Here's an array of especially tempting values: Lot of remnants in Dress Goods at prices which will move them.

Ladies' Tea Jackets and Waists 49c and up.

January Prices in the staple needs are especially interesting, and you'll want to buy all these requirements here, if best satisfaction is desired. It's the right staple stock at all times, and for the January selling as full as possible of keenest values. Our LL Sheeting at 1/2 off is all right. You better get what you want now.

January Needs for the Men.

Can be secured here at especially reasonable prices, and then there's a certainty of the service giving kind, as well as what is most used. These are plumpets of good values:

Felt Lined Shoes 1/4 off our regular low price.

200 Pairs Men's Pants at half price.

Palmer & Hobbs.

NOAH WAS THE FIRST MAN TO ADVERTISE

He advertised the flood, and kept everlastingly at it until the flood came. We have been doing the same, a constant flood of trade is coming our way. We have the finest stock of

Clocks, Watches,
China, Diamond Rings,
Bric-a-brac, Silverware

At prices that defy competition.

Wm. HAYDON,
JEWELER, 114 Water Street.

String Butchering



is out of our line. We are here summer as well as winter with a good line of.....

Fresh and Salt Meats,

at the cheapest possible price. Can sell by the pound or carcass.....
Special. Salt Pork Loins at 10 cents per pound.

ROSSITER & SON.

AI DEN, - MICHIGAN.

Got Through Inventory

and find we have a lot of odds and ends which we will close out and not consider cost.

ELTING & GRAY,
64 Genesee Street.

HATS AT COST!

NEXT
SATURDAY

To make room for my new Spring Stock.

I also have a fine line of

Perfumes,
Toilet Articles,
Sofa Pillow Covers.

My goods are all new and of the best pattern.
Satisfaction guaranteed.

MRS. J. M. CAVITCH.

the important factor in making the decision.

To be most effective the name of the dealer should be strong enough to gain the attention. The name of the principal wares should be still stronger as a rule. Then the details should be as concise and interesting as they can be made—the description of the articles, novel features—anything that would be urged in talking with the customer. The great trouble frequently is that in preparing matter for publication it is so difficult to avoid a stilted, constrained manner. This tendency can be overcome only by study and practice.

Indeed, the key to the whole situation is study and practice. Success can be attended only in the degree to which thought and effort are applied. It scarcely needs to be added that the study should include the best examples of such work that can be obtained. With this study and the application of good deliberate common sense—the application, I say—there will be no failure to make the advertising story of sufficient interest.

* * *

A curious example of saying much to express little or nothing is given in the generous space of Palmer & Hobbs. It has been some time since I have seen work which starts out so promising in each paragraph and then falls so flat. The first paragraph is intended to arouse the keenest interest, to "clinch your faith," "aggressive methods," "the snap to things," "reasonable prices," "money saving possibilities," the advertising's directing value, and the "special things we list"—all these are promises, but where is the fulfillment? The second paragraph is similar in style, but starts out with a glaring grammatical error. The fact that the "is" is abbreviated is no reason why it should not be made to agree with the plural "opportunities." This paragraph goes further than the first—it promises to name the prices—but unfortunately it fails to do so. The next sentence is a curious one; read it if you can. Between the typographical and other errors it becomes a jumble of nonsense. The paragraph ends by making "these splendid offers:" and then follow a couple of indefinite items "1/2 off" (from what?) and "Special prices on dress goods." The enthusiasm is sustained in the third paragraph, but it is getting too long for careful analysis. It finally says: "Here's an array of especially tempting values:" Now assuredly we shall have some prices. The fulfillment is "remnants of dress goods at prices" to move! But now we get our first price. "Ladies Tea Jackets and Waists at 49c and up." If this outcome of all the enthusiasm isn't about as tame as may be I give it up. The next paragraph is still consistent in style and has actually got a definite price in it, the only one of any use in the advertisement. As a sample of enthusiastic nonsense and unfulfilled promises this production stands out unique. The printer decapitates the first word, but otherwise the screech is treated as consistently as could be expected. The use of white is good, but the signature should harmonize in style with the rest. Wm. Haydon makes a neat turn on an old topic, which is not bad for a change. The matter deserves a little more pains in the composition. Rossiter & Son show a meat advertisement which has some elements of value, but there are some glaring faults in the printing. It is a mistake to display "string butchering" and then disclaim it in small type. The average reader will conclude that this is their line. The advertisement would be improved by using plainer type and no ornaments. Elting & Gray use the ultra abrupt in their space, which may answer for once. Mrs. J. M. Cavitch has a good general millinery advertisement, which is treated simply and effectively by the printer.

WINTER WHEAT.

Michigan's Future as a Producer of This Cereal.

In attempting to forecast the future of wheat growing in this State, one must look beneath the apparent surface of present conditions and take a cursory glance over the past; in fact, a record of the past is often an index, at least, of future possibilities.

For many years Michigan has had the reputation of being one of the very best of the winter wheat states, not only raising wheat of the very best quality, but the yield for the area under cultivation has been above the average until within the past three years, or since the Hessian fly became so numerous as to partially destroy the crop.

For a number of years the Michigan wheat crop ranged from twenty to thirty million bushels per annum, twice going up to over thirty-five millions—the last time in the year 1898, which was one of the best crops ever raised in the State.

Many of you remember the old Soles wheat, the Diehl, Lancaster and Mediterranean wheats, which gave to the Michigan millers a prestige for fine flours, which they have ever since retained, for while these old varieties have dropped out, others have come in to take their places and to-day Michigan flours, and especially Grand Rapids brands of flour, stand at the head and are widely known.

The mills of this city are grinding now over two and a half million bushels of wheat per year, or about one-tenth of an average Michigan crop, so, perhaps, I may be pardoned for this digression.

With this glimpse of the past, the question arises, What of the future?

We have several times heard the remark made that Michigan farmers could not much longer afford to raise wheat in competition with the farmers on the broad Western prairies and must confess that we were at one time somewhat inclined to the opinion that the Michigan farmer could spend his time more profitably in other directions.

What are the facts? What sort of an agricultural section is this Lower Peninsula of Michigan in comparison with other wheat states?

During the past twenty years, while engaged in the milling business in this city, it has been my pleasure and privilege from year to year to visit about all the different states where wheat is raised to any extent, except the Dakotas, and I am going to make the broad statement that you may travel the country over and you can not find anywhere in this country a similar area of land so situated that it will begin to compare with the Lower Peninsula for diversified agricultural and horticultural pursuits. It is verily one of the garden spots of the world and destined, I believe, to become densely populated.

It would be difficult to find a state where the farmers are any more prosperous than in Michigan at the present time, notwithstanding the partial failure of the wheat crop for the past two or three years. Corn, oats, rye, hay, potatoes and beans were all good average crops and most fruits yielded well, while prices have been unusually high, because of failure or partial failure in many other sections of the country.

Michigan not only has the reputation of being the banner fruit State, but is known as the leading bean State as well, the crop this year being estimated at over four million bushels.

Michigan potatoes have an enviable reputation in all the leading markets

and the large crop this year at high prices has brought a very large sum of money into the farmers' pockets.

What has all this review to do with the future of wheat? Much every way, as I desire to establish the fact that, as compared with other sections of the United States, this is a very rich agricultural country and that such a country, if properly located, is the best in which to raise good crops of winter wheat.

Secondly, that the location is an ideal one, for while we are a few degrees farther north than our sister States, Illinois, Indiana and Ohio, the surface of our soil is generally more undulating and rolling and our average fall of snow being considerably greater, the wheat plant has much better protection from severe winter weather.

Indiana and Illinois wheat fields suffer very severely from the cold, blasting winds which sweep over the prairies, while in Michigan, the wheat is usually protected by a good blanket of snow and the Great Lakes on either side of the State, which so temper the winds as to afford wonderful protection to fruit, in a similar manner, no doubt, afford more or less protection to any exposed wheat fields as well.

It would scarcely be worth while for me to attempt to review the character of the soil. It is as diversified as the crops; in fact, it would be difficult to find a similar area anywhere where the virgin soil is so changeable and spotted and yet, for the most part, naturally good.

There are thousands of acres of swamp lands and other tracts now lying waste that will finally be subdued, brought under cultivation and add immeasurably to the wealth of the State.

Taking it for granted that the natural soil, location and climatic conditions are ideal for the raising of the best grades of winter wheat, so far as this country is concerned, why should the Michigan farmers have become more or less discouraged and what is there now in the prospect that tends to change the situation? These are the practical questions before us, which are not so easy of solution. It is one thing to theorize and quite another to put in practice.

The first real discouragement was an era of very low prices brought about by the rapid and almost unprecedented development of the vast wheat fields of the Northwest. Our granaries were filled to overflowing and in the meantime, Russia, Roumania, Argentina and India were pouring out their surplus for the world's markets and there was but one alternative—wheat must decline to a level with coarse food stuffs, and it did, until millions of bushels were fed to stock and in some instances at a loss over the market price as compared with corn, because of a lack of experience and knowledge as to its true food value.

Going back a decade or more, we find that conditions have changed wonderfully during that time. The population and wealth of our country have increased very rapidly and, because of the increase of wealth and general prosperity of the country, the home consumption of wheat has increased in much greater proportion even than the population. While there has been increase in wheat acreage in some states, there have been decreases in others, so the average production remains about the same.

What is true of this country is measurably true in some of the European countries, so that consumption has been overtaking production, and the results

are now being made manifest in a higher level of prices.

It must not be forgotten, in this connection, that in European countries, particularly Russia and Germany, rye is the principal grain used for bread by the masses and that the partial failure of the rye crop there for the past two years has created a much larger foreign demand for our wheat, even at higher prices.

The partial failure of the corn and oat crops in the Southwest this year has also had a bearing. In the Great Northwest, where wheat raising has been carried on so extensively, thousands of acres—in fact, vast areas—have been overcropped with wheat until the yields have dwindled down and the wheat produced is little better than screenings, particularly if the crop has any adverse conditions to overcome.

The farmers of that section—many of them—have learned, too late, that a rotation of crops and diversified farming would in the end have yielded much better results. Many of them are now raising more flax, corn, oats, hay, cattle and attempting to diversify as much as possible. To sum it up, therefore, it would appear that the world's surplus of foodstuffs of all kinds at the close of our present cereal year, will be pretty well exhausted and smaller than for many years past.

This is a commercial age and the urban population is increasing much more rapidly than the country; in fact, the cities seem like great dragnets, gathering in many of the brightest and best boys from the farms. With these facts before us and bearing in mind the enormous consumption of foodstuffs of all kinds, one can not help but feel safe in predicting an era of better prices for several years to come, perhaps not abnormally high, but high enough to be remunerative and satisfactory to the thrifty farmer.

This important question disposed of and granting that there is now sufficient encouragement for every farmer to give wheat its accustomed place, so far as prospective prices are concerned, what are the other hindrances, if any?

In some cases perhaps overcropped and poorly fertilized farms, but I fancy that most farmers would say the fly—meaning, of course, the Hessian fly—and I grant that for the past three years this has been an insidious destructive pest and its ravages have greatly discouraged wheat raising in this State. Last year, however, they were not so destructive and there is some encouragement in the statement of Prof. Clinton D. Smith, of the Agricultural College,

who says that they appear periodically, about every so many years, and that when they become very numerous, another insect appears on the scene and begins to destroy them. Let us hope that they have come and will finish the work this year, for another decade at least.

There is a custom in vogue among some farmers to harvest a crop of beans or corn and then hurriedly scratch over the ground with a harrow and sow it to wheat. This, I believe, is a pernicious practice and, while now and then on rich ground, a fairly good crop may be raised, the result is, as a rule, anything but satisfactory. We have a small farm of about 100 acres adjoining the city on the north and have raised about forty acres of wheat each year for several years and have tried various experiments. One year we used Armour's commercial fertilizer with very good results, drilling it in with the wheat, but for the most part, we prefer ordinary farm fertilizer, and plenty of it, so that the soil is in good condition to push the crop along, and our yield averages from twenty to twenty-five bushels per acre—not large, but satisfactory, considering how hard the fly tried to eat it up and the amount destroyed.

I believe the real secret, therefore, is in sowing good, plump, sound, clean wheat of the hardiest varieties in soil that has been thoroughly fertilized and properly prepared to receive it.

I care not how you fertilize it, whether by plowing under green crops in the spring or by summer fallowing, from pasturing, from your barnyards in winter, or by a liberal use of commercial fertilizer best adapted to your soil; but in any event, fly or no fly, it will pay a hundred fold to thoroughly prepare and fertilize the soil for the cultivation of wheat.

The various bulletins sent out by the Experiment Station at Lansing describe at length the best means of combating the Hessian fly and also give the names of several new varieties of wheat of considerable promise. These circulars or bulletins you can get any time for the asking and they contain valuable information.

We have found Dawson's Golden Chaff to stand up and resist the fly better than any other and it yields well. Red Rhody is also well recommended.

In closing, permit me to say that I am a firm believer in Michigan as a winter wheat State and I believe that here, as in France, the introduction of the sugar beet will be followed eventually by a much larger average yield of wheat per acre and that Michigan will finally raise from thirty to forty million bushels per annum.

Wm. N. Rowe.

A Peculiarity of our

New Silver Leaf

FLOUR is that people continue to call for it after they have once used it. If you do not already handle it do you not think it would pay you to begin?

Muskegon Milling Co.,
Muskegon, Mich.

Around the State

Movements of Merchants.

Ludington—The First National Bank will erect a new bank building.

Brighton—L. C. Burgess has engaged in the clothing business at this place.

Oxford—Edwin B. Stone has purchased the bazaar stock of the Racket Co. Saginaw—Brown & Goodell succeed Wm. C. McKenzie in the grocery business.

Marshall—Chas. C. Smith has purchased the hardware stock of O'Leary Bros.

Carleton—C. A. Datcher, dealer in poultry and eggs, has removed to Detroit.

Lapeer—Walters & Sullivan continue the grocery business of Walters & Curristan.

Scottville—E. M. Briggs, dealer in lumber and lime, has sold out to T. D. Smith.

Camden—McCormick & Spotts have purchased the hardware stock of W. H. Ewing.

Kalamazoo—W. C. Wheelock, druggist, is very ill with an attack of pneumonia.

Ravenna—Amos Merrick has secured a position in a drug store at Cedar Springs.

Deerfield—Miss V. McCarthy has sold her millinery stock to Mrs. Elizabeth Daniels.

South Haven—Earl Westgate succeeds W. E. Stineman & Co. in the bakery business.

Mikado—Joseph Doan has purchased the general merchandise stock of C. A. Johnson.

Detroit—The Union Wall Paper Co. has been organized with a capital stock of \$10,000.

Fostoria—Owens & Evans have purchased the hardware stock of Noah Tompkins.

Brighton—G. W. Galloway has sold his produce business to A. C. Stewart, of Chilson.

Pottsville—C. E. Fry, tinsmith, has sold out to H. L. Mulholland, hardware dealer.

Caledonia—Snyder & Henderson continue the lumber business of Schiedel, Snyder & Co.

Yale—Holden Bros. continue the meat business formerly conducted by Thos. Holden.

Niles—Joseph Goodman, of Chicago, has leased the plant of the Schwabach Shirt Waist Co.

Detroit—John N. Anbut succeeds Donahue & Smith in the tea, coffee and produce business.

Negaunee—The First National Bank has increased its surplus capital from \$25,000 to \$30,000.

Grand Blanc—E. J. Cross has sold his store building and general merchandise stock to Will Dewey.

Somerset Center—W. F. Sawdey, dealer in hardware and groceries, has discontinued business.

Alpena—T. G. Stacey has leased a store in the Turnbull block and engaged in the meat business.

Clio—Kent & Doyle have purchased the hardware, harness and carriage stock of the Boyd Hardware Co.

Howell—Wilcox, Calvin & Co. have sold their agricultural implement stock to E. F. Armstrong & Co.

Williamston—Dennis Bros. & Swan have sold their agricultural implement stock to C. H. Chambers.

Charlotte—Dolson Bros. is the style of the firm under which the Dolson Implement Co. continues business.

Lansing—Hull Bros. succeed to the grocery business formerly conducted under the style of Hull & Griffey.

Ypsilanti—Scott & Davis is the style of the new firm which succeeds Willis E. Scott in the grocery business.

Detroit—The capital stock of the Globe House Furnishing Co. has been increased from \$10,000 to \$30,000.

Albion—Louis R. Hunt & Co. are succeeded by Chas. D. Joy & Co. in the bakery and confectionery business.

West Bay City—Babo & Edinborough, grocers, have dissolved partnership, Chas. A. Babo succeeding.

Brown City—McNaughton & McCarty have purchased the hardware and implement stock of Herman H. Hoffman.

Moline—J. G. Heinzman has purchased the interest of J. D. Noah in the lumber firm of Noah & Heinzman.

Colon—A. A. Bonner has purchased the interest of his partner in the merchant tailoring firm of Bonner & Whitmore.

Port Huron—Wm. G. Young has filed a petition in bankruptcy. He claims his shoe stock will inventory about \$12,000.

Caro—Himelboch Bros. & Co. have been organized to succeed B. Himelboch & Co. in the dry goods, clothing and shoe business.

Jonesville—Storms Bros. is the style of the new firm which succeeds A. Storms & Son in the bakery and restaurant business.

Lansing—A. C. Roller has sold his meat market to Fred Bertch. Mr. Roller will enter the employ of the Hammond Beef & Provision Co.

Sebewaing—The Sebewaing Fish Co. has sold its entire outfit, including nets, boats, fish and warehouses, to Gillingham Bros., of Bay Port.

Mancelona—M. A. Doty has purchased the interest of A. H. Eastman in the Mancelona Hoop Co., making him the sole owner of that industry.

Mecosta—O. C. Pemberton has sold his drug stock to Dr. J. W. Kirtland, the Lakeview druggist, and will remove to Montana on account of his health.

Weidman—J. A. Damon has admitted his son, Howard, to partnership in his general merchandise business. The new firm will be known as J. A. Damon & Son.

Alpena—August Kannowski has purchased the building now occupied by the grocery stock of Budde & Tolsen and will open a meat market at that place.

Carson City—C. Moore has purchased the interest of W. H. Quick in the grocery stock of W. H. Quick & Co. and will continue the business in his own name.

Montague—Harmon Bros. are tearing down the old Montague House and will convert it into two store buildings. Material is on the ground for a new opera house.

Amble—Day & Lynch, dealers in general merchandise, have dissolved partnership, W. D. Day retiring. The business will be continued by James Lynch.

Constantine—Lewis Strauss, of Battle Creek, has purchased the stock of the White Corner Clothing house. Mr. Strauss owns a large clothing stock in Battle Creek.

Muskegon—Albert Fowler, a former well-known Muskegon grocer and postmaster at Lakeside, is fatally ill at Salem, Ore. His sister, Mrs. J. J. Wiseman, has just passed away at Dallas, Ore., immediately after a visit to her dying brother's bedside.

Eaton Rapids—Stirling & Crawford, who have conducted the grocery business here for a number of years, have decided to close out their stock and discontinue the business.

Sebewaing—Frank W. Hubbard & Co., who conducted the banking business at this place under the style of the Sebewaing Bank, are succeeded by the Sebewaing State Bank.

Ypsilanti—Stumpfenbusen & Seymour, grocers, have dissolved partnership. Mr. Stumpfenbusen will continue the business and Mr. Seymour will travel for the Harris Paper Co.

Holland—Gerrit Steketee has sold his shoe stock at 238 River street to A. H. Brink. The latter will conduct a wholesale and retail wall paper business in connection with the shoe business.

Ishpeming—Gabriel Pesonen and Gust. Saari have formed a copartnership and engaged in the furniture and undertaking business in the building recently vacated by Trembath Bros.

Ann Arbor—Fred Besimer, who some time ago engaged in the shoe business on State street, has turned over his stock to Wm. C. Rinehart, who will act as trustee for the benefit of the creditors.

Muskegon—Jacob Hoekenga, grocer at 156 Sixth street, has purchased the grocery stock of John Watson & Co. at 27 South Terrace street, and will conduct the latter and dispose of the former.

Dowagiac—Strong, Lee & Co. who purchased the general stock in the Fair store at public sale for \$6,700, have transferred it to Michael Tobias, one of the former owners, for a nominal consideration of \$9,700.

Detroit—H. J. Caulkins & Co., Limited, succeed the Detroit & Michigan Dental Depot, at 44 and 46 Gratiot avenue. The capital stock is \$75,000; and is held by Horace J. Minnie P. and Edward B. Caulkins.

Nashville—Daniel Garlinger is closing out his mercantile stock and will retire from trade and devote himself to some outdoor occupation until his health is improved. He has sold his store building to Charles Scheidt.

Ypsilanti—The grocers who belong to the co-operative delivery system have organized a bakery company to make the bread, cake and pastry they sell. Hitherto the individual grocers have supplied their bakery counters from local bakeries, thus dividing the profits, but now a co-operative company will bake for its shareholders.

Plainwell—Henry Mesick, who has been clerk in the drug store of John Crispe for the past sixteen years, has purchased the stock and will continue the business in his own name. Mr. Crispe has been in the drug business for the past thirty-four years and during that time has occupied the same building. He has been very successful and will now give his attention to his wall paper, paint and oil business.

Detroit—Burnham, Stoepel & Co., who have conducted the wholesale dry goods business here as a co-partnership since 1875, have merged the business into a stock company under the same style. The corporation is capitalized at \$1,000,000, \$500,000 preferred and \$500,000 common. The stockholders of record are as follows: J. K. Burnham, Kansas City, 19,125 shares of preferred and 19,125 shares of common stock; F. C. Stoepel, Detroit, 19,125 shares preferred and 19,125 shares common stock; James Wilson, Detroit, 7,500 shares preferred and 7,500 shares common stock; Wm. B. Campbell, of Detroit, 3,750 shares preferred and 3,750 shares common stock; George A. Corwin, Detroit, 500 shares preferred and 500 shares common stock. Fifteen old employees of the house will be given an opportunity to purchase stock in the corporation at par.

Manufacturing Matters.

Saline—The Saline Creamery Co. has declared a dividend of 5 per cent.

Linden—Geo. E. Beach, manufacturer of carriages, has removed to Petoskey.

Ovid—W. F. Beach will shortly engage in the box manufacturing business at this place.

Bay City—The Bay City Brewing Co. has increased its capital stock from \$50,000 to \$100,000.

Detroit—W. H. Anderson & Sons, tool manufacturers, have incorporated with \$50,000 capital.

Saginaw—The Moffett Vehicle Bearing Co. has been incorporated with a capital stock of \$500,000.

Owosso—Geo. H. Grahame has removed his manufacturing and wholesale cigar establishment to Detroit.

Detroit—The capital stock of the Rumsey Wool Stock Co. has been increased from \$25,000 to \$50,000.

Stony Creek—The Stony Creek Mills, manufacturers of wool shoddies and extracts, are succeeded by the Rumsey Wool Stock Co.

Durand—John Jarvis has purchased the interest of his partners in the flouring mill and elevator business of Pratt, Jarvis & Durham.

Detroit—The Epicure Baking Co., which makes a specialty of high grade cream crackers, has contracted for an additional 100 barrel oven.

Albion—The Manning Harness Co., manufacturers and wholesale dealers in harnesses, have merged their business into a corporation under the same style.

Benton Harbor—Bert Parrish has purchased an interest in the candy factory of Wm. Barenstein. The firm name will be Barenstein & Parrish. They will enlarge their plant and place traveling men on the road.

Saginaw—The National Supply Co., incorporated last week for the purpose of manufacturing brass goods and jobbing in machinery, has leased the business building at the foot of Genesee avenue formerly occupied by the Erd Piano Co. and will start operations at once.

Cover Your Steam Pipes

Asbestos Pipe Coverings, Asbestos Paper, Asbestos Mill Board, Asbestos Cement, Asbestos Packings, Mineral Wool, Hair Felt.

GRAND RAPIDS SUPPLY COMPANY

Grand Rapids, Mich.

Look

Ship

Turkeys

Calves

Butter

Eggs

to

M. O.

Baker

& Co.

119-121 Superior

Street,

Toledo, Ohio

References

First National

Bank

Toledo

and

This Paper

Write for Prices

Grand Rapids Gossip

The Grocery Market.

Tea—The present stock of tea must last for eight or nine months to come, and it is believed that the end of the fiscal year in June will see less tea on spot than has been the case since the tea duty was first imposed. No developments in the campaign against the tea duty have occurred, and, so far as can be learned, no date has yet been set for a hearing before the Ways and Means Committee, which is likely to be engaged for some weeks with the Cuban sugar duty matter.

Coffee—Reports from the interior of Brazil indicated that receipts were increasing, which is having a weakening influence on the markets of the world. However, price changes for the week have been nominal and have not in any respect affected the price of spot goods or of roasted in the local market. Package coffees remain unchanged. In mild grades demand for West India growths was reported as comparatively dull. There was no pressure to sell, however, and this held values to a comparatively steady basis. East India growths are firmly held, but only a quiet interest is being taken at the moment.

Canned Goods—Tomatoes are quiet and steady at prices that are probably just a shade less hard than the week before. There is very little demand for tomatoes at present, but no decline is expected. On the contrary, as soon as buyers get out of stock and come on the market, as they must soon, the market is expected to go almost immediately to \$1.30. Corn is unchanged, but seems fairly firm for good stock. Buyers are looking for something under the market, but have difficulty in finding it. Peas are slow and unchanged. The market is steady, however, and there is reason to believe that peas are good property. Peaches are dull and quiet. California canned goods are unchanged in price and in fair demand. There is no indication of any change in price, but if one comes it will undoubtedly be upward. The California canned goods combine named prices on new asparagus during the week. The figures were the same as last year except on tips, which are 5c per dozen, green being 10c higher. The demand is very active.

Dried Fruits—Loose three crown raisins are $\frac{3}{8}$ to $\frac{1}{2}$ c higher in some quarters and are firmly held at the advance. Two and four crown loose are somewhat scarce and prices are largely nominal. Valencia layer are on a stronger basis, having advanced $\frac{3}{8}$ to $\frac{1}{2}$ c in some quarters, and stocks are reported as scarce. Sultana raisins are steady and unchanged. Spot currants are on a firm market, with the prospect of a nominal advance in the near future. The market in Greece is reported firm, with somewhat higher cables on the best grades. In prunes the spot market is firm and quiet. Coast advices report a movement among packers to advance prices and concentrate stocks. Oregon show a moderate movement, but otherwise are without feature. Market on apricots and peaches, while it is stationary is on a firm basis. In evaporated and dried apples there is very little change, although it is reported in some quarters that the market is slightly irregular. Cherries are dull and without feature. Other small fruits are unchanged.

Rice—Some complaint is heard from the South to the effect that export de-

mand since the turn of the year has not been up to expectations, and this has had a weakening influence to some extent on the price situation. Grocery trade of the country is taking fairly good lines for distributive purposes. Japans of domestic growth are steady, with domestic Honduras on a strong basis and in light supply. Foreign grades are steady and unchanged.

Syrups and Molasses—Glucose is unchanged but strong. Compound syrup is unchanged in price and in very fair demand. Sugar syrup is extremely scarce, and all the small available stock is being taken up for export. Prices are unchanged. Molasses is unchanged and the demand is fair.

Pickles—The Western Pickle Packers' Association, including representatives from Illinois, Indiana, Michigan, Ohio, Iowa and Missouri, are considering an advance in prices. It is declared that there may be a pickle famine before next summer, notwithstanding the increase of \$1.50 a barrel over the prices of a year ago. The crop of cucumbers was 600,000 bushels below the average, which meant that pickle packers would be 200,000 barrels short.

Fish—Interest in salt fish is increasing with the approach of the Lenten season and jobbers are taking in good stocks in anticipation of a heavy demand. Retailers have not commenced to replenish stocks to an important extent as yet, but will do so during the next fortnight. In salt mackerel there is an improved interest, with prices generally on a steady basis. Norway round in small sizes are a shade firmer in some quarters, with Irish mackerel firmly and strongly held. In herring, Portland round are steady, and Holland in white hoops and milchers are held very firm. Cod is firm, but there is no unusual movement reportable. Salt salmon is on a firm basis, with stocks generally of moderate proportions.

Hides, Pelts, Furs and Wool.

The hide market is still depressed, with an inclination among some dealers to crowd it lower. Hides are accumulating, with numerous enquiries for stock on offerings of price below any figure yet offered. Some dealers are filling orders previously made at much higher values. Trade is practically discontinued for the present.

Pelts are in good demand and are taken freely at prices offered, which are in keeping with the demand.

There is no change in furs, awaiting the outcome of the London sales.

Wools are selling fairly well in small lots, while dealers are shipping out on old sales and are clearing up stocks. All advances of price seem stopped, awaiting sales of goods now opened, some lines of which are selling at less price than last sales, which is not encouraging to manufacturers to pay any advance on wool. The market is strongly held, as it would be difficult to replace stock at old prices. Pulled wool shows a good advance, having ruled below fleece for some time past.

Wm. T. Hess.

Geo. B. Caulfield, Secretary of the Lemon & Wheeler Company, is confined to his bed at Butterworth Hospital, where he submitted to an operation last week. He is steadily improving and expects to be at his desk again in the course of a week or ten days.

Edwin Ruthven succeeds Ruthven & VanWert in the grocery business at 691 Madison avenue.

The Produce Market.

Apples—Good stock is running from \$4.50@6 per bbl. for Spys and Baldwins 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 still weaker and lower on account of heavy receipts and dealers are urging their shippers to hold off for a more favorable turn of the market. Fancy commands 15@17c. Choice fetches 13@15c. Packing stock goes at 12@13c.

Cabbage—65c per doz. Scarce.

Carrots—\$1.25 per bbl.

Celery—18c per doz.

Cranberries—Jerseys command \$7.75@8 per bbl.; Waltons, \$3@3.10 per crate for fancy.

Dates—4 $\frac{1}{2}$ @5c per lb.

Eggs—Receipts of fresh are so liberal that the market has started on a downward tendency. Local dealers hold candled fresh at 20@24c and case count fresh at 18@21c. Cold storage stock is practically exhausted.

Figs—Three crown Turkey command 11c and 5 crown fetch 14c.

Game—Dealers pay 80c@\$1 for rabbits.

Grapes—\$4.75 per keg for Malagas.

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—Californias, \$3.25@3.35 for either size.

Lettuce—15c per lb. for hothouse.

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 \$2.75 per box for fancy and \$2.50 for choice.

Potatoes—Country buyers are paying 55@60c per bu., on which basis there is only a very small working margin, due to the fact that the craze to buy speculatively has entirely subsided.

Poultry—The market is in good shape, owing to the fact that supplies are coming in in sufficient volume to meet the consumptive requirements of the market. Dressed hens fetch 8@9c, chickens command 10@11c, 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.

Parsley—30c per doz.

Sweet Potatoes—Kiln dried Jerseys have declined to \$4.50.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held Monday evening, Jan. 20, President Fuller presided.

The report of the chairman of the Committee on Trade Interests was accepted and placed on file. It was decided by the Association to leave the price of sugar as at present.

The Committee on Banquet presented its report, which was accepted and the Committee continued.

A communication was read from the Modern Match Co., in which it donated \$15 to assist in defraying the expenses of the fourth annual banquet. The Secretary was instructed to extend the thanks of the Association and to acknowledge the receipt of the money.

A communication was also read from the Secretary of the Jackson Retail Grocers' Association expressing regret that none of the members of the Association were able to be present at the Kalamazoo meeting, but hoped to attend the fourth annual banquet of their Grand Rapids fraters.

On motion, the Secretary was instructed to express the thanks of the Association to the Kalamazoo grocers for the royal entertainment received on the occasion of their second annual banquet.

The Secretary was also instructed to notify the National Retail Grocers' Association that Grand Rapids would not be represented at the convention, on account of the annual banquet taking place on the same date.

The Secretary was asked to extend the thanks of the Association to the G. R. & I. Railroad for the excellent service

rendered it on the occasion of the trip to Kalamazoo.

On motion, it was decided to take out two more memberships in the Board of Trade in the name of the President and Treasurer of the Association.

Dice & Keegstra, grocers on Jefferson avenue, applied for membership and were accepted.

The matter was discussed at some length as to how the meetings could be made more interesting and, on motion, it was decided that the President appoint two grocers to prepare papers for the next meeting, giving their experience in the grocery business.

The Boys Behind the Counter.

Portland—Clarence Stockwell has gone to Grand Ledge, where he will work in the drug and grocery store of A. B. Schumaker.

Allen—Bert Hickok, for several years in the employ of Bengé & Co., will in the early spring enter the store of Ford Norris, at Hillsdale, as clerk. Vern Cory takes his place at Bengé & Co.'s.

West Bay City—Frank Allen, of St. Charles, has taken a position with Jay Thompson & Co. He will be in the dry goods department.

Quincy—Fred Smith has taken a position in the hardware store of A. Walls, at Reading. He has had considerable experience in the hardware business as clerk for James Pope and Michael & Spaulding at this place.

Kalamazoo—C. F. Zeigen, who resigned his position as manager of the Kalamazoo Wall Paper Co. in December has gone to Grand Rapids to take a position with the Heystek & Canfield Co. F. C. Boyce, of Ypsilanti, has been engaged to fill the vacancy.

Evart—George Reynolds, for the past two years employed in the shoe department of the Davis store, will go to Benton Harbor Feb. 1, where he will take a position with a shoe house in that city.

Lost Two Thousand Dollars.

From the Holland Times.

At a meeting of the Ganges Canning Co., a few days ago, the report of the officers showed that the first year was not a success, the company being in debt over \$2,000. This was partly due to the fact that the Hastings Industrial Co. had furnished a plant not at all suited to that locality. The building had to be enlarged, more machinery bought and experience was needed. The plant will be enlarged.

H. J. Schaberg, Secretary of the Kalamazoo Retail Grocers and Meat Dealers' Association, informs Secretary Klap that fifteen members of that organization will attend the fourth annual banquet of the Grand Rapids Retail Grocers' Association, including the following: W. C. Hipp, W. H. Johnson, W. H. Moerdyke, Frank Toonder, Oliver Rasmus, John VanBochove, Ed. Priddy, James B. Cave, Samuel Hoekstra, Harry Hyman, H. J. Schaberg.

Albion—C. C. Swartz will engage in the millinery business in the Sutton block and expects to manufacture 3,000 hats before spring. He will also establish millinery stores in a number of neighboring towns.

Lansing—The Hugh Lyons Co. has shut down on account of the scarcity of soft coal. If the famine continues, other factories here will be compelled to suspend operations.

H. E. Evans & Co. succeed H. E. Evans in the handling of railroad ties.

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

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—Heavy brown drills and sheetings are steady and strong at previous prices in all the leading brands, but there are a few outside lines that have made slight concessions. Whether this little weakness will continue or not is still problematical; the reason for this weakness is that certain mills, having caught up with their orders, want to be sure of enough business ahead to keep their mills running steady, without piling up stock. The majority of mills, however, do not feel the need of a like concession. In lightweight drills and sheetings the market continues to be well sold up, and prices show no weakness whatever. The demand for coarse colored cottons has not materially improved, although agents still hold to previous quotations, and are very firm. A moderate business is reported for bleached cottons, but the well-cleaned up condition of the market holds prices very steady. Agents are looking for increased business in bleached cotton almost daily, and will be disappointed if it does not improve by the first of the week. They say, however, that even if it is still further deferred, it is not likely to affect prices. There have been moderate sales of denims and ticks this week at previously quoted prices. On the whole, the staple end of the market continues with but moderate changes, and is steady in practically all lines.

Prints and Ginghams—The demand for prints and gingham for the week has been moderate, but the tone continues firm. The general demand from near-by trade, and, in fact, on home trade for all descriptions of prints, has been only fair. Orders have been received for prints, but they have been for small quantities to cover immediate requirements. They have been, however, sufficient to maintain the sold-up condition of the market, as the present rate of production is booked in most cases for a reasonable time ahead. The tone of the market for both staple and fancy calicoes is firm, and in a number of sections orders for staples are accepted "at value only." Percales and printed flannelettes show a moderate number of orders without change of prices. The demand for printed goods in special high finishes is indifferent this week, as well as for sheer fabrics, but all of these goods are too well held to be influenced by this materially for some time to come. Gingham of all grades continue scarce, and buyers are finding it difficult to place new orders for deliveries at any early date, even without regard to prices.

Linings—The demand for staple cotton linings in kid-finished cambrics, silesias, percalines and similar goods has been quiet, but full prices have been easily obtained. Corset jeans and sateens have been rather slow, and there is but little to report in stiff cotton linings. Converters report the general conditions to be quite satisfactory. The stocks of finished goods on hand are only of the average amount. This condition is supported by the well-sold-up state of the market for gray goods, in both print cloth and fine yarn varieties.

Dress Goods—The orders secured by the garment manufacturer during the past two or three weeks on spring lines have led to the placing of some further orders of fair amount for cloth effects.

The business has not been confined to spring goods, however, for quite a number of enquiries have been received for goods weighing in the vicinity of 20 ounces for immediate use, somewhat to the surprise of agents. A case in point was a line of heavyweight skirtings which had proven a good seller, the mill being busily engaged thereon until the middle of December, when it turned over onto lightweights and has secured a fine line of orders therefor. The agent kept the mill running on heavyweights longer than usual, and when he turned over to lightweights, in the middle of December, did not look for further heavyweight business. During the past week, however, he has been the recipient of orders on the heavyweight line calling for full cases. The skirting mills are generally very well engaged on lightweight orders, quite a number having orders in hand which will keep them going for three to five months. Certain agents talk of the black and white effects, such as have figured in the men's wear business, coming into favor as skirting fabrics; some agents are experimenting on rough lustrous effects which suggest something of the Montagnac fabric, believing that there are good business possibilities therein. The jobber is not a factor of importance in the market and it is not expected that he will pay much further attention to lightweights until the spring retail trade opens up.

Carpets—The manufacturing end of the carpet market continues active. All mills, whether running on 3-4 or 4-4 goods are busy and with plenty of orders on hand to last them for some time. All the initial orders are practically in the hands of the manufacturers, and such new business as will be taken in the future, will come in the shape of duplicate business. The market is in an exceedingly healthy state, with good, firm prices and a steady demand from consumers. The immediate prospects are as favorable as could be desired, and should the prosperity which the whole country is now enjoying continue throughout the present year, the coming fall season can be expected to show up well as compared with former years. Present prices are likely to continue the remainder of this season if present conditions remain the same. There is a possibility of an advance in the price of wool, however. In the three-quarter goods the finest fabrics head the list as far as the demand is concerned. Wiltons, Brussels and velvets are well sold up, especially wiltons and fine body Brussels. Tapestries, too, are receiving a large trade. The tapestry trade is much better now for all concerned than formerly, due to the fact that many looms running on these lines have been changed over to Smyrna and other rugs, causing considerable shrinkage in the production. Nearly all the Philadelphia ingrain carpet mills are fairly well employed on orders sufficient to run for some weeks ahead. Prices, however, continue unchanged, which are barely sufficient to give the weaver any profit for his trouble. Some very striking designs are being displayed in ingrains this season, and from what is heard in carpet circles, buyers are showing their appreciation by buying quite largely. There is an increased tendency to make a better article in the ingrain trade this year and this alone should be a strong factor in securing future business. The retail carpet trade, as well as the large department stores, are in the midst of their usual "January clearance sale," when all pieces of carpets that have been cut into during the past season are being placed on sale at a large reduction under regular prices.



Wanted

Get Caught!

Waiting too long in placing your order for Summer Underwear. We are in a position to show you one of the most complete lines in Michigan in Gents' Ladies' and Children's Underwear. Ladies' Underwear we have in long sleeves, short sleeves and sleeveless. Children's Underwear in long sleeves and short sleeves. Gents' Underwear in Jersey and Balbriggan in all grades and prices. Write for samples.

P. Steketee & Sons
Wholesale Dry Goods,
Grand Rapids, Michigan.

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


THE GOODS THAT SATISFY

The goods which will quickest give you prestige among your customers and enable you to hold your trade are the ones which create satisfaction wherever sold. Our line of baked goods is just such a line of goods. They are made of the highest quality of material and are the best goods on the market.

STANDARD CRACKERS

That is one of our leaders. They suit every taste. You also realize a good profit and are assured of correct weight. Drop us a line and we can tell you more. See quotations in price current.

E. J. KRUGE & CO., DETROIT, MICH.
Not in the Trust.



Sell it **BECAUSE IT PAYS** if for no other reason.
What other manufacturer protects you in a margin?

OLNEY & JUDSON GROCER CO.
GRAND RAPIDS, MICH.

The Bakery

Rapid Strides Which Have Recently Been Made.

There have been great strides in the baking line. We are gaining confidence with the public. We are where many people can say: "How nice and clean that bakery is; and the goods taste and look like home-made goods." I remember when bakers as a rule would buy all the old or strong butter and work it up as best they could into cake and such goods where they could use it; but we have found that what is not good for a private family to buy surely would be detrimental for the baker to use. I can say from my own investigation that all progressive bakers use the best material of all kinds. I traveled through most of the Eastern cities "in thirteen states," and I found all good, reliable places were using the very best materials and were also very strict in keeping their factories clean. A bakery or bakeshop can not be too clean. Every master baker expects his wife to keep her kitchen clean; why not do the same with our bake shops?

I ask my customers to visit my bake shop, so they know that we try to keep clean, and I take special interest in showing kindergarten schools and public schools my place where we make the goods so many of them eat. My reason for showing children my bakery is that when they grow up their idea of bakeries is that they are reasonably clean, and I find it removes the prejudice against dirty and filthy bakeries their parents tell about. We want the young generation to know the best side, so we can have their help to improve the situation.

To-day almost every city has one or more modern, up-to-date bakeries, well regulated, kept clean, and a system to their work, so that they gain the respect of the public and have the leading business of their city. For my part, I have always had the desire of the people in my mind, so that I would make goods such as they wanted, not such that I myself wanted. The people are your patrons and they will pay for the goods when you have what they want; but if you make goods only to your own notion it is an uncertain question. The business man who studies the wants of the people is the successful man in every line of trade.

But we must not forget the two sides to a baking business. You must have customers and you must have bakers to make the goods—the two go hand in hand. I am not a baker myself, but I study the merits of the patrons in my business as well as the merits in the men that make the goods. Sometimes bakers think their way is the only way; that there is positively none other. It is hard work to convince some mechanics that they could learn if they would but listen. Some bakers consider a machine a detriment to their work; and yet a bakery without machinery and up-to-date fixtures would not win that respect and confidence from the public that is necessary to make it successful. I for one would be heartily in favor of having the Master Bakers' Association establish a school where we could with a reasonable expense send our foremen or any baker to learn the practical part of their business. Our success lies in a great measure in our bakers' ability to make such goods as we want, such as the public will call for. We as master bakers are not the whole thing; we are only a part. I claim my foreman in my

bakery has had as much to do with my success in trade as I myself. I could reason with him as to the wants of the people and he would try and make the goods.

I wish to urge the question of a school of instruction for all bakers at as low a price as possible, and would therefore request the matter to be brought before the baking interest in general, to learn what could be done. I will give it support in every way possible. My interest is in the developing of the highest quality of goods that can be made by bakers. I hope to see great improvements in the baking trade in the next few years.—B. F. Witwer in Bakers' Helper.

Get Next to Your Help.

A buyer for a department in an out-of-town store recently gave us some facts to which he attributed the success of his department, and which are well worth the attention not only of buyers, but of merchants generally. This buyer stated that, on taking charge of his department, he found the clerks lacking to a woeful degree alike in interest in its success or failure, and in knowledge of the merchandise. He determined to change all this. To a certain extent he took the clerks into his confidence, asking their advice and opinion before making purchases or going to the market and giving them pointers about the value and character of the stock. In a word, he got down from the high stool which his predecessor had occupied, and while placing himself nearer the clerks' level, raised them to a higher one by treating them as reasoning and thinking beings. The result was a great increase in their sales and efficiency.

This is an example which may well be followed by buyer and merchant alike. In far too many cases the former holds himself aloof from the salespeople as if he belonged to a superior caste, whereas, by mixing with them he would stimulate and encourage them, and would in turn obtain from them ideas tending greatly to his own success. The merchant who buys all or a portion of his own stock pursues a similar policy, though actuated by different motives. He fears to "let his clerks know too much," lest they give private information to his competitor. But he may rest assured that his competitor, if he wants this kind of knowledge, will obtain it in one way or another, while the risk of its being imparted is of far less importance to himself than is an efficient and ambitious staff.—Keystone.

Packing and Preparing Spring Lambs For Market.

From the New York Produce Review.

A few "hot house" or "spring" lambs arrived for the holiday trade and as small lots will be received from now on we give herewith directions for dressing them, they usually bringing more dressed at this time of year than alive. The following are the usual directions for packing and preparing for market:

Select only prime fat stock—always the best of the flock. In dressing early lambs, cut them open only to the breast bone, but as the weather becomes warm it is best to cut down to the head. Take out entrails, leaving in haslet. The skin must be left on, but head and feet should be removed at all times in order to comply with the provisions of a sanitary ordinance. Skin the hind legs about halfway down and draw the caul over them and well down over the kidneys, securing it with skewers. Slit the caul just enough to let the kidneys through. Replace the pelt over the legs. Be careful about putting in back sets. The sticks should be just the right length; fasten one end in the flank and

the other in the breast close up to first rib, having the sticks cross in the back just behind the kidneys. Wrap the whole carcass with clean, white muslin, then with burlap or bagging, and ship by express. Do not handle too soon after killing, but allow the animal heat to get entirely out of the meat before shipping. Early lambs should not weigh less than 30 pounds, and as the season advances buyers want heavier stock. Late summer and fall lambs will not sell as spring lambs.

Do You Want to Sell

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For Sale Cheap

Electric Light Plant consisting of 35 H. P. Engine, 300 light Dynamo, Arc Lamps, Sockets for Incandescent Lamps, Reflectors, Belt and Wire. Also Tables, Counters, Shelving, Show and Wall Cases, Mirrors, Store, Window and Office Fixtures, all in first-class condition and must be sold by Feb. 1st.

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TOWER BLOCK, GRAND RAPIDS, MICH.

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Write to us for prices before buying.

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Shafting and Pulleys.

F. C. Miller.

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When writing to any of our Advertisers,
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E. A. STOWE, EDITOR.

WEDNESDAY, - - JANUARY 22, 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 15, 1902, and saw the edition mailed in the usual manner. And further deponent saith not.

Sworn and subscribed before me, a notary public in and for said county, this eighteenth day of January, 1902.

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

THE INVASION OF THE TROLLEY.

The trolley is invading the sacred shrines of the Bible, the Koran and the Vedas, and the day of picturesque pilgrim caravans and the ships of the desert is apparently passing. The valley of the Jordan, from Jerusalem to the sea of Galilee, is already under its domination. Christian pilgrims may therefore travel in comfort through it these days and visit in their order these points made memorable in New Testament narrative by the gentle Nazarene, from the place of his birth to the scene of his death. Now an American syndicate is about to construct a system of electric trolley lines which will embrace the sacred places of the Hebrews and the Mohammedans. Concessions have been obtained for a right of way from Cairo to Mount Sinai, thence across the Red Sea and along the Syrian and Arabian coast to Mecca, with a branch line running from Sinai to Damascus, which will doubtless join at Jerusalem the line now being operated in Palestine. The system will thus take in the place of delivery of the tables of stone by Moses, the Hebrew law-giver, to his people; the scene of the forty years' wanderings in the wilderness; the crossing at the Red Sea where it miraculously parted to allow the Israelites to escape in safety from the land of bondage and where Pharaoh and his pursuing hosts were overwhelmed in the closing waters; the mountain from whose summit Moses was permitted to look upon the promised land, and the route followed by the caravans of the faithful on their annual pilgrimages to the tomb of Mohammed and the sacred city which is rightly named the metropolis of Islam.

To a large portion of the human race this modern development is a matter of intense interest. Mecca is, besides being a religious shrine, the center of Arabian commerce, which draws its chief

support from the Mohammedan pilgrims. It contains a resident population of about 60,000 inhabitants, but throughout the year an equal number of transients are housed in its lodging-houses and traffic in its bazars, for no sooner have the caravans of one year's pilgrims departed than those of the year following begin to arrive. It is located, like the City of Mexico, in a basin with no natural outlet for drainage, hence its sanitary condition is deplorably deficient. On this account it has become the seat of that dreaded scourge, Asiatic cholera, the sacred well from which the pilgrims drink having been contaminated with sewage and the germs of the plague. All Christendom keeps an eye upon Mecca and the return of the pilgrim caravans, and takes every precaution possible to protect itself against the spread of cholera which the latter bring back with them. Doubtless the introduction of the trolley to Mecca will put an end to the slow-moving but picturesque caravans across the Arabian deserts, as the pilgrims, as well as other travelers, will be likely to use it in their passage to and from the sacred city. It is, therefore, almost sure to be a commercial success. And with the invasion of this agent of transportation, modern means of improving the sanitation of the city may be introduced which will eradicate the seeds of cholera from it and relieve the human race from one of its most deadly scourges. Evidently one of the most interesting and exclusive sections of Asia is about to be opened and made easily accessible to the rest of the world through this projected invasion of the trolley.

The Tradesman cheerfully gives place this week to two communications relating to the convention of the Michigan Retail Furniture Dealers' Association, recently held in Chicago. The statement in last week's paper to the effect that the members of the Association were dined and treated to a theater party by the Chicago manufacturers was made on the authority of a member of the organization who called on the Tradesman on his way home. It appears from the explanation of Mr. Blumberg that the invitation extended by the Chicago manufacturers was accepted by the members as individuals and not by the organization in an official capacity, which places the organization in a little different light, but does not change the status of the case as regards the members, because what is manifestly improper for an aggregation of individuals is equally improper for individuals acting in their individual capacity. The Tradesman agrees with Mr. Widdicombe in the statement that the holding of a Michigan convention in another state was a bad thing to do, because it naturally subjected the organization to suspicion, as would have been the case if the convention had been held at Grand Rapids or Detroit or any other city which is the center of furniture manufacturing. Lansing or Jackson or Kalamazoo, all of which are centrally located and have no furniture manufacturing to speak of, would have been better locations; and, in the light of recent events, the Tradesman believes that the officers of the organization will agree with it in the conclusion that the holding of a convention in Chicago was a mistake which is not likely to be repeated.

It is considered bad form for a gentleman to sit down first when calling on a young lady—but under certain circumstances he has to.

AMERICANIZING ENGLAND.

It is proposed to recast methods of procedure in the English Parliament. A recent dispatch from London announces that the chief time of the proposed government programme at this session will be a sweeping reform of all the rules bearing upon the transaction of business in both houses, the hopeless delay and confusion which at present characterize all legislative forces at Westminster having reached a point where Parliament has become ridiculous in the eyes of the country.

In effecting these reforms it is the intention of the governing faction to adopt many of the methods employed in the United States Congress.

Ten years ago a proposal to adopt the rules of order of the American Congress as the basis of procedure in the English Parliament would have been scouted in derision. The young lions of the "Saturday Review" would have growled sarcasms by the yard of type, and the venerable political pedants of the Spectator would have thundered learned polemics to prove that rank treason lurked beneath the absurd suggestion.

To-day, however, the proposal excites scarcely a line of comment in the British press, and it is regarded almost as a matter of course that the British lawmakers should endeavor to facilitate the business of their Parliamentary sessions by adopting the best rules extant—the rules, in short, of the erstwhile despised American Congress, an assembly often pictured by the comic artists of the world's metropolis as in the act of deliberating upon affairs of state with their feet on their desks, a long cigar between their teeth and all the accessories of smoking within easy distance.

This change of heart towards their American cousins is not because the Englishman is less conservative in his demeanor towards the outside world; it is not because he wants to adopt American methods that he accepts them. It is because necessity compels—because his business needs impel.

The Americanization of England is the subject of a very interesting article by Earl Mayo in the current number of the Forum. Mr. Mayo calls attention to the fact that a ride from the Bank to Piccadilly Circus is full of suggestion to the observing in the signs that invite him on every hand to bestow his trade on "American" tailor shops, "American" tobacconists, "American" shoe houses, "American" bars and restaurants by the score. If he looks through a newspaper he will not only observe the effect that American typesetting and stereotyping machinery have exerted on its appearance, but he will find also that a great deal of American news, in addition to accounts of lynchings, swindles and atrocious crimes—formerly the only transatlantic events chronicled by the London print—is being published. In the restaurants he will find American dishes; on the bookstalls he will see American books, and everywhere he will hear characteristic American expressions.

The whole idea of technical and commercial education in Great Britain may, perhaps, says Mayo, be ascribed to American influence. This in itself is a bold statement, in view of the boast of Englishmen heretofore that they had nothing to learn in the science of commerce or the best methods of continuing to rule the waves. But, as the writer points out, until the force of American competition began to be felt very decidedly, and the successes of American

trained engineers and commercial men in every part of the United Kingdom suggested a moral too obvious to be disregarded, there were little demand and less provision for such practical training as the leading American universities have been engaged in giving for many years past. At the time when the Birmingham University was projected, it was openly announced that the chief object sought in its foundation was to afford British young men an opportunity to acquire the kind of training that is imparted in this country by such institutions as the Sibley College of Engineering at Cornell.

The American locomotive and the American method of applying electrical power have had much to do with the Americanization of Great Britain. In the mines of South Africa, American electrical engineers monopolize this branch of industry; in the same country the American locomotive is used exclusively; in India, recently, an order was issued for American locomotives to supplant the antiquated British machines; and in October of last year Consul General Bray reported from Melbourne that one of the most valuable cargoes ever carried to Australia had just arrived from Brooklyn, including twenty-four locomotives built by the Baldwin Locomotive Works for the government of New South Wales, the entire cargo amounting to nearly 10,000 tons and valued at over \$1,000,000.

These are a few of the reasons why Great Britain is rapidly becoming Americanized, and a casual perusal of the newspapers from day to day will reveal hundreds of other reasons.

Great Britain is becoming Americanized because it is necessary; because her supremacy as the commercial power of the world depends upon the adoption of American methods of conducting business; because even an equality in the fierce competition may not be maintained unless Great Britain borrows strength, skill and knowledge from her younger, more vigorous and more intelligently enterprising offspring.

TRECOLA AROUND AGAIN.

The Tradesman again feels called upon to warn its readers to be on the lookout for the distinguished French gentleman who has exploited the sale of Trecola so successfully—for himself—in several of the cities and towns of Michigan. He claims to reside in Detroit, but those grocers who have on their shelves permanent reminders of his superior ability as a salesman probably have no idea that he would ever undertake to cross the threshold of a Michigan merchant again. In this opinion they are mistaken, because he is again abroad in the land, having visited the Muskegon grocers within the past fortnight and succeeded in leaving lasting souvenirs of his visit in the shape of cases of Trecola, delivered on the spot and paid for cash down. Whether the gentleman is a hypnotist or only an exceptional salesman, the Tradesman is not prepared to state, but his ability to sell an article which the grocer can not market is far ahead of that of any man Michigan merchants have rubbed against in the course of a generation.

A misplaced comma in a statute may defeat its purpose, but a misplaced switch before a cannon-ball train is sure to lead to disaster, of which fact we have had some recent illustrations.

Married men do not live longer than single ones—it only seems longer.

MODERN GEOGRAPHICAL SCIENCE.

No better illustration of the strides of modern scholarship can anywhere be found than in the progress made during the past half century in the meaning and the scope of geography. It seems only a little while since the science was confined to a mapping of the earth's surface, defining the coast line of continents, the courses of navigable rivers, the general extent and direction of mountain ranges, the location of lakes, cities and towns and to the tracing of imaginary lines defining the artificial divisions into which man had segregated the land, under separate governments. To this superficial acquirement the more ambitious student was expected to add some vague knowledge of climatic zones, drawn about a sphere with mathematical regularity and an engaging indifference to the modifying influences exerted upon temperature by altitude, proximity to the sea, ocean currents and atmospheric drains following the contour of the land. The staple products of the zones, in vegetation, humanity and the brute creation, received passing attention, and the earth's geology was conceded a few brief lines. The study was a detached one, comprehending no practical application for the student, a barrier against absolute ignorance rather than a stepping-stone to future learning. Taught as it was in the middle of the last century, it was an aimless labor, an unmeaning accomplishment.

To-day, in all its phases, no study engages the earnest attention of so many able and earnest men. Chairs of geographical research are being established in all the great universities, and these chairs are fast merging into large and important departments. The geographical distribution of life, which has been christened bi-geography, arising directly from physical geography, is full of complex questions in which geographical elements, although predominant, do not act alone. This branch of science is reaching back into past ages, and through fossil remains and the survivors of archaic forms still lingering in remote islands is making it possible to lay down the areas of lands and water in earlier geological periods. The relation of man to the surface of the earth, anthropo-geography, concerns itself with the earliest beginnings of history, and buds off into political geography, as it traces the formation of clans and tribes and their fusion into nations or the invasion of settled lands by homeless hordes. Out of these grow the study of commerce and trade, of the highest import to civilized and progressive countries. Physical geography, on the other hand, regarded in the abstract, again concerns itself closely with human interests, for through the study of soil and climate and the natural products that spring from the earth as the results of these allied conditions, of waterways and mineral deposits, the bases of all industries are determined. Rainfall observations tell the amount of available water in a region; the configuration of stream beds is considered in determining water power. Nor does the land alone claim attention. The resources of the surrounding seas are everywhere being investigated, with a view to placing fisheries on a scientific basis. The time is fast coming when the geography of the air, or the science of meteorology, will be adequately recognized, and complete the triune field of physical research.

The easier ways of exploration of the earth's surface were long ago exhausted. Every material addition to the world's

map to-day demands heroic courage, self-sacrifice and single-hearted devotion to the cause of knowledge. The trail of the explorer is a trail of blood, and many of those who follow it live nobly and die grandly for humanity, gaining little recognition from a thankless posterity. Scarcely second in rank of service are the scholars who toil their lives away mapping out results, drawing conclusions, and stimulating civilization to fresh conquests.

The course of the Pennsylvania Railroad Company in supplanting some of the steel bridges along its track by stone structures has been the subject of rather favorable comment of late. The action of the company seems to be in the nature of going back to first principles, to the methods adopted in the early days of railroad building. Steel may have the call where speed in construction and primary cost are to be considered, but the material is subject to rust and the structures have to be renewed in the course of a few years. It is not so with stone, providing due care be taken in its selection and the manner in which the blocks are laid in building the bridge. Given due attention to the latter, even some of the softer sandstones are subject to little weathering, while in the case of the granites the structures can be built to last for ages. From an aesthetic point there is no comparison between the two systems.

The selection of Capt. Clark as the representative of the United States Navy at the coronation of King Edward is one that gives entire satisfaction, both in the service and out of it. The man who commanded the Oregon in the Spanish war is much more of a hero than many whose praises have been incessantly sung. In the battle of Santiago it was the Oregon that did the really decisive work and that stopped the fastest Spanish ships from getting away. When the war was over Capt. Clark did nothing to keep himself before the public. He rested on his record, kept out of all controversies, indulged in no interviews or criticism of his brother officers and, as a result, there is no man in the navy who stands higher in the esteem of his associates and his superiors. There will be no better sailor of any nation at the coronation of the English King.

The cause of gray hair is a bacillus called pigmetophagus. It has been discovered by M. Metchnikoff, who is described as an eminent bacteriologist. This bacillus feeds on the coloring pigment of the hair and proliferates with an activity approximating perpetual motion. The strong vital resistance of youth keeps it down, but low vitality arising from care, grief, moral shock or sedentariness favors its growth and multiplication. The pigmetophagi will catch you if you do not keep up a ceaseless activity, in which case your hair is likely not only to grow gray, but to fall by the wayside.

The richest man in Germany is Herr Krupp, the man who makes guns. No other man in Germany has made a fortune approaching his. He has not sold all his guns to the German government, although it has been his best customer. In a way, nevertheless, Krupp typifies the German spirit which while industrial, is strongly tinged with military influence. The greatest fortunes in this country have been accumulated in purely industrial enterprises.

EXPENSIVE BUSINESS.

It costs a great deal of money to crown a king of England. Parsimonious Americans are sometimes prone to think that a good deal of expense is wasted when a President of the United States is inaugurated. They count the railroad fare of the visiting military companies, the money spent in decorations, music and the limited pageantry indulged in on such occasions, and figure out very carefully how much bread that would buy at five cents a loaf, how much meat at so much a pound and how many stockings for poor children at so much a pair. Compared with English ceremonies, however, even this large aggregate sinks into comparative insignificance. A London paragrapher has been studying up the subject, making estimates, and calculates that \$19,000,000 will be expended at the time of King Edward's coronation.

Of this sum over \$3,000,000 will be devoted to banquets given to various distinguished guests. There will be great men and women from all the countries of the globe and due attention must be paid to each. That will be a great season for the butchers and bakers of the British empire, especially those in London. The tradesmen of that metropolis some time ago took out insurance policies, not against fire, but against the possibility of the King's death. They wanted somehow to make sure of gain to themselves from the coronation. In England a ruler is crowned for the rest of his life, while a President of the United States is inaugurated for four years only. If each king or queen could duplicate Victoria's reign, the expense per year would be less in England than in the United States. Still, the lavish display which will be made when King Edward takes his crown seems like a very generous expenditure for any occasion or function.

GROWTH OF AMERICAN BANKS.

It is not so many years since our American banks looked like small affairs in comparison with many of the great European and colonial banks. We had a great number of banks, it is true, but few of them controlled really extensive resources, and, consequently, their usefulness was in a measure restricted.

These comparatively limited resources of our banks operated against American ascendancy in the prosecution of foreign trade, owing to the fact that we were not prepared to allow as extensive credits as some other countries. The same lack of great banking resources kept this country in the background as a financial center.

Within the past few years all this has changed, and nothing shows the great prosperity prevailing in the country better than does the enormous increase in bank resources, particularly deposits. The increase in deposits has been general all over the country, but it is in the case of individual banks that the increase is especially noteworthy. This great increase has been helped in some measure by consolidations of banks, but the bulk of the gain is traceable to increased wealth among the masses who have had money to deposit more than ever before.

It is but a few years since we had not a single bank in the country with \$50,000,000 of deposits. At the present time there are as many as nine banks with greater deposits than \$50,000,000. One bank, the National City of New York, has deposits of \$160,000,000, while four

other banks of the same city have deposits ranging from \$73,000,000 to \$87,000,000. One Chicago bank, the First National, has \$72,000,000 deposits. As many as twenty-four American banks have deposits of \$20,000,000 and more.

The banks of the City of New York, National and State, have in capital and surplus \$184,000,000, and deposits aggregating fully \$950,000,000. There is probably not a single one of the great European financial centers that can make as good a showing in the way of banking capital and resources. Boston has banking capital of \$34,000,000 and deposits aggregating \$151,000,000. Philadelphia has banking capital amounting to \$20,700,000 and deposits of \$120,400,000. Chicago has a banking capital of about \$35,000,000 and deposits of nearly, if not quite, \$450,000,000.

The tendency in recent years has been to consolidate banks, owing to the fact that such consolidation secures greater economy of administration, as well as a wider field of usefulness through the control of larger resources. There can be no doubt that this building up of great banks through consolidation at the great financial centers has so far been productive of good results, and there is probably little chance that the process of consolidation will be carried to excess or beyond the financial centers. The small bank has its distinct field of usefulness, and there is consequently no danger whatever that the small banks throughout the country will be swallowed up. The existence of the very large banks has undoubtedly increased banking resources, and has undoubtedly infused an element of greater strength and stability into the financial affairs of the country. Within their present scope, therefore, the creation of the great banks has been a benefit to the country.

A Washington clergyman charges the foreign legations in that city with trying to introduce the customs of the "continental Sunday" at our national capital. He says that the teas, dinners and receptions held on the Sabbath are more deadly events than the saloon. The churches are vacant, he declares, because many people are on Sunday too weary from social exertions to respond to spiritual impulses. It is not easy to see where the foreign representatives are to be criticised. They would not invite Americans to Sunday affairs if it was customary for Americans to decline such invitations. If we get the continental Sunday in America it will be because we want it, and not because foreigners want us to have it.

Potatoes are now being imported into this country from Europe at the rate of 30,000 barrels per week. This is not the first time that the failure of the American crop has created a market here for the foreign product. In 1880 nearly 4,000,000 barrels of potatoes were brought here from abroad. Inasmuch as this opportunity comes but once in twenty years the foreign potato growers are not likely to get rich at the expense of the American people.

Why are a sailor's trousers cut wide at the bottom? Not many land lubbers know. A New York Sun correspondent explains that they are cut wide so that in holystoning and washing the deck, also in wading ashore from a small boat, he can pull them up to the knee, the full part fitting the thigh and the small cloth strap buttons to the waistband holding them up. They just fold back or up.

TOUCHED ELBOWS.

Annual Banquet of Kalamazoo Grocers and Butchers.

The second annual banquet of the Kalamazoo Retail Grocers and Meat Dealers' Association, which was held in the main hall of the Auditorium building last Wednesday evening, was even more of a success than the first event of the kind, held one year ago. On that occasion two Grand Rapids people participated in the pleasure of the evening. This time an even hundred Grand Rapids grocers and meat dealers were guests of their Kalamazoo brethren, having gone on the afternoon train to the Celery City, where they were met by a band and a large number of Kalamazoo provision merchants, by whom they were escorted around the city and to the asylum-on-the-hill, where they were shown through the various wards by intelligent and painstaking attendants.

Promptly at 8 o'clock the doors of the banquet hall were thrown open and 300 grocers and butchers lined up at four long tables laden with good things to tempt the appetite. Potted palms and ferns and huge bouquets of celery were the decorations. The bouquets seemed to be appreciated by the Valley City delegation, for not one of them could be found when the banquet was finished.

During the entry to the banquet hall the yells of the Grand Rapids crowd vied with those of a bunch of Kalamazoo College students who acted as waiters.

An invocation was offered by Guy Van De Dreeke, when all present proceeded to demolish the menu, during which time eight beautiful selections were rendered by Rix's orchestra.

When the knives and forks ceased to rattle, Toastmaster Johnson squared himself around and, without any extended preliminary remarks, introduced Earl Cross, President of the Kalamazoo Association, who welcomed the visitors to the Celery City and congratulated all present on the pleasure of the occasion.

F. W. Fuller, President of the Grand Rapids Retail Grocers' Association, spoke on Co-operation, as follows:

I am a good deal like Billy Clark, the comedian. Whenever he comes on the stage in front of an audience, he usually has a very wild look on his face, gasps for breath and winds up by saying that he's glad he's got here at last. That is my case. I am glad I am here, very glad—glad for many reasons. I am sure that the hospitality you have extended the grocers and meat dealers of Grand Rapids this afternoon will be remembered by them for years to come.

It does one good to get out and enjoy himself at a gathering like this, and I hope it will find a counterpart in the visit our Kalamazoo friends have promised to make their Grand Rapids brothers. I believe I voice the sentiment of the entire delegation from the Furniture City when I say that we have all enjoyed ourselves to the fullest extent, and I now take the liberty, in their behalf, to extend to you a vote of thanks for the splendid manner in which you have entertained us. I also wish to state that on Monday evening, Jan. 27, will be held the fourth annual banquet of the Grand Rapids Retail Grocers' Association, and I hereby invite you to be present on that occasion. The banquet this year will be held at the Eagle Hotel.

The subject your Committee has assigned me is Co-operation. In our line of trade, co-operation means a great deal to us, if it is carried out in the right way. Eighteen or twenty years ago I believe a grocers' or meat dealers' association was not thought of. The men engaged in the business in those days—and there are a number of them

still at it—opened their doors, especially in the summer months, at 5 o'clock in the morning, and some of them earlier, and remained open until 9 or 10 o'clock at night. Many of them were not content with the number of working hours during the week days, but opened their place of business for several hours on Sunday. Things have changed since then, and when people tell you that the world grows worse every day, just tell them you know of two classes of merchants who are improving—grocers and meat dealers. The meat dealer and the grocer can now go home on Saturday night, feeling that they have a day of rest before them in which they can enjoy the family circle, get acquainted with his wife and children, attend church and Sunday school, and in many ways enjoy the day set apart for rest. How did this condition come about? By the merchants co-operating with one another and by the forming of local associations in cities and towns where a number of people are engaged in the same line of trade. In some places there are separate associations for the various lines. In others, all classes join hands for the common good. It makes no difference, so far as I can see, as I believe we are all striving for that which will be of mutual benefit to each and every one of us.

The Grand Rapids Retail Grocers' Association was organized a little more than fifteen years ago, and I know that much good has resulted through this organization. Among the many important changes which have been brought about is the earlier closing hour. We now close our stores at 6:30 p. m. during the winter months and at 7 p. m. during the summer months, except Saturday evenings. We have three whole holi-

co-operation is the friendly feeling which exists among the grocers, which is more manifest every year.

From the local associations grow the state associations and also the business men's associations, and much good has resulted from these organizations. The National Association, which was formed a few years ago, should, I believe, receive the hearty support of the local associations, thereby enabling it to accomplish many things of much benefit to all.

The bankers, the millers, the wholesalers, the manufacturers, etc., have their local, state and national associations and, by co-operating with one another, many advantages have been gained and many abuses wiped out.

I believe the time will come when we can assist each other in making collections.

There is a movement on foot to co-operate with the fruit growers' associations to put a stop to retailing at all, as many of them do not wish to sell except to the grocer.

Many other things might be mentioned which may be brought about by co-operation, but I will not further take your time. By extending to our fellow merchant the good hand of fellowship, much good can be accomplished.

Rev. Geo. E. Rowe spoke for Grand Rapids in his usually felicitous manner and captured a large measure of applause.

E. A. Stowe spoke on the Future of the Grocery Business. The response is published verbatim elsewhere in this week's paper.

Homer Klap spoke on Our Power in

mutual benefit. Our first was our annual excursion to Grand Rapids, and a very pleasant time was reported, especially by those who took the first train for home, as they arrived before the storm. Let me say here that Grand Rapids is the place to go to be entertained, as the Grand Rapids grocers know how to do that, although they could not play ball.

The next event was our first fishing contest and, as it was decided to leave here at 1 p. m., it made a very short time for our contest. But talk about a dry time! Those who took part can never want for any more wet, and I can vouch that we were all wet on the outside—and probably there were some who were wet on the inside also. It was certainly a day to have a good time, for it was all kinds of fun to see it rain—not rain, but pour—and to see us get some shelter, even to breaking boat houses, and breaking oars, and wound up with an entertainment in the pavilion such as only the grocers can give. Honors were evenly divided as to the contest, and as we all enjoyed ourselves in a few hours, it was decided we could have a better time by making a day of it for our next contest.

The weather man was very good this time. He knew we had all the wet we wanted before, so he gave us a good hot day and plenty of lake water, but it was a good day to see which side would win for those that took part in the contest worked hard. Even my opponent captain never stopped for dinner, but kept right on fishing for tarpon, which failed to appear. When the score was counted it was hard to tell that we had any opponent, as every man that caught fish seemed to be on our side. Even fishermen from Pleasant Lake wanted to



OFFICERS OF THE ASSOCIATION

days each year—Christmas, Fourth of July and grocer's picnic day. A number of years ago these were only half holidays. We have a half day on New Year's day, Decoration day, Labor day and Thanksgiving day. I trust the time will come when we can all have a half holiday each week during July and August for the benefit of our clerks, as well as for ourselves.

The peddlers, through the efforts of our Association, are obliged to secure a license and furnish a bond, which must be filed with the City Clerk before they can sell their wares on the streets. We also have a sugar and flour card, which is maintained by most of the grocers.

One of the best results secured from

Politics, prefacing his remarks with several stories of a personal character, illustrating the characteristics of certain Kalamazoo grocers.

John A. Steketee spoke on Our Fishing Contest as follows:

At our annual banquet a year ago, I spoke on Business and Recreation, which most of you will remember. With pleasure I will say it bore fruit. The grocers and meat dealers of Kalamazoo have come to the conclusion that "All work and no play makes Jack a dull boy" and, while we have had our meetings and transacted business for our benefit and prospered as the Grocers' Association, we also have had a few days devoted strictly to pleasure and

score with us, but, of course, we did not need their assistance.

Then, last but not least, was our contest banquet, which consisted of a fine entertainment and a good supper, with blind robins and stock fish on the bill of fare.

Now, let me here make a suggestion that, while we enjoyed the contest, and all had a good time, if we have another contest, we select captains outside of the Association, for, as a matter of fact, I regret to say that my opponent captain has always remembered the grocers' fishing contest at Crooked Lake to such an extent that he has never said fish since. There is one fact about these contests that struck me very forcibly, and that is that for clean and sober

sport the grocers and meat dealers are a jolly good lot of fellows, not like a party of ten of which I have heard, who, when going for a week's fishing trip, each put in \$10 to buy the necessary provisions. A committee of three was appointed and was to report before they left, so at the meeting the committee reported that they had spent \$90 for whisky and \$1 for bread, when one of the party spoke up and said, "What in thunder are you going to do with so much bread."

H. J. Schaberg, the faithful Secretary of the Kalamazoo organization, responded to the subject, Our Profession—the Grocer, in a manner which surprised his friends and pleased his auditors. His rhetoric was beautiful and his delivery graceful and effective. The Tradesman regrets that it can not present a verbatim reproduction of the response.

J. Van Bochove was down for a response to the topic, How Our Bet Was Paid, which he covered as follows:

I regret very much to state that I gave

you ask? This in itself is sufficient reward for any efforts you may have made to please them. Be kind to the children, wait on them promptly and treat them as well as their elders. It is a mistake to act as though they were merely to be tolerated. Some proprietors, as well as clerks, will often wait on any adult who comes into their store and let the child stand aside until there is nothing else to do but attend to him. Children have a far better idea of what is due them than most people imagine and will resent any inattention or injustice as strongly as grown people. To retain a customer after he has become such is a very important matter and there is no way in which it can be done so successfully as through kindness to the little ones. In closing I wish to say: "Love the little children and beware of offending them."

Wm. Mershon spoke on the subject, Fifteen Years with the Kalamazoo Grocers, as follows:

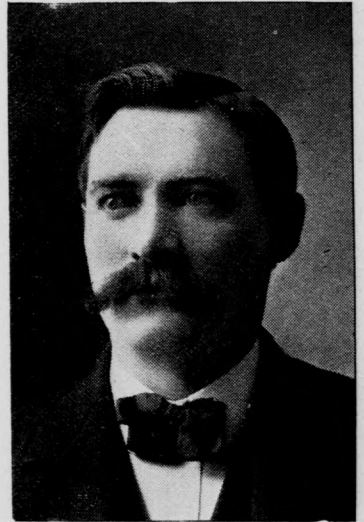
The most of my time for the past fifteen years has been spent in the flour and feed business in Kalamazoo. During all this time I have been jobbing flour

of our grocers are in business now for profit, which in general has been realized more in the past year than in any one year under my observation. On sugar, for instance, I think there has been more clear money made within the last year in Kalamazoo than was made in the whole ten years previous. Customers are just as well satisfied with the sugar and much more satisfied with the grocer, who is making fair profits and doing business in an honorable, businesslike manner. A grocer who is selling something cheap or below cost and expects to make up on some other goods or on some other customer sets his judgment and business capacities against business men and manufacturers who are in business and have made fortunes before he began.

A cheap price on a manufactured article usually means a cheaply manufactured article of goods, and flour is no exception to this rule. Manufacturing plants of all descriptions are operated for profits or they could not exist, and flour as well can not continually be sold at a cheap price without being made of cheap material. I think the best results may be obtained in selling a flour upon

H. Hoffman, W. A. Coleman and Dr. H. H. Schaberg and instrumental selections on piano and xylophone by E. Desenberg; selections by the grocers' quartettes of both Kalamazoo and Grand Rapids were also well received.

Toastmaster Johnson handled his por-



W. H. JOHNSON, Toastmaster

tion of the programme with excellent tact and won deserved praise from all present.

The Grand Rapids contingent returned home on a special train which made the run of forty-nine miles in a little over an hour.

All present united in pronouncing the banquet one of the most successful affairs of the kind ever held in the State. The grocers and meat dealers of the Celery City are certainly entitled to the commendation of all present for the excellent judgment used in planning and executing so happy an affair.

It affords the Tradesman much pleasure to be able to present portraits of the Reception Committee, the officers of the Association (except President Cross), Secretary Schaberg and Toast-



MEMBERS OF THE RECEPTION COMMITTEE

Mr. Steketee my promise not to speak on any subject pertaining to our fishing contest and it was through Mr. Schaberg that my name was placed on the programme for How We Paid Our Bet. That the bet was paid is true, and the books of our Association will prove it. In lieu of the subject chosen for me by Mr. Schaberg, I would like to make a few remarks on How to Treat the Child Customer. This subject I consider very important, especially to the suburban grocers, who deal very largely with children. Some fifteen years ago I embarked in the grocery business and one of the first things that came to my mind was to make an effort to please the little folks and, through them, their parents. Possibly I was trying to emulate the example of my father, who has since passed away, but I do know that he was successful in winning both the respect and affection of all the children who came to his store. Many now grown to manhood and womanhood often speak in kind and loving terms of their old grocer, "Sammy." What more can

to the grocers, either for myself or for those by whom I have been employed.

Until 1893 flour retailed at any and all kinds of prices and most of the time with a very small profit, either to the jobber or retailer; but in the fall of 1893 we established a uniform price on two brands of flour we handle, and it has been maintained up to the present time.

At first we had all kinds of trouble. A grocer would think his neighbor was cutting the price and I would go and look up the case, which usually turned out to be nothing more than that the reporter had made a mistake. Other brands of flour were on the market, and there are but a few grocers here to-night who have not put us to a severe test, either by wanting to meet competition with our flour or throw it out, but we are here to-day with the flour in over eighty groceries in Kalamazoo.

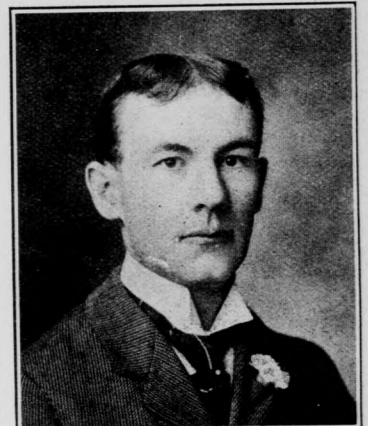
Since the organization of this Association I notice a great improvement in the method of doing business. The members are more friendly and have a better feeling toward each other. Most

which a reputable miller has placed his name and copyrighted brand. The miller usually has spent years of time and large sums of money in advertising his brand of flour, and a retailer handling these brands will undoubtedly derive some benefit from them.

E. H. Woodhams responded to the subject, From Our Daily Gardener, in a most felicitous manner. He told plain truths in a plain and unostentatious manner and closed with a story apropos of his subject which met with a hearty reception.

Stephen Marsh talked on Oil on Troubled Waters from the standpoint of the oil salesman and made several good points which his audience appreciated.

On account of the lateness of the hour the remainder of the programme was necessarily omitted. The musical features of the evening were very enjoyable, including vocal selections by John



H. J. SCHABERG, Secretary

master Johnson. Mr. Cross was unable to be present when the group portrait was taken and has not yet responded to the Tradesman's request for the loan of a photograph from which a portrait could be made—all of which goes to show that the President of the Kalamazoo organization must be either a very modest man or else he is too busy to stop work long enough to have a photograph taken.

Shoes and Rubbers

How To Conduct a Shoe Department.

First. Get your department as centrally located as possible, on the ground floor is best, of course, but you are a fortunate man if you can get the superintendent to place you there. Upon the location of your department largely depends your success. So many firms seem to consider shoes as a "something" that they must carry, for the accommodation of their customers, therefore, according to their ideas, "any old place" is good enough, whereas, the department, if properly located and intelligently managed, can be made a decidedly profitable investment. Aside from the location the success of the department will be measured according to the manager's ability, providing, of course, he is allowed to carry out his ideas and is not handicapped. There is only one way for a firm to get the best there is in a man, and that is to give him full sway for one year, and if at the end of that time he fails to make a creditable showing, all things considered, let him go. If the metal he is made of has the true ring he will not want to stay if he can not make money for his employers.

Second. The selection of your stock is of the utmost importance. Select your lines in accordance with the class of trade you intend catering to, and, after selecting them, do not scatter your purchases. Confine your purchases to just as few houses as is consistent, and your business with each house will then be large enough to be appreciated by them, which fact insures cleaner, smoother goods and fewer odds and ends. You will have enough odds and ends at best, and the more lines you carry the more broken lots you will have for the bargain table. Carry few styles but plenty of sizes and widths. More sales are missed on account of not having the size than on account of the style. As a rule two lasts are enough for any one priced shoe.

System is essential to the arrangement of your stock. It should be so arranged that trade can be handled in the easiest and quickest manner. In shelving your goods begin with the highest price in front. Place the smallest size and narrowest widths on the lowest shelf and work up and down, from right to left. For instance, 2½ A, 2½, B 2½ C, etc., 3A, 3 B, 3 C, etc., beginning your second lot where first lot ends. Give every lot a stock number, and do not deface your cartons with descriptions. Put stock number, mate number and size and width on the sole of each shoe, thereby expediting the putting up of stock and avoiding mismating.

Take, for example, a store carrying goods ranging from \$1.50 to \$3.50. You should make a rise of 50 cents at least on each price say \$1.50, \$2, \$2.50, etc. In that way you have five lines. Ordinarily you would buy your \$1.50 seller from a manufacturer making a specialty of a \$1.15 or \$1.20 shoe. Your \$2 and \$2.50 retailers from a firm making a specialty of \$1.50 and \$1.75 shoes. Your \$3 and \$3.50 lines you can get from still another factory whose forte is \$2.25 and \$2.50 goods.

In this way you get the best product of each factory, and are therefore able to offer your trade goods you know are right in every way and as good, if not a little better than your competitors are showing.

Third. The question of securing

good help is one that requires time and judgment. Be careful in your selection, and employ only practical foot fitters.

Some firms object to this because they come higher, but they are cheapest to the house in the long run. Impress upon them the importance of properly fitting, and hold them responsible for misfits, making reasonable allowance for man's fallibility. Guarantee the fit of every pair you sell, unless the customer insists on fitting herself. Replace every misfit with another pair, and be careful to note the peculiarities of the foot, for with such treatment she will be sure to come to you for her next pair. Not only will she come, but she will send her friends as well.

We all know the best advertisement is a "well pleased customer," and women, God bless 'em, will talk.

Selling shoes is a different proposition altogether to selling calicoes, pins, etc., and the sooner department store managers realize this the sooner they will begin to sell more fine shoes.

Fourth. Your windows are the eyes to your store. Their appearance either draws trade in, or causes it to pass you by. Your trims should be arranged with the utmost care and changed regularly. Each trim should bring out some new idea, and it must be catchy in order to attract the crowd. As a rule, a one price window is more effective than a combination of prices, because cheaper goods suffer by comparison. Have your windows full, but not crowded. Palms or flowers add greatly to the appearance of your windows, as well as to the department, and are not expensive, i. e., the artificial ones are not.

Have your department bright, cheerful and comfortable. Ladies like to shop where they can be made comfortable. It is much easier to hold a crowd in pleasant quarters than where comfort is conspicuous by its absence. Where your seating capacity is limited chairs are preferable, because a chair is an individual seating place, while a settee is not, and when there are one or two on the settee the next customer coming in feels a hesitancy in taking a seat there, no matter if there is plenty of room, because she does not know the parties already seated and does not care to be placed in such close quarters with strangers. Some will say that this argument can be refuted by looking into any street car, but seating people in a shoe store and a street car are different things altogether. We had people stand over four hours in the blazing sun here last August to see the Knights' Templar parade, but that is no reason they would stand one-tenth as long to buy your shoes. Therefore, give them easy chairs and pleasant surroundings and attractive windows.

Fifth. Advertising is the connecting link between you and the general public. Use it freely but judiciously, and live religiously up to every promise you make. Truthful advertising begets confidence and confidence ultimately brings success.

Originality is not essential, still you should be as nearly so as is possible and produce good advertisements. There recently appeared in Current Advertising a piece entitled, "Originality in Advertising," which covers the ground so completely that I copy the following:

It is not necessary to be what the world calls original to be successful. If a man is going to dig out all the ideas from the time he is born and not rely to some extent upon the ideas of others, he will be dead before he can talk.

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.

Dealers Who Handle Our

Line of Grand Rapids Shoes

Know that they are business getters, builders and holders, and this fact keeps us exceedingly busy.

If our output is unknown to you, and you want a trade-pulling line of footwear, we will call and show samples if we but suspicion that you are interested.



Rindge, Kalmbach, Logie & Co.

Grand Rapids, Michigan

Our goods bear this trade mark



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.

Originality in advertising is only original in the association of ideas, and he who can do that cleverly is as near an original being as an advertisement maker needs to get.

Make your advertisements read just as though you were talking to a customer. Do not try to see how many slang phrases or would-be smart sayings you can use, and do not use too many trade terms in describing your shoes. Remember every reader is not familiar with such words as "inseaming," "vamping," "edge-setting," etc. Make your talk intelligible to every one, and while it may seem for a while like "casting bread upon the waters," rest assured "it will return after many days," and will prove to have been a good investment. Every business that has ever amounted to anything owes its growth either directly or indirectly to its advertisements.

Guarantee every pair of shoes you sell except patent stocks, and in selling them be sure your salespeople explain to each customer that you do not guarantee this stock and that they buy it at their own risk. In this way you will avoid many a misunderstanding.

When a customer comes in to make a complaint about a pair of shoes which lasted "only three weeks," do not contradict them, even if you know they are handling the truth in a careless manner, but decide quickly what you are going to do and when they have finished their "tale of woe," tell them exactly what you will do and then stand by it. If you are going to make an allowance surprise them by your seeming willingness. If you know you are being imposed on reason with her in a quiet, easy manner, manifesting at every point your intention of protecting her interests wherever she has a reasonable complaint and she will get over her mad spell before she leaves your store. Some people contend that it is best to satisfy every complaint whether reasonable or otherwise, but when you know the complaint is unreasonable I contend you are wrong to allow it, but if you allow it, for pity's sake do not charge it up to the manufacturer. Charge him with what he is to blame for, but do not keep your trade in a good humor at his expense.

On such things as rips, etc., it is undoubtedly better to do them free of charge, because the cost is small and the impression made on the customer is worth a dozen times the amount of the cobbler's bill. Show the public you want to treat them right and 90 per cent. will meet you half way. Let your competitor have the other 10 per cent.

Seventh. Pay special attention to your boys' and children's department. Show me a department enjoying a good trade in children's shoes and I will show you a healthy department. If the mother is satisfied with the shoes you sell her for the little ones you are reasonably sure of selling her her own shoes.

See that the children are fitted properly. Carry the widths so that you can fit them. Show mothers that you are anxious to please and your business is bound to prosper in this department.

Eighth. Your findings department can be made profitable. The sales are small but the percentage is good. Have a nice glass case conspicuously placed in your department with a neat display of everything pertaining to this line shown therein and the price attached.

Many a person who drops in to buy only a bottle of polish will often carry away a pair of shoes as well, if the salesman who waits on her has the inter-

est of the department at heart. Thus you kill two birds with the proverbial one stone, and perhaps gain a new customer.

Ninth. Your selection of rubbers should be governed by the shape lasts you are carrying in shoes, and when fitting them follow the same rule as in fitting shoes, "be sure they are long enough."

"How to conduct a shoe department" can be summed up as follows: Systematize your business; have your salespeople thoroughly instructed as to your methods. Advertise intelligently and keep your name before the public so prominently that you will be the first to enter their minds when they think of shoes, and above all things let your name and business be synonymous with fair dealing, and by keeping everlastingly at it you are bound to succeed.—Ben F. Hill in Boot and Shoe Recorder.

Injurious Effect of Timid Clerks in the Store.

There are thousands of shoe clerks in the United States who, if told that they were timid, would scoff at the idea. But they are timid, nevertheless. They are not afraid to go forward when customers enter and sell them what they ask for.

But, when it comes to selling them a pair of rubbers which they have not asked for, or another pair of shoes at the same time, they hesitate; they are afraid to try it.

In busy times it is not necessary to sell people more than they ask for. But just now those extremely busy times are very apt to exist only in memories of the past or hopes for the future. So why not practice a little salesmanship while you have the time to spare.

Resolve that you will make an effort with all of your customers to sell them what they are looking for as quickly as possible, and then sell them something they really need, but had not thought of buying.

It can be done, often. You will find that a great deal of your success will depend upon pleasing your customer with the first selection. There is a knack about this which can be acquired by study and practice.

While you are seating your customer and removing the old shoe, you should determine by a few questions, and some close observation, just what style and price are wanted.

Sometimes a customer knows and tells plainly without any questions, but oftener—much oftener—he is far from fully decided, and is unconsciously waiting for an inspiration from the window, or showcase, or clerk.

What the clerk does and says in the first few moments is what generally decides whether the sale is to be an easy or a hard one. If he has cultivated his knowledge of human nature, he decides what style will be most likely to please, and about how much money is likely to be appropriated for the purpose. Also what stress the customer lays on the point of durability.

Having decided these things he proceeds accordingly.

If his decision was approximately correct, the sale is generally made with the first or second shoe shown. It will thus be seen that a quick sale in a shoe store depends upon good judgment of human nature. You will find that your customers will like it when you please them quickly.

But do not try to force the sale of the first pair unless they fit and have nothing objectionable about them. Sometimes customers will hesitate because

they are surprised at being pleased and fitted so soon. In such a case show two or three more styles that you are sure will not please, to convince them that it really is true that they were pleased the first time.

If, however, there is some point about the shoe named as being objectionable, either prove to their satisfaction and at once that the objection is not just, or get as near to the same style as you can, but with that objectionable feature removed.

Having succeeded in selling your customers quickly, you have inspired their confidence in you. You are then in a position to sell something else which had not been thought of. If you have sold a dress shoe, try your chances on a street shoe, and vice versa. Or let the something else be rubbers, Alaskas, or rubber boots, as your judgment dictates.

You should be in a fair position, from your conversation, to judge just what would most favorably appeal to your customer.

Do not ask if you may show them, but trot 'em out, with some good and true reason for immediate buying; either reduced price or limited supply, or anything else that fits the case. You may not make a sale, but you surely won't if you do not try. And if you do not sell them at the moment, you have advertised them in the most effectual way possible.

We advise all shoe clerks to take this matter under consideration. See what you can do along these lines. Either you can increase your efficiency—and thus your salary—or else you are not cut out for a shoe salesman and should be looking around for your true vocation.—Shoe Retailer.

**Buy a Seller!
Sell a Winner!
Win a Buyer!**

Men's Colt Skin Tipped
Bal. Jobs at \$1 50.

Be sure and ask our
salesman to show you
this shoe.

The Western Shoe Co.,
Toledo, Ohio



Our Hard Pan Shoes

are inferior to none and superior to all shoes by this name, no matter where or by whom made. There is no better proof of this than the satisfaction they give to both dealer and wearer. Try them and you will also be convinced.

Herold-Bertsch Shoe Co.,

Makers of Shoes,
Grand Rapids, Mich.

For \$4.00

We will send you printed and complete

5,000 Bills
5,000 Duplicates
100 Sheets of Carbon Paper
2 Patent Leather Covers

We do this to have you give them a trial. We know if once you use our Duplicate system you will always use it, as it pays for itself in forgotten charges alone. For descriptive circular and special prices on large quantities address

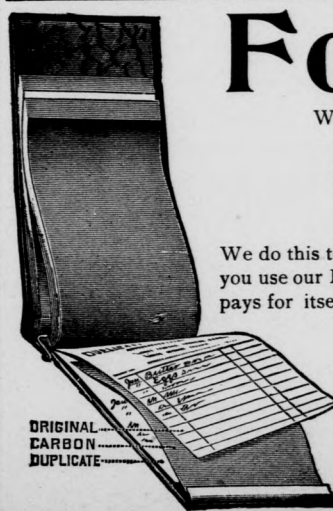
A. H. Morrill, Agt.

105 Ottawa Street, Grand Rapids, Michigan

Manufactured by

Cosby-Wirth Printing Co.,

St. Paul, Minnesota



Clothing

Fashions Favored by Chicago Authorities
This Winter.

Scotch plaid greatcoats are becoming exceedingly popular with the swell dressers. They are an absolute relief from the grey stuffs so universally seen in large overcoats—that is about all one can say for them.

The long, full back presents too great a field to show a Scotch plaid to advantage. There are no high lights or deep shadows to subdue a monotonous sameness—nothing to rest the eye. The same fabric in a suit presents a very different effect. The coat, waistcoat and trousers disturb the unbroken field and furnish the lights and shades which add to the richness and warmth of Scotch plaids.

The Scotch plaid greatcoats have velvet collars to match the prevailing tone of the fabric; large sleeves and rather deep cuffs with round corners.

No doubt the prime cause of this favor for the new coats is that they can only be had from the tailor shops and will not be found in ready-made stocks this season. There is a charm in exclusiveness that will make some men wear anything.

These coats will not be generally favored. The demand will be very limited.

* * *

This has been a wonderful and very surprising season for mufflers. Wonderful as to the unusual quantity sold and surprising for reason that an almost uniform good taste has been displayed by the buyers.

There have been displayed the English squares, the unlined pleated shapes, the long padded strips and the lined and quilted fashioned mufflers—an endless variety in colorings and in all degrees of warmth.

The unlined pleated shapes in dark rich silks have sold almost to the exclusion and retirement of all but the English squares. This favorite is a perfect counterfeit of the English square as it appears in the neck.

Nowadays mufflers belie the real meaning of the term. They are not used to muffle up in but as a protection for the linen collar and tie, and as a means of keeping snow out of the neck. They are in reality protectors and the lighter and less bulky they are the more they are favored.

* * *

The tailors to the swellest swells have thought out and are recommending a feature to proclaim whether or no a man wears the same trousers with the evening jacket that he does with the full dress coat. Heretofore the same trousers were fit for either coat. This made the addition of a second pair of dress trousers wholly unnecessary—a curtailing of wardrobe expense not favorably accepted by the prodigal dresser, who had the means of gratifying his whims and permitting him to go to any extravagant extreme. The tailor has helped him out at the expense of the man of limited means.

Now the distinct lines of demarcation between the aforesaid men are braids or no braids on the full dress trousers.

To be in the inner circle the trousers of the full dress suit must have two quarter-of-an-inch-wide braids down the side—one on either side of the seam—showing distinct spacing between them. These braids are wholly and entirely out of place on the trousers worn with the evening jacket.

This distinctive feature of the full dress trousers is a London idea and is not original with the American tailors, although they are taking the credit of devising the means of compelling society men to enlarge on their wardrobes.

* * *

Holiday festivities and the usual numerous social events at this time of year bring the dressy fellow to his limit and fix the favored styles for the winter. In neckwear the large shapes are now best. Very few derbies or batwings are seen, either with semi-dress or for business wear. The excessive cold fortnight in December seems to have completely frozen under the highfold collar and its companion neckwear. Wing and poke shapes in collars are now almost entirely worn and as a consequence the large, generous rich ties are out en masse. The ascot, once-over and puff are seen in a great variety of patterns, but all are quiet and dark in effect. The Persian and Moorish colorings predominate—dark, subdued schemes in silks that closely resemble silk tapestries in their rich effects. Patterns traced in gold on dark dead red, with a relief in rich dark green is a much favored style.

There is nothing that proclaims quicker a man's knowledge of dress than the selections he makes in his neck-dressing. It is a detail that fashion leaders study most carefully. Following the superficial glance at a well-dressed man the eye invariably seeks the neckwear to verify the impression he has made.

* * *

I have been on the alert since November 1 to find a negligee shirt on a man whom one could call well dressed. The bluff and bluster about the negligee shirt being recommended by well-up haberdashers for winter wear and the absorption of the idea by genteel as well as swell dressers warranted keeping an eye open for the innovation.

I have not found one case, thus far, and I think everyone who takes the subject of dress to heart will say: "good thing."

There will undoubtedly be negligee shirt ordered for wear in May and June, presumably as early as the middle of April. These shirts will be made up in the heavier shirtings, oxfords, chevots, etc., and will be discarded in July for the cool summer fabrics. This is a practical idea, as it offers the restless dresser a change from five months in stiff bosoms and adds that much more to the shirtmakers' trade.

The winter negligee shirt can be put down as an unrealized chimera.—Apparel Gazette.

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Guaranteed Clothing**

Makers

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M. Wile & Co.

Famous Makers of Clothing
Buffalo, N. Y.

Samples on Request Prepaid

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JOHNSTOWN, N. Y.**

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\$4.50 to 12.00
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We have some extra
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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.

GIRLS WITH BIG FEET.

Uncle Sam's Daughters the Biggest Women on Earth.

"Thirty-five years ago when I went into this business," said a white-haired shoemaker, "the woman who was obliged to wear a No. 4 shoe always whispered the fact in my ear after swearing me to secrecy, and either ordered the objectionable numeral obliterated from the shoe lining or had one that indicated a much smaller size put in its place. Thirty-five years ago we sold what we called here in the shop large and small threes, because then, as now, there existed a pleasant and carefully cherished belief that the American woman possessed an extremely small and slender foot. To-day instead of those threes we sell fours, fives and sixes; in place of lasts made in the A. B. and C widths, we sell C., D. and E. Although the pride in the Arabian delicacy of the American woman's foot is as much a matter of national boast as ever, the fact remains that all things considered Uncle Sam's handsome daughters have uncommonly big feet, and the worst phase of the condition is that their feet are steadily growing bigger.

"Since time immemorial," the shoe man continued, "our women have smiled in gentle pity over the size of the English woman's foot, and tenderly commiserated her on the ownership of awkwardly extensive extremities, but the American shoe manufacturer who exports ties, slippers and laced boots can readily testify that the demand from the English importers is for a shoe from one to two letters narrower than that asked by the domestic market. These of course are cruel facts, but facts they are, and here in my shop, where on an average seventy-five pairs of shoes are tried on every day, the woman who boasts the longest line of American-born ancestors requires nearly always the largest make of footgear.

"Among my customers are several whose progenitors were signers of the Declaration of Independence, and, although the question of actual size and letter is never discussed between us, all the clerks in my place know that nothing less than a No. 9 of E width will fit either mother or daughter. Those, of course, are rather exceptional cases, but to prove my assertion as to the size of the average foot you would need only run over the stock stacked on the shelves of my shop from floor to ceiling. For every ten pairs of 2s, 3s and 3½s I find it absolutely necessary to order and keep on hand twenty-five to sixty pairs of 5s, 6s and 6½s, running in width from C. to E.

"An honest No. 6 is what the average woman wears in a walking shoe, whether it is a tie or a high laced boot, while in a slipper she will usually purchase a 5½ if she is going to use it for dancing and walking. Should she be sensitive about her feet and eager to minimize their size, she will buy her calling and shopping shoes with high heels, and if the weather is decent she will wear big-buckled walking slippers on the street. Such slippers are, of course, not practical, nor in the least hygienic; the weight is thrown on the ankle and on the delicate joints at the roots of the toes, with the inevitable result of increasing bulk and breadth at both these points. When, however, has woman ever listened to reason if fashion or vanity got her ear first, and, what is very lamentable from the standpoint of comfort and common sense, is the increas-

ing demand for a shoe and slipper with a narrowing toe.

"Happily, though, there is a saving remnant of our American women who insist first of all on wearing stout and easy shoes, and who this winter refuse to endure the heat and weight of rubber overshoes. Among the very smart women, who walk and play golf a good deal, the overshoe is regarded as an evidence of a feeble intellect or pitifully inadequate constitution, and to meet the requirements of the robust class the shoemakers have brought out rainproof blucher walking boots. The soles of these are a quarter of an inch in thickness and full extension; the vamps are made of the best American calf and the tops grained English leather. All day long, over sodden fields or streaming streets, a woman can tramp in these without knowing a damp stocking, and if after a thorough wetting the shoes are dried on trees and treated with the proper dressing and polish the leather will be perfectly pliant and flexible for further use.

"Perhaps it is only fair to admit," confessed the shoe dealer, "that the steady increase in the size of our women's feet is very largely due to the undeniable increase in the size of the women themselves. It is a matter of common knowledge to anyone who has traveled abroad that the American woman of to-day is built on far ampler lines than her sisters of any other nation. The average American girl stands almost head and shoulders above the women at an English garden party, her shoulders are broader, and at the London and Paris glove shops, where Americans resort, they will tell you that they are obliged to carry a glove that is longer in the fingers and wider in the wrist for the special comfort of travelers from the States. To my way of thinking there is something for our women to be proud of in their large and nearly always symmetrical and invariably smartly shod feet. Just look at the feet of the Venus of Milo and the Sistine Madonna; their creators knew enough to give them feet in beautiful proportion to their bodies, and not the dainty extremities of the small, sedentary Mexican or Cuban ladies, who are the wearers of the really tiny shoes that are sold or sent out from our shops and factories."

Encourages the Clerks to Read the Tradesman.

The head clerk in a large general store in Northern Michigan writes as follows:

Please find \$1 in payment for my subscription. The Tradesman seems like a letter from home on account of the many good articles it contains. We could not do business without it. We have instructed our clerks to read it every week and thus keep in touch with everything it contains. I think every merchant should encourage his clerks to read the Tradesman in order to keep abreast of the times. Our clerks make it a point to read your paper just as much as they do our county and State papers. Our manager often speaks of you and the articles published in your valuable journal.

Too Much to Stand.

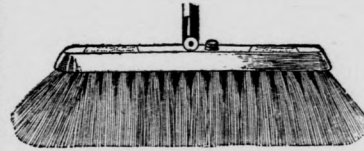
Owner—What's that? The men in my boiler factory out on a strike? What's the matter?

Book-keeper—I haven't heard; but, now I think of it, the new superintendent has moved into the house next door to the rivet driving shop.

Owner—I don't see what difference that should make.

Book-keeper—You are probably not aware, sir, that he has six daughters, and they are all studying music.

ENDORSED BY THE HEALTH DEPARTMENT

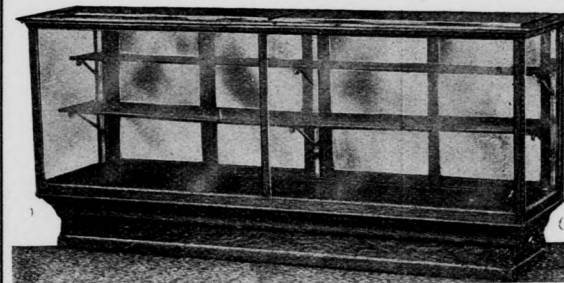


Milwaukee Dustless Brush Co., 121 Sycamore St., Milwaukee, Wis.

The Milwaukee Health Department, instructed by the Milwaukee School Board, examined into the merits of the "WORLD'S ONLY" SANITARY DUSTLESS FLOOR BRUSH and made a strong report in favor of its adoption by school boards. Write for a copy of the report and the agency for your town.

THE NULITE VAPOR GAS LAMPS

For Home, Store and Street.
The Nearest Approach to Sunlight and Almost as Cheap.
ARC ILLUMINATORS 750 CANDLE POWER. 2 HOURS TWO CENTS.
Make your stores light as day. A Hardware house writes us: "We like your lamps so well we are now working nights instead of days."
We also manufacture **TABLE LAMPS, WALL LAMPS, CHANDELIERS, STREET LAMPS, Etc.** 100 Candle Power seven hours ONE CENT. No wicks. No Smoke. No Odor. Absolutely safe. **THEY SELL AT SIGHT.** Exclusive territory to good agents. Write for catalogue and prices.
CHICAGO SOLAR LIGHT CO., DEPT. L, CHICAGO.



SUNDRIES CASE.

Also made with Metal Legs, or with Tennessee Marble Base. Cigar Cases to match.

Shipped knocked down. Takes first class freight rate.

Grand Rapids Fixtures Co.

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IF YOU WANT TO SELL YOUR REAL ESTATE OR BUSINESS

FOR CASH

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REAL ESTATE **BROKER** MERCANTILE

GRAHAM & MORTON BUILDING

BENTON HARBOR, MICHIGAN

COMING COMBINATIONS.

Future in Store for the Retail Grocery Business.*

It is related that when George Stephenson made the first trip with his primitive steam wagon, which was the prototype of the present locomotive, a skeptical passenger asked him what he would do in case a cow got on the track ahead of the engine. The sturdy mechanic thought a moment and replied: "Well, I think it would be bad for the cow."

What was true then is equally true now. The person who gets on the track and attempts to obstruct the onward march of progress invariably gets the worst of it.

No one will dispute the statement that the trend of the times is toward concentration and consolidation, due to the fact that the number of master minds who are capable of grappling the great problems of trade, commerce and finance is limited. With the greatest agricultural, manufacturing, commercial and transportation capacity of any nation on earth, we are hampered by not having a sufficient number of men of genius and commanding generalship to direct the work of commercial conquest. While it is true that we have developed the greatest inventors, organizers and managers the world has ever known, it is also true that there never yet has been a time when there was not an urgent demand for more men of this character. While nature is lavish in most of her manifestations, she appears to be chary in the production of men who are born with the instincts of generalship.

This probably explains why the retail grocery business has not yet been invaded, to any great extent, by the combination idea. Wherever it has been undertaken, as in the case of Lipton, in England, it has proven successful, and as other lines of business are snugged up and consolidated and the field of the promoter, systematizer and organizer is gradually narrowed, it is only a question of time when the advantages of concentration in the retail grocery trade will attract the attention of capitalists and, instead of individual ownership, as is now the rule, we shall see a hundred grocery stores in a single city owned and operated by a single individual or syndicate of individuals.

Will this method of selling groceries be successful? In some cases it will and in some cases it will not. No business can permanently prosper where the personality—the individuality—of the owner or manager is extinguished. This explains why the bicycle combination is a disastrous failure, while the cracker combination is a splendid success. Lipton succeeds because his intense personality pervades every one of his several hundred stores. Two-thirds of the goods he sells are grown or manufactured by him and bear his name. The word Lipton stares you in the face in every newspaper and on every bill board in the kingdom. A consummate genius in the art of advertising, Lipton keeps himself constantly talked about and spares no expense to keep his name prominently before the people. A gift of a hundred thousand dollars to some charity or a quarter of a million dollars spent in contesting a yacht race is nothing compared to the advantage it is to him to have his name on the lips of every Englishman and his praises sounded in every newspaper in the land. Lipton's methods might not succeed in this coun-

try to the same extent as they do in England, but the intense individuality which he injects into his business can not fail to excite the admiration of people of every race who appreciate the genius of generalship and reward it by giving its possessor their co-operation and patronage.

Some of you may be inclined to be skeptical and think I am dipping too far into the future, but I am firm in the belief that the next dozen years will witness a revolution in the grocery business quite as remarkable as that which has overtaken many other lines of industry and commerce and that, when this system is once introduced, it will necessarily result in a survival of the fittest. The slouch and the sloven, the poor buyer and slow payer, the dealer who is careless with his credits, the grocer whose store looks like a rat's nest and the unfortunate man who does business in his wife's name will all have to get off the track, because they are obstacles in the onward march of progress. The competition of the department store, severe and exasperating as it has been, will not be a circumstance to the competition of a chain of stores conveniently located for the consumer, conducted on improved plans and methods perhaps not yet devised, obtaining supplies from a central headquarters purchased at prices as low as any jobber can buy, with the element of credit entirely eliminated and the delivery of goods conducted on the co-operative plan, which is even now proving successful in many cities in this and neighboring states.

No man is so foolish as he who imagines he is secure in his position, because the moment he reaches this conclusion, he ceases to progress and begins to go down hill. Some of you may think that nothing can dislodge you or make inroads on your prosperity, and I presume nothing I can say at this time will change your opinion, but thirty years' association with grocers and the grocery business, both as clerk and observer, leads me to believe that the time is not far distant when great changes will occur and remarkable innovations will be introduced.

Some of you would be better pleased, perhaps were I to come with a pleasanter message, for it is a fact that business men instinctively dislike the suggestion of change. We are all working for permanence, but changes are inevitable. How many among you can point to a long career in your present business relations? The proportion is small in any such gathering. Changes must come and, for the man who is ready for them, they are by no means always unpleasant. The men who are leaders in their present circles will be those who will come to the front in the new order of things. Those who are now only able to take a medium stand will be recognized in a corresponding degree and the best that can happen to the man who is struggling for business existence against personal limitations and difficulties that make success impossible is the ending of the struggle, even at the expense of the ruin of cherished plans and hopes. There will be room and place in the new conditions, with the elimination of present wasteful competition and obsolete methods, for all who are adapted by natural and acquired abilities for responsible positions and trust.

A few years ago I stood on the north end of Lookout Mountain and gazed down the steep slope, broken with deep ravines and precipitous cliffs, up which

Packed only in 2½ Pound Pockets



GROWN FROM FINEST CAROLINA SEED RICE

**Best
Carolina
Retails for
25c
Per Pocket**

**THESE POCKETS OF RICE
INCREASE SALES
AND PROFITS . . .**

Don't hesitate to order from your Jobber
Absolutely the best grown

Packed only in 3 Pound Pockets

Rice is cheaper and
more wholesome
than potatoes

**Choicest
Imported
Japan**

**Retails for
25c
Per Pocket**



SELECTED AND PACKED FROM CHOICEST GRADE OF IMPORTED JAPAN

*Address by E. A. Stowe at second annual banquet of the Kalamazoo Retail Grocers and Meat Dealers' Association.

the brave boys in blue, obscured from above by heavy clouds, climbed to victory. On that very spot Jefferson Davis had stood and assured the men in gray, after inspecting their intrenchments and fortifications on Mission Ridge and Lookout Mountain, that no power, human or Divine, would ever dislodge them from their position. Yet within a month our men suddenly stole up that mountain side and, turning the guns of the Confederates upon them, riddled them with their own shot and shell and drove them in the valley below.

Permit me to express the hope that when the innovation I have described overtakes the retail grocery trade, none of those here present may be surprised by having their own guns turned upon them and their own ammunition used against them.

Heavy Importations of Foreign Potatoes. From the New York Price Current.

The partial failure of the potato crop in this country has resulted in the largest importations of that accepted "necessity of existence" ever recorded in the history of the United States. Ordinarily the foreign white potato is seldom imported when the price it can control is less than \$1 a bushel, and the duty which it is forced to pay for admission is 25 cents a bushel, but those now in the market are selling at \$2.50 a sack, which is equivalent to about 85 cents a bushel. The reason of this is that the partial failure of our own crop ensures large sales and under such conditions a smaller profit per bushel can be accepted. In Baltimore last week the steamship Parthenia arrived with 18,575 bushels of potatoes sent from Glasgow and this exceeded in volume the shipments from foreign ports for the last five years. Only 175 bushels were received in 1896, 240 in 1897, 337 in 1898, and 425 in 1899. The great bulk of last year's arrivals came in December, when the price had risen, the record showing that 11,953 bushels were imported during that month. The continuance of these big importations will depend wholly upon the state of the home market. So long as the present heavy prices are maintained, the foreign producer is sure to stretch his hand across the sea, clutching for American gold.

Preamble Too Long.

A rule established by the Neighborhood Improvement Association limited the length of speeches on ordinary questions to one minute, it being generally felt that where a member had anything important to say he could succeed in unloading the bulk of it in that time, and that if he hadn't it was a good thing to shut him off.

At this particular meeting the matter to be discussed was a proposed change in the by-laws, and Mr. Swallow, who opposed it bitterly, felt moved to say something.

"Mr. President," he began, slowly and impressively, "of the Neighborhood Improvement Association, members of the committee who have recommended the startling change in our organic law which we have assembled to discuss this evening, members who have brought in a minority report, members and friends we have not decided as yet in which direction you will cast your vote on this question of paramount importance, members who do not care, as to this matter, whether it is voted up or voted down, members who do not understand it at all, ladies and gentlemen generally, I address you on this occasion—"

"Time's up," announced the chairman, tapping the bell.

Smaller the Town, the Bigger the Name.

"It's a small village."
"So small they call a shop a store?"
"Oh, smaller than that. They call a store an emporium."

When marriage brings a woman to the washtub, she has a right to call it a labor union.

What Constitutes True Salesmanship.

True salesmanship should mean the disposing of goods to those who are honest and capable of paying for them. It should be a part of every salesman's training to judge intelligently and conscientiously a merchant's responsibility. He, as an experienced business man, with such valuable sources of information at his command, and having the interests of his house at heart, should be far better able to do this than the average representative of a commercial agency. By this comparison I do not mean to underestimate the value of mercantile agencies—for I know they are able helps—but simply to emphasize the wisdom of utilizing a force which, from the very conditions governing it, should be the creditor's most reliable means of guidance and protection. The credit man is right in placing great value upon this powerful medium of information, and his regular and frequent conferences with the salesmen as to the financial condition of customers over their routes are well calculated to yield the best possible results.

The salesman—being thus ever close to the credit man, a party to his confidence, giving and receiving information and guidance—becomes impressed with the responsibility of his position in its necessary close and important relation to the credit system. He is a constant source of strength and encouragement to honest, reputable dealers, and a powerful foe in the pathway of the incompetent, the scoundrel and the bankrupt.

I know that all salesmen are expected to sell only those who are of good credit, but is it not true that care in this respect is often exercised in the most superficial and perfunctory manner?

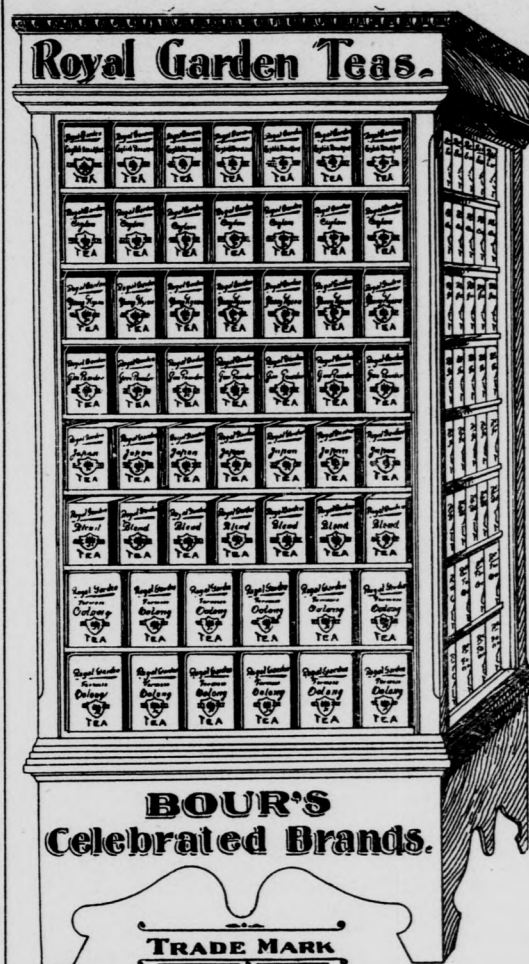
The evidence of such laxity is alike damaging to the salesman's claim to ability and usefulness and the system which permits him to act in a position of trust without being amenable to its responsibilities. T. B. Fitzpatrick.

Thought He Was a Fixture.

We used to know a young fellow named George—never mind what his other name was; you might know him—who worked in a shoe store kept by his uncle. George never forgot that it was his uncle's store. He felt that he was a permanent fixture. Of course, Uncle Jim couldn't lay him off. Equally, of course, Uncle Jim would always keep the store. So no thought of a future, wherein he would have to hustle, ever bothered George. He took life easy; loafed when the old man was around, loafed when he wasn't. He drew the best salary and sold the least goods of any man in the store. By and by the old man got tired of business; thought he'd worked long enough. So he sold out, bought a country place and prepared to take life easy.

It took the new owner just one week to size George up. It took George one month to find another place. He drew just one-half his old salary. The loafing habit was so firmly fixed that he couldn't break it. Very soon he was out again. So he was hunted from place to place, all the time getting more seedy, all the while making for himself a reputation calculated to keep him out of any first-class store. The last we heard of him he was driving a street car.

Sins of the parents may be visited upon their children, but it is that the sting may strike back into the parents' hearts.



Bour's Cabinet of Royal Garden Teas

In pounds, halves and quarters.

JAPAN
B. F. JAPAN
YOUNG HYSON
GUNPOWDER
ENG. BREAKFAST
CEYLON
OOLONG
BLEND

Retailed at 50c, 75c, and \$1 per lb.

The best business proposition ever offered the grocer. Absolutely the choicest teas grown.

Write for particulars.

The J. M. BOUR CO.,
Toledo, Ohio.

MICA AXLE GREASE

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

ILLUMINATING AND LUBRICATING OILS

PERFECTION OIL IS THE STANDARD THE WORLD OVER

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

Butter and Eggs

Observations by a Gotham Egg Man.

The egg trade has been on the anxious seat during the past week. Ever since the extreme cold spell from December 14 to 21 in Southern and Southwestern producing sections the weather has been generally moderate and of late receivers have been almost daily expecting to get news of an increase in collections. But advices have indicated a continuance of small supplies at nearly all points. It is said by those who ought to know that when hens are set back in laying by zero weather their combs and feet are likely to be frosted and that they will not begin to lay freely until they recover from these injuries which takes two or three weeks. This looks reasonable, and we may decide that it explains the slow increase of production in the South and Southwest notwithstanding the generally mild weather prevailing during the past three weeks.

* * *

The long continued period of small fresh egg supplies has kept the weight of demand upon refrigerator holdings to such an extent that remaining stocks of these have been steadily and quite rapidly depleted. Toward the close the supply of desirable qualities is becoming so light that prices have made a substantial gain, and it may be safely calculated that the difference of value between fresh and desirable held eggs will decrease from now on. If supplies of fresh should continue so light as to support present prices for a week or more longer the better grades of held eggs will be likely to creep upward; if fresh should fall under increasing supplies refrigerators will probably be less seriously affected. In fact the whole market is now in a ticklish position owing to the reduced supplies of reserve eggs and the slow increase in offerings of fresh and if we should have a few days of severe winter weather in producing sections before the end of January there would be some excited times in the market.

* * *

Already the egg men are speculating upon the effect which present and recent conditions are likely to have upon the price of eggs next April. I am inclined to think, however, that April prices are less influenced by the outcome of the previous year's speculation than was the case in former years. Even when the wind up of a storage crop is unfavorable the storage houses must be reasonably filled to run at a profit and if their customers do not store fast enough the management will in many instances go into the field themselves. Blow hot or blow cold the storage houses must have eggs. If there was any relation between past experience and a reasonable judgment of paying prices during April the eggs would not have gone into store so freely last year at the prices then ruling. The storage people simply paid what they had to to get the goods, and they will do it again this year, sure as fate. If there are as many eggs this year they will probably cost no more, but there is good reason to think that production will be lighter. The high cost of feed during the past six months has undoubtedly induced a larger marketing of laying poultry and a larger killing for farm consumption. We think the price of eggs from March onward is likely to be stimulated more by a reduced output than by the fortuitous outcome of last season's operations.

But between the two one may safely gamble that there will be no very cheap eggs next spring.—N. Y. Produce Review.

Why Tax Butterine and Not Bad Butter?

There is a common sense view in regard to the manufacture and sale of oleomargarine which it is a pity some members of Congress and many of our dairymen can not see. I am not an advocate of the article as a diet; I would not personally make use of it unless forced to do so, but this does not obscure my knowledge of the fact that pure, uncolored oleomargarine is purer than much so-called "dairy" butter, and that the industry involved in the manufacture of the pure, uncolored article is one which should be encouraged and not throttled.

The McClary bill now before Congress proposes to levy a tax on uncolored oleomargarine of one-quarter of a cent a pound; the Towney provides for a tax of 10 cents a pound on colored oleomargarine, but no tax on the uncolored product. In other words, the uncolored product is to be treated as butter is, free from federal supervision, control and taxation, provided it is designated as "oleomargarine" as conspicuously as butter is labeled.

It appears to me, if oleomargarine is properly labeled wherever sold, if no effort is made to sell it as an imitation of butter or the real article, that it should not be taxed and that no penalties against it should exist except those attached to the prohibition of coloring or of selling it as butter. No deception practiced upon the public can then exist. It will sell as oleomargarine, and nothing else, deleterious coloring matter will be absent, and those who do not wish to purchase it will not have to unwittingly.

The industry has been developed into extraordinary proportions. Chicago is its center. It is a by-product that gives employment to thousands of men, engages large capital and supplies a want in the world's economies. In baking, in kitchen work and even in many table supply establishments it normally and naturally now takes the place of butter. This is as it should be if it is sold uncolored and for just what it is.

To place an injurious tax upon it is a discrimination not warranted by any sense of fair play. To tax it and not tax butter is a preposterous proposition until such time as all butter manufacturers can show us that all butter is pure and all oleomargarine impure. The process of law needed is that which will secure pure butter, pure oleomargarine, pure food; that will prevent coloring, doctoring or treating of a legitimate article until injuriously it appears to be other than it is.

Oleomargarine may be purchased at from 2 to 5 and 8 cents a pound less than butter. The difference is sometimes greater than that. This is well and good so long as it is sold as oleomargarine and is not colored to resemble butter. Many poor families and many not so poor see fit to use it in the household. There is no evidence at hand that when pure it injures the human system in any way. Its manufacture as a legitimate article of trade should be encouraged, and Congress should concern itself alone with driving the colored article out of the market and encouraging a high standard of purity in the uncolored. At the same time the butter-makers might be induced to improve the article they offer.

If some oleomargarine manufacturers have been unwise enough to adulterate or discolor their product and thus brought discredit upon a useful work, this is to be regretted. Their punishment may be discerned in the hostile spirit which meets them at the doorways of Congress. But there are many manufacturers who have engaged in the business with a legitimate purpose. They deserve protection from unjust taxation, from unwise assaults, and their product has just as much a place in the

world's provision buying as butter. If we are going to tax oleomargarine, let us be fair and tax butter also. But if we only desire to purify let us legislate merely to have oleomargarine stand on its own bottom, appear under its own colors, and be designated anywhere and everywhere as what it is. Let us banish the colored article and have the genuine on the market alone. To do otherwise, to attempt to throttle the industry, is as unwise as it is foolish. Thatcher F. Gregg.

==Parchment Paper for Roll Butter==

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Successor to C. H. Libby,

Wholesale Butter, Eggs, Fruits, Produce

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

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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.

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ALFRED J. BROWN SEED CO.,
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Wanted in carlots only. We pay highest market price. In writing state variety and quality.

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Specialties: Onions and Potatoes

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EGG CASES AND FILLERS

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The New York Market

Special Features of the Grocery and Produce Trades.
Special Correspondence.

New York, Jan. 18—Coffee is dull and those who sought to realize a fortune a month ago have apparently given it up as a bad job. Supplies at primary points are almost surprisingly large and would indicate that quantities of coffee held back in the interior are now being "trotted out." Since July 1 last year, to Jan. 15, the crop receipts at Rio and Santos have aggregated 10,807,000 bags against 7,361,000 bags during the same time a year ago. In store and afloat the amount is large, as compared with last year, amounting Jan. 17 to 2,425,406 bags, against 916,751 bags at the same time last year. Buyers take only enough to meet present wants. Central American sorts seem to be taking a nap and the market is lifeless. Good Cucuta closes at 8 3/4c.

While the actual transactions do not embrace a large quantity in any particular instance there is a steady demand for teas and quotations are very firmly sustained. Dealers profess confidence, and think 1902 will be the best year in a long time. There has been quite a quantity of tea rejected lately as not coming up to the mark, but this, of course, only helps the general situation.

Notwithstanding the recent drop in granulated sugar, buyers are not over anxious to lay in stocks far ahead of current wants. True, the reduction did seem to bring a few new orders, but the market generally is moving in an ordinary, orderly every-day manner, while the real interest in sugar is in Washington. What will Congress do? It seems idle to speculate as to the outcome, but the agony will soon be over.

Locally, dealers of rice report a moderate volume of business for this time of year, when only a light trade is looked for. Prices show no variation whatever.

Spices are firm. Almost every article on the list is well held. Concessions are rarely made and sellers seem quite confident as to the future. Singapore pepper, 12 1/2@12 3/4c.

Molasses stocks are moderate and the demand is good, especially for the better grades. Upon the whole, matters rule in favor of sellers, although quotations have shown no advance since our last report. Syrups are steady and stocks are only moderate.

Dried fruits are steady, with good request for seeded raisins, which seem to be about the most sought for article on the list.

In canned goods the most interesting thing this week is the appearance of F. R. Lator from Canada, representing a syndicate of packers having some 20,000 cases of tomatoes to dispose of. Lator is a good man to do the work and, in conjunction with an enterprising young firm of brokers, has placed the whole pack. When it is considered that the duty, etc., amounts to 40 per cent, it will be seen that the tomato market must be in good shape. It is, for sales of New Jersey pack have been made at \$1.32 1/2 and the stock seems scarcely any better than the Canadian goods. Not alone tomatoes, but the whole list of things in cans is doing well and, when we consider that some six or more months will elapse before new goods arrive in any quantity, it seems reasonable to suppose that we shall have a steadily advancing market. In this city we have had no real winter and a few days or weeks of such would add to the consumption of tinned goods.

Lemons are easy. Sicily are quotable at \$2.40@3; California \$2.40 up to \$3.25, latter for fancy 300s.

Oranges are attracting more attention, California ranging from \$2.50@4 and

Floridas about the same for brights. Russets, \$2@2.50.

There has been a fair demand all the week for the better grades of butter, but the supply seems to be sufficient to meet requirements and not over 23 1/2c is quotable for best Western creamery. Seconds to firsts, 19@22 1/2c, and some fair butter has sold at 18c; Western imitation creamery, fancy, 18@18 1/2c; firsts, 16@17c; Western factory, 14 1/2@15 1/2c; choice rolls, 17@17 1/2c; renovated up to 19c.

New Use For Limburger Cheese.

From the Indianapolis Sentinel.

A letter carrier in an Ohio postoffice was engaged to a young lady whose aspirations ran in the direction of a Government office. The letter carrier had an aged mother to support, and it was his intention to save a sufficient sum of money to enable him to marry and keep those dependent upon him in comfort as well. Yielding to the persuasions of his lady love he went to the postmaster and recommended the young lady for a clerkship. In due course of time the girl passed the Civil Service examination and was appointed to a place at the general delivery window. She wasn't in the place long before she conceived an exaggerated idea of her own importance, and when the carrier through whose instrumentality she had been appointed came to the window for a chat, he was coldly received. Things went from bad to worse and after a month or so she gave the mitten to the carrier. He took his dismissal with very bad grace, and vowed to get even.

A month elapsed. One day the girl appeared in the office of the postmaster. "I can't work in that office," she said tearfully. "It's dreadful. There is such a terrific—er—smell somewhere."

The postmaster, impressed by the manner of the fair clerk, accompanied her to the little box in the general delivery office.

"W-h-e-w!" he said, with a long drawn breath. "How long has this been around here?"

"It's been getting worse for the last week," responded the clerk. "I didn't want to say anything about it at first, but I'll have to go home if it isn't taken away."

"Something must be dead under the floor," said the postmaster, after due deliberation, and he ordered the boards removed and the space beneath searched. It was done and nothing found.

Then the chief decided that an army of rats must have fought a decisive action behind the partition walls, and he ordered the carpenters to remove the wainscoting and hunt for the victims. But the search revealed no sign of a fray among the rodents, and all the time the smell grew worse. In despair the postmaster sent for a plumber, who pronounced the sanitary condition of the pipes and drains to be excellent.

The smell continued to grow in force, volume and effect, however, and the fair clerk applied for a week's leave, which was granted. A man was selected to temporarily fill her place, and he appeared for duty equipped with a nose guard and several bottles of perfumery. After a day in the stuffy office, however, he, too, protested against the inhuman cruelty of a chief who would ask a man to work in an atmosphere which he described at great length in exceedingly picturesque language, and a further search to determine the cause of the trouble was determined upon. While the laborers were moving the case of pigeonholes which contained the mail it was knocked over and the contents scattered all over the floor.

"What are all these funny looking little boxes?" asked the postmaster, who was directing the work of the laborers in person. He stooped and picked up one, then dropped it with an exclamation of disgust and rushed to the window. "Bundle these things up," he said, "we've found the smell; and put them in the cellar. If anybody calls for them have him arrested for abetting a nuisance."

When the boxes were examined they were found to be twenty-six in number and addressed to fictitious names, beginning with every letter of the alphabet, from "A" to "Z," all were general delivery, and each containing a little square of limburger cheese.

Inspectors were detailed on the case who, after much trouble and with the aid of a handwriting expert, ran to earth as the sender of the boxes the letter carrier who had been jilted by the general delivery girl. He frankly confessed to the intention of making his one-time fiancée desert her post and lose favor with her chief, besides subjecting her to worry and annoyance. And after he told his tale he said to the inspectors: "What are you going to do about it?"

The inspectors found that they could not do anything, for there is no provision of the postal regulations which prohibits the sending of cheese, limburger or otherwise, through the mails. The letter carrier was, of course, fired "for cause." But he seemed to expect that and moved to another town.

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.
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I NEED YOUR

Small shipments of FRESH EGGS for
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L. O. SNEDECOR, 36 Harrison St., N. Y.
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Reference—New York National Exchange
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CHEESE BROKER

Specialty: Brick and Square Swiss.

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DRESSED POULTRY, GAME AND EGGS

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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.

E. E. HEWITT

WHOLESALE FRUITS AND PRODUCE

9 North Ionia Street, GRAND RAPIDS, MICH.

If you have some Fancy White Comb HONEY or
Dry Rice Pop Corn, quote us lowest price.

WE WANT MORE GOOD POULTRY SHIPPERS

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

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

Write for reference or ask Michigan Tradesman.

Eastern Market.

Woman's World

How Women Are Handicapped by Nature and Custom.

Every woman, I suppose, has moments when she wishes herself a man. With most of us this is a chronic state of mind, for it can not be denied that when fate dooms one to be a woman it deals the hapless victim a back-handed lick for which, in most cases, it neglects to provide any adequate compensation. To make things even, Nature should endow every woman with beauty and wealth; but Nature is the most partial jade who ever scattered favors over an unequal world and, as a matter of fact, women are born to face precisely the same needs and hardships as men. The only difference is that at every turn in life they are handicapped by their sex. They must run the same race as their brothers and they must hold up their petticoats as they run. That men get the best of everything, from the cradle to the grave, is too obvious to need arguing. The only time a girl baby is ever really welcome is when she comes at the tag end of a long list of boys and the family are ready for anything for a change. Then, when they are a little older, it is little Mary who stays in the house and helps with the dishes while little Johnny goes off to play ball. When they are grown Mary must sit on the anxious seat, trying to look pleasant until she has the good luck to attract the attention of some man who asks her to marry him, whereas Johnny may roam from bud to bud, picking and choosing, until he finds the girl who comes up to his ideal and fires his fancy. He may make a mistake, but at any rate he has had the privilege of using his own judgment and gratifying his taste—he hasn't had to take any old thing that offered.

After the marriage it is the fashion to presume that Mary has the best of it, but has she? Not much. There is no other work on earth so continuous, so nerve-wearing, so full of care and anxiety, as that of the wife and mother. She never has a day off. She stands a twenty-four-hour watch, with her hand ever on the throttle of the domestic machinery, and for reward she gets her board and clothes. The man may do his duty by his family just as conscientiously as the woman does hers, but his life lacks the grinding monotony of hers. Moreover, he has the enormous consolation of handling the money, and, when all is said, it is a pleasanter thing to give than to receive, to dole out car fare instead of having it doled out to you.

If Mary does not marry—if no man comes along and offers to stand for her board bill and she has to face the bread-and-butter problem and go out into the working world then, indeed, she finds that the accident of sex becomes almost a tragedy. The first thing she bumps into is custom and she ascertains that there are many things she can not do because other women have not previously done them. Then it begins to dawn on her that, as if Nature hadn't handicapped her enough by making her a woman, her parents have added to the weight she has to carry by not training her for anything. They saw to it that Johnny was provided with some weapon with which to fight his battle for a livelihood, but they did not think it worth while to try to safeguard her future, because she was a girl. There are a hundred reasons why every girl should be

given some definite trade or occupation by which she can support herself, if she needs to do it, where there is one reason why a boy should be made self-supporting; yet not one family in a thousand considers the girl's needs, while they are alert to the boy's necessities. They use common sense and reason in trying to provide for the boy's life and they trust the girl's to luck; yet a woman can get just as hungry and cold as a man and she can object just as much to starving and freezing.

One of the most pathetic things on earth is the cold fact that the majority of young girls who go into evil lives are driven to it by gaunt hunger and want. They come to the cities seeking employment. They have been trained to no occupation and are ignorant and incompetent. They can not live on the pittance that is paid for such bad work as they can give, and nobody need wonder that, starving, freezing, miserable, they are desperate enough for anything. I never see a woman draw her skirts away from one of these poor creatures without feeling like saying: "Before you throw the first stone, I should like to know, madame, if you have seen that your daughter has been taught something by which she could make an honest living, and so be saved from such a fate."

Another disadvantage the working-woman has is her clothes. As long as women are hampered by skirts and the lack of pockets and have to curl their hair before they start out to do a day's work they will never really compete with men and the wonder is, under such disadvantages, not that women get along so slowly, but that they progress at all. If a man had to do even one day's work perched on high heels and laced into a

corset and choked by a stock he would throw up his job and be sent to the hospital before night.

All of the physical disadvantages which I have mentioned, however, women are so used to that they do not consider and, curiously enough, they seldom form any part of what a woman means when she expresses a wish to be a man. When she says that, ninety-nine times out of a hundred, she simply means that she wants to have her own way about something and that she has not the courage of her desires. She lets "I will" wait upon "I dare not" and imagines that if she were a man all would be plain sailing.

It is nothing of the kind. The man who takes his own life into his own hands, who determines on a career and a line of action and sticks to it with unswerving patience and industry until he compels success, may not have quite so many foes to fight on his own hearthstone nor quite such odds to struggle against as a woman, but success is always a blood-bought victory. There is no easy path to fame or wealth and every man or woman who has climbed to the top of the hill has trod the same thorn-strewn road.

In reality, women make too much of the disability of being a woman. When a woman says, "I would achieve this and that great thing if I were not a woman," she is laying a flattering unction to her soul to which she has no right. The woman who does not succeed as a woman would be a failure as a man. She who can not manage her own house economically and prosperously would be a bankrupt merchant, she who can not rule her own family could never rule a nation.

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.

THREE GOLD MEDALS PAN-AMERICAN EXPOSITION

Walter Baker & Co. Ltd.

The Oldest and
Largest Manufacturers of



PURE, HIGH GRADE

COCOAS

AND

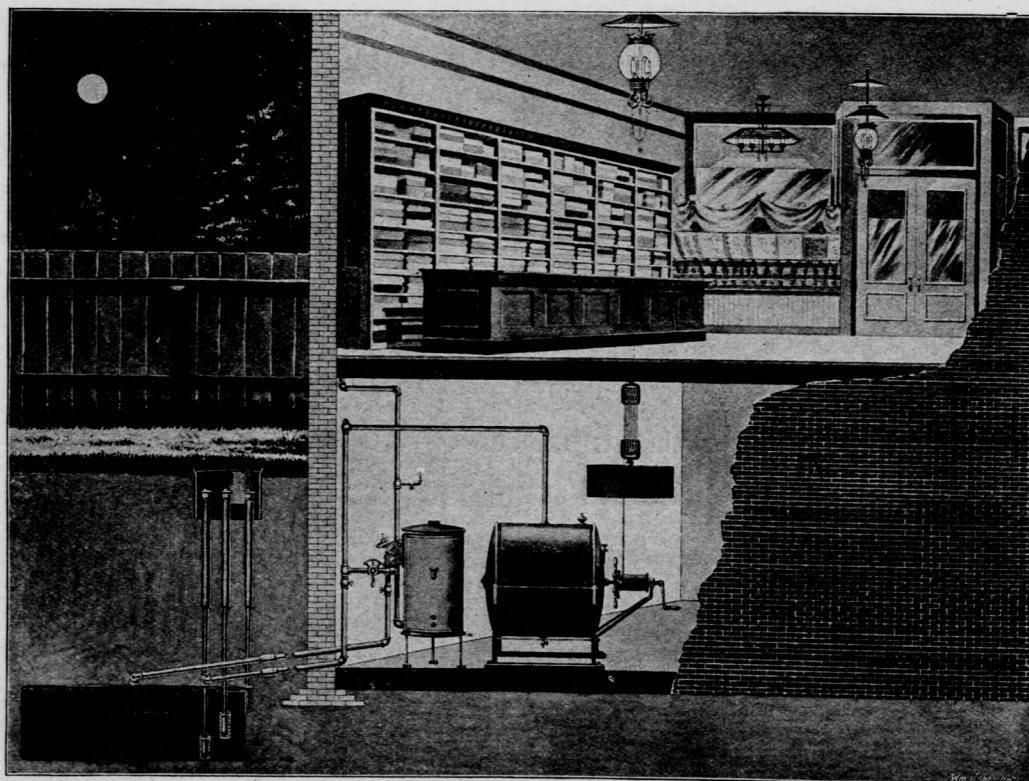
CHOCOLATES

No Chemicals are used in their manufactures. Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup. Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use. Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children. Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.
Dorchester, Mass.

Established 1780.

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.

Hardware

Competition of the Catalogue House and Department Store.

I know of no more important subject than the question of competition that the legitimate retail dealer has with the catalogue house and department store.

The discussion of this question has been going on for some two or three years past, both in hardware conventions and in columns of the trade papers. I am pleased to note recently that it has been taken up by the National Association of Hardware Jobbers, showing that both dealer and jobber is recognizing more every day its growing importance.

Without going into a lengthy discussion of the subject, I will say it seems to me that all manufacturers of especially first-class goods should recognize the fact that the hardware dealer is a necessity. It is a legitimate line of trade which is for the benefit of the general public. The dealer has his money invested in stock. He is a good citizen, pays taxes to the local government, and, in brief, is in every way entitled to the support of the manufacturer as well as of his town customers.

It, therefore, does not seem right to me that the manufacturer should sell the same brands of goods to a catalogue house, who will send their price list to the neighbors of this hardware dealer which list names prices which would allow the dealer a less margin than that at which he could afford to do business. The reason, of course, for this is, the manufacturer who sells to the catalogue house makes them a price as low as he does to the largest jobbers, and the catalogue house, having only one margin between them and the consumer, can naturally afford to undersell the dealer. It seems, however, a matter of impossibility to prevent the catalogue house from buying goods from some manufacturers. It would appear that the next best thing is for the dealer to handle a line of similar goods of some other make, which the consumer can not buy direct from the catalogue house. This requires energetic work on the part of the dealer, who must take interest enough in this matter to introduce a new brand of goods. The trouble is that a great many of them will say that they have not the time to stop to talk to the customer and try to induce him to take the brand that is not sold by the catalogue house. In such cases it seems to me that the only thing to say is, a dealer who feels that way about it needs no sympathy if he has to meet catalogue house prices; but, if he desires to have a line of goods in his house which have as good a reputation or better than anything the catalogue house can buy, then he must work with the manufacturer and do what he can to dissuade the consumer from sticking to old notions about what he thinks is the best.

Another reason that has interfered more or less with certain brands of goods going out of the catalogue houses is the fact that there are certain jobbing houses who are selling such goods to the catalogue house when the latter can not get them direct from the manufacturer. Now, it is very plain that such work as this on the part of any jobber is very detrimental to the dealer, who should have their first consideration.

One of the most encouraging things in the hardware trade is the continual growth of the retail hardware dealers' associations, thus bringing the dealers

together from all parts of their states to discuss these questions and those manufacturers who are selling their goods only to legitimate hardware dealers. Such discussions can only result to their benefit, because I believe that the more that the dealer understands the fact that there are certain manufacturers who are willing to stand by them through thick and thin, by seeing that no piratical house, such as the catalogue concerns, sell their goods, then the more the said dealer will appreciate these facts and be willing to use a little of his energy and push the said manufacturers' wares into the hands of the consumers.—N. A. Gladdings in American Artisan.

Salesmen Who Are Required to Be Social Experts.

"How do you know so much?"

The salesman at the diamond counter had just bowed a customer out and the question was asked by a listener who had heard him ask her, as she let a string of pearls run through her fingers, how she found the weather at Nice, whether Mrs. Blank who married the cousin of her divorced husband hadn't come over on the same steamer, and if she met the Smiths in Paris.

The salesman laughed.

"How do I know it all?" he repeated as he rearranged the necklace. "Because it's as much a part of a man's training in this establishment as learning the price of the stones. The two go together, in fact. If you don't know the latest society news and who everybody is you simply can not sell the stones."

"Do you know what the big jewelers expect their salesmen to do? They expect them to be familiar with the news in every paper devoted to society. They expect them to know by sight everybody mentioned in those papers, and they expect them to know where every one of them is at different times in the year. When a man is primed with such knowledge he can afford to forget prices as a small matter that one of the minor clerks can refresh him about."

"A good many people who walk into a jeweler's think that the man behind the counter of precious stones has a very enviable occupation and an easy one, because of the fact that apparently all he has to do is to take out scintillating gems and admire them with women who may or may not buy them."

"They do not know that before that man could reach that position and command the salary attached to it he had to become an encyclopaedia of information about the smart set of New York and of other cities and of the American colonies abroad."

"In order that their salesmen may keep in touch with society for trade reasons nearly all the big jewelers send their salesmen of precious stones to the opera once or twice a week. That enables them to become familiar with all the faces of the society people."

"Then again it enables them to get a

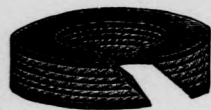
line on their tastes in jewelry, so that if any one of them comes into the store they will know just what will appeal to the customer. It also supplies them with information as to who is in town and who is away."

"When a man has all this knowledge stored in his head he can command a good salary, that is, if he uses it to advantage. To be able to address by her right name a woman conspicuous in the social world who comes in to glance over the latest things in pearl necklaces, to run over some of the social news of the day as she looks over the pearls, now and then calling attention to the extraordinary color of this pearl or that and to appear to be familiar with her

journeys—that is what a man has got to be able to do before he can be very sure of making a customer out of that woman or any other woman that figures much in society."

"Some women spend the greater part of an afternoon now and then idling in one or two jewelry stores. They have accounts with at least two and sometimes more. If a necklace or a tiara catches their fancy perhaps they will have it sent home."

"Sometimes they keep it for a month or even two without a word from them as to whether they have bought it or not and in that time no jeweler who caters to fashion would think of sending a bill or even a memorandum."



Mill Supplies

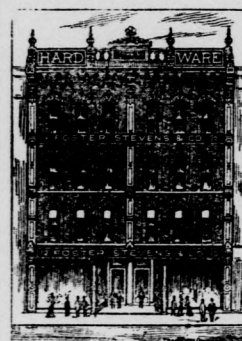
Oils, Waste, Packing,

Belt and Hose,

Paints, Oils and Varnishes,

Cordage

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



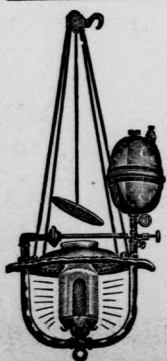
Sporting Goods, Ammunition, Stoves,
Window Glass, Bar Iron, Shelf Hardware, etc., etc.

Foster, Stevens & Co.,

31, 33, 35, 37, 39 Louis St.

10 & 12 Monroe St.

Grand Rapids, Mich.



Halo Lamp, 400 Candle Power

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



100 Candle Power

BRILLIANT

"A case in point not a very long time ago was that of a woman whose husband is a banker and who, herself, is undeniably one of the social leaders. She happened in here one day and picked out a diamond necklace worth a good many thousand dollars.

"That woman kept that necklace for several months without our being able to tell whether she had decided to buy it or not. One of the men here, after some time had passed without any word from her, was assigned to go to the opera on nights when she was in the habit of going, just to see if she wore it.

"The first night she was there with plenty of jewelry on but not the necklace. The second time it was the same way, but the third time the man saw her in her box and around her neck the necklace. Then we knew for the first time that she had decided to keep it and felt justified in sending a bill.

"To make a mistake in the matter is sometimes to lose a customer and no end of tact and delicacy has to be used. That is why one has to know who are abroad, as it is recognized as a flagrant breach of propriety to send a bill until their return.

"There is one thing, of course, that the Fifth avenue jewelers particularly have to be on the lookout for and that is the people whose names may be in the Social Register and yet whose credit is not good. Even in this matter a jeweler has got to take lots of chances and if he fails to get his money, why often it is charged up to profit and loss rather than let a business rival chuckle over the fact that he was taken in by So-and-So.

"To guard against this danger the jewelers have a book which they keep carefully guarded. It is called the Blue Book, and in it people in society are rated as to their credit. It would give some people a shock to look through that book, but it is nearly always in the keeping of the head of the house and no one besides himself is allowed to refer to it.

"When a man, for instance, dressed in the latest fashion and often with expensive jewelry on, comes in to look at a diamond pin or some other article and ends up his inspection of it by throwing down his card and asking that it be sent either to his home or some other address, the salesman, if he does not know him, reports to the head of the firm and the Blue Book is consulted. Then if the man's credit is down as 'N. G.' the article he selected is sent with instructions to the messenger not to deliver it before he gets the money.

"It is in this matter of deciding when to be cautious and when not to be that success in the jewelry business lies generally. That, too, is the reason why a salesman has to know Mrs. Astorbilt the minute she comes in, to know all about her and her relatives down to the fourth cousin and to be able to enter into a friendly little chat with her.

"Women I should say do most of the buying. That is, they generally have a thing sent home for the husband's inspection instead of coming in with him or bringing him in after they have looked it over themselves. If they are people of recognized position and are so marked in the Blue Book, even if they have no account, the most expensive diamond necklace will be sent home at their request without the matter of payment even being mentioned.

"When men spend any time in jewelry stores it is generally to buy something for themselves or for a friend outside of the family. But a good many have the jewelry buying habit as badly as some of the women.

"A lot of people were surprised the other day at the collection of 274 scarfpins which Mr. Thebaud had, which were enumerated in the list of things stolen by his valet. While, of course, it was an unusual collection, a great many men, judging from their purchases here, have very nearly as many and some probably more if the truth were to be known.

"The number of men is legion who do not wear the same pin twice in a month. We do not have to spend so much time with a male customer. He usually gets enough gossip at home and does not want to hear any while he is glancing over scarfpins. All of them do, however, like to be recognized without having to show their card, and for that reason we have to make a study of their faces as well as those of the women of society."—N. Y. Sun.

Her Criterion.

A little girl from a crowded tenement house was delightedly telling a friend in the college settlement about her new teacher.

"She's just a perfect lady, that's what she is," said the child.

"Hub! How do you know she's a perfect lady?" questioned her friend. "You've known her only two days." "It's easy enough telling," was the indignant answer. "I know she's a perfect lady because she makes me feel polite all the time."

Sure to Be Some Drawback.

Mr. Botts—I think, my dear, I have at last found the key to success.

Mrs. Botts—Well, just as like as not you'll not be able to find the keyhole.

Every Cake



of FLEISCHMANN & CO.'S
YELLOW LABEL COMPRESSED
YEAST you sell not only increases
your profits, but also gives com-
plete satisfaction to your patrons.

Fleischmann & Co.,

Detroit Office, 111 W. Larned St.

Grand Rapids Office, 29 Crescent Ave.

There is nothing like the 5c package of Favorite Sweets and Orange Blossoms

The New Confection

Made Only By

Straub Bros. & Amiotte

Traverse City, Michigan

WORLD'S BEST

S.C.W.

5c. CIGAR. ALL JOBBERS and
G. J. JOHNSON CIGAR CO.
GRAND RAPIDS, MICHIGAN.

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.

Clerks' Corner.

Bloodless Encounter Between the Constable and Clerk.

Written for the Tradesman.

Something happened in our town a short time ago that I do not think will happen right away again—at least not to Bill Payton, clerk in Henry Hapgood's grocery store.

There had been a number of burglaries up in the city and people down in our neighborhood were more or less scared, although what there was in a town of 350 people to attract burglars is more than I can guess, now that I come to think it over. Nevertheless the women were pretty well worked up and, to tell the honest truth, so were some of the men.

Among those who got rattled and thought that the burglars who had cracked the First National Bank in town and carried off \$60,000 were going to swoop down on our village and carry off what he had locked up in his safe at the grocery, was Henry Hapgood, the village grocer. Henry got so scared about it finally that he hired Constable Dewtell to night-watch at his store. Dewtell was a good man, not afraid of anything but his wife. Dewtell fixed up a bunk on one of the counters and, as he slept most of the night, he did not attract much attention nor—it seems needless to add—did he catch many squads of burglars. It must be said in justice to the constable, however, that occasionally he did get up and take a turn around the store and the premises to see if all was well. He did this two or three times a night—if he woke up.

Bill Payton, unfortunately for him, did not know that the grocer had put on

a night-watchman. Bill had been over at his girl's house one night and was on his way home at about 11:30 p. m. Bill's girl had been reading how Richard Harding Davis won the Spanish-American war single handed, I guess, and she had told Bill she could only marry a man who had done something brave, as if wanting to get married did not indicate bravery enough. Bill was thinking about this as he came along by the village store. His asbestos heart was fired with a desire to do something courageous.

The opportunity came sooner than he expected. The village did not boast any sidewalks and Bill's steps were noiseless in the loose sand. As he walked along in the path that ran beneath the trees his approach could not be readily detected. Just as Bill reached the store he thought he saw a man disappear around the corner of the building.

Bill's heart stopped like a dollar watch when he saw that sight and for an instant he debated which way to run. Then the taunting words of farmer Chubb's daughter came back to him and he decided to do something brave for her sake and incidentally for the benefit of his suit for her hand.

The better part of valor, if he thought a burglar was really trying to get into the store, would have been to hurry next door and awaken the grocer, but Bill was suddenly fired with an ambition to catch the burglar single-handed and in the act. Those who know Bill will hardly believe this, but it goes to show the masterful power of love—that power that will impel men to great deeds and great debts.

Bill's plan of attack was simple and

quickly arranged. He would simply run along the side of the store nearest to him and meet and confront the burglar at the back of the store. He at once started on a run for the rear of the store building, but stepped on some loose boards and this noise reached the ears of the other man and gave the alarm. The result was that he also started for the point from which the noise emanated and also on the full run.

The result was that both men were making for the southwest corner of the store building and both in full career. What happened might have been expected, although it was decidedly unexpected by the two men who were parties to it.

The collision occurred at the southwest corner of the building. Bill was knocked about ten feet by the impact. The constable was a heavier man and did not go quite so far. If the jar was bad, it was as nothing to the surprise.

I don't suppose the truth of the encounter would ever have been known had not John Spalding, a farmer who lived two miles east of the village, and Charlie Jones, who lives one and a half miles west, driven into town the first thing the next morning with wonderful and startling stories. Spalding told how Bill was sick up at his house from having chased a burglar two miles the night before only to have him get away; Jones reported that the constable was up at his house all fagged out from a one and a half mile's chase after a burglar, who, however, had succeeded in escaping.

Douglas Malloch.

Some women can't believe a word their husbands say—unless they talk in their sleep.

Wrong and Right Way With Gloves.

"There is a wrong and a right way to put on gloves," said a dealer recently. "To learn the right way, watch an experienced saleswoman while she tries a pair on a customer. Invariably she will first shove the glove on the four fingers before putting on the thumb. She works slowly meanwhile, and not until the glove is fully fitted to the hand does she fasten it at the wrist.

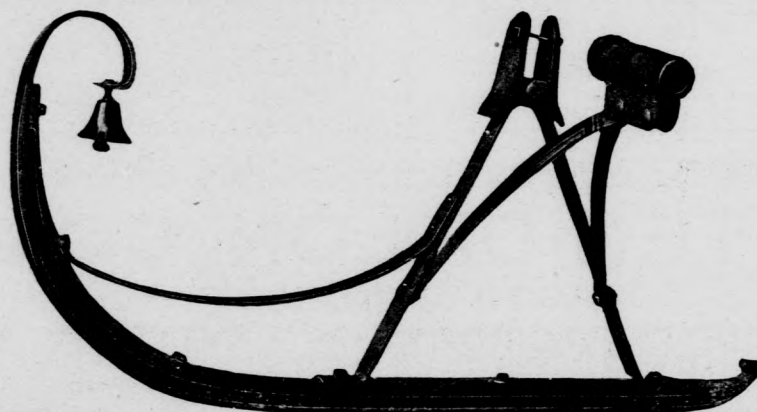
"When the glove is removed the operation should begin at the wrist, and the glove be carefully turned backward as far as the second joint of the fingers. It will then come off easily with a slight pull at the tips of the fingers. If, however, it be pulled from the hand by the tips of the fingers, it will be stretched out of shape.

"One glove should never be turned into another, in the manner in which stockings are usually done up. They should be laid out as flat as possible, with the thumb folded inside the palm of the glove."

A long glove box is the best receptacle for gloves. Layers of white tissue paper should be placed between the folds of delicate gloves. Persons of fastidious taste arrange their gloves between sachets perfumed with their favorite powder.

The fact that women can not keep secrets is a great help to the cause of justice. Scores of crooks have been apprehended on account of information obtained from their female friends. A young man who stole \$2,000 from a Brooklyn bank went to Montreal and had a good time there until he took a young woman into his confidence. She liked him, but she had to tell others who he was, even if it did mean prison for him.

E. Bement's Sons *Lansing Michigan.*



IDEAL CARRIAGE RUNNER

Made in three sizes suitable for Buggies, Surreys, Hearses, Hacks, etc. We also have in stock for QUICK SHIPMENT a few sets of farm bob sleds.

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.

MISSED THE TRAIN

And Gained a Husband by Reason of the Delay.

For ten years Dexter Oliphant was the best known drummer in the Far West. It did not matter what his "line" was, he always got the trade and held it until some enterprising manufacturer offered him a higher salary and sent him forth to new triumphs with a different display of samples. That was in the old days, of course—before nearly every specialty fell into the hands of some trust—in the good old palmy days when a commercial traveler had to be something more than a "sandwich man" or a distributor of circulars to succeed.

Oliphant won with every branch of the trade, and as he rambled leisurely over the incomparable "land of the afternoon" made for himself plans of the future, which contemplated settling down in his favorite town with his favorite girl to spend the afternoon and evening of his life in the calm avoidance of hotels, time tables, price lists and route schedules. Perhaps it was a natural sequence, but anyway it was Oliphant's luck to find that the best girl he knew lived in the very town upon which he had set his heart. The town was Hermosa, a pretty village nestling in the mountains' lap. The girl was Hannah Tripp, buyer, book-keeper, partner and general manager of one of the two general stores of the town.

For nearly ten years she had been one of his best customers. From his first visit he had never failed to get from Hannah an order for hardware, woodenware, chinaware, druggists' sundries, paint and putty or whatever happened to be "his line." Old man Tripp, her father, left all the buying to her, and so far as Oliphant knew she was as shrewd as she was pretty, and as good a financier as she was a good housekeeper. The rival store of Hermosa was kept by Ike Axelstein, a weazen huckster of forbidding mien, who had not bought \$100 worth from Oliphant in as many months.

The good-natured Oliphant, who loved Hannah's filial loyalty best of all her good qualities, had wooed her in the most unromantic and most rational way, and, old man Tripp having been kept out of the secret for reasons which Hannah kept to herself, she had promised to name the wedding day, when, by fortuitous combination, her lover had made up his mind to quit the road and her father had made up his mind to quit business.

At last one day, after an absence of six months, Oliphant walked into the store of Tripp & Co., and for the first time found the old man enthroned on the high stool behind the cashier's desk.

"Where's Miss Hannah?" chirped the rosy traveling man after they had exchanged salutations.

"Left for Denver this morning," said Tripp, sliding his spectacles down to the end of his nose, "but we don't want nothin' nobow. Fact is, I made up my mind t' sell out. I—"

"Sell out!" gasped Oliphant. "Why, I didn't know—why didn't you tell me—"

"Yep; sell out, that's what. And Hanner's gone to Denver for to be a school teacher."

"Why, I thought you never would sell out, Tripp," Oliphant was saying. "I thought your heart was so set on this business—"

"An' so 'twas," growled Tripp. "I thought Hanner never made no mistakes an' I left the buyin' all to her. Jest look here, Oliphant."

The old fellow got off his stool and led the way back into the musty ware-room, where he stood in melancholy solemnity pointing to piles and rows of dust-covered woodenware, chinaware, hardware, druggists' sundries, paint and putty.

"There's \$5,000 wuth o' them durned things," said Tripp. "Lord knows what made Hanner buy 'em. But she did, an' what's more she paid for 'em, an' stood off the firms which was sellin' us live goods."

Oliphant's eyes were bulging as he strolled amongst the mountains of "dead stock." It was all his goods. Hannah had not only bought from him, but had paid his house and let others wait for their pay.

"That there's the reason why I'm goin' to sell out," said Tripp, "but it's Hanner's goin' to taown that worrits me most. She cried like a baby when we went over them invoices an' looked over what we owe. Why, the best price I can git for the store won't more'n pay what we owe, an' I'll pay if I've got to die in the porehouse."

Oliphant heard no more, said no more until the old chap asked:

"What are you sellin' this time?"

"Nothing, Tripp, nothing. Fact is I just—Tripp, did you know that Axelstein was selling out?"

"Yes, I knowed it. He's sellin' out becuz he's too rich for Hermosa an' I'm selling out becuz I'm too pore."

"He's sold out, Tripp. Sold out this morning."

"So? Wonder who bought him? Some other skin-flint, I reckon." Just then Hannah, pale, tired and lugging a big telescope valise, came in, stared a second at Oliphant, gave him her hand and sat down on a soap box.

"I missed my train, papa," was all she said.

"Glad of it, Hanner," said Tripp. "Here's Oliphant been telling that old Axelstein has done sold his store. Wonder who bought it."

"Why, he bought it, papa. Mr. Oliphant bought it himself not two hours ago. It's all over town." Hannah's blue eyes regarded her lover a bit reproachfully as she said this. Perhaps she was thinking of the dead stock in the wareroom; perhaps she was wondering why he didn't at least make a bid on her father's store. The big fellow, with his back to the door, was doing a little thinking, too. Gradually a smile spread over his face as he began to divine the reason why Hannah missed her train, but this is what he said:

"Fact is, Hannah, I just dropped over to look over your stock. Axelstein was telling me you're long on some lines, and as he's short on the same sort of goods, so I thought—"

"What lines?" she asked, hope and shame rising together in her heart.

"Woodenware, hardware, chinaware, druggists' sundries, paint and put—"

"Papa," she snapped, turning on the old man, "you've been telling tales

about m-me-e-ee-e." And she sat down again and cried.

Tripp & Oliphant is the sign over the only general store in Hermosa now. The old man does most of the buying himself and Dexter Oliphant has already "worked off" all of the dead stock.

Hannah never did catch that train to Denver.—John H. Raftery in Chicago Record-Herald.

Two South Bend Grocers on Co-Operative Delivery.

Frank M. Hanauer: We have no co-operative delivery system in this city and have never contemplated such a one. Wabash, Ind., started such a system several months ago, but I am not aware as to its success or failure. As for myself, I do not consider the plan as just the thing for the retail grocer, although it might be could it be carried out in a satisfactory manner. The expense of keeping a delivery man, repairs on wagons and harnesses and other incidental expenses would be reduced to a large extent. The drawbacks are several, but the principal one is the delay in having the goods at the purchasers' houses in time for the preparation of the noonday meal. As a general rule, the good housewife does not consider that the dealer must serve others besides herself. At a late hour in the morning he is called to the telephone to take an order for Mrs. Brown that must be delivered inside of fifteen minutes. Under the old system the grocer could have an extra delivery outfit for just such cases, while under the new one, the customer would have to wait until the wagon came into her district. According to my way of thinking, the result would be a lot of dissatisfied customers.

J. E. Williams & Bro.: We have never had any experience in co-operative delivery in our city, therefore we probably ought not to express our opinion so freely, especially on something we know nothing of. We believe it would be impracticable in a city of our size where it is all hurry to get our orders out. The first objection would be too few deliveries, especially where our wagons go upon call from 7 a. m. to 6 p. m. A delivery company would not be able to give us a wagon on call, as it would necessitate too many wagons for them to handle and bring their expense to where the grocer is now placed. We see no good features in the plan. We think a great many dealers would imagine they were not getting as good service as their neighbor and would drop out of the deal, and that would eventually mean the abolishment of the system.

Opinion of Coldwater Merchants on Co-Operative Delivery.

M. W. Barnard: The co-operative delivery system has been in operation for the past seven years and we all pay by the week according to the work we have to do. I conduct a grocery and provision store and pay \$2.25 per week. Where there is a meat market in connection with the grocery, it costs more than double, as it is more than double the amount of work. We have five wagons in our town and they each make two trips in the forenoon, and the same in the afternoon except Saturday, when they make one extra trip in the evening. I consider the system practical, as it is cheaper than we can keep an outfit and do it ourselves. Of course, articles have to be carefully marked. The delivery company is responsible for the

safe delivery of the goods and anything lost is charged to it. Our customers must be on time in order to get their goods or be obliged to wait until the next delivery. They soon learn to be on time. The drawbacks to this method of delivery are the loss of baskets, but the delivery company should furnish its own baskets, which it has not done in our town. We think the system is a success.

E. R. Clark & Co.: We have a general delivery and all of the grocers excepting two employ it. Our greatest trouble is that it is difficult to secure drivers who are not too "mouthy" and talk back. On the whole it is fairly satisfactory. The two grocers who do their own delivering are small dealers.

Both in Same Boat.

At a revival meeting in a Methodist church a butcher arose and said that he was the wickedest man in town, and had given his customers short weight for years. "I'd go to hell if I should die to-night," he concluded. Immediately an old deacon, who is in the grocery business, started the hymn, "If you get there before I do, look out for me; I'm coming, too." And then the grocer wondered why everybody laughed.

When one views the evolution of the commercial traveler he must surely come to the conclusion that he is an interesting study. His development has been rapid and has kept pace with the steady and quickening march of commerce. You will find the American traveling salesman everywhere, for his route belts the world. He is the highest type of modern progress. What this country is to-day she owes largely to the commercial traveler. He has developed into a power in the avenues of trade that can not be overestimated. Forty years ago he cut a small swath in the commercial world of the Great West. To-day he rules it. Long may he reign, this knight of the business world.

There is a woman out in Kansas, Mrs. Nancy B. Irvine, who some months ago offered \$1,000 to any business man enjoying an income of \$10,000 who would testify that he had been absolutely honest and truthful in the conduct of his business for a period of thirty days. Up to date Mrs. Irvine has received no claims for her prize and she thinks there is no danger she will lose a cent in consequence of her offer. The men know that the women would not be interested in them if they were good enough to get prizes for their virtues.

E. H. Fay, of Pontiac, succeeds O. E. Jennings as Michigan representative for the Eclipse Stove Co., of Mansfield, Ohio. Mr. Fay represented Wm. Resor & Co., of Cincinnati, during 1900 and 1901, previous to which time he was identified for ten years with the retail hardware establishment of H. B. Seagrave, of Pontiac.

Theo. Gross, who has been traveling for the past three years for the H. Muller Manufacturing Co., selling plumbing supplies, resigned his position with that firm Jan. 1 and has engaged in the cigar business on Griswold street, Detroit.

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
WILEY 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.

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.

Use of the Card System For Prescriptions.

There has always been a great deal of discussion as to the best method of filing prescriptions so that ready reference may be had to them. Every drug store has a system of its own and each possesses some good features, although I have never seen any which just met all the requirements.

There is probably no druggist who will say that too much time or trouble can be expended in properly caring for prescriptions. Whether one files them on a spindle or pastes them in a book or copies them into a book, the main object is to preserve them in a manner so that they can be referred to readily and quickly. Filing on a spindle is unhandy as it can be, for frequent handling often causes the spindle hole to tear out and the prescription becomes lost or so torn and soiled as to be almost illegible. By pasting them in a book one may be certain of preserving them, but this method certainly does not secure facility of reference, as but one person can use the book at a time, and it is often necessary for three or four to have access to back prescriptions at the same time; then, by this method, the prescriptions have to be stuck on a spindle for a day anyway—it is impossible and impractical to paste them in a book as fast as they come in. Writing prescriptions in a book serves no particular purpose except that the book used for reference is not as large as when they are pasted in, but the same objection arises as in the previous instance—but one person can use the book at a time.

I have given this matter a great deal of thought and attention, and being thoroughly equipped with the knowledge of what I wanted it is not strange that I have succeeded in devising a system which I believe to be practical, and adaptable alike to every case with equal promise of satisfaction. The paraphernalia requisite for establishing this method I have devised, while simple in the extreme, will need detailed explanation to be thoroughly understood, as the drug business is not of a nature calculated to admit of its proprietor being familiar with card systems. He may have a general idea of them from glancing at advertisements in various magazines, but am I sure that his intimate knowledge of them is limited.

In my opinion the card system is superior to books for any purpose, even for book-keeping. A name is much easier located, and the card on which it is found may be taken out and carried around anywhere, which is sometimes convenient, while with a large, unwieldy book this is out of the question. Then a card system is flexible or elastic, so to speak, if one adds to it as he has to—he does not have to buy large books in anticipation of future business and then handle it when a smaller book would

really do. The card system expands with your business or your requirements.

Now to apply the card system to the filing of prescriptions. Buy plain ruled cards of the large size 4x6 and of good quality of bristol board; the cost will not in any case exceed \$3 for one thousand. The prescriptions are to be copied on these cards after this fashion: The original prescription can be filed in a very small box, as it is not likely that reference will ever be made to it again, but it is best to preserve it in case of emergency. By filing these in rotation compactly in a small box of sufficient capacity to hold a thousand, and by marking the outside, they will be very handy indeed and will take up very little room.

The cards themselves should be filed in a cabinet reserved for that purpose—1,000 in a draw with top card to denote each one hundred. Suitable cabinets can be purchased for the purpose at a very small cost. On the outside of the draw should appear some guide to indicate the number therein.

By filing copies of prescriptions in this way the possibility of mistake from confusion is eliminated and facility and quickness of reference are assured. Any number of persons may use the prescription file at the same time. All it would be necessary to do would be to go to the cabinet, take the prescription wanted to the prescription counter until the prescription was compounded, and then return it to the cabinet.

I think it would pay any druggist to adopt this system—its cost is small and it is bound to be satisfactory to any one who likes to have things just right. There are other points in which this plan excels that are readily revealed on a short trial, but which do not suggest themselves in a brief resume of this character.

Harry M. Graves.

Twenty-Four Out of Fifty-Seven.

Saginaw, Jan. 20—The Michigan Board of Pharmacy held a meeting at Detroit Jan. 14 and 15. There were fifty-seven applicants present for examination, forty-two for registered pharmacist certificates and fifteen for assistant papers. Fifteen applicants received registered pharmacist papers and nine assistant papers. Following is a list of those receiving certificates:

Registered Pharmacists.

Miss Dora L. Bodine, Clio.
 Wm. J. Cassidy, Detroit.
 Alf. J. Carlisle, Detroit.
 A. C. Deno, Burr Oak.
 M. L. Hoffman, Detroit.
 C. L. Klingensmith, Prattville.
 J. R. Knorr, Grand Rapids.
 E. L. LaRaque, St. Ignace.
 F. E. McCain, Detroit.
 W. L. McKinnon, Port Huron.
 R. B. Mills, Almont.
 Ray W. Olin, Port Huron.
 F. S. Pierce, Beaverton.
 R. W. Rennie, Detroit.
 Wm. H. Zentner, Detroit.

Assistant Pharmacists.

C. M. Barry, St. Louis.
 Alf. Bonrassa, Chatham, Ont.
 Geo. Hemminger, Saginaw, W. S.
 Lee M. Knill, Port Huron.
 M. E. Pickens, Detroit.
 Archie Peasley, Port Huron.
 Arthur Royce, Mecosta.
 James S. Strong, Detroit.
 Chas. W. Ziegler, Saginaw, W. S.

The next meeting of the Board will be held at Grand Rapids March 4 and 5.
 Henry Heim, Sec'y.

Get Out Your Bibles Now.

"Doctor," asked Mr. Tyte-Phist, "do you notice how lean I am? What will cure me of it?"
 "Proverbs, 11th chapter and 25th verse," replied the old-fashioned family physician.

The Drug Market.

Opium—Is fractionally lower in the primary markets, but unchanged here.

Morphine—Is unchanged.

Quinine—Is steady at unchanged prices.

Salicylic Acid—Has declined 2c, on account of competition among manufacturers.

Cocaine—The market is unsettled, on account of competition among manufacturers. The article is tending lower.

Salicylate Soda—Has declined, in sympathy with salicylic acid.

Balsam Copaiba—Is very firm and tending higher.

Juniper Berries—Have advanced abroad and are tending higher in this market.

Oil Almonds—Is very firm and tending higher.

Oil Anise—Is weak and lower.

Oil Pennyroyal—Is in good demand and has advanced 10c.

Gum Asafoetida—High grades are scarce and tending higher.

Cut Althea Root—Has advanced and is very scarce.

Linseed Oil—On account of competition, has declined, but at present price of seed it should advance.

Flax Seed—Whole and ground have advanced and are tending higher.

For the Sake of Comparison.

W. C. Wheelock, the Kalamazoo druggist, issues a model reminder to those of his customers who are indebted to him Jan. 1, as follows:

"When the wise mariner has been tossed about for many days in rough weather upon an unknown sea, he naturally avails himself of the first pause in the storm, the first glimpse of the sun, to take his latitude and longitude to determine, if possible, how far the climates have driven him from his true course."

Kalamazoo, Jan. 1, 1902.

Dear Sir—I believe that it is proper and for our mutual benefit that at the beginning of the New Year every one of my customers should be informed just how his account stands on my books so that we may know just "where we are at." The balance of your account is \$.....

I hope no one will be so sensitive as to construe this as a dun as it is not so intended.

Hoping for your future patronage, thanking you for past favors, and wishing you a Happy and Successful New Year, I remain,

Wheelock, the Druggist.

Dog that Can Use a Telephone.

A certain officer of an Albany corporation owns a pet Skye terrier dog named "Rags." It is a very intelligent animal, as all who know the dog will admit, for it not only reads signs of a certain class of beer, but when the 9 o'clock bell rings at night it will manage in some way to awaken its master and lead the way to a place where that particular beer is drawn—of course the dog wants the beer, not the master. This famous dog, so the master says, was locked up one day in the room occupied by the master during the winter, and was forgotten. The telephone in the room and its use had been carefully studied by Rags. After being alone about ten hours that dog, hungry, thirsty and disgusted, in some way managed to ring up central and the operator, hearing three distinct barks coming from that telephone, knew what number was wanted and the number was called. Immediately upon lifting the receiver the master recognized the voice of his pet and remembering that the poor thing had been locked up all day, he instantly called the boarding house and had the chambermaid liberate Rags, and in a few moments those two companions were united in the office of the officer and the dog broke its fast of ten hours or over.

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

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

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.

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.



Get our prices and try our work when you need

Rubber and Steel Stamps
 Seals, etc.

Send for Catalogue and see what we offer.

Detroit Rubber Stamp Co.

99 Griswold St. Detroit, Mich.

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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 D. M. FERRY, Vice Pres.
 F. H. WHITNEY, Secretary.
 M. W. O'BRIEN, Treas.
 E. J. BOOTH, Asst. Sec'y.

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WHOLESALE DRUG PRICE CURRENT

Advanced—Oil Bennyroyal, Cut Althea Root, Flaxseed
Declined—Salicylic Acid, Oil Anise, Linseed Oil.

Acidum		Conium Mac.		Scilla Co.		Menthol		Seidlitz Mixture		Linseed, pure raw	
Aceticum	60¢ 8	Copaiba	1 15¢ 25	Tolutan	50	Morpha, S. P. & W.	2 25¢ 50	Sinapis	20¢ 22	Linseed, boiled	62 65
Benzoleum, German	70¢ 75	Cubebae	1 30¢ 1 35	Prunus virg.	50	Morpha, S. N. Y. Q.	2 15¢ 2 40	Sinapis, opt.	30	Neatsfoot, winter str	43 70
Boric	17	Exechthitos	1 00¢ 1 10			Morpha, Mal.	2 15¢ 2 40	Snuff, Maccaboy, De	41	Spirits Turpentine	48 53
Carbolicum	24¢ 31	Erigeron	1 00¢ 1 10	Tinctures		Moschus Canton	40	Voes	41	Paints BBL. LB.	
Citricum	43¢ 45	Gaultheria	2 00¢ 2 10	Aconitum Napellis R	60	Myristica, No. 1	65¢ 80	Snuff, Scotch, De Vo's	41	Red Venetian	1 1/2 2 2 1/2
Hydrochlor	3¢ 5	Geranium, ounce	2 00¢ 2 10	Aconitum Napellis F	60	Nux Vomica, po. 15	35¢ 37	Soda, Boras	11	Ochre, yellow Mars	1 1/2 2 2 1/2
Nitrosum	8¢ 10	Hedeoma	1 65¢ 1 70	Aloes	60	Os Sepia	35¢ 37	Soda, Boras, po.	11	Ochre, yellow Ber	1 1/2 2 2 1/2
Oxalicum	12¢ 14	Gossypii, Sem. gal.	50¢ 60	Aloes and Myrrh	60	Nux Vomica, H. & P.	35¢ 37	Soda et Potass Tart.	25	Putty, commercial	2 1/2 2 1/2 3/4
Phosphorum, dil.	12¢ 14	Juniper	1 50¢ 2 00	Arnica	50	D Co.	1 00	Soda, Carb.	1 1/2 2 1/2	Putty, strictly pure	2 1/2 2 1/2 3/4
Salicylicum	50¢ 53	Lavendula	90¢ 2 00	Assafetida	50	Picls Liq. N.N. 1/4 gal.	1 00	Soda, Bi-Carb.	3 1/2 4	Vermilion, Prime	13¢ 15
Sulphuricum	1 1/2 2 1/2	Limonis	1 15¢ 1 25	Atrope Belladonna	50	Picls Liq., quarts	2 00	Soda, Ash	3 1/2 4	Vermilion, English	70¢ 75
Tannicum	1 10¢ 1 20	Mentha Piper	2 10¢ 2 20	Aurant Cortex	50	Picls Liq., pints	1 00	Sulphur, Subl.	2 1/2 3 1/2	Green, Paris	14¢ 18
Tartaricum	38¢ 40	Mentha Verid.	1 50¢ 1 60	Benzoin	50	Piper Nigra, po. 22	60	Sulphur, Roll.	2 1/2 3 1/2	Green, Peninsular	13¢ 16
Ammonia		Morruha, gal.	1 10¢ 1 20	Barosma	50	Piper Alba, po. 35	30	Tamarinds	8¢ 10	Lead, red	5 6 8 1/4
Aqua, 16 deg.	4¢ 6	Myrra	4 00¢ 4 50	Cantharides	50	Pulvis Burgun	10¢ 12	Terebenth Venice	28¢ 30	Lead, white	6 8 1/4
Aqua, 20 deg.	6¢ 8	Picls Liquida, gal.	10¢ 12	Cardamon	50	Pulvis Ipecac et Opil 1	30¢ 1 50	Theobroma	60¢ 65	Whiting, white Span	90
Carbonas	13¢ 15	Picls Liquida, gal.	10¢ 12	Cardamon Co.	50	Pyrethrum, boxes H.	75	Vanilla	9 00¢ 16 00	Whiting, gliders	95
Chloridum	12¢ 14	Rosmarin	1 00¢ 1 05	Castor	50	Pyrethrum, py	75	Zinc Sulph.	7¢ 8	Whiting, Paris, Amer.	1 25
Aniline		Rosae, ounce	6 00¢ 6 50	Catechu	50	Quassia	8¢ 10	Oils		Whiting, Paris, Eng.	1 40
Black	2 00¢ 2 25	Succin	40¢ 45	Cinchona	50	Quina, S. P. & W.	28¢ 30	Whale, winter	70 70	Universal Prepared	1 10¢ 1 20
Brown	80¢ 1 00	Sabina	90¢ 1 00	Cinchona Co.	50	Quina, S. German	28¢ 30	Lard, extra	85 90	No. 1 Turp Coach	1 10¢ 1 20
Red	45¢ 50	Santal	2 75¢ 7 00	Cubebae	50	Quina, N. Y.	28¢ 30	Lard, No. 1	50 55	Extra Turp	1 60¢ 1 70
Yellow	2 50¢ 3 00	Sassafras	55¢ 60	Cassia Acutifol	50	Rubia Tincturum	12¢ 14			Coach Body	2 75¢ 3 00
Baccae		Sinapis, ess., ounce	1 50¢ 1 55	Cassia Acutifol Co.	50	Saccharum Lactis pv	20¢ 22			No. 1 Turp Furn.	1 00¢ 1 10
Cubebae	22¢ 24	Thyme	40¢ 50	Digitalis	50	Salacin	4 50¢ 4 75			Extra Turk Damar	1 50¢ 1 60
Juniperus	6¢ 8	Thyme, opt	1 60	Ergot	50	Sanguis Draconis	40¢ 50			Jap. Dryer, No. 1 Turp	70¢ 79
Xanthoxylum	1 70¢ 1 75	Theobromas	15¢ 20	Ferri Chloridum	50	Sapo W.	12¢ 14				
Balsamum		Potassium	15¢ 20	Gentian	50	Sapo M.	10¢ 12				
Copaiba	50¢ 55	Bi-Carb.	15¢ 18	Gentian Co.	50	Sapo G.	10¢ 12				
Peru	2 00	Bichromate	13¢ 15	Guaiac	50						
Terabin, Canada	60¢ 65	Bromide	52¢ 57	Guaiac ammon.	50						
Tolutan	45¢ 50	Carb	12¢ 15	Hyoseyamus	50						
Cortex		Chlorate, po. 17@19	16¢ 18	Iodine	75						
Abies, Canadian	18	Cyanide	34¢ 38	Iodine, colorless	75						
Cassia	12	Iodide	2 80¢ 2 40	Kino	50						
Cinchona Flava	18	Potassa, Bitart, pure	28¢ 30	Lobelia	50						
Eucynus atropurp.	30	Potassa, Bitart, com.	28¢ 30	Myrrh	50						
Myrica Cerifera, po.	18	Potass Nitras, opt.	7¢ 10	Nux Vomica	50						
Prunus Virgin.	20	Potass Nitras	6¢ 8	Opil.	50						
Quillaja, gr'd	15	Prussiate	23¢ 26	Opil, comphorated	50						
Sassafras	15	Sulphate po.	15¢ 18	Opil, deodorized	50						
Ulmus	18			Quassia	50						
Extractum		Radix	20¢ 25	Rhatany	50						
Glycyrrhiza Glabra	24¢ 25	Aconitum	20¢ 25	Rhel	50						
Glycyrrhiza, po.	28¢ 30	Althea	30¢ 33	Sanguinaria	50						
Hæmatox, 15 lb. box	11¢ 12	Anchusa	10¢ 12	Serpentaria	50						
Hæmatox, 15	13¢ 14	Arum po.	25¢ 30	Stromonium	50						
Hæmatox, 1/4s	14¢ 15	Calamus	20¢ 25	Tolutan	50						
Hæmatox, 1/4s	16¢ 17	Geutiana, po. 15	12¢ 15	Valerian	50						
Ferru		Glycyrrhiza, pv. 15	16¢ 18	Veratrum Veride	50						
Carbonate Precip.	15	Hydrastis Canaden.	75	Zingiber	20						
Citrate and Quina	2 25	Hydrastis Can. po.	80								
Citrate Soluble	75	Hellebore, Alba, po.	12¢ 15								
Ferrocyanidum Sol.	15	Inula, po.	18¢ 22								
Solut. Chloride	15	Ipecac, po.	3 60¢ 3 75								
Sulphate, com'l, by	80	Iris plox, po. 35@38	25¢ 30								
Sulphate, pure	7	Maranta, 1/4s	22¢ 25								
Flora		Podophyllum, po.	75¢ 1 00								
Arnica	15¢ 18	Rhel	75¢ 1 00								
Anthemis	22¢ 25	Rhel, cut	75¢ 1 00								
Matricaria	30¢ 35	Rhel, pv.	75¢ 1 00								
Folia		Spigelia	35¢ 38								
Barosma	36¢ 38	Sanguinaria, po. 15	50¢ 55								
Cassia Acutifol, Tin-	20¢ 25	Serpentaria	50¢ 55								
nevely	25¢ 30	Senega	60¢ 65								
Cassia, Acutifol, Alx.	25¢ 30	Smlax, officinalis H.	20¢ 25								
Salvia officinalis, 1/4s	12¢ 15	Smlax, M.	10¢ 12								
and 1/4s	8¢ 10	Selle	10¢ 12								
Uva Ursi	12	Symlocarpus, Foeti-	25								
Gammil		dus, po.	25								
Acacia, 1st picked	65	Valeriana, Eng. po. 30	15¢ 20								
Acacia, 2d picked	65	Valeriana, German	15¢ 20								
Acacia, 3d picked	65	Zingiber a	14¢ 16								
Acacia, sifted sorts	65	Zingiber j.	25¢ 27								
Acacia, po.	45¢ 65										
Aloe, Barb. po. 18@20	12¢ 14	Semen	20¢ 25								
Aloe, Cape, po. 15	12¢ 14	Anisum	20¢ 25								
Aloe, Socotri, po. 40	12¢ 14	Apium (graveolens)	13¢ 15								
Ammoniac	55¢ 60	Bfrd, 1s	40¢ 6								
Assafetida	25¢ 40	Cardamom	10¢ 12								
Benzoinum	50¢ 55	Cardamom	10¢ 12								
Catechu, 1s	60¢ 65	Cenodanum	8¢ 10								
Catechu, 1/4s	60¢ 65	Cannabis Sativa	4 1/2 5								
Catechu, 1/4s	60¢ 65	Cydonium	75¢ 1 00								
Camphore	64¢ 69	Chenopodium	15¢ 18								
Euphorbium, po. 35	60¢ 65	Dipterix Odorata	1 00¢ 1 10								
Galbanum	65¢ 70	Foeniculum	75¢ 1 00								
Gamboge	65¢ 70	Foenugreek, po.	75¢ 1 00								
Gualacum	65¢ 70	Lini	3 1/2 5								
Kino	65¢ 70	Lini, gr'd. bbl. 4	3 1/2 5								
Mastic	65¢ 70	Lobelia	1 50¢ 1 55								
Myrrh	65¢ 70	Pharlaris Canarian.	4 1/2 5								
Opil	65¢ 70	Rapa	4 1/2 5								
Shellac	65¢ 70	Sinapis Alba	9¢ 10								
Shellac, bleached	65¢ 70	Sinapis Nigra	11¢ 12								
Tragacanth	70¢ 1 00										
Herba		Spiritus	20¢ 25								
Absinthium .oz. pkg	25	Frument, W. D. Co.	2 00¢ 2 50								
Eupatorium .oz. pkg	25	Frument, D. F. R.	2 00¢ 2 25								
Lobelia .oz. pkg	25	Frument	1 25¢ 1 50								
Majorum .oz. pkg	25	Juniperis Co. O. T.	1 65¢ 2 00								
Mentha Pip. .oz. pkg	25	Juniperis Co.	1 75¢ 3 50								
Mentha Vir. .oz. pkg	25	Saacharum N. E.	1 90¢ 2 10								
Rue .oz. pkg	25	Spt. Vini Gall.	1 75¢ 6 50								
Tanacetum V oz. pkg	25	Vini Oporto	1 25¢ 2 00								
Thymus, V. .oz. pkg	25	Vini Alba	1 25¢ 2 00								
Magnesia		Sponges	2 50¢ 2 75								
Calced, Pat.	55¢ 60	Florida sheeps' wool	2 50¢ 2 75								
Carbonate, Pat.	18¢ 20	Nassau sheeps' wool	2 50¢ 2 75								
Carbonate, K. & M.	18¢ 20	Velvet extra sheeps'	2 50¢ 2 75								
Carbonate, Jennings	18¢ 20	wool, carriage	2 50¢ 2 75								
Oleum		Extra yellow sheeps'	2 50¢ 2 75								
Absinthium	7 00¢ 7 20	wool, carriage	2 50¢ 2 75								
Amygdala, Dulce	35¢ 65	Grass sheeps' wool	2 50¢ 2 75								
Amygdala, Amare	8 00¢ 8 25	carriage	2 50¢ 2 75								
Anise	1 60¢ 1 65	Hard, for slate use	2 50¢ 2 75								
Aurant Cortex	2 10¢ 2 20	Yellow Reef, for	2 50¢ 2 75								
Bergamit	2 60¢ 2 75	slate use	2 50¢ 2 75								
Caliputi	80¢ 85										
Caryophylli	75¢ 80										
Cedar	80¢ 85										
Chenopadi	80¢ 85										
Cinnamoni	1 15¢ 1 25										
Citronella	35¢ 40										
Syrups											
Acacia	50										
Aurant Cortex	50										
Zingiber	50										
Ipecac	50										
Ferri Iod	50										
Rhel Arom	50										
Magnesia, Sulph	50										
Smlax Officinalis	50										
Senega	50										
Scilla	50										

Drugs

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

GROCERY PRICE CURRENT


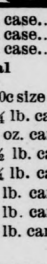
These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED	DECLINED
Corn Starch	Oatmeal
Laundry Starch	Hand Picked Beans

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A	
Akron Stoneware.....	15
Alabastine.....	1
Ammonia.....	1
Axle Grease.....	1
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Baking Powder.....	1
Bath Brick.....	1
Bluing.....	1
Brooms.....	3
Brushes.....	1
Butter Color.....	1
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Candles.....	14
Candles.....	2
Canned Goods.....	2
Catsup.....	3
Carbon Oils.....	3
Cheese.....	3
Chewing Gum.....	3
Chicory.....	3
Chocolate.....	3
Clothes Lines.....	3
Cocoa.....	3
Cocconut.....	3
Cocoa Shells.....	3
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Condensed Milk.....	4
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Wooding.....	13
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1			2		
AXLE GREASE			CANNED GOODS		
	doz.	gross	Apples		
Auroora	55	6 00	3 lb. Standards	1 00	
Caster Oil	50	7 00	Gallons, standards	3 25	
Diamond	50	4 25	Blackberries		
Frazer's	75	9 00	Standards	80	
IXL Golden, tin boxes 75	9 00		Beans		
			Baked	1 00@1 30	
			Red Kidney	75@	85
			String		70
			Wax		70
			Blueberries		
			Standard		85
			Brook Trout		
			2 lb. cans, Spiced	1 90	
			Clams.		
			Little Neck, 1 lb.	1 00	
			Little Neck, 2 lb.	1 50	
			Clam Bouillon		
Mica, tin boxes	75	9 00	Burnham's, 1/2 pint.	1 92	
Paragon	55	6 00	Burnham's, pints.	3 60	
BAKING POWDER			Burnham's, quarts.	7 20	
	Egg		Cherries		
1/4 lb. cans, 4 doz. case	3 75		Red Standards		
1/2 lb. cans, 2 doz. case	3 75		White		
1 lb. cans, 1 doz. case	3 75		Corn		
5 lb. cans, 1/2 doz. case	8 00		Fair	80	
			Good	85	
			Fancy	95	
			French Peas		
1/4 lb. cans, 4 doz. case	45		Sur Extra Fine	22	
1/2 lb. cans, 4 doz. case	85		Extra Fine	19	
1 lb. cans, 2 doz. case	1 60		Fine	15	
			Moyen	11	
			Gooseberries		
Royal			Standard	90	
10c size	90		Hominy		
1/4 lb. cans, 1 35			Standard	85	
6 oz. cans, 1 90			Lobster		
1/2 lb. cans, 2 50			Star, 1/2 lb.	2 15	
3/4 lb. cans, 3 75			Star, 1 lb.	3 60	
1 lb. cans, 4 80			Picnic Tails	2 40	
3 lb. cans, 13 00			Mackerel		
5 lb. cans, 21 50			Mustard, 1 lb.	1 75	
			Mustard, 2 lb.	2 80	
			Soused, 1 lb.	1 75	
			Soused, 2 lb.	2 80	
			Tomato, 1 lb.	1 75	
			Tomato, 2 lb.	2 80	
			Mushrooms		
			Hotels	18@20	
			Buttons	22@25	
			Oysters		
			Cove, 1 lb.	85	
			Cove, 2 lb.	1 55	
			Cove, 1 lb Oval	95	
			Peaches		
			Pie		
			Yellow	1 65@1 85	
			Pears		
			Standard	1 00	
			Fancy	1 25	
			Peas		
			Marrowfat	1 00	
			Early June	1 00	
			Early June Sifted	1 60	

3

CATSUP	
Columbia, plnts.	2 00
Columbia, ½ plnts.	1 25
CARBON OILS	
Barrels	
Eocene.	@10¼
Perfection.	@ 8¼
D. S. Gasoline.	@12¼
Deodorized Naphtha.	@10¼
Cylinder.	29 @34
Engine.	19 @22
Black, winter.	9 @10½
CHEESE	
Acme.	@12
Amboy.	@12¼
Elste.	@14
Emblem.	@12¼
Gem.	@13
Gold Medal.	@12
Ideal.	@12
Jersey.	@12
Riverside.	@12¼
Swiss.	14 @11
Edam.	@90
Lelden.	@17
Limburger.	13 @14
Pineapple.	50 @75
Sap Sago.	10 @20
CHEWING GUM	
American Flag Spruce.	55
Beeman's Pepsin.	60
Black Jack.	60
Large Gum Made.	60
Sen Sen.	55
Sen Sen Breath Perfume.	1 00
Sugar Loaf.	55
Yucatan.	55
CHICORY	
Bulk.	5
Red.	7 1
Eagle.	4
French's.	6 1
Schene.	6½
CHOCOLATE	
Walter Baker & Co.'s.	
German Sweet.	23
Premium.	31
Breakfast Cocoa.	46
Runkel Bros.	46
Vienna Sweet.	21
Vanilla.	28
Premium.	31
CLOTHES LINES	
Cotton, 40 ft. per doz.	1 00
Cotton, 50 ft. per doz.	1 20
Cotton, 60 ft. per doz.	1 40
Cotton, 70 ft. per doz.	1 60
Cotton, 80 ft. per doz.	1 80
Jute, 60 ft. per doz.	80
Jute, 72 ft. per doz.	95
COCOA	
Cleveland.	26
Colonial, ¼s.	35
Colonial, ½s.	35
Epps.	45
Huyler.	42
Van Houten, ¼s.	20
Van Houten, ½s.	12
Van Houten, ¾s.	10
Webb.	70
Wilbur, ¼s.	41
Wilbur, ½s.	42
COCOANUT	
Dunham's ¼s.	26
Dunham's ½s. and ¾s.	26½
Dunham's ¾s.	27
Dunham's ¾s.	28
Bulk.	13
COCOA SHELLS	
20 lb. bags.	2½
Less quantity.	3
Pound package.	4
COFFEE	
Roasted	
A-T-C	
HIGH GRADE	
COFFEES	
Special Combination.	15
French Breakfast.	17½
Lenox, Mocha & Java.	21
Old Gov't Java and Mocha.	24
Private Estate, Java & Moc.	26
Supreme, Java and Mocha.	27
Whitell-Wright Co.'s Brands.	
White House, 60-Is.	29
White House, 30-2s.	28
Excelsior M. & J., 60-Is.	21½
Excelsior M. & J., 30-2s.	20½
Royal Java.	26½
Royal Java & Mocha.	26½
Arabian Mocha.	28½
Aden Moch.	22½
Freeman Merc. Co. Brands.	
Marexo.	11
Porto Rican.	14
Honolulu.	16½
Parker House J & M.	25
Monogram J & M.	28
Mandehling.	31½
Rio	
Common.	10½
Fair.	11
Choice.	13
Fancy.	15
Santos	
Common.	11
Fair.	14
Choice.	15
Fancy.	17
Peaberry.	13
Brazil	
Fair.	12
Choice.	16
Mexican	
Choice.	16
Fancy.	17
Guatemala	
Choice.	16
Java	
African.	12½
Francis African.	17
O. G.	25
P. G.	29

4

Mocha	
Arablan.	21
Package	
New York Basls.	
Arbuckle.	11½
Dilworth.	11½
Jersey.	11½
Lion.	11
McLaughlin's XXXX	
McLaughlin's XXXX sold to	
retailers only. Mail all orders	
direct to W. F. McLaughlin &	
Co., Chicago.	
Extract	
Valley City ¼ gross.	7
Felix ¼ gross.	1 11
Hummel's toll ¼ gross.	8
Hummel's tin ¼ gross.	1 11
CONDENSED MILK	
4 doz in case.	
Gall Borden Eagle.	6 4
Crown.	6 2
Daisy.	4 5
Champion.	4 5
Magnolia.	4 2
Challenge.	4 1
Dime.	3 3
Leader.	4 0
CRACKERS	
National Biscuit Co.'s brands	
Butter	
Seymour.	6½
New York.	6½
Family.	6½
Salted.	6½
Wolverine.	6½
Soda	
Soda XXX.	6½
Soda, City.	8
Long Island Wafers.	13
Zephyrette.	13
Oyster	
Faust.	7½
Farina.	6½
Extra Farina.	6½
Saltine Oyster.	6½
Sweet Goods—Boxes	
Animals.	10
Assorted Cake.	10
Belle Rose.	10
Bent's Water.	16
Cinnamon Bar.	9
Coffee Cake, Iced.	10
Coffee Cake, Java.	10
Cocoanut Macaroons.	18
Cocoanut Taffy.	10
Cracknells.	16
Creams, Iced.	8
Cream Crisp.	10½
Cubans.	11½
Currant Fruit.	12
Frosted Honey.	12
Frosted Cream.	9
Ginger Gems, 1½ doz or sm'll.	8
Ginger Snaps, N. B. C.	10½
Gladiator.	10½
Grandma Cakes.	9
Graham Crackers.	8
Graham Wafers.	12
Grand Rapids Tea.	16
Honey Fingers.	12
Iced Honey Crumpets.	10
Imperial.	8
Jumbles, Honey.	12
Lady Fingers.	12
Lemon Snaps.	12
Lemon Wafers.	16
Marshmallow.	16
Assorted 25 lb. boxes.	16
Marshmallow Walnuts.	16
Mary Ann.	8
Mixed Picnic.	11½
Mk's Biscuit.	7½
Molasses Cake.	8
Molasses Bar.	9
Moss Jelly Bar.	12½
Newtown.	12
Oatmeal Crackers.	8
Oatmeal Wafers.	12
Orange Crisp.	9
Orange Cream.	9
Penny Cake.	8
Pilot Bread, XXX.	7½
Pretzelettes, hand made.	8½
Pretzels, hand made.	8½
Scotch Cookies.	9
Sears' Lunch.	7½
Sugar Cake.	8
Sweet Cream, XXX	8
Sugar Squares.	13
Sultanas.	13
Tutti Frutti.	16
Vanilla Wafers.	16
Vienna Crimp.	8
E. J. Kruec & Co.'s baked goods	
Standard Crackers.	
Blue Ribbon Squares.	
Write for complete price list	
with interesting discounts.	
CREAM TARTAR	
5 and 10 lb. wooden boxes.	30
Bulk in sacks.	25
DRIED FRUITS	
Apples	
Sundried.	@6½
Evaporated, 50 lb. boxes.	@ 10
California Fruits	
Apricots.	10 @10½
Blackberries.	
Netcarlines.	
Peaches.	8 @10
Pears.	7½
Pitted Cherries.	
Prunelles.	
Raspberries.	
California Prunes	
100-120 25 lb. boxes.	@ 3½
100-120 25 lb. boxes.	@ 4½
80-90 25 lb. boxes.	@ 5½
70-80 25 lb. boxes.	@ 6½
60-70 25 lb. boxes.	@ 7½
50-60 25 lb. boxes.	@ 8½
40-50 25 lb. boxes.	@ 9½
30-40 25 lb. boxes.	@ 10½
½ cent less in 50 lb. cases	

5

Citron

Leghorn	11
Corsecan	12½
California, 1 lb. package	8
Imported, 1 lb package	8
Imported, bulk	7½
Peel	
Citron American 19 lb. bx.	13
Lemon American 10 lb. bx.	13
Orange American 10 lb. bx.	13

London Layers 2 Crown	
London Layers 3 Crown	1 65
Cluster 4 Crown	
Loose Muscatels 2 Crown	6¼
Loose Muscatels 3 Crown	7¼
Loose Muscatels 4 Crown	7¼
L. M., Seeded, 1 lb.	8½ @ 9
L. M., Seeded, ½ lb.	7
Sultanas, bulk	11
Sultanas, package	11½

FARINACEOUS GOODS

Beans	
Dried Lima	8
Medium Hand Picked	1 80
Brown Holland	2 60
Cereals	
Cream of Cereal	90
Grain-O, small	1 35
Grain-O, large	2 25
Grape Nuts	1 35
Postum Cereal, small	1 35
Postum Cereal, large	2 25
Farina	
24 1 lb. packages	1 13
Bulk, per 100 lbs.	2 25
Hominy	
Flake, 50 lb. sack	90
Pearl, 200 lb. bbl.	4 50
Pearl, 100 lb. sack	2 50
Macaroni and Vermicelli	
Domestic, 10 lb. box	60
Imported, 25 lb. box	2 60
Pearl Barley	
Common	2 90
Chester	3 25
Empire	3 50

Grits

Walsh-DeRoo Co.'s Brand.

Cases, 24 2 lb. packages	2 30
Peas	
Green, Wisconsin, bu.	1 40
Green, Scotch, bu.	1 75
Split, lb.	4
Rollled Oats	
Rollad Avena, bbl.	5 65
Steel Cut, 100 lb. sacks	2 90
Monarch, bbl.	5 30
Monarch, ½ bbl.	2 80
Monarch, 90 lb. sacks	2 55
Quaker, cases	3 20
Sago	
East India	3½
German, sack	3½
German, broken package	4
Tapioca	
Flake, 110 lb. sacks	4¼
Pearl, 130 lb. sacks	3½
Pearl, 24 1 lb. packages	6¼
Wheat	
Cracked, bulk	3¼
24 2 lb. packages	2 60

FLAVORING EXTRACTS

FOOTE & JENKS'

JAXON

Highest Grade Extracts

Vanilla	Lemon
1 oz full m. 1 20	1 oz full m. 80
2 oz full m. 2 10	2 oz full m. 1 25
No. 3 fan'y 3 15	No. 3 fan'y 1 75

Vanilla	Lemon
2 oz panel. 1 20	2 oz panel. 75
3 oz taper. 2 00	4 oz taper. 1 50

D. C. Lemon	D. C. Vanilla
2 oz. 75	2 oz. 1 24
3 oz. 1 00	3 oz. 1 60
6 oz. 2 00	4 oz. 2 00
No. 4 T 1 52	No. 3 T. 2 08

2 oz. Assorted Flavors 75c.

Our Tropical.

2 oz. full measure, Lemon.	75
4 oz. full measure, Lemon.	1 60
2 oz. full measure, Vanilla.	90
4 oz. full measure, Vanilla.	1 80

Standard.

2 oz. Panel Vanilla Tonka.	70
2 oz. Panel Lemon	60

FLY PAPER

Tanglefoot, per box.	35
Tanglefoot, per case	3 20

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FRESH MEATS

Beef	
Carcase	5 @ 8 1/2
Forequarters	5 @ 6
Hindquarters	6 1/2 @ 8 1/2
Loins	9 @ 14
Ribs	8 @ 10
Rounds	6 @ 8
Chucks	5 @ 6
Plates	3 @ 4
Pork	
Dressed	@ 7
Loins	@ 9 1/2
Boston Butts	8 1/2 @ 8 1/2
Shoulders	@ 8
Leaf Lard	@ 10
Mutton	
Carcase	5 1/2 @ 7
Lambs	7 @ 8
Veal	
Carcase	6 @ 7

GRAINS AND FLOUR

Wheat	
Winter Wheat Flour	8 1/2
Local Brands	
Patents	4 85
Second Patent	4 35
Straight	4 15
Second Straight	3 95
Clear	3 65
Graham	3 35
Buckwheat	4 50
Rye	3 25
Subject to usual cash discount.	
Flour in bbls., 25c per bbl. additional.	
Ball-Barnhart-Putman's Brand	
Diamond 1/2s	4 00
Diamond 1/4s	4 00
Diamond 1/8s	4 00
Worden Grocer Co.'s Brand	
Quaker 1/2s	4 20
Quaker 1/4s	4 20
Quaker 1/8s	4 20
Spring Wheat Flour	
Clark-Jewell-Well's Co.'s Brand	
Pillsbury's Best 1/2s	4 60
Pillsbury's Best 1/4s	4 50
Pillsbury's Best 1/8s	4 40
Pillsbury's Best 1/2s paper	4 40
Ball-Barnhart-Putman's Brand	
Duluth Imperial 1/2s	4 50
Duluth Imperial 1/4s	4 40
Duluth Imperial 1/8s	4 30
Lemon & Wheeler Co.'s Brand	
Wingold 1/2s	4 50
Wingold 1/4s	4 40
Wingold 1/8s	4 30
Oney & Judson's Brand	
Ceresota 1/2s	4 60
Ceresota 1/4s	4 50
Ceresota 1/8s	4 40
Worden Grocer Co.'s Brand	
Laurel 1/2s	4 60
Laurel 1/4s	4 50
Laurel 1/8s	4 40
Laurel 1/2s and 1/4s paper	4 40
Meal	
Bolted	2 75
Granulated	2 95
Feed and Millstuffs	
St. Car Feed, screened	26 50
No. 1 Corn and Oats	26 00
Unbolted Corn Meal	25 00
Winter Wheat Bran	22 00
Winter Wheat Middlings	23 00
Screenings	20 00
Oats	
Car lots	49
St. Car lots, clipped	52
Less than car lots	
Corn	
Corn, car lots	66
Hay	
No. 1 Timothy car lots	10 50
No. 1 Timothy ton lots	12 50
HERBS	
Sage	15
Hops	15
Laurel Leaves	15
Sanna Leaves	25
INDIGO	
Madras, 5 lb. boxes	55
S. F., 2, 3 and 5 lb. boxes	50
JELLY	
5 lb. pails per doz.	1 75
15 lb. pails	38
30 lb. pails	67
KRAUT	
Barrel	4 75
1/2 Barrel	3 25
LICORICE	
Pure	30
Calabria	23
Stelly	14
Root	10
LYE	
Condensed, 2 doz.	1 20
Condensed, 4 doz.	2 25
MATCHES	
Diamond Match Co.'s brands.	
No. 9 sulphur	1 65
Anchor Parlor	1 50
No. 2 Home	1 30
Export Parlor	4 00
Wolverine	1 50
Search Light	4 60
Yale Blue	3 50
Globe, 3 gross	2 85
Bell	1 35
Best and Cheapest	1 70
MEAT EXTRACTS	
Armour & Co.'s, 2 oz.	4 45
Liebig's, 2 oz.	2 75
MOLASSES	
New Orleans	
Fancy Open Kettle	40
Choice	35
Fair	26
Good	22
Half-barrels 2c extra	
MUSTARD	
Horse Radish, 1 doz.	1 75
Horse Radish, 2 doz.	3 50
Bayle's Celery, 1 doz.	1 75

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OLIVES

Bulk, 1 gal. kegs.	1 25
Bulk, 3 gal. kegs.	1 10
Bulk, 5 gal. kegs.	1 00
Manzanilla, 7 oz.	80
Queen, pints.	2 35
Queen, 19 oz.	4 50
Queen, 28 oz.	7 00
Stuffed, 5 oz.	90
Stuffed, 8 oz.	1 45
Stuffed, 10 oz.	2 30

PAPER BAGS

Continental Paper Bag Co. Ask your Jobber for them.

Glory Mayflower Satchel & Pacific Bottom Square	
1/4	25
1/2	34
1	44
2	54
3	66
4	76
5	90
6	1 06
8	1 28
10	1 38
12	1 60
14	2 24
16	2 34
20	2 52
25	5 00

Sugar

Red	4 1/2
Gray	4 1/2

PICKLES

Barrels, 1,200 count	7 75
Half bbls, 600 count	4 38

Small

Barrels, 2,400 count	8 75
Half bbls, 1,200 count	5 00

PIPES

Clay, No. 216	1 70
Clay, T. D., full count	65
Cob, No. 2	85

POTASH

48 cans in case.	
Babbitt's	4 00
Penna Salt Co.'s	3 00

PROVISIONS

Barreled Pork

Mess.	@ 16 75
Back	@ 18 25
Clear back	@ 18 50
Short cut	@ 17 50
Pig	@ 20 50
Bean	@ 16 25
Family Mess.	@ 19 00
Clear	@ 19 00

Bellies

Bellies	9 1/2
Briskets	10
Extra shorts	9 1/2

Smoked Meats

Hams, 12 lb. average	@ 11 1/2
Hams, 14 lb. average	@ 11 1/2
Hams, 16 lb. average	@ 11 1/2
Hams, 20 lb. average	@ 11 1/2
Ham dried beef	@ 12
Shoulders (N. Y. cut)	@ 8 1/2
Bacon, clear	10 1/2 @ 11 1/2
California hams	7 1/2 @ 8
Bolled Hams	@ 16 1/2
Picnic Bolled Hams	@ 12
Berlin Ham pr's'd	@ 9 1/2
Mince Hams	@ 9 1/2

Lards—In Tierces

Compound	8 1/2
Pure	10 1/2
Vegetable	8 1/2
60 lb. Tubs..advance	1 1/2
80 lb. Tubs..advance	1 1/2
60 lb. Tins..advance	1 1/2
20 lb. Pails..advance	1 1/2
10 lb. Pails..advance	1 1/2
5 lb. Pails..advance	1 1/2
1 lb. Pails..advance	1 1/2

Sausages

Bologna	6
Liver	6
Frankfort	7 1/2 @ 8
Pork	8 1/2
Block	6
Tongue	6
Headcheese	6

Beef

Extra Mess.	10 25
Boneless	11 00
Rump	10 75

Pigs' Feet

1/2 bbls., 40 lbs.	1 70
1/2 bbls., 80 lbs.	3 20

Tripe

Kits, 15 lbs.	70
1/2 bbls., 40 lbs.	1 25
1/2 bbls., 80 lbs.	2 40

Casings

Pork	23
Beef	15
Beef middles	12
Sheep	65

Butterine

Solid, dairy	@ 14
Rolls, dairy	@ 14 1/2
Rolls, creamery	17
Solid, creamery	16 1/2

Canned Meats

Corned beef, 2 lb.	2 50
Corned beef, 14 lb.	17 50
Roast beef, 2 lb.	2 50
Potted ham, 1/4s	50
Potted ham, 1/2s	90
Deviled ham, 1/4s	50
Potted tongue, 1/4s	50
Potted tongue, 1/2s	90

SALEKATUS

Packed 60 lbs. in box.	
Church's Arm and Hammer	3 15
Deland's	3 00
Dwight's Cow	3 15
Emblem	2 10
L. P.	3 00
Wyandotte, 100 1/2s	3 00

8

RICE

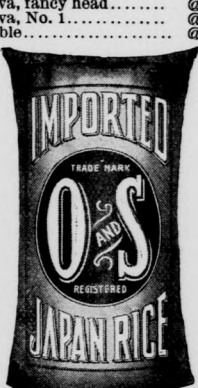
Carolina head	6 1/2
Carolina No. 1	8
Carolina No. 2	5 1/2
Broken	



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

Imported.

Japan, No. 1	5 1/2 @
Japan, No. 2	5 @
Java, fancy head	@
Java, No. 1	@
Table	@



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

SAL SODA

Granulated, bbls	90
Granulated, 100 lb. cases	1 70
Lump, bbls	80
Lump, 145 lb. kegs	85

SALT

Buckeye	
100 3 lb. bags	3 00
50 6 lb. bags	3 00
25 12 lb. bags	2 75
In 5 bbl. lots 5 per cent. discount.	

Diamond Crystal

Table, cases, 24 3 lb. boxes	1 40
Table, barrels, 100 3 lb. bags	3 00
Table, barrels, 40 7 lb. bags	2 75
Butter, barrels, 280 lb. bulk	2 65
Butter, barrels, 28 lb. bags	2 85
Butter, sacks, 28 lbs.	27
Butter, sacks, 56 lbs.	67

Common Grades

100 3 lb. sacks	2 25
60 6 lb. sacks	2 15
28 12 lb. sacks	2 05
56 12 lb. sacks	40
28 12 lb. sacks	22

Warsaw

56 lb. dairy in drill bags	40
28 lb. dairy in drill bags	20

Ashton

56 lb. dairy in linen sacks	60
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Higgins

56 lb. dairy in linen sacks	60
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Solar Rock

56 lb. sacks	25
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Common

Granulated Fine	85
Medium Fine	90

SALT FISH

Cod	
Georges cured	@ 8
Georges genuine	@ 8 1/2
Georges selected	@ 7
Grand Bank	@ 6
Strips or bricks	6 1/2 @ 10 1/2
Pollock	@ 8 1/2

Halibut

Strips	14
Chunks	15 1/2

Trout

No. 1 100 lbs.	5 50
No. 1 40 lbs.	2 50
No. 1 10 lbs.	70
No. 1 8 lbs.	59

Mackerel

Mess 100 lbs.	11 00
Mess 40 lbs.	4 70
Mess 10 lbs.	1 25
Mess 8 lbs.	1 03
No. 1 100 lbs.	9 50
No. 1 40 lbs.	4 10
No. 1 10 lbs.	1 10
No. 1 8 lbs.	91
No. 2 100 lbs.	8 00
No. 2 40 lbs.	3 50
No. 2 10 lbs.	95
No. 2 8 lbs.	79

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Herring

Holland white hoops, bbl.	10 50
Holland white hoops, 1/2 bbl.	5 50
Holland white hoop, keg.	75
Holland white hoop mchs.	85
Norwegian	
Round 100 lbs.	3 35
Round 40 lbs.	1 85
Scaled	14
Bloaters	1 50

Whitefish

No. 1 No. 2 Fam	
100 lbs.	3 50
40 lbs.	3 50
10 lbs.	95
8 lbs.	79

SEEDS

Anise	9
Canary, Smyrna	3 1/2
Caraway	7 1/2
Cardamon, Malabar	1 00
Celery	10
Hemp, Russian	4
Mixed Bird	4
Mustard, white	7
Poppy	6
Rape	4
Cattle Bone	14

SHOE BLACKING

Handy Box, large	2 50
Handy Box, small	1 25
Bixby's Royal Polish	85
Miller's Crown Polish	85

SOAP

B. T. Babbitt brand—	
Babbitt's Best	4 00
Beaver Soap Co. brands	

Grand

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
Big Bargain	1 90
Umpire	2 25
German Family	2 65

Dingman Soap Co. brand—

Dingman	3 85
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N. K. Fairbanks brands—

Santa Claus	3 55
Brown	2 24
Fairy	4 00

Fels brand—

Naphtha	4 00
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Gowans & Sons brands—

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12

Palo.....	36
Kylo.....	36
Hiawatha.....	41
Battle Axe.....	37
American Eagle.....	34
Standard Navy.....	37
Spear Head, 16 oz.....	42
Spear Head, 8 oz.....	44
Nobby Twist.....	44
Jolly Tar.....	38
Old Honesty.....	44
Toddy.....	34
J. T.....	38
Piper Heldick.....	63
Boot Jack.....	81
Jelly Cake.....	36
Plumb Bob.....	32
Honey Dip Twist.....	39

Smoking

Hand Pressed.....	40
Ibox.....	28
Sweet Core.....	36
Fiat 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
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 55
Salad Dressing, small.....	2 75

TWINE

Cotton, 3 ply.....	16
Cotton, 4 ply.....	16
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
Scourline.....	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

Humpty 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

Pails	
2-hoop Standard.....	1 40
3-hoop Standard.....	1 60
2-wire, Cable.....	1 80
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
20-inch, Cable, No. 1.....	6 50
18-inch, Cable, No. 2.....	6 00
16-inch, Cable, No. 3.....	5 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 25
Single Acme.....	2 25
Double Peerless.....	3 25
Single Peerless.....	2 60
Northern Queen.....	2 50
Double Duplex.....	3 00
Good Luck.....	2 75
Universal.....	2 25

Wood Bowls	
11 in. Butter.....	75
13 in. Butter.....	1 00
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	
Magic, 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.....	Per lb.
Trout.....	92 10
Black Bass.....	80 11
Halibut.....	15
Ciscoes or Herring.....	5
Bluefish.....	12
Live Lobster.....	20
Boiled Lobster.....	20
Cod.....	10
Haddock.....	10
No. 1 Pickerel.....	9
Pike.....	8
Perch.....	5
Smoked White.....	11
Red Snapper.....	11
Col River Salmon.....	13 1/2
Mackerel.....	15

Oysters	
Can Oysters.....	40
F. H. Counts.....	35
F. S. D. Selects.....	27
Selects.....	27

Bulk Oysters	
Counts.....	1 75
Extra Selects.....	1 60
Selects.....	1 40
Standards.....	1 25

HIDES AND PELTS	
The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows:	

Hides	
Green No. 1.....	7
Green No. 2.....	6
Cured No. 1.....	8 1/2
Cured No. 2.....	7 1/2
Calfskins, green No. 1.....	9
Calfskins, green No. 2.....	7 1/2
Calfskins, cured No. 1.....	10
Calfskins, cured No. 2.....	8 1/2

Pelts	
Pelts, each.....	50@ 80
Lamb.....	30@ 65

Furs	
Beaver.....	1 00@ 60
Wild Cat.....	10@ 50
House Cat.....	10@ 25
Red Fox.....	25@ 25
Grey Fox.....	10@ 50
Cross Fox.....	50@ 40
Lynx.....	15@ 30
Muskrat, fall.....	2@ 12
Mink.....	25@ 25
Raccoon.....	10@ 80
Skunk.....	19@ 1 1/2

Tallow	
No. 1.....	4 1/2
No. 2.....	3 1/2

Wool	
Washed, fine.....	20
Washed, medium.....	23
Unwashed, fine.....	15
Unwashed, medium.....	17

CANDIES	
Stick Candy	
Standard.....	7 1/2
Standard H. H.....	7 1/2
Standard Twist.....	8
Cut Loaf.....	9
Jumbo, 32 lb.....	7 1/2
Extra H. H.....	10 1/2
Boston Cream.....	10
Beet Root.....	8

14

Mixed Candy	
Grocers.....	6
Competition.....	7
Special.....	7 1/2
Conserve.....	7 1/2
Royal.....	8 1/2
Ribbon.....	9
Broken.....	9 1/2
Cut Loaf.....	9 1/2
English Rock.....	9
Kindergarten.....	9
Bon Ton Cream.....	9
French Cream.....	10
Dandy Pan.....	10
Hand Made Cream mixed.....	14 1/2
Crystal Cream mix.....	13

Fancy-In Pails	
Champ. Crys. Gums.....	8 1/2
Pony Hearts.....	15
Fairy Cream Squares.....	12
Fudge Squares.....	12
Peanut Squares.....	11
Sugared Peanuts.....	12
Salted Peanuts.....	10
Starlight Kisses.....	12 1/2
San Blas Goodies.....	9 1/2
Lozenges, plain.....	10
Lozenges, printed.....	11 1/2
Choc. Drops.....	13 1/2
Eclipse Chocolates.....	14
Choc. Monumentals.....	15
Victoria Chocolate.....	15 1/2
Gum Drops.....	15 1/2
Moss Drops.....	9 1/2
Lemon Sours.....	9 1/2
Imperial.....	9 1/2
Ital. Cream Opera.....	12
Ital. Cream Bonbons.....	12
20 lb. palls.....	12
Molasses Chews, 15 lb. palls.....	13
Golden Waffles.....	12

Fancy-In 5 lb. Boxes	
Lemon Sours.....	255
Peppermint Drops.....	260
Chocolate Drops.....	265
H. M. Choc. Drops.....	285
H. M. Choc. L. and Dk. No. 12.....	4 00
Gum Drops.....	235
Licorice Drops.....	275
Lozenges, plain.....	255
Lozenges, printed.....	260
Imperial.....	260
Mottos.....	260
Cream Bar.....	255
Molasses Bar.....	255
Hand Made Creams.....	290
Cream Buttons, Fep. and Wint.....	265
String Rock.....	265
Wintergreen Berries.....	260

Caramels	
Clipper, 20 lb. palls.....	9
Standard, 20 lb. palls.....	10
Perfection, 20 lb. pls.....	12 1/2
Amazon, Choc Cov'd.....	15
Korker 2 for 1c pr bx.....	55
Big 3, 3 for 1c pr bx.....	55
Dukes, 2 for 1c pr bx.....	60
Favorite, 4 for 1c, bx.....	60
AA Cream Carls 3 lb.....	50

FRUITS	
Oranges	
Florida Russett.....	3 25
Florida Bright.....	2
Fancy Navels.....	3 00@ 25
Extra Valencia.....	2 50@ 25
Seedlings.....	2
Medit. Sweets.....	2
Jamaicas.....	2
Rodi.....	2

Lemons	
Verdell, ex fcy 300.....	2
Verdell, fcy 300.....	3 50@ 4 00
Verdell, ex chco 300.....	2
Verdell, fcy 300.....	2
Malori Lemons, 300.....	3 50@ 4 00
Messinas 300s.....	3 50@ 3 75
Messinas 300s.....	3 50@ 3 75

Foreign Dried Fruits	
Figs	
Californias, Fancy.....	2
Cal. pkg. 10 lb. boxes.....	2
Extra Choice, Turk., 10 lb. boxes.....	12
Fancy, Trkr., 12 lb. boxes.....	14
Pulled.....	2
Naturals, in bags.....	2

Dates	
Fards in 10 lb. boxes.....	2
Fards in 60 lb. cases.....	2
Hallow.....	4 1/2@ 5
lb. cases, new.....	2
Sals, 60 lb. cases.....	4 1/2@ 5

NUTS	
Almonds, Tarragona.....	16
Almonds, Ivlos.....	2
Almonds, California, soft shelled.....	15@ 16
Brazils.....	2
Filberts.....	13
Walnuts, Grenoble.....	13
Walnuts, softshelled.....	13
California No. 1.....	13
Table Nuts, fancy.....	13 1/2
Pecans, Med.....	10
Pecans, Ex. Large.....	13
Pecans, Jumbo.....	14
Hickory Nuts per bu.....	2
Ohio, new.....	2
Cocconuts, full sacks.....	2
Chestnuts, per bu.....	2

Peanuts	
Fancy, H. P., Suns.....	5 1/2@
Fancy, H. P., Suns.....	6@ 6 1/2
Choice, H. P., Extras.....	6@ 6 1/2
Choice, H. P., Extras.....	6@ 6 1/2
Roasted.....	6@ 6 1/2
Span, Shld No. 1 in 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
Turn Dashers, per doz.....	84

Milkpans	
1/2 gal. flat or rd. bot., per doz.....	48
1 gal. nat 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

WAS NOT OFFICIAL.

Entertainment of Chicago Manufacturers Was Individual in Character.

Kalamazoo, Jan. 18—Acting as chairman of the Executive Committee of the Michigan Retail Furniture Association, I desire to correct the statements in your editorial of Jan. 15, under the heading of "Ended Its Usefulness." You say:

1. That the Association held its meeting at Chicago at the behest of the Chicago manufacturers.

2. That the Association accepted the hospitality of the Chicago people.

3. That the Association attended theater at the invitation and expense of the Chicago manufacturers.

These statements are without the slightest foundation. The facts are as follows: The call for our meeting was issued Dec. 21, and up to within a short time, previous to this it was an open question, no definite arrangements having been made as to where we were to hold our meeting. We did not meet in Chicago at the invitation of any person firm or association. Our reason for calling the meeting in Chicago has already been given, but it may be added that we did not feel like going to a city which we were given to understand would not welcome us. All arrangements were made by ourselves and at our expense. After the call for the meeting had been issued, the officers were approached by individuals representing Chicago manufacturers and invited to be their guests. To this we replied that we positively would not accept, as we had already made our arrangements for our entertainment.

Our meeting was held at the Great Northern Hotel on the evening of Jan. 10, and at this meeting were present members of the Michigan Association, as well as many from outside our State who had been invited to be present. All others were excluded. While the meeting was in progress, we were waited on by a committee from Chicago manufacturers, who asked us to accept their hospitality. The officers of our Association were called out and stated to these gentlemen that under no circumstances would we accept, having made arrangements for our own and our guests' entertainment.

At the close of the meeting the members and invited guests were served with refreshments in the committee room, and the expense was defrayed out of our treasury. Then appeared a gentleman claiming to represent Chicago manufacturers, who asked to be heard. He invited those present to partake of the hospitality of the Chicago manufacturers the day following. He was told emphatically and in plain language that the Michigan Association had declared itself and would not accept. Three times we declined.

If, subsequent to our meeting, any of the people were entertained by Chicago hosts, it was as individuals, and the Association can not take exceptions, for it can not prescribe a line of conduct for any visitor. As regards the theater party I can only state that it must be a newspaper yarn. I heard nothing of it and had no chance to refuse or accept one.

I feel sure that you would not willingly misrepresent matters, and it is to be regretted that you did not take pains to get at the truth before publishing the article referred to. In a spirit of fairness, I ask you kindly to publish this letter, giving it the same prominence as you did the one that this refutes.

A. L. Blumenberg.

Opinion of the Nestor of Furniture Manufacturing.

Grand Rapids, Jan. 18—Permit me to express my thanks for the January 15 copy of the Tradesman.

I can but think you are criticising the retail furniture merchants of Michigan somewhat too severely, partly because you may not fully understand the conditions that obtain in their business and the motives that influenced them to hold their meeting in Chicago.

The attempt made by the furniture dealers to correct certain abuses in the

so-called "sample" sales of furniture in this town required the assistance of the furniture people of Indiana, Illinois and Wisconsin, for Chicago has also been indulging in the same pernicious practice, and the combined strength of the four States would be very much more convincing than the action of a single state. This, undoubtedly, influenced them to hold their meeting in Chicago. The meeting was appointed before the Grand Rapids people had so especially shown they were going to suppress the practice in this town.

The Widdicomb Furniture Co., under the writer's management, has always occupied the position now taken by all of the manufacturers of this city—that furniture merchants only shall be our customers. This decision being now unanimous, the retail people will have no reason to complain of the Grand Rapids manufacturers.

I fully concur in your view respecting the Michigan people accepting the hospitality of the Chicago manufacturers—that was bad; yet you will recall there have been times when even the grocers have shown the same mistaken judgment, and the retail furniture people are as yet inexperienced in Association movement; so, without doubt, they will learn in due time that they must conduct their business for themselves and not receive any "complimentaries" from the manufacturers, if they are to occupy an independent attitude.

You will pardon me for not agreeing with you; yet I write this letter thinking your article was sent me with such purpose in view. Wm. Widdicomb.

Matches are made in heaven. The fire never goes out in the other place.

DEALERS

You can make money by handling the

"Ann Arbor" Quick Lighting Gasoline Lamp.

Many dealers are handling them in dozen lots, selling to the general trade. You can if you will try.

Our goods are guaranteed to give satisfaction. Send for a sample today. Liberal discounts. All styles.

SUPERIOR MANUFACTURING CO.
20 So. Main St., ANN ARBOR, MICH.

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Ammunition					Mattocks	
Caps					Adze Eye.....\$17 00..dis	
G. D., full count, per m.....					Metals—Zinc	
Hicks' Waterproof, per m.....					600 pound casks.....	
Musket, per m.....					Per pound.....	
Ely's Waterproof, per m.....					Miscellaneous	
Cartridges					Bird Cages.....	
No. 22 short, per m.....					Pumps, Cistern.....	
No. 22 long, per m.....					Screws, New List.....	
No. 32 short, per m.....					Casters, Bed and Plate.....	
No. 32 long, per m.....					Dampers, American.....	
Primers					Molasses Gates	
No. 2 U. M. C., boxes 250, per m.....					Stebbins' Pattern.....	
No. 2 Winchester, boxes 250, per m.....					Enterprise, self-measuring.....	
Gun Wads					Pans	
Black edge, Nos. 11 and 12 U. M. C.....					Fry, Acme.....	
Black edge, Nos. 9 and 10, per m.....					Common, polished.....	
Black edge, No. 7, per m.....					Patent Planished Iron	
Loaded Shells					"A" Wood's patent planished, Nos. 24 to 27	
New Rival—For Shotguns					"B" Wood's patent planished, Nos. 25 to 27	
No.	Drs. of Powder	oz. of Shot	Size Shot	Gauge	Per 100	Broken packages 1/4c per pound extra.
120	4	1 1/2	10	10	\$2 90	Planes
129	4	1 1/2	9	10	2 90	Ohio Tool Co.'s, fancy.....
128	4	1 1/2	8	10	2 90	Sciota Bench.....
126	4	1 1/2	6	10	2 90	Sandusky Tool Co.'s, fancy.....
135	4 1/4	1 1/2	5	10	2 85	Bench, first quality.....
154	4 1/2	1 1/2	4	10	3 00	Nails
200	3	1	10	12	2 50	Advance over base, on both Steel and Wire.
208	3	1	8	12	2 50	Steel nails, base.....
236	3 1/4	1 1/2	6	12	2 65	Wire nails, base.....
265	3 1/2	1 1/2	5	12	2 70	20 to 60 advance.....
264	3 1/2	1 1/2	4	12	2 70	5 to 10 advance.....
Discount 40 per cent.					8 advance.....	
Paper Shells—Not Loaded					6 advance.....	
No. 10, pasteboard boxes 100, per 100..					4 advance.....	
No. 12, pasteboard boxes 100, per 100..					3 advance.....	
Gunpowder					2 advance.....	
Kegs, 25 lbs., per keg.....					Fine 3 advance.....	
1/2 kegs, 12 1/2 lbs., per 1/2 keg.....					Casing 10 advance.....	
1/4 kegs, 6 1/4 lbs., per 1/4 keg.....					Casing 8 advance.....	
Shot					Casing 6 advance.....	
In sacks containing 25 lbs.					Finish 10 advance.....	
Drop, all sizes smaller than B.....					Finish 8 advance.....	
Augurs and Bits					Finish 6 advance.....	
Snell's.....					Barrel 1/2 advance.....	
Jennings genuine.....					Rivets	
Jennings' Imitation.....					Iron and Tinned.....	
Axes					Copper Rivets and Burs.....	
First Quality, S. B. Bronze.....					Roofing Plates	
First Quality, D. B. Bronze.....					14x20 IC, Charcoal, Dean.....	
First Quality, S. B. S. Steel.....					14x20 IX, Charcoal, Dean.....	
First Quality, D. B. Steel.....					20x28 IC, Charcoal, Dean.....	
Barrows					14x20 IC, Charcoal, Allaway Grade.....	
Railroad.....					14x20 IX, Charcoal, Allaway Grade.....	
Garden.....					20x28 IC, Charcoal, Allaway Grade.....	
Bolts					20x28 IX, Charcoal, Allaway Grade.....	
Stove.....					Ropes	
Carriage, new list.....					Sisal, 1/4 inch and larger.....	
Flow.....					Manilla.....	
Buckets					Sand Paper	
Well, plain.....					List acct. 19, '86.....	
Butts, Cast					Sash Weights	
Cast Loose Pin, figured.....					Solid Eyes, per ton.....	
Wrought Narrow.....					Sheet Iron	
Chain					com. smooth.....	
1/4 in. 5-16 in. 3/8 in. 1/2 in.					Nos. 10 to 14.....	
Com.....					Nos. 15 to 17.....	
BB.....					Nos. 18 to 21.....	
BBB.....					Nos. 22 to 24.....	
Crowbars					Nos. 25 to 26.....	
Cast Steel, per lb.....					No. 27.....	
Chisels					All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Socket Firmer.....					Shovels and Spades	
Socket Framing.....					First Grade, Doz.....	
Socket Corner.....					Second Grade, Doz.....	
Socket Slicks.....					Solder	
Elbows					1/4@1/2.....	
Com. 4 piece, 6 in., per doz.....					The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Corrugated, per doz.....					Squares	
Adjustable.....					Steel and Iron.....	
Expansive Bits					Tin—Melyn Grade	
Clark's small, \$18; large, \$26.....					10x14 IC, Charcoal.....	
Ives' 1, \$18; 2, \$24; 3, \$30.....					14x20 IC, Charcoal.....	
Files—New List					20x14 IX, Charcoal.....	
New American.....					Each additional X on this grade, \$1.25.	
Nicholson's.....					Tin—Allaway Grade	
Heller's Horse Rasps.....					10x14 IC, Charcoal.....	
Galvanized Iron					14x20 IC, Charcoal.....	
Nos. 16 to 20; 22 and 24; 26 and 28; 27, List 12 13 14 15 16.					10x14 IX, Charcoal.....	
Discount, 65					Each additional X on this grade, \$1.50	
Gauges					Boiler Size Tin Plate	
Stanley Rule and Level Co.'s.....					14x56 IX, for No. 8 Rollers, } per pound..	
Glass <td colspan="2">14x56 IX, for No. 9 Rollers, }</td>					14x56 IX, for No. 9 Rollers, }	
Single Strength, by box.....					Traps	
Double Strength, by box.....					Steel, Game.....	
By the Light.....					Oneida Community, Newhouse's.....	
Hammers					Oneida Community, Hawley & Norton's.....	
Maydole & Co.'s, new list.....					Mouse, choker, per doz.....	
Yerkes & Plumb's.....					Mouse, delusion, per doz.....	
Mason's Solid Cast Steel.....					Wire	
Hinges					Bright Market.....	
Gate, Clark's 1, 2, 3.....					Annealed Market.....	
Hollow Ware					Coppered Market.....	
Pots.....					Tinned Market.....	
Kettles.....					Coppered Spring Steel.....	
Spiders.....					Barbed Fence, Galvanized.....	
Horse Nails					Barbed Fence, Painted.....	
Au Sable.....					Wire Goods	
House Furnishing Goods					Bright.....	
Stamped Tinware, new list.....					Screw Eyes.....	
Japanned Tinware.....					Hooks.....	
Iron					Gate Hooks and Eyes.....	
Bar Iron.....					Wrenches	
Light Band.....					Baxter's Adjustable, Nickleed.....	
Knobs—New List					Coe's Genuine.....	
Door, mineral, jap. trimmings.....					Coe's Patent Agricultural, Wrought.....	
Door, porcelain, jap. trimmings.....						
Lanterns						
Regular 0 Tubular, Doz.....						
Warren, Galvanized Found.....						

The Treatment of Fainting.

This is something every person should know. First of all loosen every tight thing from around the neck or abdomen; that is, unfasten the collar from around the neck, and if the patient is a woman cut her stay laces, if she wears stays. Allow the person all the fresh air possible, do not crowd around, and if in a crowded place, carry the patient out to the open window. A fainting person should always be laid flat down on the back, and it greatly aids recovery if the head can be put lower than the body, so that blood goes readily to the brain. The main cause of fainting is that the brain is deprived of blood, and if the head is laid low the brain can get its share again, and so resume its workings. Cold water sprinkled over the face, smelling salts or burning feathers held to the nose, and fanning the face, all help to restore consciousness. In an ordinary case, the person may be allowed to sit up when conscious, and after a little rest resume her way.

The custom of giving brandy or other spirits to a person who has fainted is a mischievous one; allow the person to come to, then let him slowly drink a cupful of cold water and no harm is done. But if brandy is given, the person may pass from one spell to another, or become ill from the drink given. Medicines of any kind are not needed after fainting, but care must be taken to take things quietly for the next few hours. Persons subject to these attacks must keep out of close, hot, and unventilated places, either of devotion or of amusement. They should not take Turkish baths, nor even hot baths. In place of the latter they may sponge all over with hot water. Tea and coffee must not be drunk by those subject to fainting attacks; if women they must not wear corsets. Men must not use tobacco in any form, nor drink intoxicants, if subject to these attacks. Heavy and indigestible foods, like pork, veal, ham, etc., must be avoided, as must heavy work.

Origin of Absinthe.

Temperance people in Europe were recently much surprised at the discovery that the deadly absinthe was originally an extremely harmless medical remedy. It was a French physician who first used it. His name was Ordinaire, and he was living as a refugee at Couvet, in Switzerland, at the close of the eighteenth century. Like many other country doctors at that time, he was also a druggist, and his favorite remedy was a certain elixir of absinthe, of which he alone had the secret. At his death he bequeathed the formula to his housekeeper, Mlle. Grandpierre, and she sold it to the daughters of Lieutenant Henriod. They cultivated in their little garden the herbs necessary for concocting it, and after they had distilled a certain quantity of the liquid they sold it on commission to itinerant peddlers, who quickly disposed of it in the adjacent towns and villages. Finally, during the first decade of the nineteenth century, a wealthy distiller purchased the formula, and very soon afterward he placed on the market the modern absinthe, which differs greatly from the old medical remedy, since the latter contained no alcohol and very little absinthe.

In the Interest of Science.

When one's friend is a scientist and given to experiments a little caution may not be out of place before consenting to do him a favor. That, however, did not occur to a certain well-known

public man whose experience is related in an Australian paper. He went to the laboratory of an old schoolmate, a Melbourne professor of chemistry, to make a friendly call. The professor was studying a dark brown substance spread out on a sheet of paper.

"I say," he cried, when greetings had been exchanged, "would you kindly let me place a bit of this on your tongue? My taste has become vitiated by trying all sorts of things."

"Certainly," responded the accommodating friend, and he promptly opened his mouth.

The professor took up some of the substance under analysis and put it on his friend's tongue. The man worked it around in his mouth for fully a minute, tasting it much as he might have tasted a choice confection.

"Note any effect?" asked the professor.

"No, none."

"It doesn't paralyze or prick your tongue?"

"Not that I can detect."

"I thought not. There are no alkaloids in it, then. How does it taste?"

"Bitter as gall."

"Hem-m-m! All right."

By this time the visitor's curiosity was aroused. "But what is it, anyway?" he enquired.

"I don't know. That's what I'm trying to find out. Some one has been poisoning horses with it."

That buffalo meat can still be had in the West is proved by the recent arrival in Seattle, Wash., of a small consignment of the animals. The animals in question had been bred in captivity, so that there is no suspicion that there had been any poaching on the Government preserves in the Yellowstone Park. A quarter of a century ago the animals roamed in countless thousands over the Western plains; to-day the remnant of these thousands is but a mere handful, and any measure towards preventing their total extinction seems almost to be on a par with locking the stable door after the horse be stolen. It is true that the Government has made some attempt at their preservation, but the strongest laws against killing the animals are being violated every year and if anything tangible has been done, it has been by a few patriotic citizens who have had a love for the noble animal. With these latter attempts, it is pleasant to learn that some success has been had, and that the number of the animals in such private herds shows an increase. A bill at present is before Congress to supplement these private endeavors by providing a reservation in the West and giving the remnant of the Government herd into the hands of some person who has been prominently connected with their preservation. It is to be hoped that the provisions of the bill will meet the approval of Congress, for the attempt of the Government in Yellowstone Park is meeting with no success, and the herd is dwindling year by year.

Detroit—The Independence Co., to manufacture cigars, has been incorporated with \$5,000 capital paid in. Thomas B. Mellon holds 250 shares, E. Frank Groff 249 and Herman O. Kraft 1. Mr. Mellon was associated from boyhood with Daniel Scotten. After the death of Daniel Scotten he managed the Banner Cigar Co., and has now gone into business himself.

Ypsilanti—Local business men have organized the Benson Seed and Grain Separator Co., with a capitalization of \$20,000, \$15,000 of which is paid in, and with the following officers: President, C. L. Stevens; Secretary, F. W. Green; Treasurer, F. T. Norton. The company contemplates locating a branch house in the West.

Niles—Joseph Goodman, of Chicago, has leased the factory of the Schwabach Shirt Waist Co. and has assumed pos-

session, his object being to start a factory to make the same line of goods. Ludwig Schwabach, the former manager, left for parts unknown several weeks ago, leaving the concern in financial straits.

Ludington—The Carrom-Archarena Co. is increasing the size of its plant. It now employs 250 men and has a capacity of 1,000 game boards per day. During the past season 200,000 boards were shipped all over the world.

Business Wants

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payments.

BUSINESS CHANCES.

FOR 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

EXCURSION IN 1902 TO EUROPE, ASIA and Africa. Program free. Just out, a new book on Egypt, the Holy Land and other countries. Only \$1. Address V. Brunner, Mishawaka, Ind. 241

FOR SALE—GENERAL STOCK; INVOICES about \$800; also store building and lot. Address No. 241, care Michigan Tradesman. 240

FOR SALE—STOCK OF GENERAL MERCHANDISE; small town; best farming locality in Michigan; good reasons for selling. Address M. & S., care Michigan Tradesman. 251

WANTED—A LOCATION FOR UP-TO-DATE SHOE STORE. Would buy small stock. Address Shoes, Carrier 2, Big Rapids, Mich. 250

FOR SALE—STOCK OF BOOTS AND SHOES; fine location; well established business. For information address Parker Bros., Traverse City, Mich. 248

FOR SALE—GOOD PAYING FURNITURE and undertaking business in Northern Indiana. Would exchange undertaking; prefer furniture, carpets or what have you? Good reasons for selling given. Address Q. Z., care Michigan Tradesman. 247

DO YOU WANT TO SELL YOUR PROPERTY, farm, house and lot, business, or stock of goods? No matter where located I can sell it for cash. Don't wait. Write to me for my plan and particulars. Calvin Forbes, Kalamazoo, Mich. 245

FOR SALE—SODA FOUNTAIN AND FIXTURES; a bargain if sold at once. Address N. Engle, Corner South Main and Hickory Sts., Elkhart, Ind. 244

FOR SALE—STOCK OF GENERAL MERCHANDISE; a snap for a hustler; must be sold before April 1; will sell or rent property. Address No. 243, care Michigan Tradesman. 243

FOR SALE—STEAM LAUNDRY, CHEAP; running from \$0 to \$70 a week; will run \$90 in summer. Good reasons for selling. Box 544, Reed City, Mich. 242

FOR SALE OR TRADE FOR FARM—A country store and dwelling combined, with good barn; inventory of general merchandise and fixtures about \$2,500; or will rent reasonably. Full particulars on application. Address box 3, New Salem, Mich. 252

FOR SALE—GENERAL STOCK AND store building, well located in center of populous neighborhood. Stock and fixtures will inventory about \$3,500. Will sell building for \$3,500. Annual sales, \$12,000, mostly cash. Reason for selling, owner compelled to go to Europe. Address No. 253, care Michigan Tradesman 253

FOR SALE—50-BARREL ROLLER PROCESS water power mill; one of the oldest and best locations in Northwestern Michigan; everything in line repair; doing a big business; will bear close investigation. Address B. J. Robertson, Breedsville, Mich. 234

FOR SALE—OWING TO POOR HEALTH, I have decided to sell my stock of dry goods; a fine chance for anyone who wishes to go into business here; good location; a large store at reasonable rent. B. W. Stark, Petoskey, Mich. 239

DRUG STORE FOR SALE—IN BEST TOWN in Copper Country; stock invoices about \$2,000. Address W. B. Minthorn, Hancock, Mich. 238

FOR SALE—A GOOD, CLEAN STOCK OF general merchandise and fixtures. Reason for selling, other business. Liberal terms to buyer. Address Bert Wood, Newark, Mich. 236

FOR SALE—COUNTRY STORE AND dwelling combined; general merchandise stock, barn, custom saw mill and feed mill, with good patronage; Citizens local and long distance telephone and postoffice in store; bargain for cash. Reason for selling, must retire. For particulars call on or address Eli Runnels, Corning, Mich. 231

CASH AND OTHER PROPERTY TO EX-change for lumber, 50,000 to 500,000 feet. J. A. Hawley, Leslie, Mich. 229

FOR SALE—COMPLETE STOCK OF DRUGS, groceries and hardware. Will sell all three stocks or hardware separately. Will sell or rent double store. Stocks will inventory about \$6,000. Sales last year were \$27,000. Located in center of good farming country. Reason for selling, other business. Address J. L. Norris, Casnovia, Mich. 228

FOR SALE OR TRADE FOR FARM—HOUSE and lot and store building and \$1,500 stock of general merchandise, located at West Olive, Mich. Address Ed. Maynard. 227

EXCEPTIONAL OPENING FOR A LIVE jeweler in a growing Southern Michigan city, surrounded by a thrifty farming community; splendid location on best side of best street in city. Address No. 235, care Michigan Tradesman. 235

FOR SALE—ONE OF THE NEWEST, NEAT-est, 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—RARE COLLECTION OF OLD coins, including nearly 100 flying eagle pennies. Geo. Springer, Montague, Mich. 221

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

FOR SALE—HARDWARE AND IMPLE-ment 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—STOCK OF DRY GOODS, GRO-ceries, shoes and hardware. Will sell all or retain hardware. Can reduce stock. Doing cash business. Yearly sales, \$23,000. Wish to retire. Correspondence solicited. Address X. P., care Michigan Tradesman. 212

STORE TO RENT; BEST LOCATION FOR small stock in Michigan town of 4,000 inhabitants. Address No. 213, care Michigan Tradesman. 213

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 30,000. 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

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

WANTED—A REFRIGERATOR SUITABLE for meat market. Skarritt & Sack, Edmore, Mich. 210

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. 188

FOR SALE—GRAIN ELEVATOR; MAIN building 24x52 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—A NEW AND THE ONLY BA-zaar 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

WANTED—TO SELL STOCK AND BUILD-ing 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

I WILL SELL WHOLE OR ONE-HALF IN-terest 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, EXPERIENCED, WANTS POSI-tion in general store. Address Box 1007, Manistique, Mich. 249

WANTED—A FIRST-CLASS SALESMAN for the wholesale liquor trade and also for the retail drug trade. Write, stating age and experience, to Dunkley Company, Kalamazoo, Mich. 46

WANTED—SHOE MAN TO RUN DE-partment; up-to-date hustler only; state wages. Address No. 232, care Michigan Tradesman. 232

WANTED SITUATION—BY REGISTERED pharmacist, 30 years of age, married; registered twelve years; capable of managing; is working now. Address T. S. F., 229 Terrace St., Muskegon, Mich. 233

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—REGISTERED PHARMACIST to work in country store; state wages and references. Address X. Y., care Michigan Tradesman. 184