

# MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, JANUARY 29, 1902.

Number 958

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## Tradesman Coupons

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### CAUSES OF THE ICE AGES.

Sir Robert Ball, the eminent English astronomer, has recently delivered a series of lectures before Eastern audiences on popular astronomical topics, in which the earth's dissolution and various other terrestrial calamities were predicted. The consoling features of these forecasts of astronomical catastrophes are that the dates of their happenings are invariably set forward at so remote a period in the future that the average human conception of time is incapable of comprehending them and the race has no immediate cause to fear the consequences. In a lecture recently delivered before the students of Columbia University, Sir Robert discussed the cause of an ice age, a recurrence of which he predicted would happen some thousands of years hence. The last ice age which the northern hemisphere witnessed extended over nearly the whole of the continent of Europe. Evidences also exist that the ice sheet enveloped the greater part of the North American continent. The ranges of the Pacific coast bear the markings of the sheet as it ground the rocks with irresistible energy in its movement to the south. The rounding of the great domes of the Yosemite and the grooving of the granite flanks of the Sierra into vast chasms constitute some of the footprints of the movement of the ice sheet during the last glacial age which this part of the earth witnessed. The process is, in fact, still visible on a small scale in the northwestern part of the continent, where the ice sheet has not yet totally disappeared. In the same neighborhood we have indisputable evidences also of a tropical age antedating the era of ice. Of course, whatever was the cause of the one, it must have been the reverse of the cause of the other.

Scientists have advanced various theories for these violent changes in the temperature of the earth's surface. The more commonly accepted theory has been the tilting of the globe through the shifting of the polar axis either by some sudden and violent disturbance of the terrestrial equilibrium, or by some slow operation of natural forces which are in-

cessantly at work. But Sir Robert attributes these periodic changes to the influence of other planets. Venus and Jupiter are held by him to be responsible for the last glacial age and for the next one which the earth must experience. Whenever the relations of these planets are favorable, their influence is strong enough to change the terrestrial orbit from a circle to an ellipse. This theory presumes that when the earth is remotest from the sun in its annular course around it, the temperature will be lowered sufficiently to reproduce the great ice sheet which before the age of man enveloped the northern hemisphere. But this theory seems also to imply fitful changes in the condition to correspond with the changes in the season, and not the prolonged alteration in conditions which the theory of the shifting of the poles implies. We will never know, however, how it is done or what may be the effects of this new planetary relationship, for many thousands of years must pass, according to Sir Robert's calculations, before it can occur.

The awarding of the State printing contract to the Robert Smith Printing Co. by the State Board of Auditors is another instance of the revulsion which has set in against union methods. Two years ago a creature of the union put in a bid and was awarded the contract, which was subsequently turned over to an Eastern printing house, which entered into the arrangement on the positive guaranty of the International Typographical Union that it would indemnify the printing house for any loss sustained in the performance of the contract. Both parties to the agreement claim to have been swindled and talk hard about the bad faith of the other, all of which tends to corroborate the belief that association with union men and union methods is necessarily attended with bickering and controversy. The Tradesman congratulates the Robert Smith Co. on its good fortune and also on its deliverance from the thralldom of unionism, which is the most servile form of slavery every tolerated in this country.

The criticism of President Schwab of the United States Steel Corporation for indulging in gambling at Monte Carlo continues unabated. Mr. Schwab denied that he "played for sensational stakes, but did not deny that he had gambled at all. He is abroad on a vacation, and probably considered it a matter of diversion to try his luck at Monte Carlo, just as other tourists do. No doubt he was surprised to learn that he had thereby subjected himself to adverse comment. As the head of a great corporation in which thousands have invested funds Mr. Schwab should realize that all his actions are observed, and it is significant that public confidence in such a man is disturbed when he displays a reckless spirit. The incident may serve as a lesson to others besides the President of the great steel corporation.

It is right to be contented with what we have, but never with what we are.

### GENERAL TRADE REVIEW.

The continued characteristics of the week are the humming of the wheels of industry with unsettled and generally dull speculative markets. There are indications of a break in the long sag and lack of interest in Wall Street, but the change does not yet seem imminent. The improvement in the price of copper is having a good effect on that stock and it looks as though the upward movement might be held by that interest in turn after its long leading in the decline. There is already a pressure of demand in the bond market, which shows an impatience on the part of investors, and this is bound to spread to other properties before long.

The midwinter season marks unusual activity in nearly all industrial lines. Preparations for spring trade are generally limited only by capacity. In the industrial centers bank clearings are far in excess of the record breaking weeks a year ago, when the large volume of speculative business was to be counted. Gradually transportation facilities are becoming equal to the needs, so there is not so much complaint of congestion as during recent months.

In the textile world the general activity is continued notwithstanding the fact that manufacture is retarded by the uncertainty as to cotton prices.

Rail mills and practically all plants handling standard shapes of steel are fully engaged for the first half of the year and new contracts are being placed for deliveries during the last quarter in some exceptional cases. Tardy buyers who delayed placing orders in expectation of better terms are now offering liberal premiums for nearby shipment. There is a wholesome disposition on the part of producers to keep quotations within bounds, the fact being fully recognized that inflation would invite competition from abroad, besides tending to curtail domestic consumption and exports. A record breaking year in this industry is assured if wise counsels prevail and lists are held at a rational position. In the matter of fuel there is less pressure, railway companies transporting coke freely, so that yard stocks decrease and ovens operate more actively. Coal moves freely and in lumber and all lines of building materials there is remarkable activity for the season.

It is estimated that there are nearly 250,000 voters in New York City who decline to become identified with either of the great parties, while there are even more who take no part in making nominations. The same proportion probably holds good in other cities. These men are as a class among the most intelligent and constitute the balance of power in elections. If they could be induced to exert their influence in the matter of nominations as they do in elections, a great improvement would be speedily witnessed in public affairs.

Astronomy is a study which naturally requires a great deal of looking up.

A man's head is never as big as it feels, not even when it's an acher.



**Why Tobacco Should Not Be Tolerated in the Store.**

The use of tobacco in the store may to many retailers, seem to be a hackneyed subject, but it is one that will bear re-  
 viving oftener than anything else in store management. Many merchants strictly prohibit smoking during business hours and would be severe with the clerk caught violating the rule, but some of these same men are blind to the fact that some of their clerks chew tobacco during business hours and wait on customers with the cud in their mouths, relieving themselves of the juice as they find an opportunity to spit by stooping back of the counter or turning to pull down more goods. The tobacco chewer who indulges, contrary to rules, although he is smooth enough to apparently hide the fact, is a good man to get rid of.

Tobacco should not be tolerated in any form; the clerks and men on the floor during business hours should be required to absolutely abstain from it.

A clerk can not smoke and sell goods at the same time. Either the cigar or the goods must be slighted. It is easy to surmise which would receive closer attention.

A salesman can chew and sell goods, if he be an expert in manipulating the cud and can get away from the customer now and then to expectorate. It may or may not be objectionable to the customer. How can you find out? You are taking losing chances, and can any merchant afford to run the risk of losing business simply to permit clerks to indulge in tobacco?

The safe plan is to forbid the use of tobacco in any form during business hours. Let the violation of this rule be cause for dismissal or other severe penalty.

From the clerk's standpoint this is a hardship to many who are inveterate smokers and is especially trying on these same fellows if they are employed in a store that does not close its doors until 9 o'clock. They do not have the opportunity to indulge in cigars until after closing; then they usually carry smoking to such an excess that they can not sleep and they get up unrefreshed and wholly unfit for business.

This condition of affairs can not, however, be considered by the retailer who makes the rule against the use of tobacco during business hours. Deviations or exceptions to the rule can not but lose trade. The retailers in large cities do not permit the use of tobacco during business hours. Country merchants are less strict and without any excuse or reason to be. Idling stimulates the appetite for tobacco. A busy clerk forgets his desire for tobacco, if his work is of interest to him. Keep your clerks busy and the rule will be broken less often than if you permit resting(?).

**Where Pumice Stone Comes From.**

Pumice stone is found principally on the island of Lipari, Italy, in the northwest of which there is a large deposit from one to four meters thick and covering about 3,655 acres, which consists of pumice mixed with lightly cemented volcanic ash. The pumice deposits are worked in a very primitive fashion by means of small quarries. The number of these is from 200 to 220, but most of them are worked only from May to October, two-thirds being abandoned during the winter months. At the time of greatest activity about 800 persons, including 100 women, are employed in the excavations. The pumice stone

produced is sold to merchants, who sort it according to color, weight, and size, and send it to the town of Lipari to be cleaned and polished. The refuse and broken pieces are ground in hand mills to powder. There are sixteen recognized qualities and varieties of pumice stone in the market, some of the finest qualities being used in cleaning and polishing works of art, other qualities for lithographic purposes, preparing leather, etc. About 200 work people, 120 being females, are employed in the factories engaged in the preparation and cleansing of pumice stone for sale.

**Then the Court Laughed.**

"Now," said the lawyer who was conducting the cross-examination, "will you please state how and where you first met this man?"

"I think," said the lady with the sharp nose, "that it was—"

"Never mind what you think," interrupted the lawyer. "We want facts here. We don't care what you think, and we haven't any time to waste in listening to what you think. Now, please tell us where and when it was you first met this man."

The witness made no reply. "Come, come," urged the lawyer, "I demand an answer to my question."

Still no response from the witness. "Your Honor," said the lawyer, turning to the court, "I think I am entitled to an answer to the question I have put."

"The witness will please answer the question," said the court, in impressive tones.

"Can't," said the lady.

"Why not?"

"The court doesn't care to hear what I think, does it?"

"No."

"Then there is no use questioning me any further. I am not a lawyer. I can't talk without thinking."

So they called the next witness.

**Advantages of a Winning Personality.**

One of the things that a young man should possess in order to be successful is a winning personality—the ability to command confidence. He should not think that he can assume good manners whenever he pleases. They must be a part of his makeup. He must not treat people kindly in order to make something out of it. The people will always know him thoroughly. He must be unselfish; he must take genuine interest in other people; he must be able to share their joys and reverses, and last but not least, he must be honest with them. A young man must acquire this personality gradually. It is not a thing easily acquired either. It takes constant battle, constant warfare against selfish and sordid influences. But when the personal magnetism is acquired it saves many mistakes, keeps many a young man in his position. It brings him that larger success that means more than sordid gain. This refinement of manner, dethronement of baser self, is the touchstone of modern business success.

**Her Ready Answer.**

It was at a dinner party. The bright young man found himself privileged to sit next to the young woman with beautiful arms and neck. He thought himself the most favored personage in the room. Suddenly his fair companion exhibited signs of nervousness. Two of his very best jokes, saved for a special occasion, passed by unnoticed. Her face wore a look of alarm. Apprehensively the young man gazed at her, and meeting the look she said:

"I am in misery."

"In misery?" echoed the man.

"Yes," she replied, "I was vaccinated the other day, and it has taken beautifully. I could almost scream, it hurts so."

The young man looked at the beautiful arms, and, seeing no mark there, said:

"Why, where were you vaccinated?"

"In Boston," she replied, the smile chasing away the look of pain.



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 COMPANY  
 GRAND RAPIDS, MICH.

## Around the State

### Movements of Merchants.

**Belding**—Jay J. Roby has purchased the grocery stock of Pierce Bros.

**Flint**—Broughton Bros. have sold their grocery stock to Chas. Pope.

**Metamora**—W. E. King has purchased the hardware stock of Chas. H. Hurd.

**Big Rapids**—Lewis Bailey has purchased the meat market of A. W. Meyer.

**Ithaca**—Sevey & Mead succeed Tracy & Mead in the confectionery business.

**Lake Linden**—Harry Penninger has opened a harness store in the Trathen block.

**Crystal**—L. E. Hamilton has sold his general merchandise stock to Jacob Freed.

**Posen**—Jos. Smith & Co., general dealers, succeed Jos. Smith & Co., Limited.

**Watervliet**—Edgar Allen succeeds H. B. Allen & Co. in the grocery and meat business.

**Vanderbilt**—O. M. Karslake succeeds Zickgraf & Karslake in the furniture business.

**Sault Ste. Marie**—Ellen Gorman has purchased the meat market of Thos. L. Durocher.

**Hawkins**—A. B. Davis has engaged in the general merchandise business at this place.

**Milford**—A. E. Stanley & Co. have purchased the drug stock of T. O. Bennett & Co.

**Harbor Beach**—The capital of J. Jenks & Co. has been decreased from \$200,000 to \$114,000.

**Ann Arbor**—Verne Cushing will succeed Geo. P. Wilder in the drug business Feb. 1.

**Kalamazoo**—J. A. Baeuerle has sold his grocery business to H. T. Morgan & Company.

**Hartford**—O. M. Smith, dealer in implements and pumps, has sold his stock to E. D. Goodwin.

**Millersburg**—Fannie (Mrs. Robert E.) Hawks succeeds Hawks & Arrand in the hardware business.

**East Tawas**—The East Tawas Banking Co., not incorporated, is succeeded by Carson, Ealy & Co.

**Fountain**—Geo. L. Hayes has purchased the interest of his partner in the drug firm of Hayes & Eoff.

**Charlotte**—Fred Foster has purchased the grocery stock of Homer Unger and has already taken possession.

**St. Charles**—The J. H. Somers Coal Co. has filed articles of incorporation. The capital stock is \$100,000.

**Flint**—Benj. F. Burdick has engaged in the grocery business, having purchased the J. C. Cahoon stock.

**Ecorse**—The capital stock of the Beaubien Ice & Coal Co. has been increased from \$15,000 to \$90,000.

**Ann Arbor**—E. E. Trim & Co., of Ypsilanti, have purchased the shoe stock of Dora (Mrs. Daniel E.) Glass.

**Linden**—Feley & Wright, founders, have dissolved partnership. The business is continued by Feley & Son.

**Howell**—Goodnow & Beach is the style of the new firm which succeeds Chas. A. Goodnow in general trade.

**Gobleville**—Cackler & Herron have engaged in the grocery business. B. Desenberg & Co. furnished the stock.

**Brookfield**—W. M. Newton has engaged in the grocery business. B. Desenberg & Co. furnished the stock.

**Grand Ledge**—A. E. Lambie continues the clothing and men's furnishing goods business of Lambie, Clark & Hulse in his own name.

**Marlette**—Sleeper & Merrill, proprietors of the Commercial Bank, are succeeded by the Commercial State Bank.

**Saginaw**—Phipps, Penoyer & Co., wholesale grocers, have increased their capital stock from \$100,000 to \$130,000.

**Romeo**—Heenan & Morgan, dealers in general merchandise, have dissolved partnership, Patrick F. Heenan succeeding.

**South Haven**—Tall & Son, jewelers, have dissolved partnership. Wm. A. Tall continues the business in his own name.

**Ironwood**—Tully & Anderson, grocers, have dissolved partnership. The business will be continued by W. J. Tully.

**Union City**—Wm. E. Clifford has purchased the interest of his partner in the grocery and meat business of Clifford & Hartford.

**Bay Port**—The general merchandise corporation of Wallack & Orr has increased its capital stock from \$21,000 to \$32,500.

**Gobleville**—James & Hannon succeed Bailey & Bush, having purchased their stock of drugs, groceries, crockery and wall paper.

**Belding**—J. J. Raby, for several years past foreman of the Star Publishing Co., has purchased the grocery stock of Pierce Bros.

**Kalamazoo**—C. O. Stewart has engaged in the grocery business at 524 Oak street. B. Desenberg & Co. furnished the stock.

**Grayling**—Blumenthal & Baumgart, dealers in general merchandise, have dissolved partnership, Marcus Blumenthal succeeding.

**Hastings**—F. G. Beamer & Co. have engaged in the cigar, tobacco and fancy grocery business. B. Desenberg & Co. furnished the stock.

**Glendale**—H. B. Allen & Co., grocers and meat dealers, have dissolved partnership. The business is continued by Howard B. Allen.

**Detroit**—Crusoe Bros. Co., Limited, are receiving congratulations from new and old customers at their new quarters, 54 to 56 Jefferson avenue.

**Nashville**—Chas. C. Smith has purchased the hardware stock of O'Leary Bros. and will continue the business at the old stand for the present.

**Harbor Beach**—The Huron Savings Bank is the style of a new banking house which has been organized at this place with a capital of \$30,000.

**Hancock**—A co-operative institution has been organized at this place under the style of the Co-operative Mercantile Co. The capital stock is \$25,000.

**Tekonsha**—Frank L. Masters has disposed of his stock of dry goods and groceries to Wolfe & Clarke, of Frontier, who will take possession about March 1.

**St. Louis**—Otto Mey has purchased the implement stock of Smith & Edgar and will continue at the same location, having purchased the store building of J. M. Edgar.

**Quincy**—C. S. Wolcott, piano dealer at Hillsdale has purchased the musical instrument stock of M. M. Dickerson at this place, placing Mr. Dickerson in charge thereof.

**Dowagiac**—Mark Oppenheim, one of Dowagiac's oldest dry goods and clothing merchants, has sold his stock to his brothers, Israel, of this place, and Benjamin, of Hoopston, Ill.

**Romeo**—Benj. F. May, furniture dealer and undertaker, has sold out to Charles Crane, who was formerly engaged in the general merchandise and undertaking business at Munith.

**Benton Harbor**—C. M. Edick, formerly connected with the Citizens State Bank, has purchased the tea and coffee stock of W. D. Downey and will continue the business at the same location.

**Hastings**—Irving W. Feighner, who has for the past seven years been connected with the wholesale grocery house of the Durand & Kasper Co., of Chicago, has assumed the management of L. E. Stauffer's store.

**Coloma**—The sale of the P. C. Wimer basket factory to the George M. Thayer Co., of Benton Harbor, has been confirmed by the probate judge. The capacity of the plant will be doubled, and modern machinery installed.

**Dowagiac**—Strong, Lee & Co., who purchased the general stock in the Fair store at public sale for \$6,700, resold it to Michael Tobias, one of the former owners, for \$7,293—not \$9,700, as stated by the Tradesman last week.

**Benton Harbor**—A. J. Kidd has purchased P. W. Hall's half interest in the drug store property at the corner of Pipestone and Elm streets, the consideration being \$6,500. B. M. Nowlen owns the other half of the stock.

**Sparta**—Sweet's cash store, the only exclusive grocery and bazaar in town, has been purchased by H. B. Putman. The consideration is said to be \$2,000. The new proprietor will continue the business. S. H. Sweet, the former owner, will retire to his farm.

**Cadillac**—A. Jacobs, trustee, of Detroit, sold the M. J. Present stock Tuesday at public auction to S. Rosenthal, of Petoskey. Present's liabilities are nearly \$25,000 and the stock and accounts invoice \$13,700. Rosenthal paid fifty-nine cents on the dollar.

**Battle Creek**—Wm. Hamilton is closing out his grocery stock and has sold his crockery stock to E. C. Fisher in order to assume the management of the newly organized pure food company. Mr. Fisher will remove his book stock into the double store vacated by Mr. Hamilton.

**Albion**—E. C. Lester has retired from the Howard Meat Co. and has gone to Florida for his health. He will return when the gasoline engine factory in which he is interested is completed. The remaining partners, George Howard and J. B. Smith, will continue the business.

**St. Johns**—Davies & Adams, who have conducted a harness and carriage business at this place for the past eleven years, have sold out to Jesse Granger and Arthur Pct. Mr. Granger will remove his harness and implement stock to the new location. Mr. Post was formerly connected with the Tromp Shoe Co.

**Traverse City**—Wilhelm Bros., clothiers, will shortly dissolve partnership after having been associated in business here for the past fifteen years. Emanuel Wilhelm will retire from the firm and will open a dry goods, clothing and millinery house in his new building at

the corner of Front and Union streets. Anthony J. Wilhelm will continue the business at the old location.

**Benton Harbor**—Frank B. Moore, of this place, and Wm. F. Rowe, of Watervliet, will open a new dry goods establishment about Feb. 15 in the building lately occupied by the Citizens State Bank. Mr. Moore has had charge of the dry goods department of the Enders & Young Co. for the past three years, and has had sixteen years' experience in general merchandise business. Mr. Rowe was formerly manager of the store of J. E. Enders, of Watervliet.

### Manufacturing Matters.

**Detroit**—The Avery Preserving Co. has filed notice of dissolution.

**Holly**—The Holly Wagon Co. has been formed with a capital stock of \$50,000.

**Pontiac**—The Pontiac Turning Co. has been organized with a capital stock of \$20,000.

**Detroit**—The Detroit Lubricator Co. has increased its capital from \$150,000 to \$300,000.

**Lansing**—The Rikerd Lumber Co.'s capital stock has been increased from \$15,000 to \$25,000.

**Pigeon**—The Pigeon Planing Mill Co. succeeds John Diebel in the lumber and shingle business.

**Pontiac**—The Ward Cigar Co. has filed articles of incorporation. The capital stock is \$10,000.

**Stronach**—The Union Lumber & Salt Co. has decided to increase its capital stock from \$55,000 to \$261,000.

**Mt. Morris**—The Forest Milling Co., owned by Flint capitalists, has been sold to I. J. Parshall, of Commerce, the consideration being \$5,000.

**Romulus**—The bath tub and furniture factory of Seedstedt Bros. was destroyed by fire Monday night. The loss is about \$2,000, with \$4,000 insurance. Twenty men are thrown out of work.

**Manistee**—The Louisville Shoe Manufacturing Co. will shortly remove its plant to this place. The necessary stock has been subscribed and a site selected. The new concern will give employment to seventy-five men.

**Battle Creek**—The annual meeting of the Advance Thresher Co. took place here Jan. 23. The company has expended \$200,000 on new buildings during the last year, and declared a dividend of 12½ per cent.

**Bay City**—The German-American Beet Sugar Co., is receiving 800 tons of beets per day from farmers who were reported to have sold their product to other factories after having contracted with the German-American company.

**Detroit**—Articles of association have been filed with the register of deeds by Hertz & Hosbach Co., Ltd. The capital is \$20,000. Christian Hosbach holds \$9,990, August Hertz \$9,900 and Theodore A. Frankfurth \$20, all paid in in property. The association will engage in the manufacture of sash, doors, blinds, etc.

# Look

Ship

Turkeys

Calves

Butter

Eggs

to

M. O.

Baker

& Co.

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## Grand Rapids Gossip

## 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—\$1.50 per bbl.

Butter—Factory creamery has declined to 23c for fancy and 21c for choice. Storage creamery is exhausted. Dairy grades are strong and an advance of about 1c per lb. is anticipated. 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—18@20c per doz.

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

Dates—4½@5c per lb.

Eggs—Receipts have dropped off, on account of the cold weather, in consequence of which prices have stiffened and a strong and upward market is looked for. Local dealers hold candled fresh at 21@25c and case count fresh at 19@22c. 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.

Parsley—30c per doz.

Potatoes—The Chicago market is stronger and firmer than a week ago, but the Pittsburg market is enough weaker to counteract the gain in the situation at Chicago. Country buyers are paying 55@60c per bu. on which basis there is only a very small working margin; in fact, many of the offers which come in by wire are below the prices the dealers are actually paying for stock from first hands.

Poultry—Turkeys and ducks are very scarce and the price of both has advanced in consequence. Dressed hens fetch 8@9c, chickens command 10@11c, turkey hens fetch 13@14c, gobblers command 11@12c, ducks fetch 11@12c and geese 8@9c. Live pigeons are in moderate demand at 50@60c and squabs at \$1.20@2.

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

## The Grain Market.

Wheat has been very irregular. While all bear influences were brought to bear and used to the utmost, prices were crowded down 2c for May options, but cash No. 2 red is held at a premium of 6c over May. Our exports of wheat and flour have been enormous, being 161,000,000 bushels since last July, against 111,000,000 for the corresponding time in 1900 and 50,000,000 more than during the preceding years for some time back. As rain was reported in the Southwest, prices were depressed. Receipts at initial points in the Northwest are not pressing on the market, as farmers are able to hold and are not selling freely. Stocks are not large. It seems to us that speculators are crowding prices down, so that foreigners may reap the benefit, instead of the American farmer. Why do they do it? is the absorbing topic, for the continent will have to have our wheat, especially as Argentine has not much to offer of this crop.

Corn has been weak and on the down grade, owing to the small consumption at present pinnacle prices. As it will be fully nine months before the new

crop will be available, the chances are that prices can not long be kept down where they are at present.

Oats fared the same as wheat and corn, but there was an immense amount offered for sale in the hope of breaking the market, as one man seems to own all the oats. As he bought them cheap, they will have a hard time crowding him out. He may yet pay them back, as they will have to go to him for their oats when the delivery time comes.

Owing to the failure of Phillips, who had 1,500,000 bushels of rye, that cereal has dropped nearly 8c per bushel. As the foreign demand could not absorb all this large amount at once, prices dropped off. However, the outlook is for better prices in rye.

Beans have remained steady at former quotations.

Flour, owing to the high premium of cash wheat, has been steady and prices are firmly held.

Mill feed, owing to the reduced price of corn and oats, has been reduced \$1 per ton for bran and middlings, being \$22 for bran and \$23 for middlings.

Receipts of grain this week have been small, as follows: wheat, 42 cars; corn, 2 cars; oats, 3 cars; flour, 4 cars; potatoes, 16 cars.

Millers are paying 83c for No. 2 red wheat.

C. G. A. Voigt.

## Hides, Pelts, Furs and Wool.

Hides are uncertain in price and flop up and down as traders see the future. There are no great accumulations. Supplies can not be renewed at prices now offered and a slight advance has been made, without sales of consequence. Some tanners have bought in country points small lots at the low values, which can not be duplicated to-day. Stocks are depreciating in quality, as usual at this time of the year.

Pelts are in good demand and are well sold up at good prices. They can be quoted higher.

Fresh skins have sold at London sales at an anticipated advance. The market is strong on good furs, while the hold overs hardly hold their own. Prices do not change.

Tallow is in good demand with no advance. Soapers' stock is inclined to weaken.

Wools are slow of sale East, as compared with the past few months. Stocks are held at higher values, which are not readily obtained. Manufacturers are well stocked, but are using a large amount of wool, and all supplies are likely to be wanted later. The prices being obtained on manufactured goods do not indicate higher values on wool. Stocks in dealers' hands are not large, and holdings are smaller than one year ago.

Wm. T. Hess.

The Ideal Clothing Co. has leased the Sligh building, 40 and 42 Louis street, and will equip it for manufacturing purposes, distinguishing it as Factory No. 2. Machines will be operated on the first and second floors and the third floor and basement will be used for storage. Eighty additional hands will be employed at the start.

More people would succeed in small things if they were not troubled with great ambitions.

Homer F. Kellogg succeeds Bert S. Smith in the bakery business at 26 Coit avenue.

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

## The Grocery Market.

Sugar—Conditions with refiners are somewhat slow in spite of the recent advance. In the present unsettled condition of the sugar trade and with legislation pending in Congress which is likely to have a wide influence on the price situation, wholesale grocers are not inclined to take hold liberally and are keeping stocks down to conservative limits. Several of the larger refiners are oversold, however, and can not make deliveries on new contracts short of ten days or two weeks.

Tea—There appears to be a tendency in some quarters to hold off before buying in anticipation of some definite news from the National Capital as to the possible action that will be taken by Congress with reference to the tea duty. Values remain on a firm basis, however, and there is a steady run of orders with tea in a strong statistical position.

Canned Goods—Owing to the difficulties encountered in securing a large pea pack in Wisconsin last year and the present strong position of the market there has been an active trading in futures, and it is reported that volume of business booked has been considerably in excess of the first week last year. In spot peas the market is steady at previous quotations, with only a moderate amount of business doing. In tomatoes there is very little feature of moment at this writing. Values seem to be about steady at the previous high range, with most of the trading in spot goods, in a jobbing way, confined to resales at about current prices. The Grand Rapids market on spot goods is considerably lower at Baltimore and it now looks as if it would continue so throughout the season, wholesale grocers having covered their requirements in most instances in good shape. Gallons are strongly held and full prices are expected in movement to the jobbing trade. In futures there is little business being done, buyers offering 2½c under opening prices in some instances, but sellers will not accept these offers, being very firm in their views. Business in corn is quiet and dull. In gallon apples the market is stronger and has advanced 5@10c a dozen in some quarters. Spot salmon is quiet. Sardines have advanced slightly and are in fair request at the higher range of values.

Dried Fruits—Spot seeded raisins have advanced, the aggregate now being ½c. The demand is good and altogether the situation is strong. Advices from California are to the effect that the stock of raisins available for seeding can hardly last more than ninety days, whereas it will be eight months before new raisins will be available. Loose raisins have also advanced ¼c, both on the coast and on spot, although the demand is light. Prices are unchanged but firm. Further slight advances are expected. Peaches are quiet, more on account of the high prices than for any other reason. Stocks are said by the holders to be light, but it is generally conceded that prices must ease off before much buying will be done. Currants are quiet but a trifle higher. There may be further slight advances, as stocks are light and the demand is good. Apricots are selling in a small way at unchanged prices. Apples are dull and very high.

Rice—Recent advices from New Orleans and Southern points report markets well maintained for grocery grades. Desirable grades of Honduras are decidedly limited and with a good demand an advance is almost certain. Some good

lines of domestic Japans are on the market, but sellers refuse to trade unless they obtain full quotations. It is, therefore, apparent that the market is in a strong position and advances in the near future are not out of the question.

Syrups and Molasses—Advices from New Orleans report a flat market for unsound or frosted molasses owing to its poor keeping qualities. Offerings that will grade up to requirements, however, are under close control and are firmly held. Cane syrups are on a steady basis. Rumors of a consolidation of the glucose interests are freely made and are generally credited by the trade. Values are on a steady basis, with only a small amount of business doing. Mixed molasses and syrups are unchanged.

Fish—Mackerel has been in quiet demand during the past week, but the situation is still strong. Codfish shows no change from the decline noted last week, but is likely to advance, as the decline cleaned out the accumulated stocks. Hake has already advanced ½c. The demand for cod is much better than before the decline. Sardines are unchanged, but an advance of 25c in quarter oils is by no means unlikely. The packers claim that at present prices they are making no money. The demand for sardines is fair. Lake fish are unchanged and dull.

## Provisioning Vessels in Transit.

Sault Ste. Marie, Jan. 27—Time-saving things in the handling of ships on the Great Lakes have become the wonder of the marine world, but never has any scheme in that direction caused more comment among vesselmen than the one now being prepared by the United States Steel Corporation for use at the Soo next season.

There have been in the navy devices for coaling ships at sea, and the floating blacksmith shop Vulcan was used around Santiago to keep the machinery of the warships in repair, but naval officials never went to the length of provisioning their craft while under way. Yet that is what the steel people propose to do. The large ferry steamer Superior, which has been used as an excursion boat at Cleveland, is now being fitted up at that place for the work. It is claimed that mortars and other large bore guns for the shooting of potatoes, cabbages and other articles of food directly to the fast moving ships are being placed on board, but these reports, Captain W. W. Smith, who represents the Steel Corporation in the Soo passage, denies.

The potatoes will not be shot from mortars, but will be lifted by derricks from the decks of the Superior to the ship which is being provisioned. These derricks, or cranes, will be swung from the ship's side and the food will in this way be transferred from the supply boat.

A sufficient supply of provisions can thus be transferred from the supply boat without the loss of a minute's time. As the ship plows up to enter the lock, the Superior will swing alongside and the work of transfer will begin. It is expected that this work will be completed long before the ship is through the lock and under full headway again on the other side.

The amount of provisions, ice, etc., to be thus transferred is no small matter. In the old days, before there was a Steel Corporation, one big iron company maintained a supply house at the Soo, but ships had to stop alongside the dock while being provisioned. The project of provisioning a fleet under headway is strictly new.

There is a suit before the courts of Virginia which was begun as long ago as 1797, but the Richmond Times says there is now prospect of its speedy settlement. It is the case of the Dismal Swamp Land Company vs. Anderson and others, and the sum originally involved was about \$50,000.

## Getting the People

The Value of Dignity in Advertising Methods.

There is a good deal of human nature in man.

This is apparent, among other ways, in the desire to receive suitable consideration from his fellows. In this regard all men are alike. There are those who affect a "hail-fellow-well-met" manner to an extent to give some the impression that the less respect shown the better it is liked. This impression is always erroneous; the individual who presumes upon it shows a lack of appreciation of the similarity in this regard of all the individuals of the genus homo.

Much of the "hail-fellow" spirit is horse play. Among intimates this is understood and so is made a source of amusement. In many cases this amusement becomes a habit and is indulged in unconsciously. But even in such cases there is yet the appreciation of respectful treatment, especially where there is not a degree of intimacy to warrant the less formal manner. There are less instances in which it is best to salute an arrival with "Hello, old boy," rather than "Good morning, sir," than are generally supposed.

Now the degree of intimacy which warrants a departure from the formal intercourse is hardly to be conceived of in the advertiser's work. There are many who seem to think that the jocular, familiar style is liked, but in my opinion such make a mistake. It may be tolerated and the advertisement even do good, but it is not liked and so far as the familiar element intrudes it works unquestionable harm.

It does not follow that the style should be unduly formal and stilted. This is as repellent in the advertiser's work as it would be in personal acquaintance. The utmost respect and deference are consonant with a vigorous, businesslike style which gives the greatest freedom of manner.

In this, as in everything else, there must be the full recognition of common sense. Let each writer ask himself how he would like to be addressed and treated. A careful consideration of this question will bring its own answer.

There is in the new sentimental, somewhat abrupt method of writing a constant tendency to lose dignity. The successful writer will constantly guard against this. And, while he will be careful to avoid formal terms of address either in the beginning or closing of his communication, every word will have a candid, businesslike dignity which, while human nature remains as it is now constituted, will appeal to all, even the ones who affect the least care for an appearance of respect.

\* \* \*

Evert Roller Mills show a model for business brevity and completeness, which is treated consistently and strongly by the printer. An exceptionally good advertisement for the space.

Another businesslike production is the dry goods announcement of Patterson & Clement. The points made are interesting and attractive to the ladies and can not fail to gain attention. Possibly the writing would have been improved by striking out a word here and there, as "remember" in the first paragraph, increasing its force and preserving its completeness. The printer's work would have been improved by leaving out the arrow and putting "All the Newest Modes" in one line, thus giving place for more white around the display. Then

Use "KITCHEN QUEEN" Flour  
A Home Product. Manufactured by Evert Roller Mills.  
Highest Market Price for all kinds of Grain.

Patterson & Clement UNION BLOCK.  
PLAINWELL.

All the Newest Modes.

The Standard Patterns for February, just received, show latest designs in Jackets, Skirts and Waists, the latter including the stylish "Gibson" model. Remember all Standard Patterns are seam-allowing, hence are easy to make.

We have just received 25 pieces of New Spring Gingham which are especially pretty for Shirt Waists. Send for a pattern and make your own waists.

The Designer for February has an illustrated article on "Costumes for Elderly Ladies" which is an especially valuable feature. Full instruction for the making of a handsome hat is also given in this number.

Have you seen our new 5c. Laces? The greatest bargain yet. Laces in this lot worth up to 20c. per yard for only 5c.

PEOPLE'S DRY GOODS STORE.

## Dependable Furniture

as the kind we sell. We handle reliable makes only, the kind that give satisfaction and strengthen your confidence in our reliability. Our practice of giving our customers good goods at reasonable prices is the key to our success. If you would know of the many money saving bargains we have in our store come in and see us and we will do you good.

We also sell Crockery, Lamps and Glassware and desire to state that our prices are lower than those quoted by mail order houses.

C. S. Field and Company.

## It's Astonishing

—how careless some people are about their Groceries. Don't seem to think there is any difference. But there is a difference and we can prove it, and in proving it we can teach you how to secure better groceries—pure, more wholesome and cheaper.

30 lbs. Smithfield Cane Granulated Sugar	\$.100
15 lbs. H. & E. Granulated Sugar	1.00
25 lbs. Best Hard Minnesota Wheat Flour	.40
Yeast Powder	.05
Soda	.05
3 plugs any kind of Tobacco	.25
3 cans Gage or Egg Plums	.25
3 cans Preserved Blackberries	.25
3 cans Tomato Soup	.25
6 cans Sardines	.25
2 cans Fancy Red Salmon	.25
3 cans Sweet Corn	.25
Extra Sealed Herring per box	.20
Star Macaroni 10c per box, 3 for	.25

Every day prices on first quality goods.

Winston Grocery Co.

164 Swaverly

413 Howard St., Petoskey

## When We Advertise

That we keep on hand everything in the line of

## Groceries

the advertisement means just what it says. Our stock of

## Table Delicacies

is always fresh and up-to-date. There is a deal of satisfaction in trading at a store where you never hear the clerks say "We're just out." That isn't our way, we always have it.

## Hixson & Bromley

Mens Patent Leather. Box Calf and Vici Kid.

Leather lined with heavy extension soles for fall and winter wear. We have up-to-date styles, elegant line of them. See samples in window.

Jas. Fleming

It's Good Advice

To Buy

## Groceries

## Shepard

Best of goods. Right prices. Prompt delivery.

the line, "Plainwell," could have been put in the center. A good advertisement, but one which could have been improved in details.

There is material in the furniture advertisement of C. S. Field and Company for a good effect, but the writing is not well sustained. The propositions in each sentence are generalizations having no relation to each other. I should enlarge upon some of the features for each issue and so make the matter furnish texts for two or three weeks. The printer has treated the subject well.

A suggestive and attractive grocery advertisement is that of the Winston Grocery Co. People are coming to be more particular about quality and purity of articles of consumption of all kinds and the dealer who can back up such claims by his performance will find them of great value. Yet I conceive that the part of the advertisement which will sell most goods is the round number price list. Both features are good, and the printer did his work with exceptional neatness.

For a change the heavy face, old-time display of Hixson & Bromley is not bad. The advertisement is noticeable in contrast with many others in that the argument is sustained. The printer confines his display to uniform styles and uses the space judiciously for having so many heavy lines.

An exceptionally neat production in a shoe advertisement is shown by Jas. Fleming. The manner in which the border rule is cut to give room for the display is especially happy. I think it better not to omit the apostrophe with "Men's," but I would have taken out the other points in the display lines. But these are minor criticisms; the advertisement, as a whole, is notably good.

The criticism I would offer of the grocery advertisement of "Shepard" is that it is a little too indefinite and general. However, it might be of use for a single issue for a change. This, as well as several of the others shown, is open to the objection that no address is given. Of course this may be admissible when the merchant has advertised long and persistently so as to have his location in all minds, but the mistake is too often made of assuming too much in this direction. If periodicals were only circulated in one's own town such a policy might be worth while, but when they stray into other bailiwicks they may still be of value if they give an indication where the dealer may be found.

The Wrong Connection.

The telephone girl and the bill clerk, to whom she had promised her heart and hand, were sitting in front of the fireplace talking about the happy days to come when they would be one.

From one little detail to another the talk finally drifted to the subject of lighting the fires in the morning. On this point the young man was decided. He stated it as his emphatic opinion that it was a wife's place to get up and start the fires and let her poor, hard-working husband rest.

After this declaration there was silence for the space of about three-quarters of a second. Then the telephone girl thrust out the finger encircled by her engagement ring and murmured sweetly, but firmly: "Ring off, please. You have got connected with the wrong number."

Do You Want to Sell

Your real estate or business for CASH? If so, write to Warner, Benton Harbor, Mich., specialist in quick deals. Give description and price and you will receive full information by return mail.

## Dry Goods

### Weekly Market Review of the Principal Staples.

**Staple Cottons**—Heavy brown cottons have had a rather quiet week. Buyers for the home market have shown little interest, and prices are too stiff to be attractive to exporters. Holders are keeping a firm hand on these goods, and refuse to make the slightest concessions. Bleached cottons have received some attention, and a fair number of orders have been received in several sections. The tone of the market, however, is still very firm and steady. Wide sheetings and blankets show no new features, although they are reported firm.

**Denims**—There are practically no stocks on hand of any grade, color or style, and furthermore, mills do not want to make contracts ahead any more for the present. Denims have been in about this same condition for a number of weeks, but the situation is becoming more marked now than ever. Other descriptions of coarse colored cottons, while not perhaps in quite the same position, are exceptionally well situated, and are hard for buyers to do business in. This is particularly applicable to ticks, checks and chevots.

**Prints and Gingham**—Both prints and gingham continue to hold an exceedingly firm tone, and a number of additional lines to those reported last week are held "at value only," and sellers are far from anxious to make contracts ahead for any lines. Staples are particularly firm, and there is much talk of higher prices in the near future. Just when this will occur can not, of course, be definitely stated, but it is not likely to be deferred very long now if it comes at all.

**Linings**—The lining division of the market, while showing no special increase of business, holds its steady, firm tone. The reports of sales show moderate increases in some lines, and at the same time a slight decrease in others. There is a considerable quantity of goods being shipped on existing orders. Business is, however, fully as good as usual for this time of the year. The difficulty in placing orders for gray goods for any near-by delivery has been one of the chief supporting features of this end of the market.

**Hosiery**—Hosiery of all kinds has been among the best of the retailer's stocks throughout this winter, and a good proportion of this business has been in fancy lines. Perhaps this very fact has been one of the strongest reasons why hosiery has been a big selling line, for plain blacks will be worn until wear makes them useless whereas, the wearers of fancies want new patterns and, furthermore, fancy hosiery at the same price will not give nearly as long wear as blacks. The new spring lines are beauties. The greatest difference noted in the new samples is, the greater beauty in coloring and in the majority of designs. The American manufacturers have shown immense strides in their products during the past two years, and can give points to foreign knitters to-day. Several mills are installing machines for the purpose of making lace effects to meet the increasing demand for them.

**Underwear**—The retail trade is principally interested in the lightweight underwear for early spring trade at the present time and have placed good orders with the wholesale houses for these goods. Balbriggans lead by consider-

able in natural colors and much of the cheap stuff which has flooded the market in previous seasons and was demanded, now seems to be ignored. This is an excellent phase of the present business, and one that is in keeping with the style of business transacted this winter. Ribbed goods are ordered in fair quantities and a large number of fancies. These latter are again expected to be big sellers this spring and summer. There are some dark shades of blue shown, but the ones in best demand are the more delicate tones of pink, light blue, lavender, flesh, etc. The trade in this season's heavyweights has been excellent, and it is a safe prediction to make, that there is more to come yet. We have had some cold weather in this section and other parts of the country have had more, but January and February, as well as March are apt to develop the coldest weather and the two former always bring a fair amount of late underwear business. Even now the retailers' stocks are not large in spite of the late ordering which they indulged in and they will be well situated when the time comes for them to buy for next fall and winter. The wholesalers have been buying considerable quantities of fancy fleeced goods for next fall and winter that they feel will undoubtedly attract considerable trade. They have not placed heavy orders for underwear in general as yet, for the price situation has been somewhat unsettled. They will wait to see what the result of this matter is and what the retailers are prepared to order.

**Carpets**—The carpet mills continue to enjoy a good business with no apparent change in the affairs of the past few weeks. The mills are running all their looms to their full capacity on orders that will take some little time to fill. All the initial business is in and practically finished and business received now and in the future will come in the nature of duplicates of the first orders. On the whole, the carpet manufacturer, both large and small, is receiving his share of the country's prosperity at the present time, and the amount of business done up to the present time compares well with active seasons in the past. The demand for the finer goods this season is a very strong feature of the carpet market and speaks well for the monetary condition of the people at large. Never before has the demand been as large for fine goods in proportion to the season's production as has been the case this year. Fine Brussels, velvets, wiltons and axminsters are receiving a healthy demand from the jobbers and wholesalers, and from the course they are pursuing their expectations must be very bright for a good spring business. It is evident, however, that left-over stocks in retailers' hands are rather smaller than in former years from the amount of goods displayed at the usual "January clearance sales" now in progress, and as soon as all or a good part of the broken pieces are disposed of, the usual spring buying will no doubt commence.

#### Joseph Jefferson's Latest Joke.

Joseph Jefferson recently enjoyed a hunting trip which enabled him to bring in several wild geese. At the close of the dinner, next day, in which one of the geese played an important part, the veteran actor perpetrated the following joke:

"When we sat down, my children, you noticed a goose stuffed with sage. Now you may observe a sage stuffed with goose."

# 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



## Over Shirts

Boss of Michigan, our brand, means just what it says: Can't be beat in quality of material, make-up of garment and price. We carry a complete line from \$2.25 to \$9.00 the dozen in Duck Shirts; Negligee Shirts, with collars and cuffs to match; Laudried Bosom Shirts and Outing Flannel Shirts, in plain and fancy colors.

WRITE FOR SAMPLE LINE

**P. Steketee & Sons**

Wholesale Dry Goods

Grand Rapids, Michigan

## Perhaps

you want some unique style in printing—something different than others. Let us place you with thousands of other satisfied patrons. The price of good printing must be higher if you count quality, but be careful where you go for good printing—get quality.

**Tradesman  
Company,**  
GRAND RAPIDS, MICHIGAN



Devoted to the Best Interests of Business Men

Published at the New Blodgett Building,  
Grand Rapids, by the  
**TRADESMAN COMPANY**

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

Entered at the Grand Rapids Post Office as Second Class mail matter.

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - JANUARY 29, 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 22, 1902, and saw the edition mailed in the usual manner. And further deponent saith not.

John DeBoer,  
Sworn and subscribed before me, a notary public in and for said county, this twenty-fifth day of January, 1902.  
Henry B. Fairchild,  
Notary Public in and for Kent County, Mich.

#### THE DOCTORS AND LEGISLATION.

Every now and then there is some matter which comes up for legislative attention which particularly interests the physicians. Sometimes it relates to the practice regulations fixed by law, sometimes to other matters with which they are concerned. On such occasions it is their custom in their local, county or state societies to discuss these matters and pass resolutions. The usual formality of sending them to those in authority is followed and the opinions thus expressed are too often of much or little influence, according as they are for or against the political powers that be. It is only when the matter up for consideration affects the doctors directly or appertains to some matter particularly within their province that they take a hand in anything savoring of politics or seek to influence legislation. They seldom if ever take it upon themselves to meddle with other people's business or express opinions about affairs other than those touched by their profession.

Those who have the making and the executing of the laws, whether they be called politicians or statesmen, are prone as a rule to underestimate the value of the good opinion and the influence of physicians. Lawyers are proverbially in politics. Their business requires them to be much before the public. They argue for the side that pays them and the majority of them are more or less in politics. On the other hand, it is comparatively seldom that a physician runs for any other office than coroner. Now and then a doctor is mayor, but there are very few of them in the Legislature or Congress and very few indeed occupying any elective office. It ought to be borne in mind, however, that the physician comes into closer touch with people than the representative of any other profession. The nearest to it is the minister, but the latter

calls on the sick once a week where the former calls every day. The patients who get well credit their physician with the recovery, esteeming and honoring him accordingly. The doctor who wishes to, especially the country doctor, can drop a word here and there on his round of visits and it is sure to prove influential. The doctors of this State, if they wanted to, could carry an election, could determine the selection of a Governor and the complexion of a Legislature, provided that a considerable percentage of them should undertake it.

Among the old-time declamations was one which quoted and elaborated on the expression of him who said, "Let me make the songs of a nation and I care not who makes the laws." There is a good deal of sense as well as sentiment in that idea. A candidate for a state office could very well afford to say that in anything like a close contest, if he had all the physicians with him, he might not care what class supported his opponent. If the resolutions passed by county medical societies and the State medical societies are not heeded by legislatures and executives they are antagonizing a very powerful element. Because the doctors are not in politics as a rule and because they are not constantly seeking offices, as lawyers are for instance, they have all the more influence with the people when they take an active interest for or against any measure or for or against any candidate. The physicians do not generally meddle with such matters unless there is good reason for it, and when they do interfere it amounts to something worth while.

A good deal of professional wind has been blown off of late in Chicago, and still the bag of Boreas does not seem to be empty. The city has long had a reputation for having a greater share of strong air—both actually and metaphorically—than most other places, but no suggestion has been made up to quite recently as to how to get rid of the superfluity. Mr. Franklin H. Head, in a lecture before the University students, in giving his idea as to how the thing could be managed, suggested that the actual wind could be harnessed by means of windmills. The windmills could run dynamos, which, in turn, could charge storage batteries, and the city could be lighted and possibly heated on a cheap scale. The scheme is a pretty one—on paper—but it is a question whether the Chicagoans would be willing to convert their landscape into one typical of Holland. There are many proofs that there is more wind in the Windy City than blows off Lake Michigan, and the above scheme seems to be one of them.

The news comes from Richmond, Va., that another of the country's historic structures is to be sacrificed to the relentless march of modern commercialism. It is stated that negotiations are under way for the sale of old St. John's church. It was there that the words of defiance to England were uttered, when Patrick Henry arose in the Virginia convention, then sitting in the building, and hurled his famous challenge to King George, "Give me liberty or give me death."

The French government is so much interested in the briquettes of petroleum used as a substitute for coal that it has ordered that all the petroleum used for this purpose for the present be admitted free of duty.

#### WIRELESS TELEGRAPHY.

One of the marvels of the new century is the announcement that telegraphic signals have been sent and received across the Atlantic Ocean by the wireless Marconi system.

It is not claimed that it is yet within the reach of man to communicate intelligibly and reliably with persons on the other side of the ocean without wires; but the contention is that a single signal, the letter S, was received twenty times consecutively at Marconi's station in Newfoundland, the signal being sent from his European station in Cornwall. This, if it be a fact, and it is not questioned here, suggests the possibility that a systematic and usable method of transmitting news for great distances through space, without tangible material lines, is not far away in the future.

Nobody can say with any positiveness just what electricity is, or by what means it makes its way through the earth, through the atmosphere, through water, through a wire or any material substance. Nevertheless we are learning something every day. In the beginning of telegraphy it was not considered possible to send messages in opposite directions over the same wire, just as it would be impossible for two persons to pass each other when meeting on a narrow foot bridge. In the case of the bridge, one passenger would have to wait until the other had crossed, just as, when two railway trains meet on the same track, one must switch off on a siding to let the other pass. In the matter of telegraphing, however, the messages traveling over, on or through the substance of a wire in opposite directions find no difficulty in making their several ways without coming in collision or mixing up.

In the beginnings of telegraphing it was considered necessary to make a complete circuit between any two given stations by means of a return wire. Now we know that a current sent through a single wire which is connected with the earth will complete its circuit by returning to the starting point through the earth. The attraction of the "poles" of the earth for the magnetic or electromagnetic or electric needle is felt through vast distances of the atmosphere and the polarity of electricity, or of electro-magnetism, the term which expresses the mutual attraction of opposite sorts and the mutual repulsion of like sorts, bearing relations to the effect of the earth's poles upon the needle, is the key to all telegraphing, either with or without wires.

When wires are used, the intelligence conveyed is exclusively in the power of the holder of the wire at the receiving end; but when a message is projected through the atmosphere it may be said, in general terms, that it can be used by any person who might be able to catch it. In order to confine information so projected into space to the persons for whom it is intended, for otherwise the value of wireless telegraphy would be greatly impaired, means must be employed to prevent a message from being understood and used by persons for whom it was not intended.

Wireless telegraphy at sea in time of war, when it becomes necessary to signal to his vessels by an admiral, would be of little worth if an enemy could intercept and use it. An article in the February issue of McClure's Magazine gives some information as to how this sort of telegraphing is to be managed. A transmitting mechanism is so contrived that it corresponds to a particular

receiving device. They can be tuned together so that they will send and receive dispatches which can be used only by those who have receivers correspondingly tuned, and since this tuning, like the combination of the lock of a bank vault, is known only to a few persons, only those few can manipulate it.

For instance, if the transmitter is radiating 800,000 vibrations a second, the corresponding receiver will take only 800,000 vibrations. In exactly the same way a familiar tuning fork will respond only to another tuning fork having exactly the same tune or number of vibrations a second.

According to the writer in McClure's Magazine, the possibilities of such a scheme are almost without limit. By it all the ships of a fleet can be provided with instruments tuned alike, so that they may communicate freely with one another and have no fear that the enemy will read the messages. Great telegraph companies will each have its own tuned instruments, to receive only its own messages, and there may be special tunes for each of the important governments of the world.

Or perhaps (for the system can be operated very cheaply) the time will even come when the great banking and business houses, or even families and friends, will each have its own wireless system, with its own secret tune.

Having variations of millions of different vibrations, there will be no lack of tunes. For instance, the British navy may be tuned to receive only messenger of 700,000 vibrations to the second; the German navy 1,500,000; the United States Government, 1,000,000, and so on indefinitely.

The achievements of wireless telegraphy up to the present are confined to narrow limits, but its possibilities are incalculable, and it would be extremely rash to pronounce disparagingly upon them in the light of the enormous developments of the past few decades, and even years.

In these days, when deadly germs are supposed to be lurking in all directions, it is comforting to be assured that bank notes may be accepted as cash in hand without certain danger of infection. In Ohio the health authorities have been waging a war against the circulation of soiled paper money as a prolific source of disease, but experts in New York City declare there is no reason for alarm. When bills become badly soiled, it is admitted that they should be retired from circulation, but it is contended that bills in an ordinary state of cleanliness may be handled without contracting any disease. Those that are oftenest exposed to the sunlight are least dangerous, as most germs die when the air touches them. People who keep their money in circulation, therefore, not only stimulate business, but safeguard the public health. Filthy lucre is only to be shunned when it is counterfeit.

The number of millionaires in the United States is placed at 3,612, of whom 641 are residents of New York. No other country has so many individual possessors of great fortunes. Herr Krupp, the gunmaker, is the only German whose income reaches \$5,000,000 per year. In this country there are over 100 citizens whose annual income equals this amount.

Don't depend on hope in undertaking an enterprise, nor upon success for persevering in it.

## CREDIT AND CHARACTER.

## The Extent to Which One Hinges on the Other.

Credit is the name given to that trust reposed in men because of their character and resources. It is an estimate or opinion of their ability and intention to carry out business contracts. It is the exchange of money, merchandise or other valuable thing upon the promise of future payment. Credit of itself pays nothing, consequently it is the opposite of money with which debts are paid. The man who pays cash uses the profits already accrued; he who buys on credit anticipates the profits of the future. Credit is confidence, confidence in the customer's ability and integrity, confidence in the community in which he conducts his business, confidence in the county and state in which he lives, and lastly, but most important of all, it is confidence in the country itself, in the strength of its government and the soundness of its money, without which there would be no credit. Where you find the rights of the people most secure, you will find credit most active, and as it is estimated 95 per cent. of the world's business is done on credit, you can see how important to the people of a country are the soundness of its money and the strength of the national credit. While credit is based largely on the tangible resources or assets, I am gratified—notwithstanding a considerable experience covering a number of years in credit giving and with credit givers—to state, that the fundamental basis, the foundation stone of credit upon which the whole system rests, is character. Of the elements of success with which a man either starts or continues a business, the most important to the credit giver are his honesty, habits, ability, disposition, willingness to work, economy and care in the conduct of his business. None of these can be levied upon by process of law, but without them he can not make a success of his business, and each and every one of these characteristics are more important than capital. If a credit man were only sure of the honesty of the customer, the element of distrust and restriction in dealings would be largely eliminated. By this I do not mean that honest men do not fail, because, unfortunately, they often lack ability, energy, judgment and sufficient capital; but as between the man with unlimited means and little, if any, honor, and the honest man with small resources, the latter will be extended credit and assisted in the conduct of his business, while the former generally is, or ought to be, promptly declined. Owing to the great improvement in machinery, the money and labor-saving inventions, the rapid progress of the people in skilled labor, the strong competition in all lines, the consequently great decline in the price of merchandise and low rates of interest during the past few years, more care and caution are necessary in the extension of credit, also a lessening of the time upon which both money and merchandise are given in credit, and merchants know that the nearer cash merchandise is sold and the shorter the terms, the lower the prices of the goods.

The cash customer or the discounteer should not be made to pay the losses on long-time accounts, and in these days of close competition and cheap money no merchant can afford to lose the discount offered for short-time payment. The man of business, knowing these things, not only as a matter of record, but from his own business experience, should,

and I think does, appreciate the necessity of a definite and careful knowledge of his affairs by the extender of credit. In establishing this most important relation he comes in contact with the credit man. I have listened to and read hundreds of papers on the credit man, until I have almost been led to believe he was considerable of a personage, a mysterious being gifted with second sight; a mind reader, face phrenologist, rivaling the feats of the Indian conjurers, reading mankind like an open book, the weakness of human nature gained by a mere glance of the eye—a man whose mastery of finance are only equaled by his wondrous knowledge of every department of human industry, with a prodigious memory that nothing escaped, and the possessor, if he so willed, of a sure cure for all financial ills and several times patented receipt for success. But, gentlemen, you and I know him better than that; he is simply one of the products of these times of specialization in all branches of work; one who should have a definite knowledge of the necessities for the success of his particular line of business, with enough courtesy, tact, experience and ability to meet with and carry on the department of his house to the mutual satisfaction, in so far as is consistent with human weakness of his employers and their silent partners in business, their customers. Don't look as you did in olden times for a gray-haired gentleman of long and tried experience, but often of crusty and cold temperament; don't expect to find an Arctic atmosphere surround his desk and a line of questions as to your habits, family pedigree, age and birth of your family, etc., shot at you in tone of voice that soon works you up to such a murderous frame of mind that you reveal your true nature and character and then get refused. Do not look for this, I say, you old-timers in business, for the methods that have gained for the credit desk the name of "sweat box" are no longer used. The credit man has gone in with this great rush of progress and reform and has come out more in keeping with his duties and in touch with the times. You will no doubt find him young—but do not think without experience. You will almost surely find him pleasant and courteous; you will find him able in his particular branch; you should find him cautious and careful. His knowledge of general and local conditions is wide without being wonderful; his memory marvelous without being miraculous. He will strive to learn all he can from you as to your affairs so easily and pleasantly you hardly know you are talking about yourself, and you often leave wondering why you met him; but he does not. While he looks harmless, he can be firm, and while he is sometimes careless and makes bad credits, it does not happen often enough to make any sure thing of it.

Enough—no, too much—of the credit man. But why should gentlemen have any trouble getting along with him? He is entitled to your confidence and he can frequently be of considerable service to you. His experience is yours to draw from, and his judgment is not so much in the nature of prophecy as good sound reasoning. Give a problem to a dozen mathematical students, you will never receive the same answer; give an exact condition to the same number of experienced credit men and the opinions will be almost as unanimous. There are exceptions to all rules, but it is well to stay close to established

lines of success. My sincere advice is, therefore, to every business man to make confidants of at least several of the credit men, either that you consider individually strong or in whose house you have confidence. Their mouths are sealed as to others, but you add to the capital of your business their united experience and ability, and being successful houses themselves, their advice is most helpful and profitable. Instead of one or two partners, you have four or five, and you may be quite sure to receive advice free from any desire for personal benefit, for our success is their success; the more goods you sell, the more they sell; your interests are their interests. I believe every merchant should make known his condition to his larger creditors at the end of every inventory, and where a man used to think he was mortgaging his future, losing his manhood and giving out information that was entirely personal in making a signed statement, now the great majority of progressive, successful business men make these statements at the end of each stock taking, which should be twice a year; where in past years a request for a statement meant either you owned the man or a cancellation of the order; to-day it is promptly and cheerfully given as an evidence of confidence and an appreciation that the credit giver has the right to know what is the financial standing of the business from which he receives his pay. In addition to making these statements to your principal houses and your bank, they should also be given the commercial agencies. It is their desire to correctly report every business man, and you should assist them for the benefit of the credit community in general, as well as of yourself. It is a pleasure for me to state that the firm I am honored in being connected with has made these statements and is still making them regularly twice a year to the commercial agencies. Just a word before I leave the subject of keeping in touch with the credit department. A man's business may not always be in such condition he desires to make this showing. In such case I am all the more of the opinion you should consult your credit man, and you need not fear his taking advantage of you. The present bankruptcy act, while not perfect by any means, is, in my humble judgment, the greatest safeguard possible for every honest merchant. He can not be jumped on by some anxious and unfeeling creditor, thinking of himself alone; he can not be with a few past due bills closed up, his assets dissipated, disposed of at a sacrifice and his equity cast to the winds. On the other hand, he can, without fear, consult freely with his creditors, and instead of their starting an Oklahoma rush to grab what the home creditors have not already appropriated, their only hope is by their united effort to so assist the honest merchant that he can pay all his debts and continue in business, ultimately get on his feet and save his name and his property. As no one who does not owe can become a bankrupt, credit is the cause of bankruptcy. It also is the cause of extravagance and speculation. Experience shows that during prosperous times, such as we now have, credit becomes expanded, men grow careless, stocks and receivables are permitted to increase beyond a prudent amount, men commence engaging in outside enterprises, taking up some of the particularly sensational speculative ventures that this great country of ours is always

offering to the men who wish to amass wealth quickly; even conservative investors become interested in outside ventures, take to building business blocks, houses, etc., etc., and when the business community has by the free use of its credit become interested in more of such enterprises than is healthy, a reaction sets in, adjustment becomes difficult, confidence gives way to distrust, money becomes harder to get, credit is restricted, and finally panic is the result. Such conditions show us why the cautious Dutchman sold his goods lower on credit than for cash in order to cut down risk from bad debts. Our panics are caused more from the abuse of credit than the lack of prosperity. It behooves every merchant, therefore, to keep his house in order. See to it your business is not permitted to run beyond the danger line, do not allow it to be extended or expanded beyond a healthy growth, any more than you let it fall below a living profit. So, should the unforeseen happen, should conditions become more restricted and business drop off and times become hard, it will find your affairs well in hand and your little ship's sails can be more readily furled to meet the winds and the seas of adversity. To this end, it seems to me that merchants should co-operate by meeting together, exchanging ideas and opinions, giving one another the benefit of your experiences, your losses and your successes, helping one another without hurting yourself. The strong can be of great assistance to the weak—not in money, but with helpful suggestions, and I know there is not one but can in some way be helpful to others. Those who are good, far-sighted pilots can escape the rocks underlying the ocean of prosperity and anchor the fleet safely until the skies are again bright and clear. As I believe the cause of most of a credit man's losses are from carelessness, so do I believe it to be the cause of most failures in business. You can hear none too often the old adage, "Be diligent in business." A credit man's diligence should be before he opens an account, to start right, and before the shipment of every large consignment each season. The business man's diligence should be before he starts in business to see if he has enough of the elements of success to build up a profitable business and before each season to have his affairs in snug shape and to anticipate his wants as carefully as possible. I regret to feel there are a larger percentage of good merchants in business than there are good business men. By that I mean there are more men who understand the merchandising of their particular business than there are men who understand how to run their business successfully. The ordinary retail merchant cares little for system and considers as red tape the many simple and inexpensive records he should keep to show the condition, progress and profit of his business. Very few can tell you even approximately the amount of the stock on hand, the number of times they turn their stock in a year, their per cent. of profit or expense. Fewer still know the per cent. of profit made on the different classes of goods they carry, and the futhermore important fact that some are being carried at a decided loss. I always tell a young merchant just starting in business that if he will start and continue his business strictly on the following lines his chances of failure are very small indeed, and I firmly believe it—of course, it is to be presumed

he has a favorable location in a community that has room for his business, at a reasonable rental, has sufficient capital and possesses ability, good habits and willingness to work.

1. His business should be confined, as largely as possible, to a few representative reputable houses. In this way he carries goods in which he and his customers have confidence; he can reorder, keeping his stock in good condition and always worth more money in event of either selling or closing out his business, preventing also the accumulation of odds and ends of little or no value.

2. These houses should be as near his place of business as is consistent with the class of merchandise wanted, thus enabling the merchant to use the wholesale or jobbers' stocks as if they were his own, buying frequently and turning his stock often, always with the one most important point in mind—that it is not the amount of goods a man sells in a year that determines his success, but the number of times he turns his stock, or the number of profits he makes on each dollar of his investment. This frequent purchasing also means fewer goods to be closed out at less than the usual profit at the end of the season.

3. That he discount all of his purchases, keeping in mind every time he buys a bill that there is a day to pay, and have it come when his receivables can take care of it.

4. That he practice economy in the conduct of his business, remembering the old Scotch adage: "It is the mickle that makes the muckle." Add to these the taking of his inventory at what it is worth, not deceiving himself, getting a good fair profit on his goods and keeping account of his sales, so that he can readily sell what classes of goods, if any, he is carrying excessive stocks of, for the amount of goods sold, so he can either devote his energy and ability toward increasing the sales or reducing these particular stocks, and I think he will have good chances in ordinary times of being a successful merchant. As eternal vigilance is the price of liberty, so it is also the cause of success.

E. M. Skinner.

Old Fashioned Maxim in Full Force at the Present.

Written for the Tradesman.

"Pretty is that pretty does," old-fashioned as it is, is full of soundest sense, although it has drifted away from modern mortals. The criticism of the day, sharp although it be, has not destroyed its truth and those of a vanishing generation who were brought up under its teaching, seeing the need of the old-time discipline, are wondering what the effect upon everyday life would be if the conditions of the maxim should be united and pretty being and pretty doing should take a hand in trying to make the world better.

In a blind sort of a way they are really at it, especially in this country where a human being, if he hopes to amount to anything, sees that neither condition must be neglected if he wants to be taken at his best. The old-time girl whose "face was her fortune" began to realize unpleasantly that her fortune was not amounting to much if her pretty face was all she had to bring to the matrimonial market. It was often—too often—only "skin deep," with only misery behind it, and after years of pitiful and painful experience the sex has learned its much needed lesson and the "new woman," as a result of the new education, not so often now takes her

life in her hands when she goes to the altar. The beauty part is not to be despised, but only seconded by more enduring qualities is it worth depending on in the common workaday world.

While in the good old times the proverb was supposed to belong to the gentler sex, it has worn around to apply equally to both sexes. The reign of the dude was short in the United States. The tailor-made man with his cane handle in his mouth has passed almost away from the cartoon. He has almost ceased to exist. He no longer finds delight in posing in the street, the hotel or the private parlor, simply because he is not. A bit of "Cholly" talk occasionally drifts into the papers, but only to show how surely the "Cholly" idea is passing from daily life. The up-to-date young fellow is not blind to "looks." He is careful as to the cut of his garment as well as to the material of which it is made. He is not dumb to the fact that success depends often upon appearances and more than ever does he know that manners hold an unquestioned place in the market of public opinion. More than that, he has found out that he must be ready to do something—the least qualification being an intense desire to try. Thus equipped the "pretty is" and the "pretty does," combined, are ready to stand or fall in the masculine workshop of experience.

The educational world is discussing the same question. One "educator," still in the heavy shadow of a practical home training, declares, with the determination that proclaims his Puritan origin, that self-reliance and not a knowledge of Greek literature is the pabulum for modern manhood, while another, equally eminent as a manmaker, from the Cavalier point of view asks, with withering sarcasm, for an instance of "genuine culture" which the narrow-gauged theory of the "purely practical" has ever turned out. With the "Doctors thus at odds the common sense of the multitude asserts itself and already wants to know "what's the matter of an even mixture of both?" Why not give to the Abraham Lincolns of the present, with their rail-splitting by day and their pine knot in the fireplace by night, an equal amount of that university training that the real Lincoln vainly longed for as long as he lived? Why not, indeed? And, as a test, after ancestry had done its best, and Harvard had improved by a four years course, with not a cut cross lots, the sterling qualities of both, into the school of the cowboy, up-to-date American, manhood goes and, with the seal of approval from faculty and mates, after a full course, he walks down the political arena into the White House, the best type of all around Americanism that the President's chair has ever welcomed.

It looks much as if the extremists had better take themselves in hand. The days of the Puritans have gone by and with them has passed the period of the Cavalier. He and the Round Head fell together at Gettysburg and the Great Republic has passed under the control of an order of life combining the best qualities of both. That Republic wants, and will have, the best the University can give. It insists that that best shall stand the test of the practical and be proud of standing it successfully. The reading of the classics and a knowledge of the star myths are as necessary to-day for the qualification of the President of the United States as the ability to split rails and herd cattle and ride up San Juan hill at the head of a company of

cavalry. It is the trained man we are after, and we can get him oftenest when the pretty is and the pretty does of the maxim are combined in the same person. It was a very graceful thing for the German Emperor, the other day, to lay aside the speech of the fatherland and address the President of the United States in English; and the people of the United States were no less pleased than Emperor William when their President made answer in the German tongue. These linguistic amenities are not vital essentials to statesmanship, but it is submitted that American statesmanship lost nothing of dignity or influence when two of the leading Powers thus exchanged civilities.

The fact is the useful and the beautiful are getting to be synonymous terms. Beauty is no longer ashamed to wash dishes and culture—the genuine thing

—confines himself to his study for only a few hours in the morning. There is no longer any "best room," because the best is none too good for the family's everyday life; and that idea is spreading. The home life and the social life and all industrial life are calling for the same "best;" and they are going to have it. The self-made monstrosity is no longer proud of his handiwork unless it bear the seal of cultured approval. In a word, the called-for self-reliance must assert itself courteously, not coarsely, and this result can be attained only by a happy combination of the qualities in the old-time "Pretty is that pretty does."

R. M. Streecher.

Call on your neighbor once in a while. If he is faring worse than yourself you will be more contented after that; but if he is faring better you may be able to get pointers that will help you to improve.

## Sutton's Table Rice



Packed in 2½ lb. Cotton Pockets,  
40 to Bale.

### Beautiful Large Grain

Grown from the finest Carolina Seed  
For sale by all jobbers



There is no Coffee retailing at

20 cents

that touches it.

OLNEY & JUDSON GROCER CO.  
GRAND RAPIDS, MICH.

We always make

## Something New

### Our Latest Out:

Full Cream Caramels—none better. Alakuma—delicious. Orange Blossoms—nothing like them; and the only 5 cent Package of Favorite Sweets.

Straub Bros. & Amiote, Traverse City, Mich.



**Shoes and Rubbers**

**Sensible Suggestion From a Thoughtful Old Cobbler.**

The retail shoe man who is rather new to the business was taken into a corner by the buttonhole one day, by an older retailer friend, and favored with some mature advice about advertising methods; among these crumbs of wisdom that dropped from the mouth of experience were these: "Always follow the tactics of the eminent pugilist in your use of printers' ink, and aim your blows at the weakest spot you can detect." Of course the young retailer had to request the older one to turn a searchlight upon the phrase for his edification, which then read like this: "Aim your advertisements at the weaker sex." There was nothing unmanly or unbusinesslike in this advice, in spite of the first impression it conveys; for the adviser went on to explain that as a large majority of women constituted the trade of the store, a majority of the talk in the papers should be directed point-blank at them; that their wants and tastes should be almost exclusively considered in these heart-to-heart confidences held out by the vendor of feminine commodities. Of course every retailer of any experience knows that in the wording of announcements intended to appeal to the feminine mind a different method is required from that which is appropriate to the other sex; something of a more gentle, persuasive and delicate nature, always strengthened, however, by the irresistible temptation of a "cut" or a "bargain" price. Style and beauty are always accorded a little higher place than solid worth and serviceability in appealing to women customers.

\* \* \*

Do not make the mistake of supposing that these so-called "weakest spots" are densely ignorant about quality and price as they are presented to them in shoes and so-called bargains. While it is true that too many women are caught by a pretty shoe with a low price attached, there are others who will ask you a lot of leading and embarrassing questions about the real worth of the things which you will find it rather difficult to answer to their satisfaction without trespassing a little on the side of mendacity. Do not let your flowery advertisement lie, and you will not have to repeat this sin verbally when face to face with your customer who has come in to verify the truth of the statement. Aim just as much of your pretty talk as you choose to, consistently and veraciously, at the gentler sex, but do not forget that there are men who buy from advertisements also. Give them some plain, sensible, truthful talk about the shoes they need, and be prepared to stand by what you have said in print. Do not try to deceive them and insult their intelligence by telling them that "buff" or "silver" or "satin," or other pseudo "calf," is real calfskin at all. Call a spade a spade, or else the spade will speak for itself. And because women are more particular than men upon points of fit, style and beauty of appearance, do not fall into the error of supposing that all men are indifferent about the same matters. Of course in looks alone in footwear, as in all other articles of apparel, more ornamental and decorative effects are provided for women; but there are many men who want the same in their dress and shoes as far as they can be accommodated.

Some unscrupulous dealers apply the energies of their selling talents to the "weak spots" of their customers in the store. There is the youngster who is trusted to go after his own shoes sometimes; he furnishes, usually, an easy target for a little deceit on the part of the retailer whose conscience is elastic, and may get a pair of shoes of a poorer grade than his money ought to purchase. Then there is the undecided woman who knows but little about quality in footwear, and who relies entirely upon the shoe man to decide for her in all but the matter of looks and fit. It is not difficult to get a little larger percentage of profit out of a sale to her. There is the rustic buyer, too, who can sometimes be fleeced a trifle because of her ignorance about values in store shoes. This sort of dealer seldom fails to take advantage of the latter class of people by working off back numbers in styles. Then there is the promiscuous transient trade out of which he reaps a harvest that he has not sown in various shrewd little over-reaching after gain. With these rolling stones among shoppers he never expects to be confronted again, nor to listen to their complaints. Now, the dealer who resorts to any of these nefarious methods on the supposition that these "weak points" are legitimate opportunities for him to profit by, will very likely discover sometime that this is a mighty weak spot in his business policy.

\* \* \*

The old doctor can say things on delicate subjects with impunity to his female patients, such as would be resented if they came from a young practitioner. So the veteran retail shoe man is often able to advise his patrons in a way that the young dealer could not or would not venture to do. To one of his young feminine customers, of quite moderate means, he suggested a remedy for the cheap shoe malady so epidemic among working girls. It was especially applicable to persons who were determined to possess several pairs of shoes at a time in order to indulge in the luxury of frequent changes at the foot. As gathered from the old shoe man himself, it was, in substance, as follows: "For young women who wish to make their shoe money bring them good returns in display and variety, a better way than to have two or three pairs of very cheap shoes of different styles to change with is this: Buy a pair of good quality oxford ties, and at the same time purchase several pairs of cloth overgaiters of different colors, to wear with the low cut shoes. In fact, by the possession of several pairs of these detachable shoe tops, in various styles and colors one can always, with a good, durable low shoe, make a flattering display at the foot, and with a very inconsiderable outlay of cash. For country use these overgaiters are useful in protecting the ankles from briars during tramps over fields, and they are easily discarded afterward. For city use they are equally useful in protecting the stockings from the dust of the streets." The young woman to whom this hint was communicated by the veteran dealer, regards it as a great scheme to be able to change the appearance of her footwear every day if she likes without once discarding her shoes. So well pleased was she over this inexpensive luxury, that to some of her friends she passed the good thing along to the satisfaction of the old retailer and to the delight of the over-gaiter maker.

\* \* \*

"The way people wear out shoes at

**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.**



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PLIABLE  
TOUGH &  
DURABLE**

Oregon Calf is leather embodying these qualities. With it we make many of our comfortable, good wearing, all purpose men's and boys' shoes.

All profit earners.  
Better write us about them.

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GRAND RAPIDS, MICH.**



**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.

**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.

the back end," said the thoughtful old cobbler, "would seem to suggest other plans than the present stereotyped one of constructing heels on the level for the average foot. Did you never notice that at least five men out of every ten wear their heels down at the back edge? Skillful photographers have produced, by the instantaneous method, the motions and varying postures of the legs and feet of the trotting horse, but I do not think they have ever shown us the positions that the human foot assumes in walking or running. If they favor us with this interesting picture, from the lifting of the foot to the placing of it on the ground, it will undoubtedly show the heels of most persons striking the ground before any other part of the foot touches it. The shoes of most persons prove this at the heel end. No doubt it would seem a little funny to the manufacturer, the retailer, and even to the shoe wearer, to see new shoes made or old ones repaired on this natural principle, so that the posterior edge of the heel was slightly lower than at the forward edge, and rounded besides from the center of the heel to the back. Such shape, however, is the natural form in which the average foot wears off the heel of the shoe; and the photograph would undoubtedly reveal the peculiar motions that contribute to this method of destruction. Why not, then, make the shoe heel like this at the start, and save the overworked foot all this useless labor? Every one who wears his heels in this way knows how awkward is the sensation when he gets off the natural, beveled heels of his old shoes upon the new level ones. This so-called righted heel, fresh from the shoemaker, who insists on correcting his slovenly habits, is irksome and unnatural, by reason of the position in which it holds the rear part of the foot, until by walking and pounding it is again brought to its favorite shape and rounded off on the pavement."

\* \* \*

There is food for reflection in the cobbler's suggestion, although we may never see the already beveled heel on the new shoe that our perverse feet would take to naturally. The cynic asks: "Why not have our footwear made in a semi-dilapidated condition by the builder, and save the feet the labor of breaking them in?" That is just like the cynic. But if the heels were made a little lower at the back part, without that sharp angle, like a carpenter's job with the square, they would conform more nearly to the motion of the foot in walking; and this, after all, is what our shoes are chiefly intended for. To meet the objection urged against the beveled heel that it would be just that much nearer its end at the outset, it could be armored at this point by a plate or by steel nails, and would then be, for most persons, in the right pose at the start for easy and natural progression. The trouble is that science in last-making and in shoemaking is too apt to consider the foot mostly at rest in providing for its needs in footwear. Shoes that will be comfortable upon the moving feet, in their rise and fall, in their lateral and rolling motions, in the expansion of sole and muscles, all varying considerably from the conditions of the foot at rest—such shoes would fill the requirements of feet in motion and in repose. Can such shoes be made? The manufacturer will probably say no; because his products are constructed on general principles, in which an average normal foot is made

the ideal from which to construct shoes that will fairly meet the requirements of ready-made shoe wearers. The anatomical shoemaker, on the contrary, declares that it is not only feasible, but that he can do it.

\* \* \*

"It is to be hoped," says the old retailer, "that the modern rage for decoration at the foot may not be at the sacrifice of comfort and the well-being of the foot; nor is it wise to place ornamentation above durability. Now, in India, it seems that shoes are valued in direct proportion to their extraneous trappings, so that serviceability always has to take second place in footwear. Many modern shoes, no doubt, are made more to catch the fancy by their ornate trimmings than to give the buyer good, honest wear. The ancients, after having contrived a tolerable sort of protection for the soles of the feet, ran rapidly and extravagantly into ornamentation; but as the meager material in the sandal offered but little surface, except the straps and thongs, to decorate, they had to resort to such glittering gewgaws as could be attached to those crude fasteners. With the modern high-top shoe the possibilities are almost infinite for elaborate and costly decoration and feminine taste takes advantage of it with the aid of the ingenious shoemaker.—E. A. Boyden in Boot and Shoe Recorder.

**Great Demand For Novelties This Season.**

At no time of the year has there been such a demand for novelties in footwear. Manufacturer and jobber have been on the alert to outdo one another in getting up styles to be ready sellers.

The most popular toe is the medium bulldog. The soles have been either in the extra wide extension heavy sole, or with the extension on the outside of the shoe. The extension heels have been fair sellers in men's shoes, while in women's these have been put to one side, and the Cuban heel has taken its place. What neater novelty in footwear is to be seen than a box-calf, mat-kid top, button shoe, with a heavy extension sole, neat, medium bulldog toe, and a high, narrow Cuban heel? Whenever this style is kept there has been a good sale for them. Another novelty, and a good seller, is the vici-kid stock, tip-welted lace shoe, with a slipper foxing, and an extra high Louis Quinz heel.

When this style was shown at the opening of the season it was predicted there would be no call for it. This shoe has been one of the best sellers this season.

Colonial ties were also put down as one of the styles that would not be in demand. The different combinations seen to-day in this tie are enough to convince any one of its popularity.

This article is not intended to show that the sale on regular goods has stopped or in any way diminished, for as long as shoes are worn there will be a sale for regular styles, notwithstanding the appearance of these novelties on the market.

It is necessary for the thorough success of a well-regulated store to carry these novelties in stock, first, as they help to attract attention, and, second, they let the public know that you are up to date.

Dealers should use great care with the repairing department. Make sure that shoes left to be repaired are correctly tagged, and a memorandum kept, with the name and address of the person leaving the goods. Also note the date when goods are left. Brass tags can be

had at a nominal cost. The heavy paper tags can be used to better advantage, as complete directions can be plainly stated thereon. In most retail stores the repairing department is carried on without system, clerks taking in shoes to be repaired and trusting to memory to have such work done correctly.

It is a very easy matter to make mistakes in this line and hard work to correct such errors. This can be avoided if shoes taken for repair are tagged and a memorandum made in a book kept for that purpose. Every part of the skin is being cut in order to make up for the advance in the price.—Shoe Retailer.

**Advice From an Unexpected Source.**

"I had just come back to the store from my lunch one day," said the merchant, as burglar-proof safes were under discussion, "when a middle-aged man with a hard-up look entered my private office after me. The object of his call was to strike me for half a dollar, and I am surprised yet that I didn't at once turn him down. I guess it was because he had the look of a first-class mechanic out of a job, and because trade was rushing with me. To accede to his request I had to open my big safe, and as I handed him two quarters he thanked me and added:

"Excuse me, sir, but isn't that safe of yours too dead easy?"

"How do you mean?" I asked.

"Why, it's a four-number combination, but you have it set only to two. I think I could open it in a couple of minutes."

"If you can I'll give you \$5," I said, feeling a little nettled at his disparagement. I shut and locked the door and stood back for him, and in less than forty seconds he had swung it open.

"I told you it was dead easy," he said, without a smile.

"But how did you get onto the combination?"

"Oh, it's intuition, I guess. Better call in a man and have the lock set on four numbers. It could be opened then, but it might take an hour or two. Thanks again, and good day."

"I didn't let the grass grow under my feet," continued the merchant, "and from that day on I carried a heap less money in the safe. The man might have been a mechanic, but somehow I've always had the idea that he was a safe-cracker, and that I made a good investment when I handed over that \$5.50. He might have got \$2,000 that night as easy as rolling off a log."

**May Be True.**

A wise man never wants what he can not get.

Money can not always make the mare go in time to lift the purse.

The kleptomaniac regards things from an abstract point of view.

Being daughters of Eve, young ladies are of course partial to twilight.

A married man is not necessarily a Hercules because he is fond of his club.

There is evidently electricity in a cornfield, because it produces shocks.

When beggars cease to ask you for alms it is time for you to change your tailor.

Some men think twice before marrying—then regret that they did not get a third think.

**Half a Century**

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

**C. M. Henderson & Co.**

"Western Shoe Builders"

Cor. Market and Quincy Sts., Chicago

**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.

**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



## Clothing

Fashions Favored by the Best People in Chicago.

The talk in swell circles just now is the innovation set by King Edward, who very recently appeared in a frock suit with velvet collar and velvet cuffs. That is an innovation for you and one that will most likely be picked up. The cuffs were three inches deep and turned up from the inside of the sleeves. At this writing I have not had the opportunity to get at the tailors of the swells to ascertain what they thought of the idea or whether they had, as yet, had any orders to put velvet cuffs on frock coats. I do not think the idea is a good one, for several reasons. First, the velvet cuff would spoil the trim beauty of a frock coat by adding a conspicuous bulkiness to the garment. It would eliminate the very characteristic that gives this day dress coat its dignity—a genteel plainness, devoid of all ornamentation. I would picture such a garment in Russia, but never could see it as a fit one for polite English or American society, the latter especially. The second reason is, that velvet next to the wrist would make the wearer uncomfortably warm and be very much the same as wearing pulse warmers indoors. I look for a compromise in this country and expect to see velvet cuffs on the overcoats for early spring. Extreme dressers have been hungry, for some time, for any excuse to enable them to wear velvet cuffs on their overcoats—here's the excuse!

\* \* \*

A slight change is noticeable in the three-button sack suits now being turned out by the leading tailors. The change is the lowering of the buttons on the front and making a greater opening at the neck. This style calls for a single-breasted vest. The reason given for opening the coat more at the neck is the extreme popularity of the double-end Imperial, which shows to much greater advantage. With a high-cut coat and vest very little of a tied Imperial shows beyond the knot. The aprons do not show their spread and the effect is stubby. With the lower opening the best possible appearance is obtained.

\* \* \*

Some dressers (?), either from a desire to be eccentric or from lack of knowledge are wearing high band turn-down collars with frock suits. This is about as flagrant a breach of dress etiquette as a silk hat with a sack suit would be. The dictates of fashion governing the requirements of furnishings appropriate for wear with the frock suit are as inflexible as the laws of the Medes and Persians. The collar must at all times be a standing shape—a poke, lap-front or wing. Nothing else is permissible. The highfold collar looks best with a narrow derby, and this is usually worn. This, too, is contrary to the ethics of "day dress." None but large neckwear shapes should be worn with the frock coat. The closer a man dresses to real gentility, the more strictly must he heed the prescribed and adopted requirements of dress. The better a man dresses the closer he is observed and criticised. It does not require hard or deep study to become familiar with the points of dress, but anyone making any pretensions toward being a dresser should know what is correct.

\* \* \*

The custom shirtings for spring are now being displayed by all the leading

haberdashers. They are the source of much surprise and comment to many, who predicted and looked for altogether different patterns and effects. Instead of continuing the quiet, genteel tone of shirtings that prevailed in the fall and are now so much thought of the patterns for spring are conspicuous and border upon the "loud," sporty order. The displays show about 95 per cent. stripes, 90 per cent. of which are on white backgrounds—the others on delicate blue, canary and green tinted grounds.

The remaining 5 per cent. are figures or units of black, dark red and medium blue on white grounds, presumably fall patterns carried over—they look it. The stripes, either solid or in two colors, average a half-inch wide—some are less and some measure three-fourths of an inch wide—are on white backgrounds and are separated by about an inch to an inch and a quarter. Any colored or tinted stripe of these very marked dimensions, no matter how delicate or faint the tint, would be pronounced and conspicuous on a field of white. Now, if you please, picture the effects with these stripes in bright blue, dark red, black in combination with red, blue with red, etc. The effect is positively striking and certainly crowds the limit to good taste. Looking over a stock or large window display gives one a very different idea of these shirtings than the same will be when made up into shirts. One is, however, impressed with the radical change which is to characterize spring shirtings. They are so vastly different from last spring's shirtings in tone and are so unlike the fall and winter patterns that the dressy men must have a complete outfit of new spring shirts to distinguish them from men who will wear shirts they have on hand. —Apparel Gazette.

Richard Croker would have it known that his father was no blacksmith, as recent publications have stated. Instead of being of humble origin he claims descent from one of the noted families of Ireland and that the names of his ancestors may be found among the landed gentry of Great Britain. It may be that Croker can point with pride to his ancestry, but will his descendants point with pride to him as an ancestor who was boss of Tammany and never answered the question concerning his wealth, "Where did you get it?"

## M. Wile & Co.

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

## We'll Give You Fits

this season and also increase your glove trade if you will purchase the celebrated glove line of

**MASON, CAMPBELL & CO.,**  
JOHNSTOWN, N. Y.

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

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

Ask to see Samples of

**Pan-American  
Guaranteed Clothing**

Makers

Wile Bros. & Well, Buffalo, N.Y.

## The Peerless M'g Co.,

Detroit, Mich.

Manufacturers of the well known brand of

**Peerless  
Pants, Shirts, Overalls and Lumbermen's  
Wear**

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

Grand Rapids Office, 28 South Ionia Street

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

## William Connor Wholesale Ready Made Clothing

28 and 30 S. Ionia St., Grand Rapids, Mich.

### Over One Million and Quarter Dollars' Worth

It is true that my samples represent the above amount; of course people who have not seen them mistrust. It is truth, nevertheless; but ask my honorable competitors, such as John Tripp, who, when he recently visited me, expressed his amazement and at once said: "Connor, you may well sell so many goods, they are as staple as flour." My friend Rogan, when he called, expressed intense surprise and at once said: "Mr. Connor, I wish I had such a line." Space will not permit me to mention other good names of competitors and many merchants. I have samples in everything that is made and worn in ready made clothing by men, youths, boys and children in Suits, Overcoats and Pants from very, very lowest prices up, adapted to all classes. Summer goods, such as Linen, Alpaca, Crash, Duck, Fancy Vests, etc. Everything direct from the factory. No two prices I have trade calling upon me from Indiana, Ohio and most parts of Michigan. Customers' expenses allowed. Office open daily. Nearly quarter century in business. Best selection of Clay and fancy worsteds from \$5 up. Pants of every kind. Call; you won't regret it. Mail orders promptly attended to. Citizens Phone, 1957.



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



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

Satisfaction  
Guaranteed



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

Fresh  
Goods



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

G. H. Gates & Co.,

143 Jefferson Ave.,  
Detroit

## The New York Market

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

New York, Jan. 25—There is a large amount of quietude to report this week. Possibly this is no exception to the rule. Dealers are simply getting things in shape for the coming campaign and it will not be long before matters will be humming as they have been up to the end of 1901.

The best that can be said of the coffee market is that at the very close of the day it was rather less unsteady than during the week. European cables were stronger and the feeling is a trifle better, but there is no foundation upon which to build hopes of higher rates. Receipts continue to be large at primary points and the statistical position favors the buyer. There has been some interest manifested in the speculative market, but at the close the trend is toward a lower basis. Receipts of coffee at Rio and Santos from July 1, 1901, to Jan. 22, 1902, aggregate 10,119,000 bags, against 7,522,000 bags during the same time last year. In store and afloat there are 2,426,962 bags, against 951,511 bags at the same time last year. At the close Rio No. 7 is quotable at 6@6½c. Mild grades are dull. Sales are few and far between, with good Cucuta 8½c. East Indias are quiet and without change.

There has been a fair demand for sugars and refiners felt justified in marking up prices 10 points. Orders have come to hand from many points and it seems that a touch of spring has sifted through the country and made a greater demand for sugar. Refiners generally report only moderate stocks and the outlook just now is for no lower figures. All interest centers in the halls of Congress, and so far as the actual market goes, it is simply waiting.

There is a steady trade in teas and importers profess quite a good deal of confidence, although quotations have shown no advance for some little time. Pingsueys and greens attract most attention. Sales of small lots are more numerous than large quantities, although one or two quite large transactions were reported.

Stocks of rice here are generally said to be ample to meet all wants. The demand has shown some improvement and altogether the rice market is in better shape than for at least a month. Prime to choice, 5@5½c.

Nothing is doing in spices except the usual small trade at this time of year. Prices are steady, but the indications are that buyers might obtain some concession. Singapore pepper, 12½@12¾c.

There has been a very satisfactory trade in molasses at full figures and dealers profess great confidence in the present situation. Good to prime centrifugal, 17@30c. Syrups are nominal and buyers manifest very little interest. It has been a light week in canned goods, both for spot and futures. While packers are willing to take small future orders on tomatoes, they are averse to taking large ones. The growers this year propose to have \$8 a ton for raw stock, and packers are wary of making extensive trades far ahead. Eighty cents has been the price offered for Jersey threes, without finding takers. The Canadian tomatoes are on the way. They are held from \$1.25@1.35, and the prospects are good for the sale of the whole offering. Future Maine corn, 80@82½c f. o. b. Portland. Maryland goods show a wide variation in price, ranging from 57½@90c. Salmon have been in fair request. Red Alaska, \$1.05@1.07½.

Dried fruits are quiet and prices virtually without change. Currants are the only thing on the list that show any special firmness. Prunes are steady, but sales are mostly of small lots.

Receipts of butter have been light and, with a fairly active demand, the better sorts have advanced about ½c, so that best Western creamery is now worth 24c; seconds to firsts, 19@22½c; Western imitation creamery, 16@18½c, but stock must be very nice to bring the latter figure; Western factory, 15@17c;

renovated, 17½@19c; choice rolls, 17c. Just an average trade is being done in cheese. Small size, as usual, is in most demand and full cream will bring about 11½c. The market is being pretty well cleaned up and, by the time we have new goods, the situation will be very favorable for its reception. Exporters are doing some trade on a low range of values.

Fresh gathered Western eggs, 28c, and some lots 29c. The market is decidedly strong and the demand for the best grades is greater than the supply. This winter will prove a memorable one for the American hen.

Beans are steady, and prices showing little or no change from a week ago. Choice marrows, \$2.25; choice medium, \$1.87½c; choice pea, \$1.82½c; choice red kidney, \$2.

### Opposed to the Proposed Tax on Butterine.

The reason I prefer butterine to cow butter is that I consider it far more clean and wholesome than a large amount of the butter that is put on the market. Butterine is made in large quantities on strictly scientific and sanitary principles, and with scrupulous regard to cleanliness and from healthful materials, and consequently is always sweet, never getting frowy like butter. Much butter, on the other hand, is made from cream after the process of decay has set in, and from milk extracted in foul yards, and which, from the very nature of the case, can not be kept entirely clean. While exception is not taken to the best creamery butter, much of the cheaper butter of commerce, from a sanitary and cleanly standpoint, is utterly unfit to use.

Who gave the buttermakers a patent on yellow butter? Nature did not do it. For about half the year the natural product is about the same color as the natural product of oleomargarine. The public taste and prejudice favor yellow (June made) butter, so the buttermakers soon found a way to give all butter the desired color. Of course, there was no deception in this practice, because it was in the interest of the aristocracy of butter, but the same practice applied to butterine appears a very different mat-

ter. As of old, it makes a "difference whose ox is gored." If the users of butterine prefer it yellow, why are they not as much entitled to it as the users of yellow butter, seeing that both are artificially colored? There is no more defensible right to legislate against colored butter or butterine than colored soap, the only valid question being, Does the coloring make them injurious to health? Taking advantage of popular prejudice, it is proposed to drive colored butterine out of the market by taxing it 10 cents per pound, while the artificial coloring of butter is permitted.

Talk about the despotic laws of Russia! If free America can pass such laws as this, what unjust and despotic legislation can she not enact? The proposed tax is intended to be prohibitive; it is not a benevolent scheme; it is in no sense in the interest of good health or of the people, otherwise they would "pull the mote out of their own eye" and regulate the extensive trade in rancid, dirty and unsanitary butter. It is purely class legislation of the most unjust kind, for its result can only be to legislate the hard earned money of the poor into the pockets of a better to do class.

For nearly all of the last fifteen years yellow butterine has retailed at 15 cents per pound, while the average price of creamery butter has been about 25 cents, which is an almost prohibitive price for the poor, and had butterine been entirely free from taxes and legal obstruction it doubtless could have been retailed at 10 cents.

Now the dairy lobby no longer urges the unhealthfulness of colored or uncolored butterine. They used to do this, but not having any case in court gave it up for the same reason as the rabbit climbed the tree—because he had to.

Butterine, like many other modern inventions, is destined to be a great blessing to mankind, and it has come to stay. If we have statesmen at Washington they will legislate for the greatest good of the greatest number, regardless of class distinction or desire for votes. If mere politicians, we may expect that the desire for votes may over-ride all considerations of justice, fair play and the true interests of the people, and thus menace the welfare of the republic.  
E. W. Kenyon.

## Michigan Fire and Marine Insurance Co.

Organized 1881.  
Detroit, Michigan.  
Cash Capital, \$400,000. Net Surplus, \$200,000.  
Cash Assets, \$800,000.

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

DIRECTORS.  
D. Whitney, Jr., D. M. Ferry, F. J. Hecker, M. W. O'Brien, Hoyt Post, Christian Mack, Allan Sheldon, Simon J. Murphy, Wm. L. Smith, A. H. Wilkinson, James Edgar, H. Kirke White, H. P. Baldwin, Hugo Scherer, F. A. Schulte, Wm. V. Brace, James McMillan, F. E. Driggs, Henry Hayden, Collins B. Hubbard, James D. Standish, Theodore D. Buhl, M. B. Mills, Alex. Chapoton, Jr., Geo. H. Barbour, S. G. Gaskey, Chas. Stinchfield, Francis F. Palms, Wm. C. Yawkey, David C. Whitney, Dr. J. B. Book, Eugene Harbeck, Chas. F. Feltner, Richard P. Joy, Chas. C. Jenks.

## 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.

## I NEED YOUR

Small shipments of FRESH EGGS for my retail trade.

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

Reference—New York National Exchange Bank, New York.

## W. C. TOWNSEND,

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

References: Columbia National Bank, Dun's and Bradstreet's Commercial Agencies.  
84-86 W. Market St., Buffalo, N. Y.  
Elk Street Market.

February 1, 1850

FIFTY-SECOND ANNUAL STATEMENT

January 1, 1902

OF THE

# National Life Insurance Company

Purely Mutual.

OF VERMONT.

Profit Sharing.

Net Ledger Assets, December 31, 1900	\$18,587,034.89
RECEIVED IN 1901.	
Premiums Actually Paid	\$4,097,519.74
Interest, Rents, etc.	1,000,320.49
Annuity Considerations	210,066.86
	5,307,906.59
	\$23,894,941.48
DISBURSED IN 1901.	
Death Claims	\$904,313.71
Matured Endowments, Surrendered Policies	576,187.52
Surplus Returned Policyholders	137,996.42
Annuity Payments	34,749.05
Total Paid Policyholders	\$1,653,246.70
Taxes, Expenses, Commissions, etc.	1,133,032.80
Profit and Loss and Depreciation Accounts	16,956.68
	2,803,235.66
Balance Net Ledger Assets, December 31, 1901	\$21,091,705.82

ASSETS	
Bonds, Stocks and Warrants, Market Value	\$ 8,027,736.39
Mortgage Loans	7,591,822.67
Policy Loans and Premium Notes	2,992,934.39
Real Estate	1,998,497.47
Loans on Stocks and Bonds	26,775.00
Cash	784,585.62
Due from Agents	2,027.28
Rents and Interest Due and Accrued	390,783.47
Net Deferred and Unreported Premiums and Annuities	568,999.08
	\$22,384,263.37
LIABILITIES	
Insurance Reserve	\$19,019,279.14
Annuity Reserve	569,388.00
Extra Reserve, Life Rate Endowments	326,240.54
Trust Fund Reserve	57,251.90
All Other Liabilities	181,891.42
Surplus	2,239,212.37
	\$22,384,263.37

INCOME SAVED IN 1901—\$2,504,670.93

1901—Total Income,—\$5,307,906.59

Gross Assets,—\$22,384,263.37

Insurance Outstanding,—\$108,573,050.00

Gain in 10 years— 139 per cent.

193 per cent.

111 per cent.

Has a half million dollars invested in Michigan school districts and city bonds. The company that gives policyholders the most equity and the largest number of rights. Gentlemen desiring remunerative business connections may apply to Wilbour R. Dennis. Some good territory open for Special Agents and District Managers.

WILLIAM S. POND, General Manager,

WILBOUR R. DENNIS, GENERAL AGENT FOR WESTERN MICHIGAN,

919 Majestic Building, Detroit, Mich.

217 Mich. Trust Bldg., Grand Rapids, Mich.

## Butter and Eggs

### Limed Eggs Superseded by the Cold Storage Variety.

"There is not one dozen limed eggs in market to-day where there were a hundred dozens of them ten years ago," said an egg dealer, referring to the alleged corner in eggs now agitating local dealers. "It does not require a very old man to remember when eggs were almost invariably so few in the New York market during the winter season and the prices for them ruled so high, that they were beyond the pocketbook of the average consumer. This was not because of any corner in eggs, nor of any attempt of those who supplied the market with eggs to hold them back for high prices. It would have been impossible to corner or hold back eggs in those days because there was no way in which the life of an egg as a rule could be preserved more than two or three days. The hens laid just as willingly then in warm weather as they do now, and were just as reluctant to fill the nest in cold weather as they are now. But in former times the warm weather eggs had to be disposed of and used without undue delay or they became precarious substances, objects of just suspicion, and of no possible use except, perhaps, as an occasional tribute, to some passing Thespian output, rot-ter yet than the eggs.

"When eggs came to market in those days they were either fresh or they were not. There were no intermediate degrees of freshness. If they were not fresh they were classed as stale. If they had passed the stale stage they were rotten, and that was all there was to it.

"Well, there being no way to keep the eggs the hens laid plentifully in the spring and summer until the season when the laying became merely a matter of form and occasional evidence of good faith on the part of the hens, the winter supply was necessarily small and the price correspondingly large. Then, along toward the close of the civil war, a chemist, probably a lover of eggs, yet unwilling to pay the big winter price for them, got it into his head that it was possible to preserve hen fruit as well as any other kind of fruit, and he evolved a pickle, composed of water, lime, saltpeter and salt, which he commended to the consideration of the rural producer of eggs. The rural producer of eggs considered the pickle and found that an egg confided to its care for a certain period became impervious to the assaults of time, as it were, and could be put on the market in good and wholesome condition months after the hen had parted with it. This revolutionized the egg industry, and it was not long before the consumer found the winter market flush with eggs, ostensibly fresh, although their birth, as a matter of fact, antedated by many weeks their advent as conservers of the domestic economy in the hard boil, the soft, the medium or in the poach or in the fry, one side or turned over, and at a price that enabled him to take home his dozen or two with as much impunity and confidence as he had manifested on the warm weather market.

"At first no hint escaped from the

market that these generous offerings of the hens were not contemporaneous with the season then on hand, and the eggs were quoted as fresh eggs. But in time, although he could not exactly hold the eggs up as objects of reproach, the consumer thought he detected a flavor to them that was not habitual to the fresh-laid egg. Then they had a disposition to crack their shell when boiling, which he had not observed in the eggs he used to gather at the old farm when the hen cackled. And his wife discovered that these eggs declined to respond with any degree of willingness to her efforts to beat them to that frothy and foamy condition required for the successful fabrication of the pudding or the cake, and that when they had at last been induced to come to taw in that respect they arrived there so overcome with weariness that when the stimulation of the beater ceased they sank inertly back to the level of the platter, something which no theretofore fresh egg had ever been guilty of doing.

"That was the time when the fad for all sorts and conditions of imported fowls had taken strong hold on poultrymen and egg raisers, professional and amateur, and the ever faithful native barnyard fowl was for the time sneered at; so the market gave it out that perhaps the odd and reluctant character of the prevailing winter fresh egg was due to the new strain of hen, and that it would be all right again as soon as the consumer got used to it; but it was no use, and by and by the market gave it out that these eggs were fresh eggs pickled.

"Now, anything pickled being associated in the mind of the average person with articles laid down in vinegar, chiefly cucumbers and cabbage, and consequently charged with more or less acidity, the consumer scoffed at pickled eggs as an explanation of the unconventional character of this latest product of the hen, and the market tried to compromise with him by quoting them as 'preserved eggs.' This would not do. You could fetch onto him your peaches and pears as preserves, but not eggs. So the market came right out and said the eggs were limed, and that went. As limed eggs they have lived long and prospered and filled a long-felt want.

"You can put an egg in vinegar, and the vinegar will eat into the shell so in a short time that it will become soft and flexible, like the covering on a turtle's egg, but, although this strong brine of saltpeter, lime and salt soon ate away the staves of the barrels which were used in the early days of egg preserving, and burned the flesh of those who handled the eggs in it, the only effect it had on the eggs was to harden the shell, close its pores, and make it absolutely impervious to the air. As long as that air-tight condition prevailed, the interior of the egg of course, remained unchanged, and the egg was just as good a year after it was taken from its bath as it was when it came out of it.

"Barrels were after awhile abandoned for vats or silos as receptacles for the brine. These were made of brick or stone and lined with cement. At first it was the farmer who limed eggs. He constructed his vat in his cellar. Then

the man who made egg raising a regular business took it up, and his silos, of a capacity of a thousand dozen eggs or more, became, next to his hens, the chief appurtenance of his hennerly. Ten years ago the country surrounding this city was thick with mammoth egg silos, constructed to supply our market with preserved fresh eggs when the market ran shy on the real thing. Those silos were frequently forty feet square and sunk into the earth to keep their contents from freezing. Limed eggs became an important article of export, and thousands of barrels of them were shipped abroad annually. They were known in foreign lands as 'Yankee winter eggs.' Germany stepped in and knocked this trade in eggs all to smithereens some years ago, though, by discovering a trick in liming eggs that maintained the character of the fresh

egg so near to what it was when the hen started it forth on its career that the American limed egg could only play a rather indifferent second to the German. Germany not only coppered foreign markets with its limed fresh eggs, but shipped them to our own home market until we shut them out by tariff and saved our infant industry in mummified fresh eggs.

"But the coming of compressed air into the problem of cold storage has gradually taken the fresh egg away from the embalming brine, and where there were hundreds of dozens of limed eggs on the market ten years ago there are not tens of dozens now. Cold storage keeps the eggs just as long, but when they go out of that storage and reach the prevailing temperature of the consumers' environment, it will behoove the consumers not to hold them long in idle

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Eastern Market.

dalliance, for they are not of the embalmed sort, and the period of their usefulness will be short when change of air rouses them from the paralyzing influence of the storage vaults. A fresh egg six months old is apt to have ways.

"The possibilities for speculation in thus being able to keep eggs for an indefinite period in cold storage or by embalming them in lime are apparent, and it looks very much as if advantage was being taken of them just about now. As for real, genuine fresh eggs being anyway in evidence in the market now, I do not believe any can be found. Yet you might visit every retail grocery in this town to-day, if it were possible, and every one of them would have baskets full of eggs labeled and declared to be 'Fresh Laid Long Island Eggs.' There are not hens enough on all Long Island, every one of them working not only regularly every day, but overtime, to produce one-tenth of the eggs that are thus on sale as fresh Long Island eggs. And that one-tenth would not be apt to get into the corner grocer's hands, anyhow. It would go direct to hotels or private families. Yet when you ask your grocer if those eggs are really and truly fresh laid eggs, and he answers you solemnly that they certainly are, he is not lying to you. No hen ever yet laid a stale egg."—New York Sun.

**Scene Many a Storekeeper Has Witnessed.**  
Written for the Tradesman.

When Mrs. Hent Liscomb had finished her trading, she paid her bill with the remark that she was in a hurry and must start home immediately. Then she stepped to the door and looked up and down the street of the little Michigan village and wondered where her husband had gone.

Next she went back to the counter, arranged her parcels snugly in the large market basket in which she had brought her butter and eggs and then made another trip to the door.

Business at the Jones stores was good that morning and the merchant and his clerk had all they could attend to for the next two hours. When things began to quiet down again the counters and floors were pretty well littered with jars and rolls of butter, crates and baskets of eggs, bundles of home made socks and mittens, home spun yarn and dressed chickens, ginseng root and maple sugar. In a coop back of the store half a dozen young turkeys piped and gobbled, and near them a small calf tugged spasmodically but vainly at his restraining leash. The storekeeper had made some good trades that morning and was feeling quite jubilant.

In the meantime Mrs. Liscomb remained, but evidently much against her inclinations, for she had fretted and fidgeted and made numerous trips to the sidewalk, where she gazed up and down the village street for a glimpse of her recreant lord.

"Well, Mis' Liscomb," said the merchant facetiously, rubbing his hands as he spoke, "you seem to be kind of uneasy. The old man hasn't left you, has he?"

"I wouldn't wonder a mite if he had, only that'd be too good to be true. He'll turn up soon enough when he gets good an' hungry. Say, you know I'm in an awful hurry to git home. Ye don't s'pose ye could find Hent fer me, do ye?" and she looked wistfully at the smiling merchant.

Mr. Jones read anxiety in the lady's face and, saying he would try, left the store at once on his mission.

"Very soon he returned, with Hent in tow, looking rather sheepish.

"Gee!" said Liscomb, in feigned surprise, "you here, Lizy? I b'en lookin' all over town fer ye. Where ye be'n all the time, anyway?"

"I've be'n here every minute," said the lady, sharply, "an' you might have knowed it. You must have looked awful hard to find me!"

"Yes, I did—honest I did. Soon's I got m' blacksmithin' did I—"

"O, I know all about that. First you went to all the s'loons, an' stayed aroun', thinkin' I'd mos' likely drop in. Then ye took in all the billiard rooms an' the bowlin' alleys, an' hung aroun' there, thinkin' it'd be a burnin' shame if I happened in there an' you wa'n't right on hand to show me the sights. Then—"

"No, but, Lizy, honest—"

"An' then ye went to all the barber shops, with the idee that I'd be in after a hair cut an' a shave, an' when ye didn't see nothin' of me there ye went back to the s'loons ag'in. Where elst did ye go?"

"Why, I—I—"

"Yes, that's just what I thought. Never went to the livery stables at all, an' ye know that's the mos' likely place to find me. I allers hang out to the livery stable when I hain't to the barber shops ner the s'loons ner nowhere elst. Now, I want ye to pile this here stuff into the wagon an' take me home, if yer sober enough to drive. An' there's one thing ye can depend on, Hent Liscomb—an' when I say it, it's so—the next time you an' me go to town together, on important business, an' want to git back home ag'in in the same week we start, I'm comin' alone."

Geo. L. Thurston.

**Prospects of a Pickle Ermine.**

The pickle-producing area of the United States includes some portions of Michigan, Illinois and Indiana, and small parts of Missouri, Ohio and Iowa. As is the case generally with all minor agricultural products of the United States, for which the area of cultivation is limited and the demand desultory, there is occasionally a "famine" resulting from a short crop.

The Western Pickle Packers' Association recently in conference in Chicago have, it is reported, been considering an advance in pickle 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; and there is some talk of still further advance.

Following the annual ruin of the peach, cranberry and olive crops, there is now the menace of the annual failure of the pickle crop with the usual incidents of "sensational reports of total loss and thousands of impoverished pickle farmers," reassuring bulletins from optimists hopeful of saving 83 to 80 per cent. of the crop, narratives from intelligent but uninformed tourists who believe that pickles are raised, as they are generally sold, in jars, and of weatherwise pickle veterans who will declare in interviews early in each season that "profitable pickle raising is a thing of the past," and later on that "everything considered, the yield is 2 per cent. above the normal crop."

There appears to be no hope for it. Pickles will join peaches as a theme of agricultural prophecy, if they have not done so already in Michigan. The determination of the packers to consider as imminent a pickle famine—the first in our history—is not susceptible of any other explanation.—N. Y. Sun.

**No Longer Living on Love.**

Mrs. Newlywed—That steak you sent me was only large enough for one.

Butcher—Well, I thought you and your husband had just been made one.

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## Hardware

### Advantages and Disadvantages of Competition in Trade.

The very common and often used remark: "Competition is the life of trade," is partly true, but we might with good reason add that sometimes, where competition is the life of trade, it is death to the trader.

Beyond any question, competition is a desirable thing; it forces and encourages economy in manufacturing by improved methods, by inventing and using improved machinery that will make more goods per day, or better goods, and except for competition we would lack an incentive for these improvements. It encourages the manufacturer to raise the standard of quality, finish, weight and shape of his goods; and it even goes further than this, for on some articles, competition may lower the price and thereby increase the demand, so that eventually the business is more profitable at a low price, because of the increased sales, than formerly when there was a small demand, and it was restrained by high prices.

Competition is objectionable, however, whenever it goes so far as to break down the prices beyond a reasonable limit, and thus encourage some indifferent manufacturer to reduce the quality, the weight or the finish of his product. It may become so fierce between the manufacturers as to become generally known by both the jobber and retailer, so that they, too, enter into the spirit, and each in turn cuts his prices and profits so that he is handling the goods for glory only.

Competition is too often forced by over-shrewd buyers. The buyer is a man who obtains and holds his position and commands a good salary, not only because of his knowledge of the needs of the market, and his familiarity with the different makes of material or goods, but quite often also by his success in influencing the sellers to discount their regular prices. This, then, is really his capital and stock in trade. If the buyer would adhere to open-handed, honest methods, there would be no cause for complaint. If he is urgent for low prices and extra concessions because of a large order to give, or other apparent good reasons, there is no harm in that—these are his privileges and his duty; the seller is not obliged to make the concession, but when the buyer goes beyond the line of fair methods—deceiving the seller, misrepresenting quality and price of goods or material offered by others—he is doing an injustice to his position, no matter whether he is a buyer of material for a manufacturing concern; or a buyer of manufactured goods for a jobber or merchant.

It should not be understood that the buyer is not in duty bound to take every fair advantage to get extra discounts or concessions in some way, for his success in this direction determines in a measure his value to his employer, but in all cases, his dealings should be in a spirit of fairness and honor, and to the mutual advantage of both buyer and seller.

The buyer is simply one factor of one institution—there is the selling department with its manager. Is he not desirous of having friendly, fair and honest relations with their customers? Does he not want square dealing on the part of those customers? Does he want to enter into and fight for trade and cut prices? Should there not be the same

standard of relations between the buyer of the house and those he deals with, that prevails with the selling department and its customers?

Difference in quality of materials or goods; ability to execute orders promptly; furnishing a standard line that is well known, should be given due consideration by the buyer, and these will tend as much to raise the grade of inferior material and inferior goods as anything else.

You printed an article once on the subject: "Man Wanted!" Yes, a man is wanted, and men are wanted. Not simply men that are shrewd and active and energetic; that are hustlers, but besides these qualities, men that will act fair and square; men that will talk straight; men, that when they make a sale will deliver goods equal to quality sold; men that will do as they agree in every detail; men, who, when they place an order, will regard the incident as closed, and will take the material or goods regardless of offers by other salesmen; men who will pay the bills when they are due, without rebates or discounts beyond those called for in the contracts; men who will remember that they are sellers as well as buyers; men who will remember that honesty of purpose, honesty of intention and action are alike due from buyer and seller. Men who will not simply talk smoothly and piously and then act quite differently; men who when they proclaim from the platform or through the trade papers, that the highest form of business methods should prevail, will not turn a sharp corner when they return to their desks or mill. It is easy enough to preach; it is easy enough to write about these things; but in a hundred years of time, or a hundred lines of type, no good can come of it, except men see it is to their interest to act uprightly, or until the business public sentiment enforces it.

It is apparent that the coming together of men under various names of their organizations or associations, who come together as competitors, or as buyers and sellers, will in time effect some good. Each and every one will not be affected; they are not constituted alike, nor equally honest in purpose—each one has his own standard—still some will be influenced for the good and lifted up, by their intercourse with the others, legislation in the association of which they may be members, or by the knowledge of their practices becoming known by those with whom they have dealings.

Manufacturers and jobbers, competitors in either class, and buyers and sellers are, in the main, men of integrity and ability; fair minded, manly men, who are in business for a legitimate profit to be secured in a legitimate manner; here and there is a "degenerate," who is a thorn in the flesh to friend and foe alike—may his shadow fade.—F. S. Kretsinger in American Artisan.

### Interesting Horologes.

A very "timely" conversation was carried on recently between a hostess and a fair young guest. The hostess was entertaining the company with descriptions of her trip abroad and of the wonderful things she had seen. Among other things she mentioned the clock at Strassburg.

"Oh, yes," remarked the girl, "I have heard all about that; and did you see the watch on the Rhine, too?"

Moonshine never hurt anybody, and yet more men are standing around afraid of things just as harmless as moonshine than you can shake a stick at.

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**SMITH'S HOBBY.**

**How He Tried to Cure His Wife of Carelessness.**  
Written for the Tradesman.

The dry goods clerk helped himself to a toothpick and pushed back from the table. "Did you ever observe," he asked, "the habit some women have, when they are shopping, of laying their pocketbook down and running all around the store, looking at things, without paying any further attention to their money until it comes time for them to pay for what they have purchased? I suppose if some one picked it up and walked off with it they would want the storekeeper to make good the loss, although there would be nobody to blame but themselves. The fact that a store is a public place into which strangers drop many times every day ought to teach them a little caution.

"Now and then these women get a lesson that seems to do them a little good. I have just heard about something that happened to the Smiths during the holiday season. The Smiths are pretty good customers of ours, but this happened in another store; otherwise, I suppose I would have known of it long before.

"Mrs. Smith is one of those women who are always leaving their money lying around loose. She seems to shop with the presumption that everybody is honest, although if you got her into an argument over a yard of silkoline, she might express quite a different opinion. Mrs. Smith had this habit of dropping into a store, laying her pocketbook down on the first counter she came across and leaving it there until she got ready to leave the building. She might be gone a minute or a half hour—it did not seem to make any difference to her.

"Smith had often noticed this habit of his wife and had chided her for it—with about as much effect as a husband's chiding ever has. Finally, he decided to try more heroic measures and teach Mrs. Smith a lesson she would not forget. Mrs. Smith roped Smith into the holiday shopping this year, although Smith has been married long enough to know better. This gave Smith his chance. The first store they went into Mrs. Smith did her celebrated pocketbook-dropping act. When she got ready to leave the store she just happened to spy her alligator pocketbook as she was leaving, else she would probably have gone off and left it there until she bought something in some other store and then had to chase back after it, filled with sudden worry for fear it had been picked up.

"Mrs. Smith dragged Smith into two or three more stores. The last was a jewelry store and Mrs. Smith walked around inspecting the silverware and the cut glass to her heart's content, prying this and that, but not making any motion to buy anything. Poor Smith was pretty well tired out by this time and, after he had examined the busts and sized up the dozen people in the store, his eyes began wandering about the place. His wife had drifted off to another part of the building to have a clerk get down a clock that she wanted to price.

"Suddenly Smith's eyes fell on an alligator pocketbook. 'By George,' he said to himself, 'there's Mary's pocketbook.' This was a good time to teach her a lesson. So he picked up the purse and slipped it quietly into his pocket. A moment later Mrs. Smith joined him and they left the store together. Mrs. Smith had evidently not noticed her

loss, for she said nothing about it. As for Smith, he chuckled all the way home. He pictured to himself Mrs. Smith's consternation when she discovered that her purse was gone and already enjoyed, in anticipation, the scene that would follow. After she had had a sufficient fright it was Smith's intention to produce the purse and read Mrs. Smith a little lecture about such carelessness that would do her good.

"Smith thought the lecture over in his mind, and the longer they were away from the store without Mrs. Smith missing her purse the more he felt the need of giving her a little talk on the matter. All the way home Mrs. Smith had nothing to say on the subject nearest to Smith's heart and uppermost in his mind, if a subject can be in two places at one time. Mrs. Smith put off her wraps and hurried into the kitchen to get the evening meal without noticing that her pocketbook was missing. Smith meanwhile had the purse he had picked up closely buttoned up in his coat.

"After the meal had been eaten Mrs. Smith still said nothing about her loss, and Smith could hold in no longer. He slid the pocketbook around where it could be reached easily and enquired blandly:

"'Didn't lose anything to-day, did you, Mary?'"

"'Not that I know of,' said Mrs. Smith, not a bit disturbed.

"'Didn't lay your pocketbook down anywhere, did you?'"

"'Maybe—but what if I did?'"

"'Didn't forget to pick it up again, did you?'"

"'Of course not.'"

"'Maybe you'd better look and see.'"

"Mrs. Smith stepped across the room and picked up her muff. She plunged her hand into it and drew out her alligator pocketbook.

"'Here it is,' she said triumphantly.

"'That was a good one on Smith,' said the book-keeper, "and it goes to prove that monkeying with other people's business, even with good intentions, is not always a success. Smith must have had a giddy time explaining matters to the storekeeper in whose place he did his shoplifting act.'"

Douglas Malloch.

**Notable Victory For Chicago Hardware Dealers.**

The members of the Chicago Retail Hardware Dealers' Association can justly plume themselves on the signal victory their organization won the past week. Some months back the Chicago City Council passed an ordinance assessing a license of \$25 for all dealers selling cartridges and gunpowder. Of course, this license pactly prohibited the sale of these goods by local hardware dealers, as few merchants sold a sufficient quantity to justify the payment of any such fee as this. The matter was taken up by a committee appointed by the Chicago Retail Hardware Dealers' Association, and the hardship wrought by this measure was forcibly presented to the city council by a representative delegation of hardware dealers. As a result of their arguments this ordinance was amended the past week by striking out all reference to cartridges and making the ordinance apply to the sale of gunpowder alone. Of course, it can not be denied that the ordinance as amended is still a hardship to dealers in outlying sections of the city, where there is still a little hunting left, but nearly all dealers are benefited by the amendment as regards cartridges. It is extremely doubtful if the removal of this unjust license could have been

effected had not local dealers had an energetic and influential organization. The benefit each individual member will derive from this action of the local association will amount to far more than the paltry annual dues of this organization.—American Artisan.

**Solved the Tramp Problem.**

"I think I have solved the tramp problem in a perfectly satisfactory way," said the Michigan farmer as the subject was under discussion. "It did no good whatever to put up signs warning them off or to keep a bulldog at the gate. I tried all that, and last spring I made a change. I put up signs for three miles around reading, 'Tramps Please Call at the Baker Farm,' and 'All Tramps Welcomed at Baker's,' and the result is that not over three of them have called. The other day, to show you how it works, a tramp came along and looked things over and said to me: 'Any constables hidden in the barn?'"

"'Not a one,' I replied.

"'How many bulldogs you got?'"

"'None at all.'"

"'Got a lot of springguns or bear traps set about the place?'"

"'Nothing of the kind.'"

"'Has a feller got to do a day's work to get a meal?'"

"'No work at all. You come right in, and I will give you a square meal for nothing, and if you want to stay all night I'll give you the best bed in the house.'"

"He looked at me in a puzzled way for about a minute," continued the farmer, "and then indulged in a wink and said:

"'You can't play that little game on me, old man. This is my sixteenth year on the road.'"

"'But what game?' I asked.

"'Putting poison in the milk and selling our cadavers to a medical college for \$5 apiece. Oh, no, Mr. Baker—not this eve!'"

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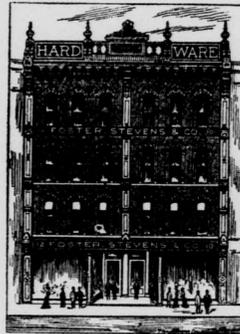
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## Woman's World

Difference Between Old Ideals and New Realities.

Among the most valued of my friends is a charming and accomplished gentleman, whose sole grievance against life is that fate deprived him of the precious privilege of marrying his grandmother. Not literally, of course. That worthy dame has been in her grave these many years, and there are obstacles of time and place even if there were no legal objection to the match, but my friend still cherishes the fond belief that woman's progress has been backward and that the modern woman is but a poor and miserable representative of the female angels who once inhabited the earth.

"I tell you," he is wont to say, when he mounts his hobby, "that the so-called woman question is one of the curses of the day. The mania women have now for deserting comfortable homes and rushing into the cities in search of careers, and to go into business, and—"

"How many women," I interrupt, "have you known, personally, who had a good home, but left it for the delirious excitement of pounding a typewriter all day in a back office or the hilarious fun of standing behind a counter for ten hours on a stretch? Did you ever know any woman who worked who did not have to?"

"And who thereby," he goes on, airily waving my question aside without answering it, "throw away woman's most potent weapon—her clinging dependence on man."

"You can not cling, no matter how adhesive you are, if you have not something to cling to," I interpose, but he does not notice me.

"It is one of the most lamentable mistakes of modern civilization," he continues. "Just think of the modern woman, self-sufficient, independent, crowding man at every turn in the business and professional world, and compare her with our grandmothers, gentle, timid, shrinking women whose whole horizons were bounded by their homes, and who were content to be merely the graceful vine that wreathed itself about the sturdy oak."

"Well," I say, "a vine is not precisely my ideal of what is noblest and best in life. I like something with a little more backbone to it. Besides, I have seen more than one oak choked to death by the vine that clung about it until it smothered it, and pulled it down. And I have seen many a poor vine bereft of its support, and with no strength of its own, lie flat upon the ground to be trampled under foot by the hurrying world."

"Ah," says the man, ignoring my remarks, "that was the type of woman men admired, and women have made the mistake of their lives in getting away from it."

"We have gotten away from it, thank heaven," I reply fervently, "and what is more significant still is that men have gotten away from it, too. You may rail all you please at the modern woman, but you would not stand for the old woman with her faints and her helplessness and her ignorance, one minute now. If your grandmother should come back she would bore you to death. You can not any more go back to the vine type of woman than you can go back to stage coaches and tallow dips, after you get used to automobiles and electric lights. The modern woman is simply a

modern convenience and a labor-saving device we can not get along without."

The beauty about an argument is that nobody is ever convinced, and you can always start fresh every time, and go over the same ground again. The man and I have threshed this subject out dozens of times, I always contending that a woman has just exactly as good a right to make money and enjoy the pleasures and perquisites of life as a man, and he holding that her only aim in life should be to cling to some man. Neither one of us ever change our opinion a particle, but the other day the argument had a rather curious ending.

It chanced that both of us were invited to a studio tea where a lot of the newest new women had gathered. One was a popular actress, another was an expert buyer for a big department store, another was an artist whose pictures sold, another was a physician with a paying practice, while still another was a successful newspaper woman. All were low-voiced, gentle-mannered, refined, cultured and beautifully gowned. The man enjoyed himself. He is bright and witty, and I could see his face flush as his bon mots were caught up and his funny stories made their appeal at every subtle turn to the clever audience that was listening to him and applauding him.

We left the house together and I said, "I felt awfully sorry for you. The new woman is so emphatically your bete noire that it was rather rubbing things in to invite you to such a gathering. There was not a woman there who did not contradict your grandmother theory at every point. The actress ought to have continued to eat the bread of dependence of her unwelcome relatives. She did not. She defied the kinsfolk

who thought she ought to be willing to wear their cast-off clothes and darn the children's stockings and do most of the housework for her board and clothes. She owns an apartment house of her own now. The business woman was left a widow without a dollar and a crippled child to support. She has made things lively for a good many men who wanted the fat job she is holding down. The artist kept the wolf from the door while her husband was writing a book. If the newspaper woman and the doctor had lived fifty years ago, in the halcyon days you are so fond of talking about, they would have been sitting down in some obscure corner, making beds and cooking dinners, when they had anything to cook, and eating their hearts out in envious longing for the good things of life, instead of having them.

"Every one of these women," I continued, "started without a cent. She has made a good living for herself. She has helped others. Best of all she has not been a burden on any poor, overworked father or brother and, if she is not worth as much to the world as your lackadaisical, timid, shrinking vine, I do not know what's what, that's all. Moreover, for the life of me, I can not see why the woman who turns first in the morning to the stock report in the paper is not just as womanly as the one who turns to the 'married and died' column."

But the man only grunted in reply to my words.

A few days after that he came to see me about a poor family we were interested in. It was one of those pathetic cases where the breadwinner dies suddenly, leaving a houseful of helpless women to face the world alone.

"They will have to go to work," I said.

"They can not," he replied, "they do not know anything to do. Why, I do not suppose Mrs. Blank ever decided a question for herself or bought a railroad ticket or checked a trunk in her life. She would not even know how to go about it. She is one of those gentle, timid, clinging little creatures that do not know a bit more about the practical affairs of life than a baby."

"Well, that kind of woman is always so appealing to men," I suggested, maliciously; "it is what they like."

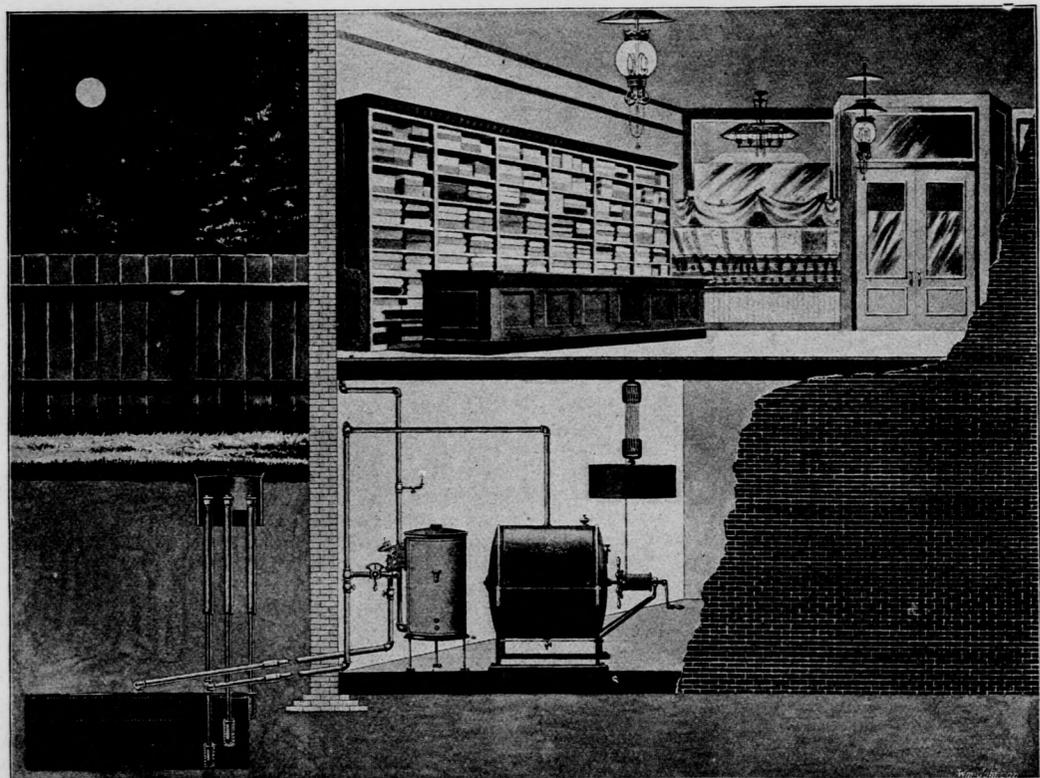
"Don't you believe it," he ejaculated, "it's a confounded nuisance when you are trying to help them. I was up there this morning for two hours trying to explain some business to her, and she did not understand it any more than a blithering idiot. I never saw anybody so unreasonable. How on earth any woman can be so ignorant of the common commercial usages in this day beats me."

"Why don't you marry one of the girls?" I asked. "They are just the sort of women you admire—they do not dabble in stocks or keep up with politics or feel they have a right to vote or desire to compete with men in business, and either one of them would ask nothing better than just to cling to a man through life and let him do her thinking for her."

"Thanks, awfully," he returned, "but when I choose a method of suicide it will be something less painful than being bored to death. Fancy life with a woman who never read and did not know anything!" Then he looked up and our eyes met.

"I am converted," he said, with a

## Michigan Gasoline Gas Machine



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

laugh, "and I am glad I did not marry my grandmother."

"In my library," I said, "I have a pair of beautiful old silver candelabra."

"Yes?" he said, interrogatively.

"And I have had them fitted up with electric bulbs. They are just as picturesque as they ever were," I went on.

"Yes," he said again.

"But they give more light," I added with a smile. Dorothy Dix.

#### Change of Fashion in Penmanship.

If handwriting is an index to character American women are all getting to be exactly alike. Every fashionable woman now writes the angular English hand and others are cultivating it. Good form decrees that paper, ink and wax must be of a certain style and this taken in conjunction with the similarity of penmanship, makes one fashionable woman's letter resemble another's almost exactly.

The angular writing possesses one merit, that of being easily distinguishable. Contrasted with the fine, light, slanting, Italian handwriting that was the fashion for women thirty or forty years ago the writing of the modern woman shows a remarkable change. Even ten or fifteen years ago the school girl who wrote with a heavy black stroke of the pen was considered at fault, while extremely light or delicately shaded Spencerian penmanship was commended as perfect.

But all that is changed nowadays. The blacker the writing the more character it is supposed to possess, just as the sketches of some artists who are lavish with their India ink are rated as strong. Shading has gone out entirely.

It was quite a fad with women of long ago to cross their four and five-page letters of finely traced writing. Such a letter to-day would be undecipherable to modern eyes.

There is no need for the average woman to cross her letters nowadays, as they are as brief as possible. The long, soulful outpourings with pen and ink between women friends are no longer indulged in. It has been said that the art of letter writing has completely died out and that there are no more love letters of the old sort written between betrothed couples.

Even among women the telegraph and the telephone have done much to make letter writing as it used to be practiced considered an out-of-date accomplishment. Most women regard it as a bore to answer letters, and their time is taken up with so many occupations, studies and pleasures that there is little left for the correspondence which used to be one of the joys of the old-fashioned girl's life.

The feminine handwriting most characteristic to-day is that of women in the professions. These women write their own letters, as a rule, and are more accustomed to the pen than their society sisters. The handwriting of the women of the stage is especially interesting as indicated in a collection of autographs.

Women write with much more self-consciousness than men, as a rule. Few men indulge in the space or the ink that women squander on their name. But women write very legibly nowadays, much more so than men. The typewriting machine has saved most men from the necessity of personal letter writing, and there is little of the old-fashioned business handwriting seen that used to be a part of a young man's education in the old days.

Cora Stowell.

#### When the Right Kind of a Man Comes Along.

A tall haughty dame was Elysabyth Smythe, with a face that e'er frosted the hearts

Of the masculine ones who assiduously sought to wound her with love's shining darts;

To all she was cold as a breath from the North, to all she did sing that old song:

"A sister I'll be," till one happy day the right kind of a man came along.

He looked in the eyes of Elysabyth Smythe and he mingled his features with hers,

And as far as we know this once chilly maid did give not a single gold fern:

He wrapped both his arms 'round her willowy waist, and in that she did notice no wrong,

For matters looked different to sweet Lyzzie Smythe when he that was right came along.

Oh, he sipped from her lips the honey of bliss and unjointed the rat in her hair,

And this maid once as cold as a boarding-house room didn't seem to object or to care.

In fact, she did cling to his neck like a leech from night till the rooster's clear song

Jarred her off his lap in the times subsequent when he that was right came along.

To him she was married one day in the spring, and they went for to live in a flat

That contained but two rooms and a back-alley view, but she kicked not a kicket at that.

She was happy as ever a woman could be, bratlets she had quite a throng.

Which all indicates how things brighten up when he that is right comes along.

\* \* \*

All women, regardless of kind or of class, be they as cold as they make 'em and more,

Or be they as proud as a saleslady who yells "cash" in a novelty store—

Some day they will melt as the ice doth in June and change their man-hating song.

At the happiest time in a woman's whole life, when the right kind of a man comes along.

#### Her Bunch of Keys.

Bunches of luck, made up of tiny gold, ivory, coral and silver charms, and for the past year worn by superstitious young women, are regarded a trifle less favorably than formerly. This is because those women who are supposed to display the ruling taste in such matters have taken of late to wearing bunches of keys.

From three to five keys are worn on a ring, and the ring is of gold, silver or a richly-colored alloy of silver and copper. As a rule, the ring is attached to the hook that fastens the wearer's watch to her long neck chain, or it hangs with the silver sidebag.

It is oval, round, wishbone-shaped, triangular or cut in the form of an open trefoil. It is chased, or enameled, or sprinkled with chip diamonds, and the keys upon it are of gold or silver, and very diverse in size and pattern. None of them is more than an inch and a half in length, and they are all the guardians of precious secrets or possessions.

One of these keys opens a leather-covered, velvet-lined, silver-mounted box, that contains its owner's jewelry. This key is especially made to fit a lock of extreme strength and intricacy of de-

sign, and somewhere on the key, usually in the filigree work on the handle, a group of garnets, a pink pebble topaz or a small turquoise is set.

Another tiny silver affair turns the equally small, but, nevertheless, exceedingly stout, lock of a morocco or Russia leather bound portfolio; and a third—this always a wee key of gold—secures a metal and leather band that goes all the way around the fair one's diary.

Now, as a rule, on a well-equipped ring there is a fourth key, which is most of the time discreetly turned on that small drawer of the dressing table in which divers little pots of perfumed pomade, bottles of tinted liquids, adjustable ringlets, precious perfumes, etc., are stowed away.

A fifth key of gold, decorated at the top with a crown of seed pearls and chased with a pretty design was de-

scribed by the girl who first wore one of these rings as the key to her heart. The young man who was deeply impressed by the delicacy of this sentiment, and who rather openly hinted at his ambition to make practical use of this key, was recently disgusted a little later to find that it was the means of unfastening the tiny padlock that held the bull pup's collar in place.

#### Too Much Water.

"Here's a temperance lecture in a nutshell," said the good woman, and she read aloud: "While under the influence of liquor, John Williams fell into the river yesterday and was drowned."

"My dear woman," replied her unregenerate husband, "that merely shows the evil effect of too much water after one's whisky."

# BOUR'S COFFEES MAKE BUSINESS

# 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.

### Clerks' Corner.

Was Penny Wise and Pound Foolish.  
Written for the Tradesman.

Several years ago the proprietor of the general store at Haw Patch Center found his match. For years he had been preaching the gospel of waste and invariably depended upon his clerks for illustration. "This idea of poverty," he was wont to say, "is merely a matter of choice. It depends upon the feller and time. Fix that to ten years and it's settled. Ten years is long enough to get well off in and double it settles the question of Dives or Lazarus.

"Jim Carns was one example. That fellow would do up sugar and there'd be sugar from one end of the store to the other. Call attention to it and there'd be an earthquake right on the spot. Bill Williams' weakness lay in string. That fellow would stand and wind twine around a package of peanuts until you couldn't see the paper. I took a paper of nutmegs after he'd tied it up one day and that package, about half the size of your fist, had two yards and a half of string around it, actual measure. He went. Then came Hank Hendrick. He was a genuine all-round man. The boys called him the generous feller that ever walked on two legs. His strong point was—everything, especially cigars. He scattered 'em right and left and during his fortnight the profits on cigars dropped off 50 per cent. Funny how generous a man can be with another person's property!

"But the capsheaf of that business was Rex King. He doubled up everybody I'd had before him—or since, by gum! Rex, with his other virtues, liked sweet things. Most folks have a sweet tooth—Rex had three. I fixed him all right! I like to think about him, because I got even with him. Good, likely feller, clean and wholesome to have around, good disposition and all that sort of thing, but heavens! how he would eat sugar. I thought, 'long at first, that I'd fill him up and that would be the end of it. There was where I fell down. The second week, I kept track of things, and when I went home I says to my wife, I says, 'I'm sorry's I can be, Mary Jane, but we've got to have a boarder for a spell. We've been running behind hand on account of Rex's liking sugar so well, and soon's we get ketched up we'll let him go. There's where I had him. He et so much truck in the store that it didn't cost nothin' to keep him to our house and we got ketched up in a fortnight. That was the last of him."

Clerks came and clerks went, but all of them were failures from the wasteful point of view and finally Haw Patch Center was curious to know how long it would be before Mitt Wiggins betrayed his weak place and turned his back on the village. Grimes himself was always a little nervous at first when a new clerk came. Sugar and string were his tender places and he always breathed freely when those facts were safely settled. So it was with something equivalent to gratitude when Mitt did up a package of sugar and didn't throw his head back and toss a palmful into his mouth. The young fellow was nimble, and when he tied the package without an inch of string wasted Grimes felt like singing, "Hallelujah!" He had found the man he had been hunting for all these years, and he went home early to tell of his great good fortune.

All that day and all the next he kept the busy clerk in sight and every mo-

ment increased his admiration. There wasn't a single thing to find fault with. Mitt shook the ashes and nothing but ashes was thrown away. He even saved what sweepings were combustible. He was careful to give just weight and, while he didn't do much pressing or shaking down, the customer had no reason to complain. He didn't smoke, so Grimes' cigars suffered not and you could have knocked the storekeeper over with a feather when Mitt declared that sugar made him sick.

Things went on thus satisfactorily for a month—the time it usually takes for the clerk to conclude the store belongs to him—and Grimes was surprised to find himself taken in hand: "It's all right, Mr. Grimes, but if you must spill the sugar all over the counter I don't see any sense in your throwing it away. What's the matter of your brushing it into a pan? 'Taint much each time, to be sure, but you keep that up for six months and you'll knock off your profits. Noticed, didn't you, that I scrubbed the scales and oiled the pivots? They were so rusted it took considerable to move 'em. I'll bet a dollar that you've thrown away two dollars' worth of just sugar alone in the last six months. Funny how generous some folks can be and so stupid as to know nothing about it! See here—I can tip these scales with a half a sprinkling—just look at that! Can't be too careful of these little things if you want to get on. I noticed you watching the other day when I was putting up sugar. I'll bet you didn't see how I saved the string—ain't a surer way to save than that. Nine stores out of ten throw away a good per cent. in string. A little practice will get a fellow so that he can tie a mighty short string. Dry goods stores are great places to waste string! I noticed at the house, the other day, how your wife threw the strings into the waste basket. You'd better look out for that. Ought to wind 'em on a ball and use 'em here. If they're tangled bring 'em here and I'll unsnarl 'em. Can get twine enough in a short time to last a day, and that's considerable.

"Noticed 'nother thing, the other day that you'd better stop—'tain't much, but these little things all count. What's the use of dotting your i's and crossing your t's in the books? D' you ever try to see how many dots you can get out of a penful and then calculate how many penfuls there are in the common ten cent bottle of ink? Try it and you won't waste any more ink that way—it's just thrown away. Say dimes instead of ink and there you have it. Now you're not keeping store for the fun of the thing, as I look at it, and I don't believe it's profitable to work and slave and then throw away what you've earned. Do you?"

For two weeks Grimes stood that sort of thing. Then he sent for Rex King, and he never was the man that talked about wasting sugar ever afterwards. King and Mitt met on the train the other day on their way from Chicago and for a windup Wiggins said: "I gave the old fellow a tough one from the word go. I bet I could, and I did. I won the bet anyway and after I left I'll bet Old Grimes spent the first week enjoying the luxury of dotting his i's and crossing his t's without being called to account for it!"

Richard Malcolm Strong.

Every man is bound to aim at the possession of a good character as one of the highest objects of life.

### Things We Sell

Iron pipe, brass rod, steam fittings, electric fixtures, lead pipe, brass wire, steam boilers, gas fixtures, brass pipe, brass tubing, water heaters, mantels, nicked pipe, brass in sheet, hot air furnaces, fire place goods.

Weatherly & Pulte  
Grand Rapids, Mich.

### For Sale Cheap

1 Engine 16x22.  
1 Cornell & Dayler Box Printer.  
1 Nichols Segment Resaw.  
Several small Cut-off and Rip Saws.  
Shafting and Pulleys.

F. C. Miller.

223 Widdicomb Building, Grand Rapids

### Keep Warm Wear a Fur Coat

We have the best stock  
in the city. Includes

Cub Bear Martin  
Thibet Wave  
Black Melton Galloway Kip  
Buffalo Calf  
and Coon.  
Send for prices.

Sherwood Hall  
Grand Rapids, Michigan

### 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.

### LIGHT! LIGHT!



Long nights are coming. Send in your order for some good lights. The Pentone kind will please you. See that Generator. Never fails to generate.

Pentone Gas Lamp Co.,  
141 Canal St.  
Grand Rapids, Mich.

### Grand Rapids Paper Box Company,

19, 21 and 23 E. Fulton St., corner Campau,  
Grand Rapids, Mich.  
Established 1866.

Now located in their large and commodious new Factory Building—the second largest in the State. Have greatly increased their facilities in all departments. Are prepared to quote lowest prices for best work on all kinds of made up boxes, and all kinds of folding boxes; also make a specialty of all kinds of box labels and die cutting.

### THE NULITE VAPOR GAS LAMPS

For Home, Store and Street.

The Nearest Approach to Sunlight and Almost as Cheap.

ARC ILLUMINATORS 750 CANDLE POWER.  
7 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.

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### RELOUZE SCALE MAKING CO.

CHICAGO MANUFACTURERS OF HOUSEHOLD COUNTER MARKET CANDY POSTAL SCALES SPRING BALANCES ETC.

# Scales

**HEALTH FOODS.**

**The Objections of a Man Who Ran the Gamut.**

Of all the fakes that an all-wise Providence allows to afflict mankind, the most of the "health foods" sold by retail grocers are the worst.

The bigger the fake, the bigger the sale of it, it seems to me. What a vogue these "health" foods have! A grocer told me last week that with him they amounted to a little business in themselves.

Truly, the manufacturers of these things planned their game shrewdly, for when you make a food that can cure disease or which you say can cure disease, you have every hipped man and woman in the world as your prospective customer.

And goodness knows what a lot of 'em there are—people as sound as I am and with a sight more hair—who think they are sick!

The most contagious thing on earth is a book of symptoms for Dr. Poopydoodle's Nervura. The mere reading of it has given hundreds of women nerve trouble.

And as for me, I've often gotten that tired feeling from reading the testimonials in a Hood's Sarsaparilla book.

But to get back to health foods; I'm not talking through my hat about 'em—I know, for I've served my apprenticeship.

I tried a lot of 'em on my wife—heaven forgive me! That faithful woman! I ate 'em, too, but only so she would.

My wife is a graduate from a course in about six "health" foods and she is alive to-day.

Which shows that such things will not kill if stopped soon enough.

The poor girl got a little peaked about a couple of years ago, and the doctor's medicine didn't seem to reach the spot.

One day, in an unlucky moment, my eye fell on the advertisement of a cereal coffee. After reading it through and finding how poisonous coffee was, it flashed upon me that maybe I myself was responsible for my wife's illness. Maybe I had been systematically poisoning her by allowing her to drink coffee. There could be no mistake about it, for the advertisement itself suggested it, and there is nothing more truthful than an advertisement.

I wept in the street car as I thought of my baseness.

My wife loved a good cup of coffee, but that made no difference. That night I broke the news gently but firmly. She must drink no more coffee. I had brought home a package of the cereal

lifesaver, and I gave orders that it should be served the next morning.

"You wouldn't be so mean as that, surely," said my wife, plaintively, when she finally realized the scheme. "You wouldn't steal a poor girl's cup of coffee, would you?"

I dipped in my pocket and got out the circular that had come with the cereal and began to read some of the horrible consequences of drinking coffee.

"Bah!" interrupted my wife; "I'm not going to drink it. That is, not unless you do yourself." She finished triumphantly for she didn't think I would.

As in my secret heart I don't like coffee, I consented to drink the cereal, with diplomatic grudgingness.

Well, for about three weeks, beginning with the next morning, we slopped around in our weak but healthful barley water. I stood it for several days. My wife obediently bolted her cup every morning, but I knew she hated it. I made up my mind, however, that I would hang on as long as she did.

On the eighteenth morning my poor, suffering wife gagged as she swallowed her cup of life saver, and I decided, particularly as I couldn't have gone another cup to save my life, that we would try to worry along henceforth without the antidote. So the next day we recommenced the practice of poisoning ourselves with coffee and have been at it ever since.

Well, my wife still looked a little pale, and the next thing I tried on her was a kind of wheat biscuit that had raised several people from the dead. The circular that I got with this was very impressive—it told exactly why my hair had come out and why I was bow-legged. The reason was, if I remember, that my bones did not contain enough brass—my friends didn't agree with this, however. Anyhow, the biscuit was just the thing my wife needed, and, according to the circular, it was almost certain death to keep her away from it another hour.

That night I took home a pound. My wife eyed the bundle anxiously as I brought it in, the taste of cereal coffee still in her mouth.

"What have you there?" she said faintly, but suspiciously.

I laid the package down.

"My dear," I began, to gain time.

"Now, I am not going to take any more messy health things!" broke in my wife, with unnecessary vehemence, I thought, when I was only bent on saving her life.

"My dear," I began again, "I am convinced—"

"Oh, stop your palavering and come to the point," again interrupted the dear girl. "What awful thing have you got in that package?"

"Wheat biscuit," I answered bravely, "and I'm convinced that it's just the thing you need. Now let me read something in the circular here." She was an unsympathetic auditor, but I read her facts which proved conclusively that the reason she didn't feel well was purely and simply because she hadn't been eating the biscuit. But she only sniffed and refused to taste it when I broke one in two.

I overcame her dislike, however, by promising that I, too, would enter upon the diet, and the next morning we sat glumly at the breakfast table, our usual rolled oats missing, but with one of the boneproducing biscuits before us.

"Isn't it fine?" I said bravely, when I had succeeded, after ten trials, in washing down a big load with half a tumbler of water.

My wife said nothing, but continued to chew her first mouthful resentfully.

Well, we chewed along a few mornings with the biscuit instead of good old rolled oats, but one morning my wife, to my intense satisfaction, put her foot down and swore she would never touch a health biscuit again.

I was accommodating for the second time and gave in. If she hadn't have balked that morning I should, for my very skull was clogged with biscuit.

After that we tried four more "health" foods. They were all, to read the circulars, Godgiven boons to snatch ailing men from early graves. My wife got so she watched fearfully for me at the parlor window. If I had a package she was cold and distant until she found that it wasn't a "health" food.

After using six, meanwhile going without six favorites—but, according to the "health" food circulars, "terribly injurious"—dishes to make room for them, I went out in the kitchen one day, gathered the remnants of the lot together, and cast them with a mighty sweep into the ash pile.

That night we went to the theater, and afterward ate injurious lobster salad until we couldn't see.

The next day my wife and I signed a pledge never to eat another "health food," and the very next day she began to get fat. She weighs fifteen pounds more now than she did then, and I have six hairs on the top of my head where before I only had four.

And nothing in the world has done this but that pledge.—Stroller in Grocery World.

**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.

**L. HIGER & SONS,**  
TOWER BLOCK, GRAND RAPIDS, MICH.

You ought to sell

**LILY WHITE**

"The flour the best cooks use"

**VALLEY CITY MILLING CO.,**  
GRAND RAPIDS, MICH.

**New Silver Leaf Flour**

Absolutely pure.  
Best quality.  
Sold by all up-to-date  
grocers.

**Muskegon Milling Co.,**  
Muskegon, 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.

## SEASONABLE SUGGESTIONS.

Some Things Which Can Be Done When Trade Is Dull.  
Written for the Tradesman.

"To everything there is a season, and a time to every purpose under the heavens," saith the preacher. The season of quiet in most lines of retail business is upon us. No matter how hard he hustles, it is not for any mortal man to change January into December. Christmas comes but once year and, impelled by a common impulse, people "blow themselves." A tightening of purse strings must follow or panic, would ensue. To use these dull days to the best advantage is one secret of success.

In a concern that has many employes and carries a large pay roll the very size of the thing compels the proprietor to keep his help always busy. Otherwise he must expect to wind up his affairs in the bankrupt courts. But stores where the work is done by the "boss" and one or two or three assistants are apt now to go into a semi-torpid state which continues until approaching spring enlivens business. Perhaps the annual inventory is taken early in January. This is done in the most perfunctory manner, after which things settle down. Congenial souls gather in the store, sit around and swap stories with one another and with the storekeeper and his clerks. Such an air of "reposefulness" soon broods over the place that a customer feels that she is actually intruding if she comes in and disturbs it. This feeling is intensified if the clerk who waits upon her is manifestly reluctant to leave off doing nothing in order to attend to her wants. A buyer of delicate sensibilities will avoid committing what she feels to be so great a blunder a second time. Instead, she will go to the place down the street where the moment she enters the door some invisible button seems to be pressed by which the proprietor and the entire clerking force know her presence and are, with one accord, made eager to do her slightest bidding and cater to her merest whim.

A word as to the store loafer whom the merchant warms and entertains. He is never an angel unawares and may prove a demon in disguise. It would be entirely safe for a poor man to offer a prize of \$10,000 for a thoroughly proved-up case where a lot of loafers ever did a storekeeper any good. He would never be called upon for the money. Wonderfully shrewd observers and keen, relentless critics are some of these dry-goods-box philosophers. Secrets leak out. Facts about the business which should be known to the owner alone are on everybody's tongue. Paradoxical as it may seem, the very business management that makes the loafer's presence a possibility is apt to come in for a large share of his most pungent criticism when he is outside. Loafers drive away ten times as much business as they ever bring. This is the conclusion of the whole matter.

Let it not be inferred that the hard-working merchant should take no recreation. All work and no play makes Jack a dull boy, and there is such a thing as keeping too everlastingly at it ever to bring success. The dealer who finds himself jaded and worn should get away for a few days for a pleasure trip or he should take some sleighrides with his wife and children or in some other way forget his business for a little time and recruit his flagging energies. Nor should he omit letting his clerks have

some extra days off and evenings away. They will work all the better for it.

And now as to how spare time shall be employed to greatest profit. In times of peace prepare for war. Below is a list enumerating a few things, most of which need doing in every small establishment and in many large ones:

1. Clean up and clear up. If it never has been done before, if it never shall be done again, now for once get things into a state of cleanliness and order. Wipe the dust off the shelves. Scrub the floors. Change the displays and get everything to looking its best. A good cleaning-up alone would serve to bring a lot of people into some stores. They would come to find out if the business had not changed hands and if there was not to be a closing-out sale or something.

2. Go over the entire store and select all dead stock and shelf-worn, slightly damaged or out-of-style goods. Get all these into conspicuous display at prices that will move them. Some goods will be found that are not selling because they are hidden away where no buyer ever sees them. The clerks hate to mention them, because they are so much bother to get at. Place such items more favorably.

3. Make little repairs. A screw here, a nail there, a cleat or bracket over yonder are needed. If you can afford a full equipment of the latest and best store furniture and fixtures, well and good. If not, any one who is handy with saw and hammer can make very neat and serviceable display racks, bins, drawers and cases for goods at a small expense.

4. Train your assistants. In busy times it is necessary that every one go ahead and accomplish all possible. Then it is not wise nor best to mention every failing that is noticed. When a man is "dead-tired" working for you he does not take it kindly to have his shortcomings thrown at him, particularly if his superior is himself too weary to use any tact or consideration. But if, at a suitable time and in a proper manner, attention is called to any remissness on his part, a clerk who is worth keeping will make due effort to correct his failings. At all times give praise as heartily and freely as possible and censure only sparingly.

5. When customers are not numerous, see that every one is greeted cordially—by name when this is possible—and is treated with especial courtesy. People from the country will enjoy a chat with the proprietor. For instance, there is Mrs. Wilkinson from out at Judd's Corners. She is in to-day, the first time since just before Christmas. You spoke with her then and enquired after the family. With great consideration for your time in such a rush, she gave the briefest possible health bulletin, saying only that all her children had been having both measles and whooping cough. You will now bring the subject up and get the particulars.

6. If credit is given, doubtless there are collections you should make, or alas! attempt to make. Sum up the whole amount you have standing out and if it is larger than it should be, take measures to lessen it. If you are trusting out goods at all, you probably are giving credit to too many people and in many instances waiting too long for your pay.

7. Finally, take time to put some of your best thought into your business. Consider its drift and tendencies, what parts are paying you and what you are running at a loss. You will plan to expand one portion, retrench another. Improve your system. Without constant modifications you speedily become a Quillo.

This  
is the way  
the  
business  
grows

**Kennedy's  
Oysterettes**

**Kennedy's  
Oysterettes**

**Kennedy's  
Oysterettes**

NATIONAL BISCUIT COMPANY

WORLD'S BEST

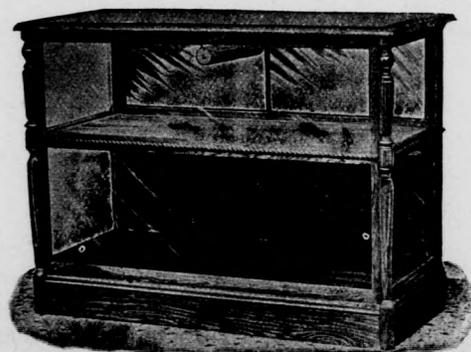
**S.C.W.**

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

## Grand Rapids Fixtures Co.

One of our  
Leaders  
in  
Cigar  
Cases

Write us  
for  
Catalogue  
and  
Prices



No. 52 Cigar Case

Corner Bartlett and South Ionia Streets, Grand Rapids, Michigan

Shipped  
Knocked  
Down

Takes  
First Class  
Freight  
Rate

## Commercial Travelers

### Michigan Knights of the Grip

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

### FORMAL TRANSFER

Of Official Duties and Responsibilities to New Hands.

From Battle Creek Journal, Jan. 25.

One of the pleasing social functions of the season occurred at the handsome parlors of the Post Tavern last evening, a reception extended by the citizens under the auspices of the local branch of the Knights of the Grip to the members of the State Board of Directors, who are holding an important meeting in this city, closing up the affairs of the past year and inducting the new officers into the duties they have been called upon to fill.

Following introductions and a short social session, C. S. Kelsey, of the local post and a veteran member of the order, called the assembly to order, and a delightful programme of short speeches and vocal and instrumental music was carried out, closing with a most delectable luncheon, served in the parlors by Mine Host Clark.

Following is the literary programme: Address of welcome, C. S. Kelsey, Response, John A. Weston, Lansing. Soprano solo, Mrs. L. W. Macomber. The Ladies. A. W. Stitt, Jackson. The K. of G., Manley Jones, Grand Rapids.

Piano solo, Miss Louise Crispell. Contralto solo, Miss Mabel Dye. Informal speeches were also responded to by W. S. Powers, L. W. Robinson and Hon. E. W. Moore, of this city, Geo. F. Owen, of Grand Rapids, and Michael Howarn, of Detroit.

After luncheon, Secretary Stitt, of Jackson, by request sang "The Prayer" in a most touching manner, and as an encore gave "On the Banks of the Ohio." Mr. Stitt has a most pleasing voice, and fully met the expectations raised by his introduction by Chairman Kelsey as the "sweet singer of Michigan."

Those in whose honor the reception was given were: Retiring President Geo. F. Owen and wife, Grand Rapids; retiring Secretary A. W. Stitt, wife and daughter, Jackson; President-elect John Weston and wife, Lansing; Secretary-elect M. S. Brown and wife, Saginaw; Mr. and Mrs. James Cook, Jackson; Mr. and Mrs. Schram, Detroit; Manley Jones and wife, Grand Rapids; Charles F. Smith, Saginaw; C. W. Hurd, Flint; Michael Howarn, Detroit.

This forenoon the members of the Board held a business session at the Tavern, while their ladies were shown the city in carriages, under escort of the Ladies' Committee.

At the business session the officers-elect were inducted into office by the retiring officers, and much business pertaining to the order transacted. The death claims were passed upon favorably, the only ones presented, and committees appointed for the ensuing year, as follows:

Finance—Geo. H. Randall, West Bay City; L. J. Koster, Grand Haven; M. H. Howarn, Detroit.

Printing—Chas. W. Hurd, Flint; Manley Jones, Grand Rapids; James Cook, Jackson.

Railroads—J. H. Hammell, Lansing; E. P. Waldron, St. Johns; H. A. Bartlett, Flint.

Legislative—Charles H. Gilkey, Lansing; E. J. Schrieber, Bay City; John A. Hoffman, Kalamazoo.

Hotels—Geo. J. Heinzelman, Grand Rapids; Geo. Dice, Saginaw; Joseph Palmer, Jackson.

Bus and Baggage—John Sonneberg, Saginaw; J. C. Saunders, Lansing; M. Hutchinson, Detroit.

Employment and Relief—Mark S. Brown, Saginaw; C. S. Kelsey, Battle Creek; John B. Hemmeter, Detroit. Chaplain—Frank Gainard, Jackson. Sergeant-at-arms—Samuel Schaffar, Saginaw.

A resolution was unanimously adopted thanking C. S. Kelsey, C. H. Hinman and the ladies of Battle Creek for their hospitality in entertaining the visiting ladies; also the management of the Post Tavern for their many courtesies and kind treatment. The resolution further read: "Never in the history of the Association have we received a more cordial greeting, and we look forward with the greatest anticipation to the pleasant and enjoyable time we will have at our annual meeting in December next in this city."

Most of the visitors left on the afternoon trains for their respective homes.

The next meeting of the Board will be held in Lansing, March 1, and the annual meeting of the Association will be held in Battle Creek, Monday and Tuesday, December 22 and 23.

### Detroit Proposes To Have the 1903 Convention.

Detroit, Jan. 27.—At the regular meeting of Post C, held at the Hotel Cadillac last Saturday evening, the special committee reported on visiting the Hotel Cadillac to see about entertaining the convention in 1902 and found that it would be impossible. The report was accepted and the committee was discharged.

Director Howarn and State Treasurer Schram made a report of the Board meeting at Battle Creek and the splendid condition of the finances of the Association, which caused much enthusiasm.

Notwithstanding the large number present, all unanimously declared that not only must Detroit entertain the convention in 1903, but that Post C must win the prize offered by the Board of Directors to the Post getting the largest percentage of gain in members to the State Association in 1902.

B. D. G. Crotty was unanimously elected First Vice-Chairman, to fill a vacancy.

It was moved and supported that the Secretary be instructed to procure large cards to hang up in hotels, notifying traveling men of the meetings of Post C. It was also resolved that the Secretary send out circulars or cards to all members of the M. K. of G. residing in Detroit to attend our next Post meeting at the Griswold House on Saturday, Feb. 22, to discuss the feasibility of entertaining the convention in 1903; also to devise some means to conduct a contest in getting members to the State Association and Post C.

The Secretary was also instructed to make arrangements for a light lunch after the meeting, as that being Washington's birthday we could celebrate both events in good shape.

A vote of thanks was tendered to the Hotel Cadillac for its kind consideration in donating one of the best rooms in the house for the meeting of Post C.

J. W. Schram, Sec'y.

### DECAY OF THE DRAMA.

The difference between the stage playing of the present day and that of a generation ago is extremely marked.

Formerly, the traveling companies were "barn-stormers," who went the rounds of the towns and villages. In the respectable theaters of the cities, stock companies were maintained, who played during the entire season and became identified with the communities whose inhabitants they amused and entertained. Such companies were generally made up of capable players, who knew and produced all the standard dramas of the English schools. When such stars as Forest, Davenport, Brooke, Charlotte Cushman, Laura Keane, and even Adelaide Neilson, visited the various cities, they only brought, for the most important of their supporters, one or two persons, while they depended for the greatest part upon the excellent stock actors of the local companies.

After a time all was changed. The old plays which everybody knew went out of vogue, and ambitious persons had each a single play expressly constructed for himself or herself to show off real or supposed talents or charms, and as the stock companies at the various theaters did not know these new-fangled constructions, it became necessary for each real or supposed star to travel with a special company. In time this practice drove out the stock companies, and everything was done with traveling troupes.

Thus the works of the great dramatic poets went out of use, those of Shakspeare being only occasionally revived, while all the others were entirely discarded. Poets, save in rare instances, no longer write acting dramas. These are to-day exclusively the work of playwrights who are skilled in gathering the striking points of a plot and in grouping the most interesting incidents and in distributing the characters of some popular modern novel. The result is a construction that will arouse the passions and please the eye. There is no poetic spirit; no eloquence, but only rant; no wit, but only incongruous jokes, and, if other means of attracting attention fail, abundant displays of female hosiery and underwear are the usual resort.

Such plays are only shows. They are advertised with vast pictorial bills, as are circuses, and as they are addressed to the senses, rather than to the mind, they must carry carloads of machinery and properties, and the prices of admission to such shows are enormously increased by an expense which does not add to the merit of the show but only

makes an inferior production presentable.

Occasionally a really poetic and artistic drama is given to the American people in some Shakespearian revival, or in the productions of Sardou and Rostand. All the rest is a mere fabrication to please the senses only. It is so corrupting public taste that people are coming to be able no longer to endure the masterpieces of the dramatic poets or, in the domain of music, dramatic grand opera.

### Gripsack Brigade.

Kalamazoo Gazette: H. W. Grutsch, of this city, has been appointed to take charge of this section of the State in the interest of the McCormick Harvester Co., to succeed William Gibson, of Three Rivers.

Hudson Gazette: L. C. Pixley, who has for the past six years represented the interests of R. A. Bartley, of Toledo, as traveling salesman, has severed his connection with that house to accept a similar position with Crowley Brothers, of Detroit.

H. E. Skillman, who has covered Central Michigan the past three years for Studley & Barclay, has engaged to cover Eastern Michigan for the Cappon & Bertsch Leather Co., succeeding Geo. F. Fisk, who retires to engage in other business.

Kalamazoo Gazette-News: J. L. Sternfield, of this city, has secured the position of foreign agent for the Gould Manufacturing Co., of Seneca Falls, New York. He will assume his duties on March 1 and will first start on a tour of Germany. His line will consist of steam pumps and plumbers' supplies.

"Commercial season tickets" are issued in Switzerland to properly accredited commercial travelers, enabling them to travel as often as they please over all of the Swiss railway lines. The charges for such unlimited service are absurdly low—£4 10s for first class and £3 for second class for a period of thirty days.

Cornelius Crawford is walking on air this week by reason of his having in his possession a draft for \$2,000, which he accepted in exchange for his latest protegee in the equine line, Queen Exum. The purchaser is Jered O'Neill, of Boston, who took the mare home with him on the same train. The expressage on the animal was \$75.

## The Warwick

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

A. B. GARDNER, Manager.

## THE CHEAPEST AND BRIGHTEST LIGHT

INSIDE ARC LIGHT  
1000 CANDLE POWER  
3/8¢ PER HOUR

SINGLE INSIDE LIGHT  
500 CANDLE POWER  
1/2¢ PER HOUR

OUTDOOR ARC LIGHT  
1000 CANDLE POWER  
3/8¢ PER HOUR

Simple and durable. A child can operate it.  
Call or write for particulars.

**SAFETY GASLIGHT CO., Chicago, Ill.**  
72 La Salle Avenue,  
Manufacturers of Gasoline Lighting Systems.  
AGENTS WANTED

## 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. MUTR, 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. MUTR, Grand Rapids.  
Secretary—J. W. SERLEY, Detroit.  
Treasurer—D. A. HAGENS, Monroe.

### Some Drug Store Advertising Which Does Not Pay.

Written for the Tradesman.

It has long been a much-discussed question whether a druggist can advertise without loss of prestige. Perhaps this uncertainty as to the ethics involved in this question arises from the indefiniteness as to the druggist's status. Is the druggist a professional man or merely a merchant? It is against all professional ethics to advertise. The merchant of to-day, in order to keep abreast of his competitors, must advertise.

Every human being likes to feel in the innermost man that he is a little different from his neighbor. Perhaps it is only a shade, but still each one likes to feel that a gradation does actually exist. It is this very feeling which makes the pharmacist's "middling" position so unenviable.

The professions, for some unfathomable reason, have for decades ranked above the trades, and so the druggist quibbles with himself in regard to the ethical side of advertising. He says to himself, "If I advertise, I lose caste, I'm no longer a professional man; but if I don't advertise as the merchant does, I lose trade." In this age of commercialism, to lose caste is nothing to losing customers.

Unless a man has a competence outside of his drug business and can therefore afford to conduct an "ethical" pharmacy, and not an ordinary drug store wherein commodities other than drugs are sold, he must in some way or other bring himself and his wares into public notice. This being a fact, that—whether in a small or large way, poorly or well—every storekeeper must and does advertise, why shouldn't the pharmacist drop the ethical nonsense and see to it that his advertising is done properly?

The advertising of drug store wares is comparatively new. The druggist is but a prentice hand at the business. The sooner the inexperienced one recognizes his limitations and calls in the aid of those who know, the sooner will he get results.

The adsmith, the sidewalk artist and the bill-board man will each have a special method to suggest and each one will guarantee that success will come by listening to his counsel; but successful advertising, like charity, begins at home. First and foremost, more than any other merchant, the druggist needs a good location. Next to that, as an advertisement is a good window display. For some unknown reason, druggists do not seem particular adepts at arranging windows.

A scheme for an attractive window display needs one central idea carried to completion. A heterogeneous collection, no matter how skillfully arranged,

is confusing to the eye and defeats its own end, for it fails to call attention to any one article. To produce a well-balanced display it is not essential that but one kind of article be displayed, but if articles of different kinds are combined, they should bear a distinct relation to each other.

Timeliness is also a great factor in gaining satisfactory results. A merchant desirous of selling a certain line of goods pushes them, but if he be wise it is done in season.

Last spring, on a warm day, a certain druggist filled his window with odds and ends of chamois-lined vests, chest protectors, etc. The incongruity of the day and the display struck the observer instantly. An enquiry as to why the proprietor had arranged these goods at such a time brought forth the reason. The warm weather reminded the man that summer was coming and he disliked to carry the goods over to another season. His thought came too late. That particular line of goods should have been pushed two months earlier.

After seeing that display, it was not surprising to see a distinctly summer trim in that same window when the mercury was hovering around zero—"Grape juice, a cool and refreshing drink"—when something hot was the only thing which held any interest for the shivering crowds who passed the window. This man's window displays are a succession of bad breaks. Few pharmacists are so much in need of first aids to the helpless as he. The idea of grasping an opportunity and making it profitable has never hit him.

Detroit is peculiarly kind in its reception of fads. Anything labeled "New" is welcomed with eager arms, be it a new tint for decorating china or a new religious thought. All are equally and enthusiastically welcomed for a time.

It isn't very often that these fad waves disturb the druggist's serenity, but the very latest has struck him hard. Its originator is a man with a distinctly new system of physical culture. His creed is that any disease can be cured by proper circulation of the blood. The proper circulation is, of course, secured by his system of bathing, breathing and exercising. To the professor and his devotees, the word medicine is most noisome.

Fortunately for the professor and his theories, Detroit was enjoying a season of excellent health at the time of his arrival and was very ready to hear the many things he had to say against medicine. They did not need it, so away with it, for the time being.

One druggist said: "No, we aren't doing much these days, but just wait a week or so until all these people get sick from taking off their flannels and taking cold plunges and all the other fool things. They will be sick and howl for medicine. We can wait."

But another one said: "Yes, drugs are way below par now, but I can afford to wait. If I can't sell 'em medicine, why I'll catch 'em with these," and he pointed to an attractive window which had been arranged so as to cater to the professor's ideas. Bathing and rubbing were his especial hobbies. In this window, well displayed, were all sizes of bath sponges, brushes, mitts, Turkish towels, sea salt, soap, etc., and a card read, "Prof. — recommends a cold plunge, but says it should be followed by friction."

"I expect it won't be long before cough mixtures and kindred remedies will be popular, but now people don't want

'em. Show the people you have what they want and they'll buy every time."

G. Holt.

Detroit, Mich.

### Filling Capsules at the Prescription Counter.

Considerable variation seems to exist among pharmacists in their methods of filling capsules ordered on prescription, and much discussion arises as to the most accurate system to be followed, and the one which shall best combine neatness with compactness. The writer has compounded prescriptions in many parts of the Union, especially in New York and Brooklyn, and the surrounding cities in New York and New Jersey as well as in Washington, D. C., and has noticed that none of the methods used in the various sections can be commended for satisfactory results.

In the Northern cities the universal practice appears to be to make a mass of everything prescribed to be dispensed in capsules, and where the exception is the case the dry powder is laid out on the counter in little piles to the number required, the amount in each pile depending on the judgment of the dispenser. If a certain pile does not appear to compare uniformly with the sizes of the other piles, more or less is taken off or added to it from the other allotments.

There is not the slightest element of accuracy in this method, as a careful experiment will show a variation of one or two grains in the heaps. Moreover, to fill a capsule in using this method requires the use of a spatula to force the ingredients into the receptacle. Uniformity of pressure is not secured, and the practice can not be commended for neatness.

A method more nearly securing uniformity of weight is used in the Southern cities, and although described and illustrated in standard works of pharmacy excites no little surprise and comment when observed by our Northern brethren. This method consists simply in placing the powder on a smooth slab and shaping it with a long spatula to a longitudinal pile with vertical sides, and then, by means of the edge of the spatula, dividing it off into the required portions. In the question of filling the capsules, however, the objections to the first mentioned process apply equally to this.

The writer has found by careful and long experiment that the easiest way is the best, which is as follows: First moisten the whole amount of powder slightly with water or glycerin to facilitate compression, and, after applying the body of the capsule successively upon the powder until filled, carefully weigh each finished capsule, taking out or adding more powder as required. The powder on the slab should be pressed down flat with considerable pressure by the spatula from time to time as the filling progresses. By practice you can estimate to a small fraction of a grain the capacity of the various sizes of capsules for different substances. By this method it is possible to compress at least 33½ per cent. more material in a capsule than the estimated capacity as given on the boxes.

The advantages of this simple method are threefold and self-apparent, namely, cleanliness, no part of the powder coming in contact with the fingers; compressibility, a smaller capsule being presented than would otherwise be required; and accuracy, each capsule being weighed, there by acting as a check, preventing and detecting possible errors in dispensing.—A. B. Burrows in Bulletin of Pharmacy.

### Disposition of Pills Upon the Shelf.

The commodious disposition of ready-made pills is a question which often puzzles the ingenuity of the pharmacist. The number of pill combinations is legion, and there is no dearth of firm names. To dispose of a considerable stock of these preparations in a neat, orderly manner, so that one can readily determine the exact whereabouts of a certain one, is a clever maneuver. "In a well regulated New Jersey store," says Joseph F. Hosteley, "I was recently show what would seem to be a very satisfactory arrangement for storing pills, tablets, and tablet triturates. Several drawers in the prescription counter had been reserved for their reception. Each drawer was divided transversely by strips of board into long, narrow compartments. Each compartment accommodated a number of square, wide-mouthed bottles, which in the pill drawers were of the capacity of from one to 500 pills, making a total of about 120 bottles to a drawer. The smaller bottles were apart from the larger ones. The corks of these containers were of a kind which have a circular disk of a hard composition affixed to the top. To the disk of each cork had been pasted a small label indicative of the contents of the container. The name of the manufacturer was indicated by symbols or initials. When a pill is received from the manufacturer or jobber, it is transferred from the original container to the proper bottle in the pill drawer. An alphabetical order of arrangement is observed. This is a system of pill storage which, from its neat and orderly aspect, would impress one very favorably."

### The Drug Market.

Opium—Is steady at unchanged prices.  
Morphine—Is unchanged.  
Quinine—Although at the Amsterdam bark sale prices were reported lower, there has been no change by the manufacturers in the price of quinine.  
Salicylic Acid and Salicylate Soda—Are steady at the recent decline.  
Cocaine—On account of competition between makers, has declined twice in the last few days.  
Salol—Manufacturers have reduced the price 10c per lb.  
Sassafras Bark—Is in better supply and lower.  
Oil Spearmint—Stocks are small and prices are higher.  
Gum Guaiac—Is in small supply and has advanced.  
Linseed Oil—Is lower, on account of competition. Present high prices for seed would warrant higher prices.

### 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

### 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.

WHOLESALE DRUG PRICE CURRENT

Advanced—Oli Spearmint, Gum Guaiac.  
Declined—Sassafras Bark, Cocaine,

<b>Acidum</b>	Aceticum \$ 60 8	Conium Mac. 65 75	Scilla Co. 50 50
Benzolcum, German. 70 75	Copaba 1 15 1 25	Tolutan 50 50	Prunus virg. 50 50
Boracae 17 17	Cubebae 1 30 1 35	<b>Tinctures</b>	
Carbolcum 24 31	Exechthitos 1 00 1 10	Aconitum Napellis R 60 60	Aconitum Napellis R 60 60
Citricum 43 45	Erigeron 1 00 1 10	Aconitum Napellis R 60 60	Aconitum Napellis R 60 60
Hydrochlor. 3 5	Gaultheria 2 00 2 10	Aloes and Myrrh 60 60	Aloes and Myrrh 60 60
Nitrosum 12 14	Geranium, ounce 2 00 2 10	Arnica 50 50	Arnica 50 50
Oxallcum 12 14	Gossypia, Sem. gal. 50 60	Assafetida 50 50	Assafetida 50 50
Phosphorium, dil. 15 15	Hedeoma 1 65 1 70	Atropa Belladonna 60 60	Atropa Belladonna 60 60
Salicylicum 50 53	Juniper 1 50 2 00	Aurant Cortex 50 50	Aurant Cortex 50 50
Sulphuricum 1 1/2 5	Lavandula 90 2 00	Benzoin 50 50	Benzoin 50 50
Tannicum 1 10 1 20	Limonia 1 15 1 25	Benzoin Co. 50 50	Benzoin Co. 50 50
Tartaricum 38 40	Mentha Piper 2 10 2 20	Barosma 50 50	Barosma 50 50
<b>Ammonia</b>			
Aqua, 16 deg. 40 6	Mentha Virid. 1 60 1 70	Castor 1 00 1 00	Castor 1 00 1 00
Aqua, 20 deg. 60 8	Morhuca, gal. 1 10 1 20	Catechu 50 50	Catechu 50 50
Carbonas 13 15	Myrica 4 00 4 50	Cinchona 50 50	Cinchona 50 50
Chloridum 12 14	Olive 75 3 00	Cinchona Co. 50 50	Cinchona Co. 50 50
<b>Aniline</b>			
Black 2 00 2 25	Picea Liquida 10 12	Columba 50 50	Columba 50 50
Brown 80 1 00	Picea Liquida, gal. 0 35	Cubebae 50 50	Cubebae 50 50
Red 45 50	Ricna 1 00 1 06	Cassia Acutifol. 50 50	Cassia Acutifol. 50 50
Yellow 2 50 3 00	Rosmarini 1 00 1 00	Cassia Acutifol. Co. 50 50	Cassia Acutifol. Co. 50 50
<b>Bacca</b>			
Cubebae, po. 25 22 24	Rose, ounce 6 00 6 50	Cinchona 50 50	Cinchona 50 50
Juniperus 6 8	Succin 40 45	Cinchona Co. 50 50	Cinchona Co. 50 50
Xanthoxylium 1 70 1 75	Sabina 90 1 00	Columba 50 50	Columba 50 50
<b>Balsamum</b>			
Copaba 50 55	Santal 2 75 7 00	Cubebae 50 50	Cubebae 50 50
Ferri 2 50	Sassafras 55 60	Cassia Acutifol. 50 50	Cassia Acutifol. 50 50
Terabin, Canada 60 65	Sinapis, ess., ounce 6 65	Cassia Acutifol. Co. 50 50	Cassia Acutifol. Co. 50 50
Tolutan 45 50	Tigil 1 50 1 60	Digitalis 50 50	Digitalis 50 50
<b>Cortex</b>			
Abies, Canadian 18 18	Thyme 40 50	Ferri Chloridum 35 35	Ferri Chloridum 35 35
Cassia 12 12	Thyme, opt. 1 60	Gentian 50 50	Gentian 50 50
Cinchona Flava 18 18	Theobromas 15 20	Gentian Co. 50 50	Gentian Co. 50 50
Euonymus atropurp. 30 30	<b>Potassium</b>		
Myrica Cerifera, po. 18 18	Bi-Carb 15 18	Bichromate 13 15	Bichromate 13 15
Prunus Virgini 18 18	Bromide 52 57	Carb 12 15	Carb 12 15
Quillaja, gr'd 12 12	Carb. po. 17 19	Cyanide 34 38	Cyanide 34 38
Sassafras, po. 15 18	Iodide 2 30 2 40	Potassa, Bitart. pure 28 30	Potassa, Bitart. pure 28 30
Ulmus, po. 15, gr'd 18 18	Potassa, Bitart. com. 7 15	Potass Nitras, opt. 7 10	Potass Nitras, opt. 7 10
<b>Extractum</b>			
Glycyrrhiza Glabra 24 25	Prunus Nitras 6 8	Prunus Nitras 6 8	Prunus Nitras 6 8
Glycyrrhiza, po. 23 23	Theobromas 15 20	Sulphate po. 15, gr'd 18 18	Sulphate po. 15, gr'd 18 18
Hematox, 15 lb. box 11 12	<b>Radix</b>		
Hematox, 1s. 13 14	Aconitum 20 25	Altha 30 33	Altha 30 33
Hematox, 1/4s. 14 15	Anchusa 10 12	Arum po. 2 25	Arum po. 2 25
Hematox, 1/8s. 16 17	Calamus 20 40	Calamus 20 40	Calamus 20 40
<b>Ferru</b>			
Carbonate Precip. 15 15	Gentiana, po. 15 12	Glycyrrhiza, pv. 15 16	Glycyrrhiza, pv. 15 16
Citrate and Quina 2 25	Glycyrrhiza, po. 15 16	Hydrastis Canad. 8 8	Hydrastis Canad. 8 8
Citrate Soluble 7 7	Hydrastis Canad. 8 8	Hellebore, Alba, po. 12 15	Hellebore, Alba, po. 12 15
Ferrocyanidum Sol. 40 40	Inula, po. 18 22	Ipeca, po. 3 60 3 75	Ipeca, po. 3 60 3 75
Sulphate, com'l. 2 2	Iris plox. po. 35 38	Jalapa, pr. 25 30	Jalapa, pr. 25 30
Sulphate, com'l. by 80 80	Maranta, 1/4s. 25 30	Podophyllum, po. 25 30	Podophyllum, po. 25 30
Sulphate, pure 7 7	Rhei 75 1 00	Rhei, cut. 75 1 00	Rhei, cut. 75 1 00
<b>Flora</b>			
Arnica 15 18	Rhei, pv. 75 1 35	Spigella 35 38	Spigella 35 38
Anthemils 22 25	Sanguinaria, po. 15 50	Sanguinaria, po. 15 50	Sanguinaria, po. 15 50
Matricaria 30 35	Senega 60 65	Smilax, officinalis H. 50 55	Smilax, officinalis H. 50 55
<b>Folia</b>			
Barosma 36 38	Scilla 10 12	Scilla 10 12	Scilla 10 12
Cassia Acutifol. 20 25	Symplocarpus, Foetidus, po. 2 25	Valeriana, Eng. po. 30 15	Valeriana, Eng. po. 30 15
Cassia, Acutifol. AIX. 25 30	Valeriana, German. 15 20	Zingiber a. 14 16	Zingiber a. 14 16
Salvia officinalis, 1/4s and 1/8s 12 20	Zingiber j. 25 27	<b>Semen</b>	
Uva Ursi 8 10	Anslum, po. 18 15		
<b>Gummi</b>			
Acacia, 1st picked 65 65	Apium (graveleons). 13 15	Bird, is. 4 6	Bird, is. 4 6
Acacia, 2d picked 65 65	Carul 10 11	Chloroform 55 60	Chloroform 55 60
Acacia, 3d picked 65 65	Cardamon 1 25 1 75	Chloral Hyd. scrub 1 40 1 65	Chloral Hyd. scrub 1 40 1 65
Acacia, sifted sorts. 45 65	Coriandrum 45 60	Cannabis Sativa 45 60	Cannabis Sativa 45 60
Aloe, Barb. po. 18 20	Cydonium 75 1 00	Chenopodium 15 16	Chenopodium 15 16
Aloe, Cape po. 15 15	Dipterix Odorate 1 00 1 10	Foeniculum 10 10	Foeniculum 10 10
Aloe, Socotri. po. 40 40	Foeniculum, po. 7 9	Lini 3 1/2 5	Lini 3 1/2 5
Ammoniac 55 60	Lini, gr'd. bbl. 4 3 1/2 5	Lobelia 1 50 1 55	Lobelia 1 50 1 55
Assafetida, po. 40 40	Pharlaris Canarian. 4 4 5	Rapa 4 4 5	Rapa 4 4 5
Benzoinum 50 55	Sinapis Alba 9 10	Sinapis Nigra 11 12	Sinapis Nigra 11 12
Catechu, 1s. 64 69	<b>Spiritus</b>		
Catechu, 1/4s 64 69	Frumentum, W. D. Co. 2 00 2 50	Frumentum, D. F. R. 2 00 2 25	Frumentum, D. F. R. 2 00 2 25
Catechu, 1/8s 64 69	Frumentum 1 25 1 50	Juniperis Co. O. T. 1 65 2 00	Juniperis Co. O. T. 1 65 2 00
Camphora 64 69	Juniperis Co. 1 75 3 50	Saacharum N. E. 1 90 2 10	Saacharum N. E. 1 90 2 10
Euphorbium, po. 35 40	Spt. Vini Gall. 1 75 6 50	Vini Oport. 1 25 2 00	Vini Oport. 1 25 2 00
Galbanum 65 70	Vini Alba 1 25 2 00	<b>Sponges</b>	
Gamboge 65 70	Florida sheeps' wool carriage 2 50 2 75		
Guaiacum, po. 35 40	Nassau sheeps' wool carriage 2 50 2 75	Velvet extra sheeps' wool, carriage 1 50	
Kino, po. 30.75 60 60	Extra yellow sheeps' wool, carriage 1 25	Grass sheeps' wool, carriage 1 00	
Mastic 60 60	Hard, for slate use 75 75	Yellow Reef, for slate use 1 40	
Myrrh, po. 45 40	<b>Syrups</b>		
Opil. po. 4.50 4.70 3 30 3 35	Acacia 50 50	Aurant Cortex 50 50	Aurant Cortex 50 50
Shellac 35 45	Zingiber 50 50	Ipeacac 50 50	Ipeacac 50 50
Shellac, bleached 40 45	Ferri Iod. 50 50	Rhei Arom. 50 50	Rhei Arom. 50 50
Tragacanth 70 1 00	Smilax Officinalis 50 50	Senega 50 50	Senega 50 50
<b>Herba</b>			
Absinthium, oz. pkg 25 25	<b>Miscellaneous</b>		
Eupatorium, oz. pkg 20 20	Ether, Spts. Nit. F 30 35	Ether, Spts. Nit. 4 F 34 38	Ether, Spts. Nit. 4 F 34 38
Lobelia, oz. pkg 25 25	Alumen 2 1/2 3	Alumen, gro'd. po. 7 40 50	Alumen, gro'd. po. 7 40 50
Majorum, oz. pkg 25 25	Antimon. po. 40 50	Antimon. et Potass T 40 50	Antimon. et Potass T 40 50
Mentha Pip. oz. pkg 23 23	Antipyrin 20 25	Antifebrin 20 20	Antifebrin 20 20
Mentha Vir. oz. pkg 39 39	Argent Nitras, oz. 10 12	Arsenicum 10 12	Arsenicum 10 12
Rue, oz. pkg 22 22	Balm Gilead Buds. 45 50	Bismuth S. N. 1 65 7 9	Bismuth S. N. 1 65 7 9
Tanacetum V. oz. pkg 22 22	Calcium Chlor., 1s. 10 10	Calcium Chlor., 1/4s. 10 12	Calcium Chlor., 1/4s. 10 12
Thymus, V. oz. pkg 25 25	Cantharides, Rus. po. 80 80	Capsic Fructus, af. 15 15	Capsic Fructus, af. 15 15
<b>Magnesia</b>			
Calced, Pat. 55 60	Capsic Fructus, po. 15 15	Caryophyllus, po. 15 14	Caryophyllus, po. 15 14
Carbonate, Pat. 15 20	Cera Alba 50 55	Cera Flava 40 42	Cera Flava 40 42
Carbonate, K. & M. 15 20	Coccus 40 40	Cassia Fructus 40 45	Cassia Fructus 40 45
Carbonate, Jennings 15 20	Centraria 10 10	Cetaceum 45 45	Cetaceum 45 45
<b>Oleum</b>			
Absinthium 7 00 7 20	Chloroform 55 60	Chloroform, squibbs 10 10	Chloroform, squibbs 10 10
Amygdala, Dulc. 35 35	Chloral Hyd. scrub 1 40 1 65	Chondrus 20 25	Chondrus 20 25
Amygdala, Amaræ. 8 00 8 25	Cinchonidine, P. & W 38 48	Cinchonidine, Germ. 38 48	Cinchonidine, Germ. 38 48
Anisi 1 60 1 65	Cocaine 5 05 5 25	Corks, list, dis. pr. et. 75 75	Corks, list, dis. pr. et. 75 75
Aurant Cortex 2 10 2 20	Creosotum 45 45	Creta 2 2	Creta 2 2
Bergamit 2 60 2 75	Creta, prep. 11 11	Creta, precip. 9 11	Creta, precip. 9 11
Caliputi 80 85	Crocus 25 30	Cudbear 24 24	Cudbear 24 24
Caryophylli 75 80	Cupri Sulph. 6 1/2 8	Dextrine 70 10	Dextrine 70 10
Cedar 80 85	Emery, all numbe.s. 8 8	Emery, po. 5 5	Emery, po. 5 5
Chenopadii 80 85	Ergota, po. 90 85 90	Flake White 12 15	Flake White 12 15
Cinnamon 1 15 1 25	Galla 80 9	Gambler 80 9	Gambler 80 9
Citronella 35 40	Gelatin, Cooper 60 60	Gelatin, French 35 60	Gelatin, French 35 60
<b>Acacia</b>			
Acacia 50 50	Glassware, flint, box 75 75	Less than box 70 70	Less than box 70 70
Aurant Cortex 50 50	Glue, brown 11 13	Glue, white 15 25	Glue, white 15 25
Zingiber 50 50	Glycerina 17 1/2 25	Grana Paradisi 25 25	Grana Paradisi 25 25
Ipeacac 50 50	Humulus 25 55	Hydrarg Chlor Mite 1 00	Hydrarg Chlor Mite 1 00
Ferri Iod. 50 50	Hydrarg Chlor Cor. 90 90	Hydrarg Ox Rub'm'ti 1 10	Hydrarg Ox Rub'm'ti 1 10
Rhei Arom. 50 50	Hydrarg Rub'm'ti 1 20	Hydrarg Unguentum 50 60	Hydrarg Unguentum 50 60
Smilax Officinalis 50 50	Hydrargyrum 85 85	Ichthyobolla, Am. 65 70	Ichthyobolla, Am. 65 70
Senega 50 50	Indigo 75 1 00	Iodine, Resubl. 3 40 3 50	Iodine, Resubl. 3 40 3 50
Sella 50 50	Iodoforn 3 60 3 85	Lupulum 50 50	Lupulum 50 50
Sella 50 50	Lycopodium 65 70	Macis 65 75	Macis 65 75
<b>Syrups</b>			
Acacia 50 50	Liquor Arsen et Hydrarg Iod. 25 25	Liquor Potass Arsenit 10 12	Liquor Potass Arsenit 10 12
Aurant Cortex 50 50	Magnesia Sulph. 2 2 3	Magnesia Sulph. bbi 1 1/2 1 1/2	Magnesia Sulph. bbi 1 1/2 1 1/2
Zingiber 50 50	Manna, S. F. 50 50		

Menthol 5 50	Seidlitz Mixture 20 22	Linseed, pure raw... 62 65	
Morphia, S. P. & W. 2 25 2 50	Sinapis 18 18	Linseed, boiled 63 66	
Morphia, S. N. Y. Q. 2 15 2 40	Sinapis, opt 30 30	Neatsfoot, winter str 43 70	
Morphia, Mal. 2 15 2 40	Snuff, Maccaboy, De 41 41	Spirits Turpentine.. 48 53	
Moschus Canton 40 40	Voos 41 41	<b>Paints</b> BBL. LB.	
Myristica, No. 1 65 80	Snuff, Scotch, De Vo's 41 41	Red Venetian 1 1/2 2 1/2	Red Venetian 1 1/2 2 1/2
Nux Vomica...po. 15 10 10	Soda, Boras 30 11	Ochre, yellow Mars 1 1/2 2 1/2	Ochre, yellow Mars 1 1/2 2 1/2
Os Sepia 35 37	Soda, Boras, po. 30 11	Putty, commercial 2 1/2 2 1/2	Putty, commercial 2 1/2 2 1/2
Pepsin Saac, H. & P. D Co 1 00	Soda et Potass Tart. 23 25	Putty, strictly pure 2 1/2 2 1/2	Putty, strictly pure 2 1/2 2 1/2
Piela Liq. N.N. 1/4 gal. doz 2 00	Soda, Carb 1 1/2 2	Vermilion, Prime American 13 15	Vermilion, Prime American 13 15
Piela Liq. quarts 1 00	Soda, Bi-Carb 30 5	Vermilion, English 70 75	Vermilion, English 70 75
Piper Nigra...po. 22 20	Soda, Sulphas 3 1/2 4	Green, Paris 140 18	Green, Paris 140 18
Piper Alba...po. 35 30	Spts. Cologne 2 60	Green, Peninsular 130 16	Green, Peninsular 130 16
Pumbl Acet. 10 12	Spts. Ether Co. 50 55	Lead, red 3 6 1/2	Lead, red 3 6 1/2
Pulvis Ipecac et Opil 1 50	Spts. Myrcia Dom 50 55	Lead, white 6 6 1/2	Lead, white 6 6 1/2
Pyrethrum, boxes H. & P. D. Co., doz 75 75	Spts. Vini Rect. bbl 7 7	Whiting, white Span 90 90	Whiting, white Span 90 90
Pyrethrum, pv. 25 30	Spts. Vini Rect. 10gal 7 7	Whiting, gliders 95 95	Whiting, gliders 95 95
Quassia 20 10	Spts. Vini Rect. 5 gal 7 7	White, Paris, Amer 1 25 1 25	White, Paris, Amer 1 25 1 25
Quinia, S. P. & W. 29 39	Sulphur, Subl. 2 1/2 4	Whiting, Paris, Eng. cliff 1 40 1 40	Whiting, Paris, Eng. cliff 1 40 1 40
Quinia, S. German 29 39	Sulphur, Roll 2 1/2 3 1/2	Universal Prepared 1 10 1 20	Universal Prepared 1 10 1 20
Rubia Tinctorum 12 14	Tamarinds 8 10	<b>Varnishes</b>	
Saccharum Lactis pv 20 22	Terebenth Venice 28 30	No. 1 Turp Coach 1 10 1 20	No. 1 Turp Coach 1 10 1 20
Salacetn 4 50 4 75	Theobromas 60 65	Extra Turp 1 60 1 70	Extra Turp 1 60 1 70
Sanguis Draconis 40 50	Vanilla 9 00 16 00	Coach Body 2 75 3 00	Coach Body 2 75 3 00
Sapo, W 12 14	Zinci Sulph 7 8	No. 1 Turp Furn 1 00 1 10	No. 1 Turp Furn 1 00 1 10
Sapo M 10 12	<b>Oils</b>		
Sapo G 15 15	Whale, winter 70 70	Extra Turk Damar 1 55 1 60	Extra Turk Damar 1 55 1 60
Lard, extra 85 90			
Lard, No. 1 50 55			

# Drugs

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

We are dealers in Paints, Oils and  
Varnishes.

We have a full line of Staple Druggists'  
Sundries.

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

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

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

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

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## Hazeltine & Perkins Drug Co.

### Grand Rapids, Mich.

GROCERY PRICE CURRENT

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

ADVANCED

Sugars
Alaska Salmon

DECLINED

Package Coffee
Corn

Index to Markets

By Columns

Table listing various goods and their prices, organized by columns A through Y. Includes items like Baking Powder, Flour, Sugar, etc.

1

AXLE GREASE

Table listing axle grease products like Aurora, Castor Oil, Diamond, etc.

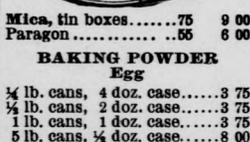


Table listing baking powder products like Mica, Paragon, etc.

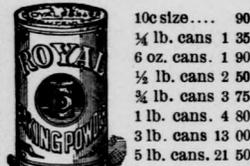


Table listing bath brick products like American, English, etc.



Table listing bluing products like Arctic, etc.

Table listing brooms products like No. 1 Carpet, etc.

Table listing brushes products like Milwaukee Dustless, etc.

Table listing candle products like No. 8, No. 7, etc.

Table listing butter color products like W. R. & Co.'s, etc.

2

CANNED GOODS

Table listing various canned goods like Apples, Beans, Blueberries, etc.

3

Table listing catsup and carbon oils products like Columbia, etc.

Table listing chewing gum products like American Flag, etc.

Table listing chicory products like Bulk, etc.

Table listing chocolate products like German Sweet, etc.

Table listing cocoa products like Vienna Sweet, etc.

Table listing cocoanut products like Dunham's, etc.

Table listing cocoa shells products like 20 lb. bags, etc.

Table listing coffee products like Special Combination, etc.

Table listing Rio products like Common, etc.

Table listing Maracalbo products like Fair, etc.

Table listing Mexican products like Choice, etc.

Table listing Java products like African, etc.

4

Table listing mocha products like Arablan, etc.

Table listing condensed milk products like Gall Borden Eagle, etc.

Table listing crackers products like Seymour, etc.

Table listing oyster products like Faust, etc.

Table listing sweet goods products like Animals, etc.

Table listing oiled honey products like Iced Honey Crumpets, etc.

Table listing lemon wafers products like Lemon Wafers, etc.

Table listing sugar products like Sugar Cake, etc.

Table listing sugar squares products like Sugar Squares, etc.

Table listing sugar products like Tutti Frutti, etc.

Table listing sugar products like Vanilla Wafers, etc.

Table listing sundried apples products like Sundried Apples, etc.

Table listing sundried fruits products like Apricots, etc.

5

Table listing citron products like Leghorn, etc.

Table listing farinaceous goods products like Dried Lima, etc.

Table listing hominy products like Flake, etc.

Table listing pearl barley products like Common, etc.

Table listing grits products like Walsh-DeRoo Co.'s Brand, etc.

Table listing cases products like Cases, 24 2 lb. packages, etc.

Table listing green products like Green, Wisconsin, etc.

Table listing rolled oats products like Rolled Oats, etc.

Table listing sage products like East India, etc.

Table listing tapioca products like Flake, etc.

Table listing wheat products like Cracked, etc.

Table listing vanilla products like Vanilla, etc.

Table listing lemon products like 2 oz. full m., etc.



<b>6</b>	
<b>FRESH MEATS</b>	
<b>Beef</b>	
Carcass.....	5 @ 8 1/2
Forequarters.....	5 @ 6
Hindquarters.....	6 1/2 @ 9
Loins.....	9 @ 14
Ribs.....	8 @ 10
Rounds.....	6 @ 8
Chucks.....	5 @ 6
Plates.....	3 @ 4
<b>Pork</b>	
Dressed.....	@ 7
Loins.....	@ 9 1/2
Boston Butts.....	8 1/2 @ 8 1/2
Shoulders.....	@ 8
Leaf Lard.....	@ 10
<b>Mutton</b>	
Carcass.....	5 1/2 @ 7
Lambs.....	7 @ 8
<b>Veal</b>	
Carcass.....	6 @ 7 1/2
<b>GRAINS AND FLOUR</b>	
<b>Wheat</b>	
Wheat.....	83
<b>Winter Wheat Flour</b>	
Local Brands	
Patents.....	4 85
Second Patent.....	4 35
Straight.....	4 15
Second Straight.....	4 95
Clear.....	3 65
Graham.....	3 30
Buckwheat.....	4 40
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 3/4s.....	4 00
Diamond 1/4s.....	4 00
Worden Grocer Co.'s Brand	
Quaker 1/2s.....	4 20
Quaker 3/4s.....	4 20
Quaker 1/4s.....	4 20
<b>Spring Wheat Flour</b>	
Clark-Jewell-Weiss Co.'s Brand	
Pillsbury's Best 1/2s.....	4 60
Pillsbury's Best 3/4s.....	4 50
Pillsbury's Best 1/4s.....	4 40
Pillsbury's Best 3/4s paper.....	4 40
Pillsbury's Best 1/4s paper.....	4 40
Ball-Barnhart-Putman's Brand	
Duluth Imperial 1/2s.....	4 50
Duluth Imperial 3/4s.....	4 40
Duluth Imperial 1/4s.....	4 30
Lemon & Wheeler Co.'s Brand	
Wingold 1/2s.....	4 50
Wingold 3/4s.....	4 40
Wingold 1/4s.....	4 30
Olney & Judson's Brand	
Ceresota 1/2s.....	4 40
Ceresota 3/4s.....	4 30
Ceresota 1/4s.....	4 20
Worden Grocer Co.'s Brand	
Laurel 1/2s.....	4 60
Laurel 3/4s.....	4 50
Laurel 1/4s.....	4 40
Laurel 1/2s and 1/4s paper.....	4 40
<b>Meat</b>	
Bolted.....	2 70
Granulated.....	2 90
<b>Feed and Millstuffs</b>	
St. Car Feed, screened.....	24 00
No. 1 Corn and Oats.....	24 50
Unbolted Corn Meal.....	23 50
Winter Wheat Bran.....	21 00
Winter Wheat Middlings.....	22 00
Screenings.....	20 00
<b>Oats</b>	
Car lots.....	47
Car lots, clipped.....	51
Less than car lots.....	
<b>Corn</b>	
Corn, car lots.....	66
<b>Hay</b>	
No. 1 Timothy car lots.....	10 00
No. 1 Timothy ton lots.....	12 00
<b>HERBS</b>	
Sage.....	15
Hops.....	15
Laurel Leaves.....	15
Senna Leaves.....	25
<b>INDIGO</b>	
Madras, 5 lb. boxes.....	55
S. F., 2, 3 and 5 lb. boxes.....	50
<b>JELLY</b>	
5 lb. palls, per doz.....	1 75
15 lb. palls.....	37
80 lb. palls.....	68
<b>KRAUT</b>	
Barrel.....	4 75
1/2 Barrel.....	3 25
<b>LICORICE</b>	
Pure.....	30
Calabria.....	23
Stelly.....	14
Root.....	10
<b>LYE</b>	
Condensed, 2 doz.....	1 20
Condensed, 4 doz.....	2 25
<b>MATCHES</b>	
Diamond Match Co.'s brands.	
No. 9 sulphur.....	1 85
Anchor Farlor.....	1 30
No. 2 Home.....	1 30
Export Farlor.....	4 00
Wolvartine.....	1 50
Search Light.....	4 50
Yale Blue.....	3 50
Globe, 3 gross.....	2 85
Bell.....	1 35
Best and Cheapest.....	1 70
<b>MEAT EXTRACTS</b>	
Armour & Co.'s, 2 oz.....	4 45
Liebig's, 2 oz.....	2 75
<b>MOLASSES</b>	
New Orleans	
Fancy Open Kettle.....	40
Choice.....	35
Fair.....	26
Good.....	22
Half-barrels 2c extra	
<b>MUSTARD</b>	
Horse Radish, 1 doz.....	1 75
Horse Radish, 3 doz.....	3 50
Bayle's Celery, 1 doz.....	1 70

<b>7</b>	
<b>OLIVES</b>	
Bulk, 1 gal. kegs.....	1 35
Bulk, 3 gal. kegs.....	1 20
Bulk, 5 gal. kegs.....	1 15
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
<b>PAPER BAGS</b>	
Continental Paper Bag Co.	
Ask your Jobber for them.	
Glory Mayflower	
Satchel & Pacific	
Bottom Square	
1/4.....	28
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
30.....	5 60
<b>Sugar</b>	
Red.....	4 1/2
Gray.....	4 3/4
<b>PICKLES</b>	
Medium	
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
<b>PIPES</b>	
Clay, No. 216.....	1 70
Clay, T. D., full count.....	65
Cob, No. 3.....	85
<b>POTASH</b>	
48 cans in case.	
Babbitt's.....	4 00
Penna Salt Co.'s.....	3 00
<b>PROVISIONS</b>	
Barreled Pork	
Mess.....	@ 16 75
Clear back.....	@ 18 25
Short cut.....	@ 18 50
Pig.....	@ 20 00
Bean.....	@ 17 75
Family Mess.....	@ 17 75
Clear.....	@ 17 80
Dry Salt Meats	
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
Boiled Hams.....	16 @ 16 1/2
Picnic Boiled Hams.....	@ 12
Berlin Ham pr's'd.....	9 @ 9 1/2
Mince Hams.....	9 @ 9 1/2
Lards—in Tierces	
Compound.....	8 1/2
Pure.....	10 1/2
Vegetole.....	8 1/2
60 lb. Tubs, advance.....	1 1/2
80 lb. Tubs, advance.....	1 1/2
50 lb. Tins, advance.....	1 1/2
20 lb. Palls, advance.....	1 1/2
10 lb. Palls, advance.....	1 1/2
5 lb. Palls, advance.....	1 1/2
3 lb. Palls, advance.....	1 1/2
<b>Sausages</b>	
Bologna.....	6
Liver.....	6
Frankfort.....	7 1/2 @ 8 1/2
Pork.....	8 1/2
Blood.....	6
Tongue.....	6
Headcheese.....	6
<b>Beef</b>	
Extra Mess.....	10 25
Boneless.....	11 00
Rump.....	10 75
<b>Pigs' Feet</b>	
1/2 bbls., 40 lbs.....	1 70
1 bbls., lbs.....	7 50
<b>Tripe</b>	
Kits, 15 lbs.....	70
1/2 bbls., 40 lbs.....	1 25
1/2 bbls., 80 lbs.....	2 40
<b>Casings</b>	
Pork.....	23
Beef rounds.....	25
Beef middles.....	12
Sheep.....	65
<b>Butterine</b>	
Solid, dairy.....	@ 14
Rolls, dairy.....	@ 14 1/2
Rolls, creamery.....	17
Solid, creamery.....	16 1/2
<b>Canned Meats</b>	
Corned beef, 2 lb.....	2 50
Corned beef, 14 lb.....	17 50
Roast beef, 2 lb.....	2 50
Potted ham, 1/2s.....	90
Potted ham, 1/4s.....	90
Deviled ham, 1/2s.....	90
Deviled ham, 1/4s.....	90
Potted tongue, 1/2s.....	90
Potted tongue, 1/4s.....	90
<b>SALERATUS</b>	
Packed 60 lbs. in box.	
Church's Arm and Hammer.....	3 15
Deland's.....	3 00
Dwight's Cow.....	3 10
Emblem.....	2 15
L. P.....	3 00
Wyandotte, 100 1/2s.....	3 00

<b>8</b>	
<b>RICE</b>	
Domestic	
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 @
Java, fancy head.....	5 @
Java, No. 1.....	@
Table.....	@
	
Best grade Imported Japan, 3 pound pockets, 33 to the bale..... 6 1/2	
<b>SAL SODA</b>	
Granulated, bbls.....	90
Granulated, 100 lb. cases.....	1 00
Lump, bbls.....	80
Lump, 145 lb. kegs.....	85
<b>SALT</b>	
Buckeye	
100 3 lb. bags.....	3 00
50 6 lb. bags.....	3 00
22 14 lb. bags.....	2 75
In 5 bbl. lots 5 per cent. discount.	
<b>Diamond Crystal</b>	
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, 20 14 lb. bags.....	2 85
Butter, sacks, 28 lbs.....	27
Butter, sacks, 56 lbs.....	67
<b>Common Grades</b>	
100 3 lb. sacks.....	2 25
60 5 lb. sacks.....	2 15
28 10 lb. sacks.....	2 05
56 lb. sacks.....	2 05
28 lb. sacks.....	22
<b>Warsaw</b>	
56 lb. dairy in drill bags.....	40
28 lb. dairy in drill bags.....	20
<b>Ashton</b>	
56 lb. dairy in linen sacks.....	60
<b>Higgins</b>	
56 lb. dairy in linen sacks.....	60
<b>Solar Rock</b>	
56 lb. sacks.....	25
<b>Common</b>	
Granulated Fine.....	85
Medium Fine.....	90
<b>SALT FISH</b>	
Cod	
Georges cured.....	@ 6
Georges genuine.....	@ 6 1/2
Georges selected.....	@ 7
Grand Bank.....	@ 8
Strips or bricks.....	6 1/2 @ 10 1/2
Pollock.....	@ 8 1/2
<b>Halibut</b>	
Strips.....	14
Chunks.....	15 1/2
<b>Trout</b>	
No. 1 100 lbs.....	5 50
No. 1 40 lbs.....	2 50
No. 1 10 lbs.....	70
No. 1 8 lbs.....	59
<b>Mackerel</b>	
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

<b>9</b>	
<b>Herring</b>	
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 65
Scaled.....	14
Bloaters.....	1 50
<b>Whitefish</b>	
No. 1 No. 2 Fam.....	3 50
100 lbs.....	8 00
40 lbs.....	3 50
10 lbs.....	95
8 lbs.....	79
<b>SEEDS</b>	
Anise.....	9
Canary, Smyrna.....	3 1/4
Caraway.....	7 1/4
Cardamon, Malabar.....	1 00
Celery.....	10
Hemp, Russian.....	4
Mixed Bird.....	4
Mustard, white.....	7
Poppy.....	6
Rape.....	4
Cuttle Bone.....	14
<b>SHOE BLACKING</b>	
Handy Box, large.....	2 50
Handy Box, small.....	1 25
Bixby's Royal Polish.....	25
Miller's Crown Polish.....	85
<b>SOAP</b>	
B. T. Babbitt brand—	
Babbitt's Best.....	4 00
Beaver Soap Co. brands	
50 cakes, large size.....	
100 cakes, large size.....	3 25
50 cakes, small size.....	6 50
100 cakes, small size.....	1 95
Bell & Bogart brands.....	3 85
Coal Oil Johnny.....	4 00
King Ole.....	4 00
Detroit Soap Co. brands—	
Queen Anne.....	3 50
Big Bargain.....	1 90
Umpire.....	2 55
German Family.....	2 65
Dingman Soap Co. brand—	
Dingman.....	3 85
N. K. Fairbanks brands—	
Santa Claus.....	3 55
Brown.....	2 22
Fairy.....	4 00
Fels brand—	
Naptha.....	4 00
Gowans & Sons brands—	
Oak Leaf.....	3 50
Oak Leaf, big 5.....	4 15
<b>JAXON</b>	
Single box.....	3 35
5 box lots, delivered.....	3 30
10 box lots, delivered.....	3 25
Johnson Soap Co. brands—	
Silver King.....	3 65
Calumet Family.....	2 75
Scotch Family.....	2 85
Cuba.....	2 85
Ricker's Magnetic.....	3 90
Lautz Bros. brands—	
Big Acme.....	4 25
Acme 5c.....	3 65
Marselles.....	4 00
Master.....	3 70
Proctor & Gamble brands—	
Lenox.....	3 55
Ivory, 6oz.....	4 00
Cloves, 10 oz.....	6 75
Schultz & Co. brand—	
Star.....	3 40
Search-Light Soap Co. brand—	
Search-Light, 100 twin bars.....	3 65
A. B. Wrisley brands—	
Good Cheer.....	3 80
Old Country.....	3 25
<b>Scouring</b>	
Sapallo, kitchen, 3 doz.....	2 40
Sapallo, hand, 3 doz.....	2 40
<b>SODA</b>	
Boxes.....	5 1/2
Kegs, English.....	4 1/2

12

Table with 2 columns: Item Name and Price. Includes items like Palo, Kyo, Hiawatha, Battle Axe, American Eagle, Standard Navy, Spear Head, Nobby Twist, Jolly Tar, Old Honesty, Toddy, J. T., Piper Heldsick, Boot Jack, Jelly Cake, Plumb Bob, Honey Dip Twist, Smoking, Hand Pressed, Ibox, Sweet Core, Flat Car, Great Navy, Warpath, Bamboo, I X L, Honey Dew, Gold Block, Flagman, Chips, Kiln Dried, Duke's Mixture, Myrtle Navy, Yum Yum, Cream, Corn Cake, Corn Cake, Plow Boy, Peerless, Indicator, Col. Choice, Col. Choice.

TABLE SAUCES

LEA & PERRIN'S SAUCE



The Original and Genuine Worcestershire.

Table with 2 columns: Item Name and Price. Includes items like Lea & Perrin's, Halford, Salad Dressing, Twine, Cotton, Kump, Flax, Wool.

TWINE

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

VINEGAR

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

WASHING POWDER

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

Rub-No-More

Table with 2 columns: Item Name and Price. Includes items like Rub-No-More, Pearline, Scourine.

WICKING

Table with 2 columns: Item Name and Price. Includes items like No. 0, No. 1, No. 2, No. 3.

WOODENWARE

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

Butter Plates

Table with 2 columns: Item Name and Price. Includes items like No. 1 Oval, No. 2 Oval, No. 3 Oval, No. 5 Oval.

Egg Crates

Table with 2 columns: Item Name and Price. Includes items like Humpty Dumpty, Unwashed, Unwashed.

Clothes Pins

Table with 2 columns: Item Name and Price. Includes items like Round head, Round head, Mop Sticks, Trojan spring, Eclipse patent spring.

Mop Sticks

Table with 2 columns: Item Name and Price. Includes items like No. 1 common, No. 2 patent brush holder, 12 B. cotton mop heads, Ideal No. 7.

13

Table with 2 columns: Item Name and Price. Includes items like 2-hoop Standard, 3-hoop Standard, 2-wire, Cable, 3-wire, Cable, Cedar, Paper, Fibre.

Toothpicks

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

Tubs

Table with 2 columns: Item Name and Price. Includes items like 20-inch Standard, 18-inch Standard, 20-inch Cable, 18-inch Cable, No. 1 Fibre, No. 2 Fibre, No. 3 Fibre.

Wash Boards

Table with 2 columns: Item Name and Price. Includes items like Bronze Globe, Dewey, Double Acme, Single Acme, Double Peerless, Northern Queen, Double Duplex, Good Luck, Universal.

Wood Bowls

Table with 2 columns: Item Name and Price. Includes items like 11 in. Butter, 13 in. Butter, 15 in. Butter, 17 in. Butter, 19 in. Butter, Assorted 13-15-17, Assorted 15-17-19.

WRAPPING PAPER

Table with 2 columns: Item Name and Price. Includes items like Common Straw, Fiber Manila, Fiber Manila, No. 1 Manila, Cream Manila, Butcher's Manila, Wax Butter, Wax Butter, Wax Butter.

YEAST CAKE

Table with 2 columns: Item Name and Price. Includes items like Magic, Sunlight, Sunlight, Yeast Cream, Yeast Foam, Yeast Foam.

FRESH FISH

Table with 2 columns: Item Name and Price. Includes items like White fish, Trout, Black Bass, Halibut, Cliscoes or Herring, Bluefish, Live Lobster, Botted Lobster, Cod, Haddock, No. 1 Pickerel, Pike, Perch, Smoked White, Red Snapper, Col River Salmon, Mackerel.

Oysters

Table with 2 columns: Item Name and Price. Includes items like Can Oysters, F. H. Counts, F. S. D. Selects, Selects, Bulk Oysters.

HIDES AND PELTS

Table with 2 columns: Item Name and Price. Includes items like Pelts, Lamb, Furs, Beaver, Wild Cat, House Cat, Red Fox, Grey Fox, Cross Fox, Lynx, Muskrat, Mink, Raccoon, Skunk.

Tallow

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

Wool

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

CANDIES

Table with 2 columns: Item Name and Price. Includes items like Standard, Standard H. H., Standard Twist, Cut Leaf, Jumbo, Extra H. H., Boston Cream, Beef Rec.

14

Table with 2 columns: Item Name and Price. Includes items like Grocers, Competition, Special, Conserve, Royal, Ribbon, Broken, Cut Leaf, English Rock, Kindergarten, Bon Ton Cream, French Cream, Dandy Pan, Hand Made Cream, Crystal Cream mix.

Fancy-In Falls

Table with 2 columns: Item Name and Price. Includes items like Champ. Crys. Gums, Pony Hearts, Fairy Cream Squares, Fudge Squares, Peanut Squares, Sugared Peanuts, Salted Peanuts, Starlight Kisses, San Blas Goodies, Lozenges, plain, Lozenges, printed, Choc. Drops, Eclipse Chocolates, Choc. Monumentals, Victoria Chocolate, Gum Drops, Moss Drops, Lemon Sours, Imperials, Ital. Cream Opera, Ital. Cream Bonbons, 20 lb. palls, Molasses Chews, lb. palls, Golden Waffles.

Fancy-In 5 lb. Boxes

Table with 2 columns: Item Name and Price. Includes items like Lemon Sours, Peppermint Drops, Chocolate Drops, H. M. Choc. Drops, H. M. Choc. Lt. and Dk. No. 12, Gum Drops, Licorice Drops, Lozenges, plain, Lozenges, printed, Imperials, Mottos, Cream Bar, Molasses Bar, Hand Made Creams, Cream Buttons, Pep. and Wint., String Rock, Wintergreen Berries.

Caramels

Table with 2 columns: Item Name and Price. Includes items like Clipper, 20 lb. palls, Standard, 20 lb. palls, Perfection, 20 lb. pls, Amazon, Choc Cov'd, Korker 2 for 1c pr bx, Big 3, 3 for 1c pr bx, Dukes, 2 for 1c pr bx, Favorite, 4 for 1c, AA Cream Car's 3lb.

FRUITS

Table with 2 columns: Item Name and Price. Includes items like Florida Russett, Florida Bright, Fancy Nuts, Extra Choice, Late Valencias, Seedlings, Medt. Sweets, Jamalcas, Rodi.

Lemons

Table with 2 columns: Item Name and Price. Includes items like Verdelli, ex fcy 300, Verdelli, fcy 300, Verdelli, ex chco 300, Verdelli, fcy 360, Malori, Lemons, 300, Messinas 300s, Messinas 360s.

Bananas

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

Foreign Dried Fruits

Table with 2 columns: Item Name and Price. Includes items like California, Fancy, Cal. pkg, 10 lb. boxes, Extra Choice, Turk., 10 lb. boxes, Fancy, Tkrr., 12 lb. boxes, Pulled, 6 lb. boxes, Naturals, in bags.

Figs

Table with 2 columns: Item Name and Price. Includes items like Fards in 10 lb. boxes, Fards in 60 lb. cases, Hallowi., lb. cases, new, Sairs, 60 lb. cases.

NUTS

Table with 2 columns: Item Name and Price. Includes items like Almonds, Tarragona, Almonds, Ivica, Almonds, California, soft shelled, Brazilia, Filberta, Walnuts, Green, Walnuts, softshelled, California No. 1, Table Nuts, fancy, Pecans, Med., Pecans, Ex. Large, Pecans, Jumbos, Hickory Nuts per bu., Ohio, new.

Cocanuts

Table with 2 columns: Item Name and Price. Includes items like Cocanuts, full sacks, Chestnuts, Peanuts, Fancy, H. P., Suns, Roasted, Choice, H. P., Extras, Choice, H. P., Extras, Roasted, Span, Shld No. 1 n'w.

15

STONEWARE

Table with 2 columns: Item Name and Price. Includes items like Butters, 1/2 gal., per doz, 1 to 6 gal., per gal., 8 gal. each, 12 gal. each, 15 gal. meat-tubs, each, 20 gal. meat-tubs, each, 25 gal. meat-tubs, each, 30 gal. meat-tubs, each.

Churns

Table with 2 columns: Item Name and Price. Includes items like 2 to 6 gal., per gal., 4 turn Dashers, per doz.

Milkpans

Table with 2 columns: Item Name and Price. Includes items like 1/2 ga. fat or rd. bot., per doz., 1 gal. nat or rd. bot., each.

Fine Glazed Milkpans

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

Stewpans

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

Jugs

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

Sealing Wax

Table with 2 columns: Item Name and Price. Includes items like 5 lbs. in package, per lb.

LAMP BURNERS

Table with 2 columns: Item Name and Price. Includes items like No. 0 Sun, No. 1 Sun, No. 2 Sun, No. 3 Sun, Tubular, Nutmeg.

LAMP CHIMNEYS—Seconds

Table with 2 columns: Item Name and Price. Includes items like No. 0 Sun, No. 1 Sun, No. 2 Sun.

Anchor Carton Chimneys

Table with 2 columns: Item Name and Price. Includes items like Each chimney in corrugated carton, No. 0 Crimp, No. 1 Crimp, No. 2 Crimp.

First Quality

Table with 2 columns: Item Name and Price. Includes items like No. 0 Sun, crimp top, wrapped & lab., No. 1 Sun, crimp top, wrapped & lab., No. 2 Sun, crimp top, wrapped & lab.

XXX Flint

Table with 2 columns: Item Name and Price. Includes items like No. 1 Sun, crimp top, wrapped & lab., No. 2 Sun, crimp top, wrapped & lab., No. 2 Sun, hinge, wrapped & lab.

Pearl Top

Table with 2 columns: Item Name and Price. Includes items like No. 1 Sun, wrapped and labeled, No. 2 Sun, wrapped and labeled, No. 2 hinge, wrapped and labeled, No. 2 Sun, "Small Bulb," for Globe Lamps.

La Bastie

Table with 2 columns: Item Name and Price. Includes items like No. 1 Sun, plain bulb, per doz., No. 2 Sun, plain bulb, per doz., No. 1 Crimp, per doz., No. 2 Crimp, per doz.

Rochester

Table with 2 columns: Item Name and Price. Includes items like No. 1 Lime (65c doz), No. 2 Lime (70c doz), No. 2 Lime (80c doz).

Electric

Table with 2 columns: Item Name and Price. Includes items like No. 2 Lime (70c doz), No. 2 Flint (80c doz).

OIL CANS

Table with 2 columns: Item Name and Price. Includes items like 1 gal. tin cans with spout, per doz., 1 gal. galv. iron with spout, per doz., 2 gal. galv. iron with spout, per doz., 3 gal. galv. iron with spout, per doz., 5 gal. galv. iron with spout, per doz., 3 gal. galv. iron with faucet, per doz., 5 gal. galv. iron with faucet, per doz., 5 gal. filling cans, 700, 5 gal. galv. iron Nacefas.

LANTERNS

Table with 2 columns: Item Name and Price. Includes items like No. 0 Tubular, slide lift, No. 1 B Tubular, No. 15 Tubular, dash, No. 1 Tubular, glass fountain, No. 12 Tubular, side lamp, No. 3 Street lamp, each.

LANTERN GLOBES

Table with 2 columns: Item Name and Price. Includes items like No. 0 Tub., cases 1 doz. each, box, 10c, No. 0 Tub., cases 2 doz. each, box, 15c, No. 0 Tub., bbls 5 doz. each, per bbl., No. 0 Tub., Bull's eye, cases 1 doz. each.

BEST WHITE COTTON WICKS

Table with 2 columns: Item Name and Price. Includes items like Roll contains 32 yards in one piece, No. 0, 3/8-inch wide, per gross or roll, No. 1, 1/2-inch wide, per gross or roll, No. 2, 1 inch wide, per gross or roll, No. 3, 1 1/4 inch wide, per gross or roll.

COUPON BOOKS

Table with 2 columns: Item Name and Price. Includes items like 50 books, any denomination, 100 books, any denomination, 500 books, any denomination, 1,000 books, any denomination, Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.

Coupon Pass Books

Table with 2 columns: Item Name and Price. Includes items like Can be made to represent any denomination from \$10 down, 50 books, 100 books, 500 books, 1,000 books.

Credit Checks

Table with 2 columns: Item Name and Price. Includes items like 500, any one denomination, 1,000, any one denomination, 2,000, any one denomination, Steel punch.

Brown & Sehler

Wholesale Manufacturers of

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

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

West Bridge and Front Sts.
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WE ARE HEADQUARTERS FOR

AUTOMOBILES AND MOTOR CYCLES.



Oldsmobile, \$600.00

This handsome little gasoline carriage is made by one of the oldest and most successful makers of gasoline engines in the world. It is simple, safe, compact, reliable, always ready to go any distance. It is the best Auto on the market for the money.

We also sell the famous "White" steam carriage and the "Thomas" line of Motor Bicycles and Tricycles. Catalogues on application. Correspondence solicited.

ADAMS & HART, 12 W. Bridge St.
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Simple

Account File

Simplest and Most Economical Method of Keeping Petit Accounts

File and 1,000 printed blank bill heads. \$2 75
File and 1,000 specially printed bill heads. 3 00
Printed blank bill heads, per thousand. 1 25
Specially printed bill heads, per thousand. 1 50

Tradesman Company,
Grand Rapids.

PIONEER WORK

Undertaken by the Grand Rapids Retail Grocers' Association.\*

The Grand Rapids Retail Grocers' Association was organized Nov. 3, 1885, in the office of the Michigan Tradesman, which was then located in the old Eagle building, 49 Lyon street. Forty-four grocers were present at the first meeting, including nearly every large dealer in the city. E. J. Herrick was elected President, Cornelius A. Johnson Secretary and B. S. Harris Treasurer. A few weeks later Mr. Johnson retired and your humble servant was elected Secretary, continuing in that capacity for ten years, when he was succeeded by A. J. Elliott, who, in turn, was succeeded by Homer Klap. Mr. Harris served the organization nine consecutive years as Treasurer and Mr. Lehman seven years, leaving records for economy and painstaking service which must be a source of great pride to them as they are gratifying to the members of the Association.

At the second meeting of the new organization, held Nov. 10, 1885, it was decided to encourage the formation of local associations throughout the State, with a view to uniting them for action, and to issue a call for a general meeting to be held at Grand Rapids as soon as twenty associations were formed. This happy result was accomplished within ten months and a call was thereupon issued for a conference of delegates from each association, which was responded to by twenty-seven organized and twenty-six as yet unorganized towns and cities, resulting in the organization of the Michigan Business Men's Association. The meeting was held Sept. 21, 1886, in the hall of the Association on Pearl street and was so well attended and entered upon the work of reform with so much zest and enthusiasm that it was decided to hold a second meeting here, which convened March 15, 1887, being the best attended and most successful meeting of business men ever held in the State. These conventions were held under the auspices of the Grand Rapids Retail Grocers' Association, which entertained the delegates at a banquet on both occasions. Annual meetings of the State Association were subsequently held at Flint, Cheboygan and Muskegon, but in no place was the interest more intense or the business transacted more important than at the Grand Rapids meetings. The State Association made more genuine progress and accomplished more tangible results for the merchants of Michigan than all other associations combined. Foremost among the reforms secured was the enactment of a statute providing for an insurance policy commission and the establishment of a uniform fire insurance policy, which was a great improvement over the varying and conflicting policies formerly in use. This result was accomplished largely through the efforts of the late N. A. Fletcher, of this city, who was retained by the organization and directed the work from start to finish. Instead of being represented at Lansing by an inexperienced individual, who would be quite likely to embarrass his constituents by senseless controversies and personal differences, the organization pursued the broader and better plan of employing the best and most experienced talent at its command.

The clean record and remarkable accomplishments of this Association are

\*Response by E. A. Stowe at fourth annual banquet Grand Rapids Retail Grocers' Association.

particularly gratifying to the Grand Rapids Retail Grocers' Association, because it issued the call for the initial meeting, entertained the delegates on two occasions and paid its per capita tax to the general organization so long as it maintained an active existence.

With the subsequent history of the Grand Rapids Retail Grocers' Association most of those present are more or less familiar. The organization has had its full measure of ups and downs—joys and sorrows—victories and defeats. Its executive officers have included Englishmen, Irishmen, Germans, Hollanders and Americans, nearly every nationality represented in the grocery business having taken a turn at the crank. So long as the organization has pursued a conservative and conciliatory policy it has made friends and accomplished results. When, on rare occasions, it has departed from the paths of peace and alienated its old-time friends and supporters it has paid the penalty we all must suffer for listening to false prophets and following unscrupulous and irresponsible leaders.

It is probably true that ideals exist in the imagination only. Certain it is that the ideal association has never yet been organized, because it has to deal with men as they are—not as they would be under ideal conditions. Yet it is a favorite belief of mine that, even under existing conditions, an organization can be perfected which will still further raise the standard of the grocery business and elevate the character of those engaged in the grocery trade. The first lesson to be learned in this connection is that there is no strength—using the word in its best sense—in the power of numbers; that quality and not quantity controls the working forces of this world; that an organization of fifty men every one of whom is thoroughly in earnest and imbued with the necessity of banishing all narrowness and selfishness is capable of accomplishing reforms which a body of 500 men who view the Association simply as a means to an end can never carry into successful execution.

Oliver Wendell Holmes once remarked that "One-half of the men do the work of this world, while the other half sit back and wonder why it was not done the other way." I often think of this observation in connection with association work, in which one-tenth of the members attend the meetings and take part in the proceedings, while the nine-tenths who remain away grumble and growl and wonder why the association does not "do something."

Archimedes is reported to have remarked: "Give me a place on which to stand and I will lift the world." Give me fifty of the best grocers in any town who will put up \$100 forfeit to attend every meeting of the Association for a year, to take part in every discussion and live up to every agreement entered into, and I will show you a town where the grocery trade has been completely revolutionized, where the business has been raised to a higher plane, where the jobbing trade has come to regard the retailer in a new light and where every grocer has come to realize that he is no longer an automaton, existing simply to hand packages from the packing case to the shelf and from the shelf to the customer, but that he is a component part of one of the most important factors in the commerce of the world, that his occupation is just as much a profession as that of the druggist or doctor and that his business is just as honorable and can be conducted with just as much dignity as that of the jobber or banker.

Hardware Price Current

Ammunition		Levels	
Caps		Stanley Rule and Level Co.'s.....dls	70
G. D., full count, per m.....	40	Mattocks	
Hicks' Waterproof, per m.....	50	Adze Eye.....	\$17 00..dls 65
Musket, per m.....	75	Metals—Zinc	
Ely's Waterproof, per m.....	80	600 pound caaks.....	7 1/2
Cartridges		Per pound.....	8
No. 22 short, per m.....	2 50	Miscellaneous	
No. 22 long, per m.....	3 00	Bird Cages.....	40
No. 32 short, per m.....	5 00	Pumps, Clistern.....	75&10
No. 32 long, per m.....	5 75	Screws, New List.....	85&20
Primers		Casters, Bed and Plate.....	50&10&10
No. 2 U. M. C., boxes 250, per m.....	1 40	Dampers, American.....	50
No. 2 Winchester, boxes 250, per m.....	1 40	Molasses Gates	
Gun Wads		Stebbins' Pattern.....	60&10
Black edge, Nos. 11 and 12 U. M. C....	60	Enterprise, self-measuring.....	30
Black edge, Nos. 9 and 10, per m.....	70	Pans	
Black edge, No. 7, per m.....	80	Fry, Acme.....	60&10&10
Loaded Shells		Common, polished.....	70&5
New Rival—For Shotgun		Patent Planished Iron	
No. 120.....	10	"A" Wood's patent planished, Nos. 24 to 27	10 80
No. 129.....	10	"B" Wood's patent planished, Nos. 25 to 27	9 80
No. 128.....	10	Broken packages 1/4c per pound extra.	
No. 126.....	10	Planes	
No. 135.....	10	Ohio Tool Co.'s, fancy.....	40
No. 154.....	10	Scota Bench.....	2 50
No. 200.....	12	Sandusky Tool Co.'s, fancy.....	40
No. 238.....	12	Bench, first quality.....	45
No. 255.....	12	Nails	
No. 264.....	12	Advance over base, on both Steel and Wire.	
Discount 40 per cent.		Steel nails, base.....	2 35
Paper Shells—Not Loaded		Wire nails, base.....	2 35
No. 10, pasteboard boxes 100, per 100..	72	20 to 60 advance.....	Base
No. 12, pasteboard boxes 100, per 100..	64	10 to 16 advance.....	5
Gunpowder		8 advance.....	10
Kegs, 25 lbs., per keg.....	4 00	6 advance.....	20
1/4 kegs, 12 1/2 lbs., per 1/4 keg.....	2 25	4 advance.....	30
1/4 kegs, 6 1/4 lbs., per 1/4 keg.....	1 25	3 advance.....	45
Shot		2 advance.....	70
In sacks containing 25 lbs.		Fine 3 advance.....	50
Drop, all sizes smaller than B.....	1 65	Casing 10 advance.....	15
Augurs and Bits		Casing 8 advance.....	35
Snell's.....	60	Casing 6 advance.....	35
Jennings genuine.....	25	Finish 10 advance.....	25
Jennings' imitation.....	50	Finish 8 advance.....	35
Axes		Finish 6 advance.....	45
First Quality, S. B. Bronze.....	8 00	Barrel 1/2 advance.....	85
First Quality, D. B. Bronze.....	9 00	Rivets	
First Quality, S. B. S. Steel.....	6 50	Iron and Tinned.....	50
First Quality, D. B. Steel.....	10 50	Copper Rivets and Burs.....	45
Barrows		Roofing Plates	
Railroad.....	12 00	14x20 IC, Charcoal, Dean.....	7 50
Garden.....	29 00	14x20 IX, Charcoal, Dean.....	9 00
Bolts		20x28 IC, Charcoal, Dean.....	15 00
Stove.....	70	14x20 IC, Charcoal, Alloway Grade.....	7 50
Carriage, new list.....	60	14x20 IX, Charcoal, Alloway Grade.....	9 00
Flow.....	50	20x28 IC, Charcoal, Alloway Grade.....	15 00
Buckets		20x28 IX, Charcoal, Alloway Grade.....	18 00
Well, plain.....	\$4 00	Ropes	
Butts, Cast		Sisal, 1/2 inch and larger.....	10
Cast Loose Pin, figured.....	70	Manilla.....	14 1/2
Wrought Narrow.....	60	Sand Paper	
Chain		List acct. 19, '88.....	dls 50
1/2 in. 5-16 in. 1/4 in. 1/2 in.		Sash Weights	
Com.....	7 00	Solid Eyes, per ton.....	25 00
BB.....	8 1/2	Sheet Iron	
BBB.....	8 1/2	Nos. 10 to 14.....	com. smooth. 33 00
Crowbars		Nos. 15 to 17.....	3 70
Cast Steel, per lb.....	8	Nos. 18 to 21.....	3 90
Chisels		Nos. 22 to 24.....	4 10
Socket Firmer.....	65	Nos. 25 to 26.....	4 20
Socket Framing.....	65	Nos. 27.....	4 30
Socket Corner.....	65	All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	4 10
Socket Slicks.....	65	Shovels and Spades	
Elbows		First Grade, Doz.....	8 00
Com. 4 piece, 6 in., per doz.....net	75	Second Grade, Doz.....	7 50
Corrugated, per doz.....	1 25	Solder	
Adjustable.....	40&10	1/2 @ 1/4.....	19
Expansive Bits		The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Clark's small, \$18; large, \$26.....	40	Squares	
Ives' 1, \$18; 2, \$24; 3, \$30.....	25	Steel and Iron.....	60-10-5
Files—New List		Tin—Melyn Grade	
New American.....	70&10	10x14 IC, Charcoal.....	\$10 50
Nicholson's.....	70	14x20 IC, Charcoal.....	10 50
Heller's Horse Rasps.....	70	20x14 IX, Charcoal.....	12 00
Galvanized Iron		Each additional X on this grade, \$1.25.	
Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 15 14 15 16.	28	Tin—Alloway Grade	
Discount, 65.....	17	10x14 IC, Charcoal.....	9 00
Gauges		14x20 IC, Charcoal.....	9 00
Stanley Rule and Level Co.'s.....	60&10	10x14 IX, Charcoal.....	10 50
Glass		14x20 IX, Charcoal.....	10 50
Single Strength, by box.....	85&20	Each additional X on this grade, \$1.50	
Double Strength, by box.....	85&20	Boiler Size Tin Plate	
By the Light.....	85&20	14x56 IX, for No. 8 Boilers, } per pound..	13
Hammers		14x56 IX, for No. 9 Boilers, }	
Maydole & Co.'s, new list.....	33 1/2	Traps	
Yerkes & Plumb's.....	40&10	Steel Game.....	75
Mason's Solid Cast Steel.....	30c list 70	Onelda Community, Newhouse's.....	40&10
Hinges		Onelda Community, Hawley & Norton's.....	65
Gate, Clark's 1, 2, 3.....	60&10	Mouse, choker per doz.....	15
Hollow Ware		Mouse, delusion, per doz.....	1 25
Pots.....	50&10	Wire	
Kettles.....	50&10	Bright Market.....	60
Spiders.....	50&10	Annealed Market.....	60
Horse Nails		Coppered Market.....	50&10
Au Sable.....	40&10	Tinned Market.....	50&10
House Furnishing Goods		Coppered Spring Steel.....	40
Stamped Tinware, new list.....	70	Barbed Fence, Galvanized.....	3 25
Japanned Tinware.....	20&10	Barbed Fence, Painted.....	2 95
Iron		Wire Goods	
Bar Iron.....	2 25 c rates	Bright.....	80
Light Band.....	3 c rates	Screw Eyes.....	80
Knobs—New List		Hooks.....	80
Door, mineral, jap. trimmings.....	75	Gate Hooks and Eyes.....	80
Door, porcelain, jap. trimmings.....	85	Wrenches	
Lanterns		Baxter's Adjustable, Nickleod.....	30
Regular 0 Tubular, Doz.....	5 00	Coe's Genuine.....	30
Warren, Galvanized Fount.....	6 00	Coe's Patent Agricultural, Wrought.....	80

Continuation of Hardware Price Current from previous page.

SHAKESPEARE CRAZE.

How an Owosso Merchant Withstands the Ordeal.

Owosso, Jan. 25—Kin you tell me for sure jist who did write them air Bill Shakespeare poems? You see my wife belongs to the Current Topic Clubb and they has had a female lecturers here last week and all i has heard about is Bill Shakespeare and Bacon. Now Bacon is all right in its place, but too much bacon ain't so good for common folks as some more fish meat. My wife was a good housekeeper before she got literary and jined the Clubb, but no woman kin 'tend two Bill Shakespeare meetin's in one day and keep up her work. It can't be did, by gosh. I was going to swore, but I guess I'll just go out and kick the dorg a couple of times and see if it wont ease me feelins a little. When we was first married she got some yaller and green yarn and a hunk of cardboard and worked a motto on it and hung it up over the kitchen door. And this is what the motto said: "What is Home without a Mother." I never knowed till last week just what that motto meant. She gets breakfast and I takes my dinner and at night I stops on my way home and gets a bottle of milk and a loaf of bread and gets along all right, but it's tough on the kids. Dr. Parker's bulldog bit the balloon end clean off of little Johnny's pants and as it was most meetin' time, she could not stop to fix 'em, but she told him if any of the Clubb ladies came up behind him he must turn round and go backwards till he could slide down some side street. He started for school and he met two clubb women, and he was right in betwixt them and could not get by, so he pretended to slip, and sat right down on the cold snow, and them women come up to where he was and stopped and began to talk about current topics and kept the poor kid right there for thirty minutes. Wonder it did not kill him. He got so chilled that he has had a torpid liver ever since. I tell you, Mr. Editor, when a feller sits down on a hunk of naked snow for thirty minutes with nothing on except his skin, it will make the best of us long for singing birds and blooming flowers and such. She told Sam when he went skating to be careful and not get drowned, as the Shakespeare meetin's were on for the week and she should have no time to monkey with any funeral.

Every little while she has got to write an essay on some current topic like this: "Who made God?" or "What Be Some of the Leading Characteristics of the Women Who Lived upon This Earth before the Dawn of Creation?" You see, Mr. Editor, if one is an amateur and not used to the essay business, he has got to read a pile before he can make much out of this kind of a topic. Then she has got to borrow a spelling book and a dictionary and a whole lot of encyclopedias and read them all through and copy a lot of stuff in them. She reads it all out loud to herself, so she can truthfully say it is her own words and thoughts; and when the clubb meets she reads her essay, and they all tell her it is the best essay they ever heard, and when they read their essay, she tells them the same thing about their essay, and then they fill up their stomachs with one small sugar wafer and about a thimbleful of black coffee and go home. They don't call it black coffee, they call it coffay noyer. My wife says this is a paraphrase taken from the Pollock language and is very much in use in educated circles. They had a joint meetin' last week at one of the churches. One man he talked all about Jesus and the other feller he talked about Bill Shakespeare. The man who talked about Jesus he talked first and he thought maybe some of Bill's crowd, as they were church members, would come early and 'tend both meetin's, as they were both held at the same place, but he got fooled. Bill's crowd never showed up till they were dead certain the talk about Jesus was about over. The talk about Jesus was good and interesting and free—did not cost a cent—and Shakespeare's manager sold tickets at the rate of four for 50 cents and scooped the crowd. This

showed that folks be more anxious to save their Bacon than they be their souls. Funny, ain't it? Another thing, Shakespeare got all of the best society folks—the 400, so to speak—and also some professional and business men who did not have any time to 'tend 'tother meetin'.

I note by last night's daily paper that the ladies sent Bill Shakespeare on a "bust" up to the high school. When I went to school, if a feller came 'round in that condition they put him into jail, but in these days of electricity, women's clubbs and automobiles, you can't tell what's comin next.

I remain for a short time husband of one of Current Topicers. Jim Spikes.

The Core of the Apple.

Though he that has a wicked heart  
Of seems to thrive in worldly ways  
Above the man who plays a part  
The righteous may be free to praise—  
Though he that tramples virtue down  
May seem awhile to rise and soar,  
Remember this, that, after all,  
The apple with the wormy core  
Though first to redden on the tree  
Is also first to fall.

Though he that goes a reckless way,  
Unmindful of his brother's rights,  
May seem awhile to make it pay,  
May pass you tolling up the heights,  
And though he may look down on you  
And sneer because you toll below,  
Remember this, that, after all,  
The wormy apple's worthless, though  
Its hollow, shrunken, bitter cheek  
First reddens in the fall.

Lansing Grocers and Clerks Touch Elbows.

From the Lansing Republican, Jan. 28.  
Grocery dealers and their clerks and deliverymen mingled in a congenial manner at the big grocers' hall given last evening at K. O. T. M. hall. The event was conceived by the Lansing Retail Grocers' Association and carried out for the purpose of creating a feeling of fellowship among grocers and their employes throughout the city. From this standpoint, as well as from a standpoint of wholesome enjoyment, the event was a complete success.

About 200 people were in attendance and danced until 2 o'clock this morning. Beginning at 9:30 a tempting array of viands was consigned to the gratification of the inner man and accomplished admirably the purpose of the caterers.

It is probable that in the near future other social events of a similar character will be planned, so auspicious was the beginning of last evening. The employes of grocery stores throughout the city are already talking of giving a return party to their employers in recognition of the generous spirit which prompted the establishment of so good a precedent.

Manistee—Arthur R. Schacht, formerly of this city, was recently convicted of an offense against the postal laws in the United States Court in Milwaukee. He had been selling remedies which he manufactured himself. The complaint charged him with using the mails to sell remedies to be used for unlawful purposes. The maximum penalty is \$5,000 fine or five years' imprisonment or both. Schacht formerly ran the Pfefferkorn pharmacy on First street.

Ypsilanti—A company has been formed by some of the grocers of this city which is known as the Ypsilanti Baking Co. Those who have already taken stock are Davis & Co., Hopkins & Davis, Walter Haynes, Dunlap & George and Scott & Davis. Heretofore the members of the company have bought their bread of the various bakers, but from now on they will make their own bread, cakes, pies, etc.

Bay City—The Hecla Cement Co., which is getting ready to operate the marl beds in Edwards township, has its headquarters in this city. A factory is being built in West Bay City at a cost of \$400,000. It will employ 200 hands.

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

FOR SALE—ONLY CLOTHING STORE IN town of 1,200, surrounded by splendid farming country; established business. Bert Lampkin, Clinton, Mich. 267

FOR SALE—MILLINERY BUSINESS IN A Michigan city of 8,000. Stock and fixtures invoice \$1,500. Will sacrifice. Reason, other business. Address No. 266, care Michigan Tradesman. 266

FIRST CLASS SECOND HAND PATENT cooler for sale cheap; \$x12. Further particulars enquire of A. R. Hensler, Battle Creek, Mich. 265

STORE TO RENT—ONE OF THE BEST LOCATIONS in Grand Ledge. Only two dry goods and two shoe stores in the city. Lock Box 47, Grand Ledge, Mich. 264

FOR SALE—BANK BUILDING, SAFE, vault and fixtures; good location; no bank within sixteen miles south, twelve miles east or west. For further information address J. P. Conlee, Sheridan, Mich. 263

IMPROVED FARM 80 ACRES FOR STOCK general merchandise. John W. Curtis, Whittemore, Mich. 261

WANTED—CLEAN STOCK HARDWARE, invoicing from \$2,000 to \$4,000, in town not less than 1,000. State lowest terms spot cash. C. 47 Laugherty St., Coldwater, Mich. 260

LOCATION IS SUCCESS. WHY NOT LOCATE in a town where your line of business is not overdone? Send \$1 for complete list of thriving towns where there is little or no competition. Address Box 39, Business Location Bureau, Oxford, Mich. 259

A GOOD CHANCE FOR A PRACTICAL shoe man with a little money; a good building all complete with machinery for making men's, boys' and youths' shoes; power and light for \$50 per month; plenty of money at a low rate of interest. Address Shoes, care Michigan Tradesman. 258

FOR RENT—STORE; GOOD LOCATION IN Oceana Fruit Belt; near postoffice; adapted for good general merchandise business. Address Box 615, Shelby, Mich. 256

FOR SALE—GOOD PAYING GENERAL stock of about \$10,000 in one of the best farming towns in Central Michigan. Can be reduced. Bargain if taken before March 1. Address No. 255, care Michigan Tradesman. 255

FOR SALE—GENERAL STOCK AND STORE building, with dwelling attached. Stock is worth \$3,000 and buildings and land \$2,000. Will sell both for \$4,000 cash, if taken before March 1. C. W. Cook, Bauer, Mich. 268

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—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

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—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 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 37, New Salem, Mich. 252

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

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—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 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

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 EXCHANGE 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—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—ONE OF THE NEWEST, NEATEST, cleanest and best arranged small general stocks in Northern Indiana. Stock and fixtures will inventory about \$2,500. Can be reduced if necessary. Business strictly cash. Will sell or rent store building with dwelling connected. Address No. 224, care Michigan Tradesman. 224

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

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 2,000,000 shingles to let on contract. J. J. Robbins, Boyne Falls, Mich. 217

FOR SALE—STOCK OF DRY GOODS, GROCERIES, 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

A RARE OPPORTUNITY. GROCERY AND drug stock for sale. The best business in the best city in Michigan. Stock usually carried averages \$5,000. Can reduce at once to \$3,500. Yearly business never less than \$30,000, and from that to \$40,000. Can show proof. Stock has got to be sold. Cash will buy it at a big discount. The very best location in a city of 20,000. Store enjoying best trade in city. Rent is very low. This is a chance that should not go begging. Address No. 211, care Michigan Tradesman. 211

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—GRAIN ELEVATOR; MAIN building 24x32 feet; office, 8x12 feet; engine room, brick, 22x24 feet; storage capacity, 18,000 bushels; equipped with 25 horse power engine and boiler, scales, corn sheller, etc. Business for past year shows a profit of \$2,500. Address L. E. Torrey, Agent, Grand Rapids, Mich. 161

FOR SALE—RESTAURANT AND BAKERY, cigar and confectionery stock. Soda fountain and ice cream machinery. Centrally located. Only restaurant in town. C. S. Clark, Cedar Springs, Mich. 168

FOR SALE—A NEW AND THE ONLY BAZAR 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. 167

WANTED—TO SELL STOCK AND BUILDING or stock of groceries, crockery and meats; best location in one of the most thriving cities in the Upper Peninsula; good reasons for selling; correspondence solicited. Address B. C. W., Box 423, Crystal Falls, Mich. 133

OUR SYSTEM REDUCES YOUR BOOK-keeping 85 per cent. Send for catalogue. Eureka Cash & Credit Register Co., Scranton, Pa. 95

FOR SALE—GROCERY STORE OF E. J. Herriek, 116 Monroe street, Grand Rapids. Enjoys best trade in the city. Mr. Herriek wishes to retire from business. Address L. E. Torrey, Agt., Grand Rapids. 102

I WILL SELL WHOLE OR ONE-HALF interest in my furniture business. The goods are all new and up-to-date; located in a town of 7,000; has been a furniture store for thirty years; only two furniture stores in the town. Address all correspondence to No. 63, care Michigan Tradesman. 63

MISCELLANEOUS

PHYSICIAN WANTED; GOOD PRACTICE; registered pharmacist preferred. Address Drug Doctor, care Michigan Tradesman. 261

SPLENDID LOCATION FOR A DOCTOR. Address R., care Michigan Tradesman. 254

WANTED—SITUATION IN GENERAL store; six years' experience; best of references. Address Box 263, Lake Odessa, Mich. 257

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. 246

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