

MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 5, 1902.

Number 959

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MARCONI'S INVENTIONS.

The inventions of Marconi with wireless telegraphy have attracted the attention of the people of every civilized country. His experiments have gone far enough to prove him something more substantial than a theorist. He has discovered a principle which can be put into practical operation. Much remains yet to be done in the way of making machines to meet all possible requirements, but he has gone so far that it is reasonably certain that wireless telegraphy will one day become a common method of communication. He has taken the business precaution to protect himself with something like 132 patents in various countries, and presumably he will fare better than most inventors in that some reasonable share of profits will be his. Inventors are proverbially lax in business matters, and more often than otherwise do not profit financially from their discoveries. Up to date, Marconi seems to have the business, as well as the ingenious inventive, instinct.

One of the things which has occurred to most unscientific readers is the suggestion that by wireless telegraphy anybody can read any message sent to another. For example, in time of war the naval vessels of one country could read the dispatches sent to the naval vessels of another, provided they all had the necessary apparatus, and whatever advantages might accrue to communications among friends would be overcome by the disadvantages incident to those same communications being known to the enemy. Marconi explains that this difficulty and objection have been positively overcome. It is a long scientific explanation, but in a word it may be made clear by saying that the sending and receiving apparatus are "tuned" alike. That is, for instance, that the sending apparatus which puts forth say 800,000 vibrations to the second can have its message recorded only by apparatus tuned to take 800,000 vibrations to the second. For example, the United States navy might have its apparatus tuned to 700,000, the English to 800,000 and the German to 900,000, and mes-

sages sent from one could be received only by friends having the same machine, no matter how many stations there were within a stone's throw differently tuned. The number of vibrations might easily be made a state secret, and thus the end sought would be secured. There is a wide range of possibilities, so its inventor claims, and there can be as much privacy in wireless telegraphy as if a private wire extended between the two points of communication.

That is an interesting story which comes by cable from Vienna, to the effect that one of the reasons for Prince Henry's visit to the United States is that Germany is negotiating for the purchase of the Philippines. If his tour in this country should be followed by that result, a great many people would rejoice. The Philippines have cost the United States \$20,000,000 in money, many more millions for the support of troops, and a cost which can not be measured by dollars in the lives of many soldiers. If a good round price could be obtained and the United States could honorably dispose of them, it could thus easily rid itself of one of the most vexatious and annoying problems with which it has ever been confronted. Had Admiral Dewey sailed swiftly out of Manila harbor after he had smashed the Spanish fleet, there would have been less necessity for American control of the archipelago, but having once put our hands to the plow and having undertaken the great task, patriotism did not suggest desertion. There is little likelihood that there is any foundation for the intelligence telegraphed from Vienna, but if there is any real estate agent who wants to undertake the negotiations of such a large transaction the field is open.

In view of the number of localities which are agitating the subject of canneries and the reprehensible methods which are being pursued by the representatives of certain cannery promoters, the Tradesman suggests that its readers exercise due caution in dealing with strangers whose stock in trade is mainly bribery and cajolery and with houses whose antecedents are of a doubtful character. The Tradesman has documentary evidence on file which places certain men who have been active in the campaign now being conducted in this State in a very unfavorable light, which information will be cheerfully furnished to any patron of the Tradesman who applies in person. For obvious reasons, the information can not be imparted by mail.

Smallpox has been robbed of its chief terror. It has been learned that every trace of pittings in the skin can be removed by massage. It has been tried in Philadelphia with perfect success. The cuticle is entirely replaced, the old one taken off, and the new skin comes out fresh as a child's skin, unmarked. The process is not a painless one, but it is one that any one will gladly go through with for vanity's sake.

GENERAL TRADE REVIEW.

The course of the securities market is again largely dominated by the political and judicial outlook and by the question of agreements between producing companies. What is to be the decision in the Northern securities case? What the course of Cuban legislation? Will the copper producing interests come to an understanding? The probabilities in these questions, with the imminence of conclusive action, seem to control the movement of the leading stocks from day to day. With increasing probabilities in favor of the several securities there is an improvement in most lines in both activity and price.

Meanwhile the movement of general industry shows no abatement. Production in manufactures, volume of transportation and demand for products all continue the activity of past weeks.

Steel conditions continue the intense activity at all the great centers, with premium for prompt delivery of many forms. Threatened scarcity of cars is again causing uneasiness in some sections. Price changes are kept as small as possible, but such as occur are advances. Copper still maintains its place as leader in the securities list, with slowly advancing prices of the metal.

The same general activity is also the rule in the textile field. Cotton prices were easier, but at the last there is an advance in price, but with no great activity. Cotton goods prices show a strong tendency upward, and anticipated increase in demand as the season advances is keeping the mills under a steady pressure of production. There is the same activity in the woolen trade with firmness in the staple.

The general prevalence of comparatively severe cold is having its effect on the grain markets as the increased need of feeding the yellow cereal has quick result in view of the scarcity. Wheat and oats are in sympathy with corn, the entire market showing a decided advance.

F. A. Vanderlip, formerly Assistant Secretary of the Treasury, presents this picture of the American invasion which has filled foreign nations with such alarm: "American locomotives, running on American rails, now whistle past the pyramids and across the long Siberian steppes. They carry the Hindoo pilgrims from all parts of their empire to the sacred waters of the Ganges. American bridges span rivers on every continent. American cranes are swinging over many foreign moles. Wherever there are extensive harvests there may be found American machinery to gather the grain. In every market of the world tools can have no better recommendation than the mark, 'Made in America.' Bread is baked in Palestine from flour made in Minneapolis. American windmills are working east of the Jordan and in the land of Bashan. Phonographs are making a conquest of all tongues. The chrysanthemum banner of Japan floats from the palace of the mikado on a flagstaff cut from a Washington forest."

Clerks' Corner.

Why the Expected Promotion Did Not Take Place.

Written for the Tradesman.

It was the ordinary mad clear through. Not a single fiber and not a single nerve had escaped and the young fellow stood there white with wrath, with two eyes glowing like corals under his black eyebrows. His case might have been briefly stated, but the wrong from which he was suffering had been going on for five good years and he couldn't and wouldn't hold in any longer. For some obvious reasons his presentation of it can not be given verbatim—that sort of young man, under excitement, is apt to use language that does not look well in print. Expurgated this is the sum and substance:

"Five good years I've worked for this house and done my best. I began with what everybody calls the lowest round of the ladder and have worked my way up. It took three years to get to the third round and there I stuck and there I've been ever since. Old Yanks knows that I've been working for Johnston's place for the last two years and he knows that he told me in as many words that I should have it. I thought I could bank on what he said and in walks Paxton and hangs his hat on Johnston's nail the minute Johnston has a move up."

This was followed by the usual announcement of what was going to happen in the immediate future. Then there was a gradual cooling off during the next few days, succeeded by a protracted case of the sulks and an intense instance of shocking profanity whenever "Yanks" came within the outraged clerk's field of vision.

Some time after I left Denver and, wanting certain articles which Yanks & Co. make a specialty of, I sent the house a small order. In due time came the usual letter, saying that the order had been received, filled and the goods had been forwarded on that date by mail. Two days went by, followed by five more, and the goods did not come. Convinced then that something was wrong, I sent a letter of enquiry, and after a few days learned that the goods had been sent but through the carelessness of a clerk they had been sent to another state. The matter would be soon corrected. That was satisfactory, but another week went by without the coming of the merchandise. Then, before the amount of patience was wholly exhausted, a letter was sent asking that the goods be sent at once or the money be returned. Here is the reply:

"Rich m strong Sorry but other complesns mad dlay nessry Good agan misent will ford on arival Hop mak correcton this tim sur Yanks & Co., T"

That "T" stands for Traxton, and Traxton, William Wentworth, is the young man who has been working for five good years for Johnston's place which another fellow got when Johnston was promoted! Now it is in order to make a study of Traxton for the sake of a large and—let us hope—a constantly diminishing circle of counter-jumpers.

He left school at 18 because he was ashamed at that age to be "in the same class with kids 12 years old," who knew more than he did and who insisted on making fun of him. He was a good-looking boy, of a quick wit outside of his books, neat in his appearance, and so pleasant enough to have around. His father, whom he calls "the old man," is an old acquaintance of Yanks and

that, with the boy's good looks, got him the place. He began at the foot of the ladder, as he says, and so long as his muscle was the main thing called for he was all right. Being strong, willing and a good fellow to have around soon made him a favorite with whomever he came in contact and, assured now of his place, he forgot that he had reached the limit of muscle requirement and that other qualities as sterling in the higher scale of intelligence were needed in the lines of work which he was ambitious of entering.

Right there is where he made a mistake; and there, too, is exactly where so many clerks are sure to "fall down." The "kids" that he left in school were his superiors in the very work that he hoped to enter upon. Because he had managed so far to get along without the multiplication table he was convinced that his old-time reasoning would serve him now: "A feller in business goes in for the practical. He don't care anything about your least common denominator, nor your complex fractions, nor your verbs and geography; and, anyway, when a feller sees that anything in his business is needed, you see, he has to pick it up himself, and that's what makes a man of him. Abraham Lincoln never went to school a day in his life and he got to be President and what he did when he found he needed anything was to peg away until he got it—that's all there is to it."

So Traxton didn't learn to spell because "when he came to spelling in business life he'd hit it from the practical standpoint and be all right." He wouldn't try to write a decent hand because "Horace Greeley didn't and he was the editor of the New York Tribune, and, besides, if a feller makes himself understood what difference does it make how it looks? The trouble with schools nowadays is finicky teachers. They've got a lot of old maids in there that make the scholars all do everything just so. 'Old Lady' Perkins didn't like it because I made my o's and a's alike, and she found all manner of fault because I left out so many letters;" and more of the same stuff that need not be repeated.

There were a number of other troubles in Traxton's school life, some of them having a direct bearing upon the business letter presented. Disorder in his surroundings was a marked peculiarity. He liked to do things his own way and in his own time. In his boyhood somebody had told his mother in his hearing that Willie had a "marked personality," and that had become his leading virtue. His own wish was always superior to everybody's else desire; and thus prepared for his work in the store, he had worked himself to his sticking place and there he hung. When his delinquencies were pointed out, instead of going to work as Lincoln did and making himself strong where he was weak, he repeated, so far as he dared, his objections to "Old Lady" Perkins and muttered under his breath that "they" might get somebody else to do their drudgery just as soon as they something pleased. In not a single instance, from the "practical standpoint," has he risen to the emergency, and the letter presented, even without the miserable penmanship to condemn it, is full of suggestion as to why Yanks & Co. do not put a man in this fellow's place who will see to it that a package intended for Nebraska is not directed to Kansas; that the letter in reply is written so that it can be easily read and

that it shall not betray an ignorance of all practical knowledge of the spelling book.

Should it be suggested that if Yanks & Co. were a first-class house their letters would be typewritten, the objection is met by the fact that the correspondence up to the missending of the goods had been so conducted and hints strongly of what may be the existing condition—that the house knows nothing about the clerk's bungling and his ungainly correspondence, both of which are working decidedly to the firm's disadvantage.

The result of such service makes easy the conclusion of the story in the past tense, and here it is:

One day, when Yanks & Co. had had enough of such mismanagement, they placed William Wentworth Traxton's weekly wages in the fateful blue envelope at the end of the week and the young man bearing that name received it with a sneer on his lips and walked out of the store with a swagger. He was busy for the next several weeks finding a place and at last accounts was filling an inferior position at a small salary because he hasn't gumption enough, knowing his weakness, to work himself up into a first-class position. He is ignorant, he is careless, he is lazy, and yet, with the assurance of his class, he is placing the blame of hard luck anywhere but on himself. If "luck" is in his favor he will wake up some fine morning and affirm with fervor that the biggest fool in his wide circle of intimate acquaintances is named William Wentworth Traxton.

Richard Malcolm Strong.

Adopting the Pleasing Personality of the Politician.

A merchant in North Dakota has originated a plan of visiting his customers which he believes to be profitable and which gives him closer relationship with the farmers of the country. In speaking of this plan he tells an Eastern trade paper editor that about twice a year he sends a couple of his clerks out with a horse and buggy and they visit all of the farmers in the county. This trip is taken at the dull season of the year and the clerks selected for this task are the best in this merchant's employ. They call upon all the farmers in the community and when they visit those whom they know trade with this merchant their argument is directed towards keeping their good will and clinching it so they will always trade with the firm.

Their greatest missionary work, however, is done among farmers who have been trading elsewhere. They visit the farmer in the field if he is at work there or in his home in the winter time and have a nice social chat, after which they get down to business. They first endeavor to find out why the farmer does not trade with the merchant they represent. If there is no good reason why he should not trade with this firm they extend him an urgent invitation to call the next time he is in the city and endeavor to get him interested in the store and in the business. They feel that if they can get him once started the rest will be easy.

In speaking of this plan the merchant who has adopted it says that it has been very successful and that he believes that it is a good advertisement and worth the expense.

Undoubtedly the merchant, if he should follow this plan personally and should make visits to the farming community tributary to his town, would be able to accomplish a great deal more in

the way of securing new customers. The merchant has a wider influence in the community than his clerks, especially if he is progressive and a competent business man. He is at the head of the business and has the prestige, and when he calls on a farmer the latter will listen to him with greater interest and his words will have more weight.

Such a trip on the part of the proprietor of a store should have a two fold purpose. It should be taken in the winter time, along towards spring and again in the latter part of the summer just before harvest. The merchant can gauge conditions at the same time that he meets the country consumers and the information which he will obtain concerning crop conditions will be almost as valuable to him as the new customers which he wins and the old ones whose loyalty to his store he increases.

On the late winter or early spring trip the merchant should make careful enquiries of the farmers as to what crops they will plant, how many acres of this and how many acres of some other grain or product. He should be so well informed that he can advise them intelligently when they seek advice as to the crop which will be the most profitable, and in some cases where he thinks the farmer is likely to make a serious error and is not in a position to know why it will be an error and will cause loss the merchant should labor with and endeavor to persuade him to put in a crop which will be more profitable and on which the returns will be surer.—Commercial Bulletin.

In Sunshine Prepare For Storm.

In peace prepare for war, is a bit of ancient wisdom. It may be variously paraphrased. In summer prepare for winter. In sunshine prepare for storm. In time of financial prosperity prepare for the period of stringency that may not unreasonably be expected sooner or later. In what does such preparation consist? What do sailors do before the breaking of a storm? They make everything snug and tight. They securely fasten in place whatever might be blown away, and last but not least, they stand ready to shorten sail at the word of command. There is many a business enterprise that at present is apparently prosperous because of the profit showing that its statements make, that would be a much safer investment if things were snugged up, and arrangements made to shorten sail on call, even if in part the sails were not taken in before the storm actually breaks. Does the manager of the business know the cost of his goods? Are the profits on goods sold constantly contrasted with the expenses of conducting the business? Are credits being carefully scanned, and are collections kept close up? In purchases, are discounts being carefully taken? In short, is the business completely in hand so that in the event of necessity the manager can handle it as requirements may be, just as the master of a ship would handle his vessel in a storm while getting every possible help out of the crew? The next financial storm may be several years away. We hope it may be very slow in coming, if come at all it must, but we risk nothing in the reader's interest in advising him to get into a condition of preparedness at the earliest possible date. That business which is best ready to withstand a storm will in almost all cases make the most money during seasons of prosperity weather. Therefore we argue that the prudent man, foreseeing the danger and preparing for it, has everything to make and nothing to lose.

Of Interest to You

When a grocer sells cheap baking powders he invites dissatisfaction. The cake being spoiled by the powder, all the ingredients will be classed as inferior, to the discredit of the grocer who sold them. The sale of lower-cost or inferior brands of powders as substitutes for the Royal Baking Powder, or at the price of the Royal, is not fair toward the consumer, and will react against the reputation of the store.

Royal is recognized everywhere and by every one as the very highest grade baking powder—superior to all other brands in purity, leavening strength, and keeping quality. It is this baking powder, therefore, that will always give the highest satisfaction to the customer; and a thoroughly satisfied customer is the most profitable customer that a dealer can have.

Ask your jobber for Royal Baking Powder. In the long run it yields more profit to the grocer than the low-priced alum brands.

Around the State

Movements of Merchants.

Holland—Gerrit Steketee has sold his grocery stock to A. H. Brink.

Clarkston—W. N. Tiffany has engaged in the boot and shoe business.

Alpena—I. Cohen has the brick work of his new department store completed.

Rochester—Leon Morgan has purchased the grocery stock of Weaver Bros.

Corunna—Chas. M. Peacock has purchased the drug stock of Fred M. Kilbourn.

Port Sanilac—Frank Carter has purchased the hardware stock of Raymond & Son.

Honor—H. T. Phelps has sold his general merchandise stock to Cruse & Comstock.

Hillman—Abram Wing has closed out his grocery stock and will put in a line of hardware.

Ithaca—F. H. McKay has sold his stock of implements and vehicles to Kernan Bros.

Detroit—Bernard J. Youngblood succeeds Jacob Youngblood in the hay and feed business.

Pontiac—N. R. Horner, of Ypsilanti, has opened a shoe store at 15 South Saginaw street.

Lake Odessa—R. L. (Mrs. W. T.) Hardy has sold her boot and shoe stock to S. R. Beadan.

Mattawan—Chas. H. Giddings has purchased the drug and grocery stock of Wm. C. Mosier.

Freeport—Whitford Bros. have sold their meat market to John Fighter and Geo. Bloomingdale.

Menominee—Mathias Bottkol continues the grocery and crockery business of Geo. Bottkol & Bro.

Brown City—The capital stock of the Brown City Savings Bank has been increased from \$20,000 to \$25,000.

Charlotte—W. H. Selkirk has purchased the clothing stock of his partner in the firm of Selkirk & Norton.

Ann Arbor—Tinker & Co. succeed D. A. Tinker & Son in the hat, cap and men's furnishing goods business.

Caro—Anna (Mrs. Thos.) Johnson, dealer in groceries, crockery and notions, has discontinued business.

Saranac—Samuel A. Watt has taken Edwin Wallington into partnership in his general merchandise business.

Perry—Colby & Osborn succeed Colby, Osborn & Braden in the hardware, implement and hay business.

Kalamazoo—Mrs. Elizabeth Waterman has purchased the notion, hardware and crockery stock of Frederick J. Hays.

Clare—Henry B. Baumgarth, dealer in dry goods, clothing and boots and shoes, has removed to Cleveland, Ohio.

Washington—The Washington Butter & Cheese Co. has filed articles of incorporation with a capital stock of \$3,700.

Charlesworth—Frank Westgate, general merchandise dealer at this place, will open a branch store at Brookfield.

Alpena—The proprietors of the Alpena Business College have purchased the Colonial Hotel for college purposes.

Sault Ste. Marie—A. M. Mathews & Sons, dealers in wall paper and paints, are succeeded by the A. M. Mathews Co., Limited.

Ithaca—E. F. Brewer, baker and confectioner, has sold out to Ray G. Maloney, and will engage in business at Fostoria, Ohio.

Ada—McMurray & McKay, hardware and agricultural implement dealers, have dissolved partnership, W. R. McMurray succeeding.

Muskegon—The Economy Lighting Co., composed of L. G. Mason and J. S. Abbott, has dissolved. The company sold gasoline lamps.

Mt. Pleasant—Dougherty & Shanahan, dealers in notions, have dissolved partnership. The business is continued by Thos. R. Dougherty.

Manistee—Frank J. Zielinski will open a dry goods and men's furnishing goods store in the building formerly occupied by P. N. Cordoza.

Benton Harbor—Butzbach & Schaus have decided to close out their retail fruit and produce business and confine their efforts to their wholesale trade.

Holland—G. VanArk, Frank VanArk and Henry VanArk will engage in the furniture and carpet business here under the style of the VanArk Furniture Co.

Belding—The Pierce Bros. grocery stock, which was purchased by J. Jay Raby about ten days ago, has been sold by him to Lewis Pierce and J. H. Henderson.

Constantine—J. H. Snyder, who recently removed to Illinois, has returned to this place and opened a meat market in the building recently vacated by Barry & Bigelow.

Brooklyn—An independent telephone company has been established at this place under the style of the Brooklyn & Clark Lake Telephone Co. The capital stock is \$1,000.

Constantine—Wm. Underner has closed out the remainder of his stock of groceries and canned goods to N. B. Kahn, and will shortly remove to Encampment, Wy.

Detroit—J. C. Goss & Co. have merged their tent and awning business into a stock company under the style of the J. C. Goss Co. The capital stock of the corporation is \$50,000.

Corunna—C. M. Peacock has purchased the drug stock of F. M. Kilbourn, who retires from the drug trade in order to devote his entire attention to his robe manufacturing business.

Evart—E. F. Birdsall, principal, and F. S. Postal, special partner, have purchased the hardware and implement business of the E. F. Birdsall Co., Ltd., of Morley Bros. of Saginaw.

Posen—Jos. Smith & Co., Limited, general merchandise dealers, have purchased the interest of two members of the firm. The style remains the same, instead of as stated in the Tradesman of last week.

Adrian—Nate W. Symonds has purchased the grocery stock of W. J. Willets, who retires from trade on account of poor health. Mr. Symonds has been connected with the business for the past seven years.

Lansing—J. M. Cameron has sold his interest in the department store of Cameron, Arbaugh & Cameron to Frank N. Arbaugh and B. C. Cameron, who will continue the business under the style of Cameron & Arbaugh.

Detroit—The Union Wall Paper Co. has filed articles of incorporation with an authorized capital of \$10,000; paid in, \$1,000; stockholders, Edward S. Lloyd, 250 shares; W. H. Bernau, 385 shares; M. T. Fulmer, 365 shares.

Sault Ste. Marie—The A. M. Mathews Co., Limited, has been organized to engage in the wall paper and paint business at 515 Ashmun street. The firm absorbs the business of A. M. Mathews & Sons, Geo. M. Mathews retiring.

Port Huron—J. T. Percival, who was appointed trustee of the bankrupt McCormick Saddlery Co., has concluded his labors and turned the store over to Byron McCormick, who has purchased a

greater portion of the stock. It is probable that Mr. McCormick will induce outside parties to embark in the harness business here.

Kaleva—The Finnish-American Publishing Co. has established a general merchandise store at this place under the style of the Kaleva Store Co. The grocery stock was purchased from the wholesale house of Firzlaiff & Son, of Manistee.

Howell—Walter Burk, formerly engaged in the hardware and implement business at Eureka, has purchased an interest in the firm of Manuel & Co., at this place, dealers in agricultural implements, musical instruments and sewing machines.

St. Johns—Louie Vauconsant, the oldest continuous dealer in groceries in St. Johns, has sold his stock and business and rented his store to D. C. Le Baron and A. G. Jones, who will take full possession next Monday under the firm name and style of Jones & Le Baron.

Cadillac—The M. J. Present general merchandise stock, which was purchased by S. Rosenthal, of Petoskey, was immediately resold to Wm. Saulson, of Detroit, who resumed business under the management of Mr. Present. The stock was purchased at about one-third of its retail value.

Manufacturing Matters.

Constantine—J. H. Bishop has leased the Mayflower mills of H. M. Brown.

Detroit—The Detroit Graphite Co. has increased its capital stock from \$25,000 to \$100,000.

Ypsilanti—The Benson Seed Separator Co. has been organized with a capital stock of \$20,000.

Alpena—Rogers' bean picking plant and elevator will be in operation by Feb. 10 with 100 pickers.

Battle Creek—The Battle Creek Brewing Co. has increased its capital stock from \$50,000 to \$125,000.

Detroit—Williams Bros. Co., picklers and preservers, has increased its capital stock from \$150,000 to \$250,000.

Battle Creek—The capital stock of the Union Steam Pump Co. has been increased from \$285,000 to \$300,000.

Detroit—The Soluble Desiccated Egg Co. has filed notice of an increase of capital stock from \$12,000 to \$150,000.

Charlotte—A. K. Towar has been elected President of the Willow Creek Creamery Co., to succeed Jerrie Mikesell, resigned.

Lansing—Hugh Lyons & Co., manufacturer of display fixtures and show cases, has increased its capital stock from \$36,000 to \$100,000.

Lansing—Norton & Depue, cigar box manufacturers, have dissolved partnership, S. J. Norton retiring. The business will be continued by W. A. Depue.

Plainwell—The stockholders of the Michigan Paper Co. have deposed J. E. Botsford from the management of the business and filled the vacancy thus

Kalamazoo—The Diamond Skirt Co., which began making underskirts last October, has added new machines and will make a line of tailor-made dress skirts.

Holland—The Guthman, Carpenter & Telling shoe factory has begun operations. The cutting department is under the supervision of J. W. Little, formerly of St. Louis, Mo.

Alpena—The Fletcher Paper Co. has purchased the sanitarium building for office purposes. The Fletcher Co. expects to have one of the most modern offices in the State. A force of workmen are now remodeling it.

Wayland—The Wayland Creamery Co. has declared a dividend of 20 per cent. The company has been very prosperous during the past two years, during which time an indebtedness of \$1,200 has been liquidated and a new separator purchased.

Allendale—The Allendale Creamery Co. has declared a dividend of 10 per cent. The creamery has run 256 days during the year and 2,956,837 pounds of milk were received, an average of 11,550 pounds per day, from which 134,533 pounds of butter were manufactured, created by the election of J. W. Gilkey, under whose management it is expected that the business will be more prosperous in the future than it has been in the past.

Battle Creek—The Battle Creek Health Baking Powder Co. is the latest addition to the list of new enterprises in Battle Creek. The company has an authorized capital stock of \$200,000, and is officered by the following citizens: President, Scott Field; Secretary, Frederick E. S. Tucker; Treasurer, H. A. Rowles. They will commence active operations at once.

Coldwater—The Coldwater Cereal Co., with a capital stock of \$500,000, is a new Coldwater organization with the following officers: Chairman, E. E. Palmer; Secretary, C. C. Johnson; Treasurer, T. A. Hilton; Trustees, Mayor Powell, of Marshall, W. S. Powers, of Battle Creek. A shredded wheat food is to be put on the market as soon as machinery is installed.

Delray—Plans are nearly completed for the new hardwood factory to be located near the village of Delray by the Thomas Forman Co., Ltd. The specifications include four brick dry kilns, each 120 feet long, with a total capacity of 300,000 feet of lumber. The main factory building will be 224 feet long by 100 feet wide and one story in height. A storage shed 140x180 will be erected. The main building and the storage shed will be frame buildings, but all of the other structures will be of brick.

THE KEELEY GRAND RAPIDS, MICH.
Cure TREATMENT
STRICTLY PRIVATE
DRUNKENNESS AND ALL DRUG
ADDICTIONS ABSOLUTELY CURED.
ENDORSED BY U.S. GOVT. WRITE FOR PARTICULARS.
KEELEY INSTITUTE, CO. RAPIDS, MICH.

REMEMBER

We job Iron Pipe, Fittings, Valves, Points and Tubular Well Supplies at lowest Chicago prices and give you prompt service and low freight rates.

GRAND RAPIDS SUPPLY COMPANY

20 Pearl Street

Grand Rapids, Mich.

Look

Ship

Turkeys

Calves

Butter

Eggs

to

M. O.

Baker

& Co.

119-121 Superior

Street,

Toledo, Ohio

References

First National

Bank

Toledo

and

This Paper

Write for Prices

Grand Rapids Gossip

The 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.

Beeswax—Dealers pay 25c for prime yellow stock.

Butter—Factory creamery is in moderate demand at 23c for fancy and 22c for choice. Dairy grades are coming in freely and meet with active demand. Fancy commands 15@17c. Choice fetches 13@15c. Packing stock goes at 12@13c.

Cabbage—60c per doz.

Carrots—\$1.25 per bbl.

Celery—20c per doz.

Cranberries—Jerseys command \$7.75 @8 per bbl.; Waltons, \$2.75 per crate for fancy.

Dates—4½@5c per lb.

Eggs—Receipts are liberal, considering the weather, but the demand keeps pace with the receipts. Local dealers hold candled fresh at 21@25c and case count fresh at 10@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 \$1.25 per bu.

Oranges—California navels fetch \$2.75 per box for fancy and \$2.50 for choice.

Parsley—30c per doz.

Potatoes—No ray of hope as yet, although a few bright spots are discernible. Local buyers can hardly get out whole and pay over 55c.

Poultry—All kinds are scarce and firm. Dressed hens fetch 9@10c, 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 advanced to \$5.

Hides, Pelts, Furs and Wool.

The hide market remains uncertain and unsettled. Tanners want to buy at low prices, while dealers can not move stocks from the West at the price. Some small holdings in the State have sold at Chicago prices and others are strongly held. The trade drags, as the winter kill is over and receipts are light. While prices do not move up, the outlook is for higher prices on the January take-off.

Pelts sell freely and are wanted. Stocks do not accumulate. The trade, so long draggy, is now moving with vigor.

Furs are strong and there is a good demand for choice fresh stock. London sales proved good and, as returns come in, are very satisfactory. Some lines have advanced materially.

Tallow is lower and drags. Edible is in good demand. Soapers' stock is lower, on a sluggish market.

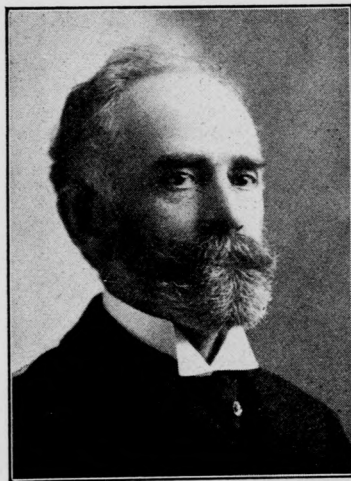
Wool has been strong, with a tendency to advance, on account of a demand for all offerings. Late reports indicate a weakening, caused by a lock-out of a large number of men and large imports, which has a tendency to check sales. The factories are busy, with large sales at slightly lower prices from cheaper wools. Stocks in sight are light, with large imports coming in. The new clip is near at hand. The London market is firm at advanced prices and with

all indications to stiffen our markets. No lower values are looked for, while the advance is checked.

Wm. T. Hess.

The New President of the Board of Trade.

The members and friends of the Board of Trade were happily surprised at the annual banquet and inauguration of officers last evening by the readiness and sufficiency for the occasion manifested by the new President, Sidney F. Stevens. Those of his associates and business friends who have always known him as a quiet, retiring gentleman, whose strong point seemed to be careful method and thoroughness, believed that



he would bring to his new duties an energy and ability which would command success, but they were hardly prepared for such a remarkable manifestation of ability as an assured practical parliamentarian, and master of repartee as well, as characterized his entrance upon the duties of presiding officer. The wonder is that, with such abilities, he has been permitted to remain so long in the background and, now that the ice is broken, he can hardly expect to continue to enjoy the quiet which he seems to have so long courted.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held Monday evening, Feb. 3, President Fuller presided.

Interesting addresses were made by F. W. Armstrong, John Ratcliff, H. J. Vinkemulder, J. Geo. Lehman, Jos. Dean, Ed. Wykkel and Edwin White.

The Secretary was instructed to obtain a question box and have it on hand for the next meeting. He was also instructed to invite the city salesmen and grocery clerks to attend the next meeting.

Oom Paul Kruger has received repeated invitations to visit the United States. He knows that if he came over here he would be an object of interest and curiosity and that he would be able to arouse much enthusiasm for the Boer cause. Perhaps if he accomplished nothing more he could stay the development of friendly relations between the British and Americans. To a man in health and vigor such an opportunity would appeal very strongly, but Oom Paul Kruger is old and feeble, and those best acquainted with his condition declare that the possibility of his coming to this country is extremely remote. Indeed it is said to be definitely decided that he will not come.

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

The Grocery Market.

Sugars—The general feeling in the sugar market is practically unchanged. The rather easier tone to prices for raw sugars caused buyers to remain conservative and new business is comparatively small. The market, as a whole, is a waiting one and the trade will probably continue to hold off, pending developments. There is, however, considerable demand for Michigan beet sugar, but some of the refiners have withdrawn from the market for the present and sales are consequently few.

Tea—At the present writing the consensus of opinion seems to be that the duty will be removed. This explains the reluctance of holders to sell, because if they sell much they must remove tea from bond, and removing it from bond means paying the 10 cents duty, which they may not have to pay at all if they wait awhile. It is extremely unlikely, however, even if the duty is removed, that the removal will be made to take effect before the end of the fiscal year, July 1. That was the date when the tariff changes took effect last year, and it is the date when any new changes will likely take effect. There have been no changes to report during the past week. There is a stiffening effect throughout the market, the duty agitation having had no weakening effect as yet.

Coffee—The market has been lower, owing to speculators in Havre, as well as New York, unloading their long coffee on the exchange. The last few days, however, show a decided change for the better, and it is thought the liquidation is over temporarily and the market may improve. Coffee, at present figures, seems to be a fairly safe investment, and so it is thought by most jobbers.

Canned Goods—The canned goods market is quite active, with some little business in futures. Some Michigan packers have named prices on future tomatoes and readily disposed of their offerings, a number of them now having withdrawn from the market, having sold their entire estimated output. Others are rather slow in confirming orders, as they claim it is difficult to get farmers to contract at any reasonable price and the acreage they will be able to secure is rather difficult to determine as yet. The great majority of packers in this line have not as yet made any prices for future delivery, but are expected to do so shortly. Spot goods are moving out moderately well at previous prices. Spot corn is extremely dull and, while there is some enquiry for certain grades, no sales of any consequence are reported. Future peas are meeting with good demand from all sides, some packers being already closely sold up to their estimated output. Some packers who named the same prices as prevailed last year say that contracts are largely in excess of those made in 1901, while those who advanced their prices slightly say sales have been fully up to previous seasons. The demand for spot peas is fair at unchanged prices. More interest is shown in peaches, a good enquiry for the medium grades being noted. Salmon is quiet and practically unchanged, with moderate stocks on hand. There is a steady movement to the retail trade, but no large sales are reported. Trade in sardines is reported to be very satisfactory. The position of this article is very strong and it is said that ¼s oils are now selling below the cost of production and an advance is looked for in the near future.

Dried Fruits—The dried fruit market is rather quiet, with only a moderate demand. Prunes are moving out quite well to the retail trade and any decided improvement in the demand will probably result in higher prices on certain sizes which are rather short. Loose muscatel raisins are dull, with very light demand. Seeded raisins are in better demand and are very firmly held. Stocks of these goods are moderate on the spot, but with any greatly increased demand would soon be exhausted, and it is reported that stocks on the coast are light. Peaches are in better request and a very satisfactory business is noted, particularly in choice grades. Apricots show more firmness and are moving out well at full prices, with indications pointing toward higher prices. Dates, especially Persians, are in good demand at full prices. Fards, owing to the low prices at which they are offered, meet with better demand also. Figs continue in good request. Currants are unchanged in price, but are meeting with very good demand.

Rice—The rice trade is quite active, with a steady demand at full prices. Purchases are not of large lots, but of small quantities for immediate use, but aggregate quite a satisfactory business.

Molasses and Syrups—The molasses market is practically unchanged, with fair demand. Spot stocks are fair but not excessive, considering the time of year. Prices asked are somewhat above buyers' views, which restricts trade to some extent. The corn syrup market shows an advance of 2c per gallon and 6c on cans.

Nuts—Trade in nuts shows some improvement. Peanuts of all grades are in excellent demand, with some grades very difficult to obtain. There is some improvement in walnuts and some grades are practically cleaned up. Taragona almonds are slightly lower. Filberts are also ¼c lower. In shelled nuts a better feeling is manifested and they are in good request at full prices.

Rolled Oats—The rolled oats market is somewhat stronger, with an advance on barrels of 15c and 5c on cases.

Fish—Mackerel is unchanged, and in fair demand. Norway fish is stronger; while prices have not advanced, it is harder to buy at ruling quotations. Cod is dull and slightly weaker. Hake is ¼c higher, and haddock is slightly easier. While the demand for this class of fish is at present light, Lent is expected to bring a much improved demand for all three varieties. Lake fish is unchanged; demand fair.

All Honor to Mr. Wirsig!

From the Atchison, Kansas, Globe.

During the hard times of 1895, O. H. Wirsig, a merchant of Champion, Neb., failed, owing W. F. Dolan, the Atchison wholesale grocer, over a thousand dollars. Several other creditors jumped in and closed out Wirsig's stock. Today Mr. Dolan received a draft from Wirsig for \$1,300, the original debt in full, and \$297 interest. Wirsig has not been merchandising since, but he always felt that Mr. Dolan treated him with great consideration, when he was in trouble, and has paid the debt, with interest, although it has long been outlawed.

E. W. Howell and T. W. Lawton have opened a hardware store at Coopersville, under the firm name of E. W. Howell & Co. The stock was furnished by Foster, Stevens & Co.

The capital stock of the Ideal Clothing Co. has been increased from \$50,000 to \$75,000.

Getting the People

The Value of Good Printing in Advertising Mediums.

In the old days of the hand printing press, when it was thought necessary to print upon dampened paper to get a readable impression, the standard of typographical excellence was not very high. In strength and durability and at one-quarter the cost the paper was superior to the wood pulp sheets now in use, but there was no attempt at finish and the rough edges and inaccurate register of the blanket broadsides in vogue were accepted as the practical weekly. The dailies were scarce. There was an advantage in the strength and durability of the old-time paper in that after its perusal it was often carefully saved to do duty in the field now monopolized by the paper hanger. Thus occasionally an advertisement was given a standing prominence on some kitchen, or parlor, wall which can not be hoped for in the more improved conditions of house decoration and the less durable sheets of to-day. To be sure, the advertisement was as likely to appear wrong side up as otherwise, but often the many repetitions in all sorts of positions, as apt to be inside as out, would give it a few good places.

One effect of the development of the modern newspaper has been to greatly widen the diversity as to quality. In the old days there were few magazines that were much better printed than the daily and weekly papers. To-day the number of magazines is legion and the poorly printed among them stands small chance of recognition.

As yet the standards of quality are not far advanced on the weekly local newspaper, especially as to paper and press work. The universal use of perishable pulp paper, recognizing the temporary value of the periodical, operates to keep the basis lower than in any other branch of the typographic art. There is great improvement in the composition of the advertisement and reading matter, except when display heads are permitted to intrude, but too often the improvement ends here.

In magazine publishing the standard of typographic excellence has been raised very high. The extensive use of the halftone, making fine papers, good ink and careful presswork essential, has created a discrimination that quickly rejects the commoner appearing productions which were in vogue a few years ago. Then in the field of manufacturers' catalogues the revolution is still more complete. In these the finest productions of the engraver's art are set forth on corresponding paper and the finest print. All this serves to educate the public to a finer discrimination and taste.

One effect of the great disparity in these regards between the country press and the other periodicals and catalogues is to gain for the latter much of the attention formerly accorded the local paper. This is hastily scanned over for the local gossip, but something more entertaining and artistic gains the longer attention. It is not long since this disparity became so pronounced and unless there is a move to remedy it the effects will rapidly become more manifest.

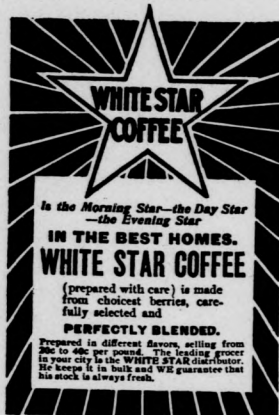
With the cheapening of methods of manufacture of all that enters into the production of a newspaper it is becoming possible to use better grades of work and materials. This is a subject worthy the attention of every advertiser in the

Pre-Inventory Sale!

Next month we inventory and in order to reduce our stock as much as possible before that time we are going to make some EXTRAORDINARY PRICES—not on old goods, but on FRESH, NEW GOODS, and every article is GUARANTEED.

Groceries

4 lbs. Sugar	25c
1 lb. of Tea	49c
Maltine	1c
3 cans of Corn	25c
3 cans of Pumpkin	25c
3 cans of Peas	25c
3 cans of Beans	10c
Beef, Ham and Pork	25c
Corn Syrup	10c



Groceries

1 lb. Baking Powder	7c
1 doz. Souring Soap	4c
1 doz. Cakes	5c
1 lb. Baking Soda	25c
1 lb. Jar Honey	35c
1 lb. Jar Maple Syrup	35c
1 lb. Jar Apple Butter	35c
1 lb. Jar White Vinegar	35c
1 lb. Jar Blackstrap Molasses	25c

A Dinner Set FREE!

A 2 lb. Package of F. S. ROLLED AVENA will cost you 12c, and in each package will be found a letter. You save the letters until you have the ones that will spell the word AVENA and you will get a DECORATED DINNER SET ABSOLUTELY FREE. This is worth trying for. We guarantee the Oats.

We would like your BUTTER AND EGGS—Cash or Trade. Remember we pay a little more for good produce than the other fellow.

Derby & Robinson,

'Phone 25.

Exclusive Grocers.

O. J. WANGEN

CLOSING	OUT
Wall Paper	Framed Pictures
Tablets	Jardiniere
Window Glass	Room Moulding
Varnish	Linseed Oil
Floor Wax	Brushes
	Varnish Stain
	Floor Paint
	Floor Lac
Low Prices Made on Painting and Papering.	

O. J. Wangen,

394 River Street, Engelmann Block.

It seems a trifle early

but I would just remind you that we have bought, and it is here, the very finest and most complete line of

Wall Paper

That it was ever our pleasure to show in this town. Besides the ordinary papers I have

All the latest fads in Stripes and Florals

We are now fitting up our store and when finished hope to have one of the finest and best equipped and stocked

Jewelry, Wall Paper and Optical Stores

in central Michigan. We are open and ready for business every day in the week, but we will make our real

Spring Bow about Feb. 15

Remember, we want your trade in above lines. Call and see the goods, prices will do the rest.

D. D. Shane

Jeweler and Optician

local press. I do not mean that a radical change should be demanded, but that care should be taken that all possible improvements should be adopted and that the medium of publicity be made such as will command attention in competition with the finer kinds as far as may be possible.

A strong grocery advertisement occupying generous space is that of Derby & Robinson. The printer has done the only thing possible in centering the black electrotpe of White Star Coffee, but this arrangement would seem to give undue prominence to that specialty. The adherence to one style of display type is a good feature, but I would dispense with the exclamation points. The pre-inventory sale idea is becoming so common that to be effective it must keep its promise of low prices, as seems to be done in the list given. The breaking into panels is a good feature.

O. J. Wangen present a curious arrangement which will no doubt attract attention, but I question as to whether it is the strongest display that can be made. The giving of two separate panels to the expression "closing out" seems necessary to balance the work, but otherwise is not a desirable arrangement. The objection to the oblong signs is that the eye does not pick out the items readily from the mixture. It is my impression that a grouping of the different classes with a variation in display would be more attractive. The printer seems to have carried out the advertiser's plan closely, and so can hardly be criticised for the result.

D. D. Shane writes an attractive and seasonable announcement, which the printer handles judiciously in his space.

Walking in a Watch.

A promenade inside a watch that is all the while doing its ordinary duty of telling the time is a pleasure in store for visitors to the forthcoming St. Louis Exposition. It is even stated that a small restaurant, with waiters, cooks and the ordinary paraphernalia of such an institution, is to be located inside this monster timepiece. The watch is already in course of construction. Its dimensions are, for a timepiece, enormous, the diameter being nearly seventy-five feet and the height more than forty feet.

Tiny staircases will be scattered throughout the watch, and there will be spacious galleries, where visitors may pass and repass with ease. The wheels will be so well protected that no one can suffer injury either to person or clothing.

The wheel known as the "balance wheel" will, in this monster watch, weigh a ton, while the so-called "hair spring" will be considerably thicker than a rolling pin. Approximately two minutes will be consumed by the swings back and forth of the wheel above mentioned. This wheel will be pivoted on two huge agate blocks.

Needless to say, the mainspring of this extraordinary watch will be enormous. Three hundred feet will hardly measure its length, and it is to be made of ten spring steel bands, two inches thick, bound together, as it would be impossible to roll so large a piece.

When finished the watch will lie on its back. It will possess a polished metal case similar to those used for watches of ordinary dimensions.

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.

959

When a dog succeeds in capturing his tail his end is accomplished.

Wonderful Progress Made in the Wall Paper Business.

Wall paper is an article that has made a very rapid increase in the amount of consumption within the past twenty-five or thirty years and necessarily the amount of production has kept pace with the amount of the consumption. The increase in the use of this article has been far in excess of that of other articles for similar use. It is at the present time the most popular article in the way of decorating and is being used for the cheapest to the very finest decorative work.

It would be extremely difficult to name another article with which so much improvement and so large a change in the appearance of a room can be made and that improvement can be made at a very moderate expense.

This improvement not only adds to the decoration and finish of a room but it is a saving and protection to the plaster and also makes a room considerably warmer.

The manufacturers deserve much credit for the wonderful progress that has been made as the goods that are being manufactured at the present time are of much superior quality and much more decorative than have been made in past years. They have used great skill in improving their machines and are now printing papers that the most skeptical are unable to criticize. They have spared no expense in experimenting and improving their machines and are now making papers that require as many as sixteen or seventeen separate and distinct colors to make one pattern, all these colors being put on the paper at one impression. This, however does not mean that all papers have this number of colors in the design as most of the papers used have only four, six or eight colors, while the cheapest grades have only two or three colors. The expense of the paper is governed a great deal by the number of colors in the design, as the greater the number of colors the larger the machine must be and the slower the paper is printed.

Not all goods are printed by machine as there are hand print goods being made, but these are necessarily expensive as it requires much time to print with hand blocks. In former years all papers were printed in this manner.

The manufacturer must be very careful in his selection of designs as many patterns are offered to him by the artists that will not make good selling papers. He must also use great care in coloring a pattern to produce the proper effect as quite frequently a design is ruined in the coloring.

The best factories of this country change their entire line of patterns each season, while the manufacturers in other countries change only a few designs each season, and will print a pattern year after year, if the pattern will continue to sell. There are some very fine papers made in some of these countries, such as France, England, Germany and Japan. There are only a few factories printing paper in foreign countries, while in this country there are at the present time about forty factories in operation. Each of these factories employ from twenty-five to as many as two hundred persons.

There are also many wholesale houses in all parts of the country, which always have large stocks of goods on hand. These wholesale houses give employment to a large number of people.

There are also the retail stores in endless number in all parts of the country,

which give employment to many clerks, paperhangers, etc.

Looking at all the different branches of this business it will readily be seen that there is a vast army of people given employment and that a large amount of capital is involved in this enterprise.—Henry Voss in St. Joseph Journal of Commerce.

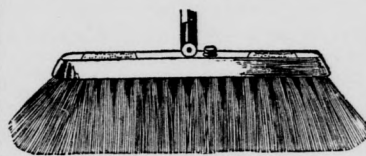
Dust and Consumption.
From American Medicine.

That dust is a cause of consumption is clearly shown in the statistics of the patients treated at the sixty institutions of the German Empire for the cure of tuberculosis. In 1,095 cases, or more than one-half of the 2,161 persons under consideration, the origin of the disease was alleged to be due to the continuous inhalation of dust involved in their employment, as follows: Four hundred and thirty-one cases from the effect of "dust" without more exact designation; 182 cases from the effect of metal dust; 129 cases from the effect of stone, coal or glass dust, 116 cases from the effect of wood dust, 111 cases from the effect of wool dust and 126 cases from the effect of various kinds of dust.

These facts suggest to hygienists and inventors the necessity of devising dust consumers and dust preventers for factories, workshops, etc. This is a fact that legislators should bear in mind.

The World's Only Sanitary

Dustless Floor Brush



is built on sound principles—a little reservoir in the top of the brush holds kerosene oil. This is so arranged that a special row of fibers in the brush absorbs a sufficient amount of oil, so that when it comes in contact with the floor, the dust, instead of rising, is rolled into little pellets. The kerosene oil renovates as well as destroys any animal matter that may be present in dust. For further particulars write the

Milwaukee Dustless Brush Co.

121 Sycamore St., Milwaukee, Wis.

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.

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

ATTRACTIVE CATALOGUE "SAVE TIME AND STAMPS" **PELOUZE POSTAL SCALES**
THE HANDSOMEST AND BEST MADE
THEY TELL AT A GLANCE THE COST OF POSTAGE IN CENTS AND ALSO GIVE THE EXACT WEIGHT IN 1/10 OZS.
NATIONAL—4 LBS. \$3.00. UNION—2 1/2 LBS. \$2.50.
THEY SOON PAY FOR THEMSELVES IN STAMPS SAVED.
PELOUZE SCALE & MFG. CO., CHICAGO.
HARDWARE & STATIONERY DEALERS

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.
CHICAGO SOLAR LIGHT CO., DEPT. L, CHICAGO.

ATTENTION
We do the best of work
Steel Ceilings
Galvanized Iron Cornices
Skylights
H. M. REYNOLDS ROOFING CO.,
METAL DEPT., GRAND RAPIDS, MICH.

Send in your orders. Largest factory of its kind in America.
Meyer's Red Seal Brand
Saratoga Chips
Have No Equal.
In a Show Case, as per cut, with 10 lbs. net Red Seal Brand for **\$3.00**
This offer is first cost on case. We furnish direct or through any jobber in 10 lb. boxes, 20 lb. kegs, or 30 lb. barrels bulk, to refill cases. In cartons 1/2 lb., 1 lb., or assorted, 24 lbs. to the case. Prices on application.
J. W. MEYER, 127 East Indiana St., Chicago, Ill.

IF YOU ARE NOT SATISFIED

with the light or the

Gasoline Gas Lamps

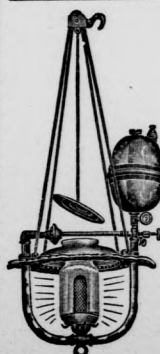
you are using or selling, if they give poor and unsteady light, smoke, smell or go out unexpectedly, write to us. Perhaps we can suggest a remedy. But the simplest and cheapest way out of it is to lay them aside and get our

BRILLIANT OR HALO LAMPS

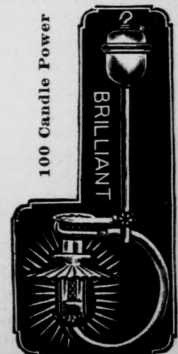
that are right and always ready for use and guaranteed to do as represented if properly handled, or money refunded. Over 100,000 in daily use during the last four years. The first cost is small compared with the business loss by poorly lighted stores. Trade goes where light is brightest and there is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

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

George Bohner



Halo Lamp, 400 Candle Power



100 Candle Power



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, - - FEBRUARY 5, 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 29, 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 first day of February, 1902.

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

FLEXIBLE CIRCULATION.

The amendments to the National banking act, included in the law passed several years ago, the principal purpose of which was to expressly adopt the single gold standard, were expected to greatly increase the National bank note circulation, and add to that circulation the flexibility which it had previously sadly lacked. It was hoped that this would be accomplished, first, by permitting the issue of notes up to the par value of bonds deposited with the Treasury as security; second, by the inducements held out for the creation of small banks.

While it is true that, soon after the passage of the law, there was a considerable increase in the number of banks, particularly institutions of small capital, and there was also a good expansion in circulation, owing to the more favorable conditions upon which circulation could be issued, it was not long before it became apparent that the hoped for increase in National bank circulation would not reach expectations. The experience during the long season of high money rates which has been recently realized has proved that, whatever virtue there may be in National bank note circulation, it entirely lacks the needed element of elasticity.

The total dependence upon the Treasury for circulating notes, based entirely on Government credit, which is the existing system, has been responsible for the stringency in the money market which has been so frequently experienced in recent years. With the Government withdrawing money from circulation in great quantities, and piling it up in the Treasury vaults in the shape of a constantly growing surplus, the bankers of the country have found themselves unable under existing laws to provide the circulating medium in the quantities needed. The absence of a truly

elastic currency, capable of safe expansion in times of monetary stringency and equally prompt and safe contraction in seasons of over-abundance, has been sorely felt, and has started the discussion among bankers and financiers generally of our entire financial system. The subject of securing an elastic currency has become again a very live issue, and Congress must sooner or later adopt some measure of relief.

That National bank note circulation secured by Government bonds is not satisfactory is evident enough, and the reason for this is the unprofitable character of that circulation to the banks. Far from their being any inducement for the expansion of the volume of National bank notes outstanding, there is constantly a strong temptation to reduce the amount circulated as far as the limit fixed by law will admit.

The great obstacle to be encountered in securing changes in the existing laws is the strong affection of the masses for the Treasury note system, which is wrong in principle. Because at certain times, in the distant past, abuses crept into state bank note issues, owing to imperfect laws, or the imperfect administration of good laws, there is a strong prejudice against a flexible bank note issue based partly on cash or bond security and partly on the credit of the individual banks issuing the notes. That such a circulation can be maintained profitably and safely is shown by the experiences of other countries. It is the proper function of banks to issue notes, and it is not the proper function of solvent governments to do so.

Unless our laws are amended so as to insure a flexible circulating medium, financial disturbances and periods of money scarcity are likely to become more and more frequent.

Rabbi Emil G. Hirsch, of Chicago, in an address on "Israel Among the Nations," defended the Jew as a victim of circumstances beyond his control. Originally the Jew was the true son of the soil. Through policies of blackmail and tribute the Jew had been driven into walks of commerce and had become a merchant and a money lender, but never of the type which Shakespeare created in Shylock. There were then few Jews, if any, in all England. Shylock was not original with the man of Avon, but was the drama woven from a story written by Pope Pius VI. In that book the lender was not even a Jew. The idea of the pound of flesh was not in accordance with Jewish law. It was the old Roman law and Shakespeare simply changed the circumstances to meet the dramatic requirement. Turning to the crucifixion of Christ, Rabbi Hirsch said that he whom the Christians looked upon as the Savior was not crucified by the Jews, but by a cabal of priests. It was not because he had violated the law that Christ was condemned, but because of his unsettling the tables of the money lenders in the temple. This cabal of priests had what in modern days would be termed a corner on the money that was to be loaned. Because Christ offended this cabal, this corner, he was sent to his death. At the time of his crucifixion, and through all the ages down to and until to-day, the great mass of the Jewish people looked upon and look upon Christ as one of the greatest of teachers. To-day he would be received with open arms and welcomed by all. The Jews still look for the coming of the Messiah. Israel's hope to-day was voiced in that song the angels sang—Peace on earth, good will to men.

ONLY THE INEVITABLE.

Artistic Europe has received a shock it will not soon get over. If there is one thing, one fact, about which there can be no question it is that Art has built her palace in the Old World and that she will never live anywhere else. That is the art center. There is the home of the ideal and there, too, is the place where only the realized ideal can ever be found. There is no attempt to deny that genius is shut in by no country nor clime. The galleries of the world have too many instances of foreign excellence for that; but, even while West with his pencil and Powers with his chisel have asserted themselves, it is only the exception in both cases that has confirmed the rule and Art has seen no reason so far for changing her abode.

Thus assured the art circles "over there" have been on the qui vive in regard to the coronation of King Edward. It seems to have been a custom crystallized into law that the coronation scene shall be the subject for the artist, and to whom the painting of the picture is to be assigned has been the occasion of considerable wakefulness in certain talented circles. The choice has finally been made and it is easy to understand what expressions of contempt have been heard when an American artist, a certain Edwin A. Abbey, has "got the job!"

With a composure which seems natural enough under the circumstances, this country at least can see no reason why the royal scene should not be fastened to the conscious canvas by Mr. Abbey. The fact that he is an American is certainly not against him. That statement in itself is an assurance that he has been weighed in the artistic balance and not found wanting. The conditions, reduced to a single one, called for the best artist and Mr. Abbey, meeting that single condition, has only to put on his working gear and go to work. The result is already conceded: It will be one of the finest pictures of its class and, aside from the painting as a work of art, it will strengthen the belief that this country can produce something beside breadstuffs and machines.

It has been said already that King Edward's choice was "perhaps a flower thrown over the garden wall by the new King," an utterance as silly as it is weak. The English King is as sure of his position among the American people as he is of his right to the English throne, and he knows as well as we know that American favor is not won by that sort of performance. The fact is a nation that has won its way to the front as this Nation has has not done it by picking up tossed-over blossoms. It has something else to do, and it does not care for that kind of recognition. Real worth is the foundation upon which it has built, and real worth is the passport upon which it has depended for whatever success it has secured in every field of endeavor. We raise grain, but unless it had been better than the grain it displaced it would never have gone abroad. Nothing but the best engine and the best steel rail and the best bridge would have scattered those best goods over the earth; and, now that that class of want is satisfied, the higher thought and the higher life are showing themselves in the same way. Real worth is at the bottom of every success. We are doing the best farming and the best manufacturing and now the best thinking is finding expression in other ways.

Our pens are finding interested readers. We have done something in poetry and are not discouraged. Music is paid higher rates of appreciation than anywhere else. We have had some singers and we hope for more. In commercial phrase, we are not doing much just now, but are looking in that direction. So in art lines we have not been idle. With the sublimest scenery on earth, there has grown up of necessity a class of artists whose fingers have been found faithful to tasks assigned them and they have left their canvas aglow with the divine conception. Under such influences they lived and labored and the real worth that is characteristic of them all shows that they have not wrought in vain. It is only necessary to affirm that the American artist will not disappoint his royal patron. The picture will be a success however looked at and it will confirm, what the astonished world has been loth to believe, that here in the Great Republic, the home of materialism, has been found the artist that can best portray the highest ideal in lines which the Old World only was supposed to follow most successfully.

When a man becomes prominent in national politics and especially when he becomes a member of a President's official family, his own family must expect to find all its affairs aired in the public prints. The new Secretary of the Treasury is having just such experiences. When he was first appointed, a great deal was said about his lack of aristocracy, his modest way of living, and it was said that the fuss and feathers of official society in Washington would be very distasteful to him and to his family. This is followed, now that the Shaws are in Washington, by extended accounts which would indicate their ability to overcome prejudices of this character. A good deal of space is devoted to dispatches describing Mrs. Shaw's gowns, which are said to be marvelous. She credits her husband with having told her to spare no expense and the descriptions would indicate that she has followed his instructions both in letter and spirit. One of the annoyances of high official rank is the publicity given to affairs of this character, but there are some people who even enjoy that phase of it.

While in this country Prince Henry of Germany will enjoy extra territorial rights as if he were an ambassador. This is in accordance with the requirements of international law, which extends this prerogative to the members of reigning houses as a right. Prince Henry will be entirely exempt from any kind of American jurisdiction. No matter what he might do the American law would have no hold on him. He could not even be arrested. All the Government could do in the event of the royal visitor breaking American laws would be to request him to leave the country at once and to call the attention of the ruler of the country to which he belongs to his behavior.

There is some dispute as to what caused the explosion of dynamite that caused such carnage in New York. Some claim that fire could not have caused it, as they maintain dynamite will burn like sawdust. Hudson Maxim, who is an authority on explosives, says that theoretically this view is correct, but it is not safe to proceed upon. "I could not recommend dynamite for fuel." Neither would any other sane man.

SIGNS OF THE TIMES.

Ludicrous Mistakes by Those Who Make Them.
Written for the Tradesman.

I take my typewriter in lap to say a word to the merchant about signs and sign painters. I do not wish to set myself up as an oracle on this subject; but I have had some experiences with sign painters and have also been called upon at times to admire their work from afar. I wish to speak particularly about the sign painter who does not know how to spell; when it comes to producing ludicrous effects, that individual has the printer beaten a mile. And the printer is pretty good at it, at that.

Signs and sign painters have existed since the time of the handwriting on the wall and our literature is full of their haps and mishaps. It is against the latter I would warn the man who has signs to be painted. I do not wish to be mistaken for a walking delegate for the sign painters' union or the amalgamated association of calciminers, but I do want to urge the merchant, when he has his signs painted, not to hire a cheap man unless he is absolutely certain that the man can both paint and spell.

That he should be able to form letters properly is, of course, the first requirement. Nothing looks quite so bad as an "S" made backward and writhing in misery or an "N" that slants the wrong way. This and the letter "I," over which he is tempted to put a dot when writing a line in capitals, are the amateur sign painter's bugbears.

But it is with your spelling that the poor sign painter will work havoc if you do not watch him. He will post about your place announcements that would turn your old school teacher's hair gray if he read them. He will have you selling things at "Wholesale and Retales" if you don't watch out. He will advertise "Bargain Sails" for you, as if you were giving lake excursions at reduced rates. He will spell 'bagas' 'beggies' and sauerkraut 'sourkraut' if you don't take care. These are only a few of the things he will do.

Two inquisitive Americans once found a stone in an ancient wall in the English quarter of an Italian city marked with these curious and mysterious words: "Post nobils."

They puzzled their brains for a long time trying to ascertain the meaning of the inscription and drew on their somewhat limited supply of Latin to the point of an overdraft without solving the mystery.

"The first word, 'Post,' is easy," said one. "It means 'after.'"

"Yes," replied the other, "that's easy—'post mortem,' after death; 'post prandial,' after dinner; 'post meridian,' afternoon; 'postoffice,' an office everybody's after; but 'post nobils—'"

The thing haunted them and the two Americans finally returned one dark night and removed the stone with its curious inscription from the ancient wall by stealth. They wrapped it up carefully and when they returned to America bore it with them, dreaming that perhaps they had found the key to some forgotten language that would open up the past even as the pyramids of Egypt have been made to speak.

Arrived in America they hid themselves to Washington and laid the weighty problem—eight pounds and nine ounces—before a professor of the Smithsonian Institute. The professor and world-famous linguist looked at it a moment only.

"That's easily translated," he said, 'Post No Bills.'"

The bad spelling sign painter of the English quarter of the old Italian city had merely been getting in his work.

Punctuation also has a marked effect on the meaning of your sign. How often do we see signs like this:

U B EZZEY

Groceries. and, Drygoods

The only places the periods are needed they do not appear.

The story has been told before, perhaps, but it is a good one, of the intellectual barber who, to illustrate the importance of proper punctuation in writing and enunciation in speaking, posted the following unpunctuated sign in front of his place of business:

What do you think I'll shave you for nothing and give you a drink

The first stranger who saw the sign hurried into the shop and asked for a shave and, before the tonsorial artist had progressed far with the task of removing the stranger's hirsute adornments, the shop was filled with customers anxious to be shaved. When the stranger had finally been shaved, he said as he left the chair:

"Now for the drink."

"What drink?" asked the barber.

"And are you not going to pay for the shave?"

"Why, look at your sign," said the stranger. "Doesn't it say: 'What do you think? I'll shave you for nothing and give you a drink.'"

"No," replied the barber, "it does not say anything of the kind. It says: 'What! Do you think I'll shave you for nothing and give you a drink?'"

Tom Hood, the English humorist, faring across a field one day, came upon a sign which read:

"Beware the dog."

Hood looked about in vain for the dog and, finding none, made this rather clever rearrangement of the words of the sign:

"Ware be the dog?"

You must also watch your sign painter's arrangement of letters as well as his arrangement of words or he will merely mystify or amuse the public instead of inducing its trade. You remember the antique inscription in Dickens' Pickwick Papers:

X
B I L L S T
U M
P S H I
S M
A R K

which Blotten made to read what it really was: "Bill Stumps, his mark."

Watch your sign painter as you would, or should, your printer when he finds it necessary to divide a word at the end of a line and do not let him perpetrate such atrocities as "ma-ny," "su-rely," "eve-ning" and the like.

A great deal of the success of a sign depends, however, not only on the man who paints it, but the man who composes it. If you wish a sign well done you must do it yourself and not leave it to others so far as the particular words to be used are concerned. It should be concise and yet so plain the same meaning will be conveyed to all and not two different meanings to two different persons.

The possessor of a country estate was angered one day to find a stranger fishing on his premises in spite of a sign he had put up to warn trespassers away. The fellow was coolly hauling in bass after bass as the angry owner of the property strode up behind him and shook him by the shoulder.

"Do you see that sign?" angrily enquired the land owner as he pointed to a board erected not ten feet away and bearing the words:

"No Fishing Here."

"Yes," replied the fisherman as he lifted up a long string of the speckled beauties, "and the man who painted it is a liar. There's good fishing here."

Did it ever occur to you how this word "here" is worked to death in signs and how it often renders them ambiguous? It was this word that proved the Waterloo of a good old colored lady and put quite a different construction from the one she intended on a sign she hung on her white-washed fence one morning to attract the attention of any passerby who might be needing the services of a scrub woman. It read:

"Floors Scrubbed Here."

It is to be hoped they were—occasionally, anyway. The following familiar sign has often interested me:

"Girl Wanted to Do Housework Here."

I have often wondered if they permitted her to do it.

Unless you are extremely careful you may turn the joke on yourself, as did the man who displayed the sign:

"Why go elsewhere to be cheated? Come in here."

Don't be too boastful in describing your wares by means of a sign lest you be doubted. The phrase "Best on earth" may often be applied with truth, perhaps, but it has been working overtime and is entitled to a rest. The man who does not claim too much may convince more people than the man who does.

There is the fable of the three tailors who began business on the one street. The first tailor hung out a sign:

"The best tailor in the country."

The second tailor outdid him by displaying the sign:

"The best tailor in the world."

The third tailor outdid both by merely this sign:

"The best tailor in the street."

And the third tailor got the trade.

There is a man in Denver, Colo., a dealer in gentlemen's furnishings, whose work I used to admire when a resident of that city. He displayed in his windows cards bearing witty epigrams or good puns, such as one finds in the comic papers, often illustrated with fetching halftone pictures cut from the magazines and almost always appropriate to the article displayed. These signs were always interesting enough to attract the attention of the public, and once, I am told, of the police. His place of business was on a side street, but less than a minute's walk from the center of the business district. In consequence many people got into the habit of dropping around that way to see what he was up to now. In fact, his windows were one of the sights of Denver to which visitors were piloted.

For the public does read signs and if they are well composed, well painted and well spelled they are heeded. There is the story, for instance, of the man who fell off a bridge and was just going under the water for the third time. A man on the bank yelled:

"Why don't you swim for shore?"

As the stranger disappeared from sight he pointed to a sign which read:

"Swimming Not Allowed Here."

Word your sign well and have it painted by a man who knows—it will command attention and bring results.

Douglas Malloch.

Fair Prices For Good Goods.

The public cries for pure food and demands it, and undoubtedly gets it if it pays a proper pure food price for it, but when a demand is made for a known article at less than it can be made for (just an echo of false economy), then unscrupulous men manufacture something claimed to be "just as good," it sells at a reduced figure and distrust of both the good and the bad product is born. I care not what you buy, the reputation of the seller counts—the price asked does not guarantee the quality, but, taken into consideration that the seller bears a business reputation for square and fair dealing, advertises ever truthfully, advocates pure food products only, returns your money cheerfully and immediately where asked for, then you have all the guarantee a firm can offer you.

There is in every line of business a class of men who live on the outskirts of honest business enterprise—their methods are those which hurt the honest tradesman. The human birds of prey are not known for many years—as a rule, they are here with the heat of summer and fade away with the early frosts of the next winter. They may cut and slash prices for a time—sell goods with false labels, lacking weight and quality—may advertise as the "cheapest" store within the two hemispheres, but, alas, the Nemesis of Fate overtakes them, and some day we pass by the store and the sheriff's lock is on the door, and a clamoring, howling mob is asking: "How—why is this? They sold so many goods—so cheap!" Yes, that's the rub, they sold too cheap—so far as the price was concerned—but oh, so dear, so far as their customers' health and their creditors' pockets were concerned. The firm that is in the business world to stay must sell good honest goods—full weight, highest quality—reasonable in price—must get a reasonable price for everything in order to maintain its high standing, and the maintenance of this ideal standard is the great reason of the existence of firms fifty years and more.

Edgar John Arnold.

Enclosures in Packages.

Every package that goes out of your store ought to contain something besides the goods. It ought to contain a little booklet, or folder, or card, advertising something about your store that people ought to know, or calling attention to some special sale, new lines of goods, or forthcoming attractions. These little things do not cost much, but they bring a lot of business. They get into the home in the easiest possible way and stay there to do good work for you. It costs you nothing to deliver them, and if they are neat enough and well written enough they will lie around the house and be read by various members of the family. They will bring trade far out of proportion to their cost. People do not object to this method of advertising, but they do object to having circulars and miscellaneous stuff of that kind thrown into their yards and in their hallways. This is legitimate, dignified advertising.

Charles A. Bates.

Mr Thomasson's Lesson.

"Yes," said Mr. Thomasson, "I went home intoxicated one night about ten years ago and the lesson my wife taught me made a lasting impression on my brain."

"What did she say?"

"She didn't say anything. The lasting impression I refer to was made by a flatiron. See that hump?"

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—While there has not been any radical change to report for this week in regard to staple cottons, there has been a continuance of the improvement noted last week. Buyers are exercising the utmost caution in regard to placing orders, and are evidently determined not to buy one yard that is not necessary. The feeling that the market through the fluctuations of raw cotton may take a turn in their favor can not be killed, and they hold to that hope with the greatest tenacity. Heavy brown sheetings and drills have received moderate attention from the home trade, with an increasing number of enquiries from the exporters. In regard to the latter, while the exporters seem to be getting ready for trading, and would even now place orders if holders were not quite so stiff, there is still a little too much difference in regard to prices. The exporters have come a little nearer the seller's basis, however, by 2 or 3 per cent. in several cases. It is not likely to be long before an agreement can be reached, and then a resumption of export trading is expected on a good-sized scale.

Prints—Fancy calicoes are steady, with a moderate business progressing. Fair duplicate orders are reported for fine printed fabrics in high finishes, also for sheer goods, and nearly every desirable style is said to be sold well ahead.

Ginghams—All ginghams continue to be well sold ahead in both staples and dress styles, and buyers find it consequently difficult to operate in this market, and early deliveries are practically out of the question on any new orders. Furthermore, there are many complaints in regard to deliveries on existing contracts.

Canton Flannels—Have been opened for the most part for the new season, but the opening was not a brilliant one. Some orders have been taken, to be sure but agents have been slow to name prices, and this hesitancy has been transmitted perhaps to the buyers who are slow to take advantage of the opening of new goods. It is feared that there might be a repetition of last year's fluctuations, and "careless handling" of prices, as one buyer aptly put it. This will have a tendency to make a slow season undoubtedly. Coarse colored cottons are all strong and well situated.

Underwear—Fall underwear is in moderate demand, and the market is full of buyers. Business has shown some increase, but it is not enough to make it in any way satisfactory to the agents. They are showing a most conservative attitude that was unexpected. Perhaps this is due to the fact that buying began earlier than usual, and they feel that they have plenty of time before them. This also makes it seem to some that there is a better business than usual, for there really is for this time of year. If it should continue in this same volume to the end of the regular period of buying fall goods, an immense business will be accomplished. Some of the older heads in the market question whether it will. It is unfortunate that the matter of prices seems to remain unsettled still. There is quite an amount of irregularity in heavyweights, particularly in fleeces, and revisions of orders have been frequent. A good many salesmen will probably make another trip in February to make new

offers to those who have canceled earlier contracts. This is particularly noticeable in fleeced goods. In many of the lower grade lines it is hard to find a solid price basis, notwithstanding reports to the contrary. On the better lines, those that have a reputation of years, prices are solid, and a good business has been accomplished. It is true, however, that they have been hurt by the irregularities in low grades, and with competition as keen as it is to-day, each buyer feels that he must protect himself by selecting an assortment of these goods, and it has been at the expense to a considerable degree of the better grades.

Hosiery—Agents for hosiery are busy, and while well satisfied with the amount of business they are transacting, they are not satisfied with the prices. Wool hosiery is slow, and prices are irregular on account of efforts made to secure contracts. Cotton goods have been selling fairly well for this time of year. Lace effects continue to be strong, and promise to continue so for some time to come. Fleeced hosiery is well conditioned, and good prices obtain.

Carpets—The demand for carpets continues good in the manufacturing end of the market and mills in general are fully employed on old business. The season is very well advanced and nearly all the business is in hand, many manufacturers having taken all the orders which they can attend to this season. The jobbing trade is now in the midst of its season's business. Retailers are beginning to look around in anticipation of stocking up for the spring trade. Real business has not hardly commenced with them, but jobbers are busy showing off their goods. It is expected that about the first of February a general buying movement will take place, and, it is hoped, will assume large proportions. Retailers all over the country are in excellent condition and the prospects of large orders from them were never better. Ingrains continue to remain in the same position. Most manufacturers are doing a fair business, especially those making the better grades, but on the whole, the trade is not as good as it might be. The ingrains are greatly affected by the competition from other carpets, particularly the printed tapestries and the jute carpets.

Matings—Straw matings also have more or less influence in lessening the demand for ingrains. Printed tapestries, one of the newer fabrics on the market, are receiving large demands, and in one instance a manufacturer of these lines has increased his output by the installation of fifty looms. These carpets are made with a jute back with a small wool pile, on which the design is printed in a way similar to a print cloth. Some mills, however, print the design in the yarn.

One Secret of Wanamaker's Success.

A much traveled gentleman recently said that he believed, from close observation of methods in salesmanship in large stores in many cities, that most of them could cultivate themselves into attaining the Wanamakership of their town if the simple art of courtesy was drilled into every clerk. "Why, do you know," said he, "Wanamaker's clerks are the acme of politeness. They go outside for you to point out just what you want, and climb in the window and get it for you, too, if stock happens to be out. In other large towns they'll tell you that it will steam the windows to do

this, or something of the sort. I have had them even tell me that they would not show me more than one box of shirts to select from. And most of them treat you as if they were doing you a special favor to wait on you. It is a pleasure to go to Wanamaker's because you are not constantly harassed with, 'Are you being waited upon?' and you are free to roam where your hearts will. Hundreds of people go into the store daily, because of their freedom, with no intention of buying, but are bound to see something they want if unbidden to buy. That's the art of backing up good newspaper advertising to get the full result of an expenditure."

It is related that when John Wanamaker opened the old A. T. Stewart store in New York he hired over 2,000 clerks who were all eventually discharged because they lacked the art of

simple courtesy, and it was necessary for him to import three hundred salespeople from Philadelphia to teach New Yorkers how to wait upon customers. And while Wanamaker has been a god-send to the newspapers of the metropolis, one can readily understand that it has been something unseen and unheralded that made a complete success out of a predicted failure.

Her Reward.

I tell the cook just what to cook
And how to cook it, though
I feel her fixed, indignant look—
As if she did not know!

I rearrange, with loving care,
The table's furnishings,
And lay some roses here and there,
Among the spoons and things.

My prettiest waist I don, and dress
My hair in dainty trim.
Prizlug my own attractiveness
As offering joy to him—

"No letters? Any company here?
Where is the dog?" he says.

TRY US

if you want to see a good line of Dry Goods, Notions, Underwear, Pants and Overalls. Your wants will receive prompt and careful attention.. Prices and quality always right.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Mich.

Formerly Voigt, Herpolsheimer & Co.

Wrappers
just
arrived



Price, \$9
per
dozen

A big assortment of wrappers for spring business and they are up to date in style and quality of material.

P. STEKETEE & SONS, WHOLESALE DRY GOODS, GRAND RAPIDS, MICH.

Clothing

Coming Styles in Shirts, Dinner Coats and Evening Dress.

I foresee, this coming spring, another era of hysterical effects in shirts. Most of the shops already have the materials in, and some of the patterns shown are almost as bizarre as in the awful days when we wore, just because fashion told us it was the correct thing to do, those abominable horizontal stripes across the bosom. The excuse is that they are going to wear them in London—a pretext that is always vital and convincing. For my own part, I see no objection to a noisy shirt if the times chosen for its display are opportune. In the morning, almost any eccentricity in the way of linen is permissible, and for outing purposes the rule seems to be "As loud as you like, and the louder the better."

The really screeching shirtings shown me are mostly in stripes of various widths, the width and tint regulating the exact degree of glare. Fancy a groundwork of white, with perpendicular stripes of pale orange quite five-eighths of an inch broad, said stripes being quite an inch and a half apart. In the days of Brummell and Nash the wearer of such an atrocity would have been excluded forever from the pump-room, if indeed he had not been sent to prison. In the quieter patterns shown some of the tints are very delicious. There are mauves and grays and robin's egg blues, some modest tints of brown and some really exquisite creations in heliotrope and lilac. Green I find altogether missing and I wonder why. Is there a reason why it should be barred, especially in the spring? The man who aspires to dress correctly need not be dubious this year on the subject of his shirts, provided they be made to fit well. This question of fit is, of course, vital, and if I may be permitted a somewhat saucy statement, there are deuced few shirtmakers in this country who can cut a shirt to fit.

I speak from experience, but quite without bitterness. I had some shirts built for me last year, by an expensive maker, that were beautiful enough in pattern, but in fit—or rather in unfit—nothing short of execrable. The fellow altered them for me, and, if anything, succeeded in making them look a little worse. Some little time afterward, when starting on a journey in a hurry and seeing some nice patterns in his showcase ready made, I bought two. They fitted me like a glove and they cost two dollars apiece less than the made-to-order affairs. The moral of which is obvious. Most men of fastidious taste like to have the name of a fashionable maker on their shirts. Even so, it is easy enough to buy them of him, made up, and have him put on the monogram in the proper place. I shall certainly do it rather than risk the acquisition of any more nightmares such as the person made for me.

Enough of shirts. I find a report, circulated mainly through the fashion magazines, to the effect that the dinner coat, called by the unthinking the "Tuxedo," is going out of fashion. I do not believe it; because the tailless dinner coat is a most sensible and comfortable garment, and American men, however fashionable, are not in the habit of sacrificing sense and comfort to any demand that is imperious and foolish. They say the English are discarding the dinner coat, which may be true, as it was the Englishmen who introduced it. It is worth while noting,

however, that the dinner coat of to-day differs vastly from what it was when it first made its appearance. Despite sound reason and argument, the double-breasted dinner coat is being much worn, so that the coat finds expression in smart circles both in single and double breasted fronts, as well as in peaked lapels and shawl rolls. The most popular material this winter has been a soft unfinished worsted of a grayish cast. The correct single-breasted dinner coat of to-day has a long, narrow shawl roll, silk-faced to the edge, has nearly straight fronts below the roll and is shapely and moderately short, with horizontal vertical or slanted pockets, self-bound or finished with welts or with very narrow flaps, according to taste. The double-breasted affair, for those who must have it, is almost an ad libitum garment. Sometimes with the lines of the single-breasted coat it has from two to three buttons on each side and is held together with link buttons; sometimes it is a full double-breasted garment with two buttons on each side, always to be worn with only the lower button closed; sometimes, also, when equipped with full double-breasted fronts, it is intended to be closed with two buttons. The waistcoat is, of course, U-shaped, as in formal evening dress. That reminds me, too, that the silk braid stripe down the outer seams of evening trousers is disappearing.

From the subject of evening dress I am led, easily enough, to that of jewelry for men. There was a time when men of taste practically eschewed jewelry altogether, but I notice, of late, an inclination toward a more liberal attitude. There is no law, that I know of, which forbids any man of correct ideas from displaying at least a scarfpin, a watch-guard or fob of modest pattern and a signet ring of similar device. Diamonds, naturally, are tabooed, if only because the sporting classes affect them. For evening wear, I find there has been a sharp reaction against the simple pearl buttons that had so long a run of popularity. A leading jeweler has recently shown me some lovely gold studs, chased, or filigreed, in the most exquisite manner imaginable. The effect is rich, but nothing could be more modest or unostentatious. It should be borne in mind, however, that a watch-chain, worn in any conspicuous place, with evening attire, is in the worst form possible. A watch, if worn at all, should be worn with a fob, and then only in a theater or other public place of entertainment. At any function in a private house one should be above the suspicion of wearing a watch at all, and for the simplest of reasons. It is a poor compliment to the hostess to acquaint her, however indirectly, with the fact that you wish to keep track of the time.

I thought I had exhausted the subject of shirts, but that of evening dress reminds me that I have not. With the banishment of the pearl studs, and the resuscitation of the gold, there has been evinced a tendency to drift away from the plain white shirt bosom of dull finish, and to coquette with embroidery and even pique. I have seen some men of very good manners wearing evening shirts adorned with double vertical lines of delicate embroidery and the habit does not seem offensive. Any man who wishes to look his best in good company may be allowed a little latitude, and the embroidered shirt is not in any sense an enormity. The only serious objection to the embroidery is that the average laundry will ruin it. Pleated shirts are

also worn, and they, and the ones of fine pique, are made with plain pearl buttons sewed to the bosom in the usual way. Everyone to his taste, but I can not say that I approve of them.

My haberdasher is showing some suede gloves of a very delicious tint of dove-gray. A beauty of the boudoir might envy them. The suede glove, by the way, is largely displacing the kid, except in the very cold weather. Our dress gloves of white kid now have an almost imperceptible triangle of gray stitching on the backs.—Percy Shafton in Apparel Gazette.

Perilous Thing For a State Association. From the American Artisan.

The action of the Michigan Retail Furniture Dealers' Association in holding a meeting in Chicago has stirred up quite a discussion in the ranks of that organization. It is a perilous thing for a State association to go beyond its own confines, and it is to be hoped that various State hardware organizations will continue the excellent policy that has guided them in the past, of turning a deaf ear to any and all attempts of manufacturers to induce them to meet beyond the confines of their commonwealth.

Ask to see Samples of

**Pan-American
Guaranteed Clothing**

Makers

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

M. Wile & Co.

Famous Makers of Clothing
Buffalo, N. Y.

Samples on Request Prepaid

CAPSHEAF
THE MODERN
SAFETY PIN
Highly Endorsed
by TRAINED
NURSES



Will not Pull Out in Use

STIFF STRONG COILLESS

THE ONLY SAFETY PIN MADE THAT CANNOT CATCH IN THE FABRIC.

JUDSON PIN CO. MFGRS. ROCHESTER, N.Y.

Send Postal to 101 Franklin St., N.Y. City FOR FREE SAMPLES.

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.

Over Two Million and a 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 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 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.

WILLIAM CONNOR, Wholesale Ready Made Clothing

28 and 30 South Ionia Street, Grand Rapids, Michigan

Citizens Phone 1957, Bell Phone Main 1282

The Peerless M'f'g Co.,
Detroit, Mich.

Manufacturers of the well known brand of

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

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

Grand Rapids Office, 28 South Ionia Street

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

Shoes and Rubbers

How to Establish a Shoe Store Successfully.

To start a retail shoe store is a most perplexing task. There are so many things to be considered that too much study can not be given to the subject. A successful business can not be carried on without a good start. Most men do not realize this until they have been in business for a year or so, worked hard and spent most of their capital.

Two thousand dollars is a small capital to begin business with, when you consider that 30 to 40 per cent. of the total capital will be required to be drawn annually from the business to give the proprietor a mere existence. By pursuing careful business methods, this can be done and most of our successful merchants started with a capital of perhaps less than two thousand dollars.

In selecting a location select a large city. Locate in a neighborhood inhabited by a medium class of people: that is to say, people of ordinary circumstances who buy medium priced goods. In locating in a small town whether a mining, lumbering, manufacturing or agricultural town the scope of your business is limited by the size of the town and your success in business is contingent upon the circumstances which mark the success of the town. Now, in a large city the trade is there in unlimited quantities. Everybody is trying to get the best shoe for their money, as convenient as possible. The amount of your sales will not be governed by the success of the town, but by your own individual efforts. There is a goal to look forward to. When your efforts are rewarded by an increased business and a larger stock you can move to a larger and more attractive store and draw trade from people that you were unable to accommodate in your first location.

Attractive fixtures are important and present an inviting appearance even to a small store, being an advertisement that has to be paid for but once. Spend three hundred dollars for fixtures. This amount will buy neat brass window display fixtures, shelving, settees, two artificial palms, one handsome glass case and all other things usually found in modern shoe stores.

The best method of advertising for the opening, and after you are in business, is through the mail. You can procure the names and addresses of everybody in your vicinity with very little effort. Go to the pastors of the different churches, the secretaries of different societies, the business men, they will accommodate you with a list of the church members, customers, etc. Take these names and post them to a blank book arranged in alphabetical order. You can add to and take from this list as circumstances call for. In advertising suggest the good wearing qualities of your boys' shoes, the neat fit of your ladies' shoes and the comfort of your men's shoes. Use neat and attractive stationery when sending matter through the mail.

In buying the opening stock buy as much as possible from one firm. Pay cash for what you can. Explain everything to the wholesale man and get as much goods on credit as he is willing to give you. He will not give you more credit than you can safely carry. Pay cash to the dealers of whom you intend to buy only small bills. In a store of

this size you will sell more medium priced goods than other kinds. Therefore buy 70 per cent. of medium priced goods, 20 per cent. of cheap goods and 10 per cent. of fine goods.

Buy plenty of broad shoes. Think three times before you buy a shoe narrower than C width and buy very few women's shoes smaller than size three and a half. In selecting styles consider the fact that no store, no matter how large, can satisfy the wants of everybody. Therefore do not invest your money in styles that you will sell one pair a month for about four months and then worry your brain trying to dispose of the remainder. Sell your goods at a close profit. It is the best trade retainer known to experience.

Have your cartons labeled with a white, glazed label stamped with gold. If you use any other color you will have great difficulty in getting them the same shade. White reflects the light better than any other color. An objection that is sometimes raised against a white carton is that it soils so easily. A white glazed label will stay clean about a year. At the end of that time if the label soils, it will only remind you that it is about time for that pair of shoes to be moving. Mark size, description, price, etc., with a rubber stamp. They save time and look neater than writing.

The most convenient method of keeping stock is to divide the stock into several general divisions. For instance, in the ladies' department, put high black shoes in one place, high tan shoes in another, low shoes in another, and slippers in another.

Then put the smallest and narrowest shoes of each division in one corner of the shelf until all of that size are exhausted. Then follow with the next size and so on to the largest size of that division and do each division the same way. This system enables you to tell at a glance, without looking from one end of the store to the other, exactly what styles you can fit a particular size foot with. Furthermore, when the old shoes are placed alongside of the new ones, business prudence will suggest showing the old ones and pushing them in preference to the new ones, whereas if they were stuck in some distant corner of the store they would stay there for weeks perhaps without ever being shown.

Have neat, attractive show windows from the start. There can not be a better drawing card. If possible have something moving in the window even if it be a single shoe. A moving object always attracts attention.—Frank J. Weber in Shoe and Leather Gazette.

Wrote It On His Shoe.

A fisherman in a New England town was fatally injured by a rock falling upon him as he was walking at the base of a cliff. When found, he was dead, but clutched in one hand was one of his shoes, upon which was written: "To Whom It May Concern: All my estate, including my deposit in the bank, I leave to my grandson, Walter Mahlon, providing he does not marry before the age of 25, but in case of his marriage before that time the above mentioned to be used by the State for charitable purposes."

An Exact Analogy.

Muggins—I can not grasp the idea of eternity.

Buggins—Hasn't your wife ever called to you when you were going out that she would be ready in just a minute?

NOW IT'S SHOES—QUALITY

Good goods are what people ask for.

The shoes we make satisfy.

A pleased customer is the best advertisement.

Many a merchant has started an endless chain of permanent customers through the sale of a pair of our shoes.

They all bear this Trademark.

Better write us about them.



RINDGE, KALMBACH, LOGIE & CO.
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.

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.

Returning Goods a Trade Evil Which Needs Adjustment.

There is oftentimes a breach between a dealer and his jobber that could be bridged with a little patience and careful consideration by both parties. A pair of shoes comes back to the retailer for adjustment. He gives a new pair in exchange and forwards the old shoes to the jobber. The jobber in turn fires them at the manufacturer. The manufacturer knows something of the making of that shoe. He knows the stuff that went into it. He takes the shoe and examines it carefully and finds the leather right, the workmanship faultless and the blame for the damage to the shoe resting solely with the wearer. So he sends the shoe back to the jobber with a curt letter. The jobber sees it as the manufacturer and writes the retailer a curt letter. The retailer is then "up against it." He is out a pair of shoes and he gets on his ear and withdraws his trade from that jobber. A little reasoning might have conciliated all hands. A little better understanding of the entire case and a little friendlier feeling between them might have brought about a reconciliation.

There is one thing more than any other to blame for all this trouble. This is indiscriminate guaranteeing of shoes. The manufacturer is sometimes to blame for his liberal guarantee. The jobber may err in his guaranteeing too freely and the retailer is often too "easy" in taking back a shoe and giving a new one to mollify his customer. He says to himself, "The jobber guaranteed this shoe and he must stand the loss." That's one case. But what jobber, possessed of his proper business sense, will hand out guarantees freely or allow his salesman to do so? A shoe, if it is a shoe, should be warranted to stand any reasonable amount of wear. The retailer should never sell a high grade shoe and warrant it to stand rough usage or any usage, in fact, but the usage it was intended for.

We recently had our attention called to a returned shoe. The retailer sent it back saying it was "no good," and that he had given another pair to make it good, ending by demanding credit for a new pair. Well, that shoe looked as if it had gone through the "flint mill," as the boys say. It was a Goodyear welted vici, intended for dress purposes. The wearer had evidently been spading in it, or worn it perambulating over the hills in chase of the festive possum. The upper in the best protected part was scuffed and scarred. The counter was broken over and the cap toe knocked to smithereens. The fellow who wore it should never have worn anything but a heavy brogan or cow-hide boot. The retailer was first at fault for selling him that sort of a shoe for general rough wear. What he should have sold would have been an oil grain creedmore. Secondly, he was at fault for fitting him badly. The shoe was evidently two sizes too short. Thirdly, the retailer was foolish for taking the shoe back after seeing how badly it had been abused. He should have refused politely and explained his position carefully. There was an opportunity for missionary work.

By yielding to the demand he set himself up as an easy mark.

Bill Jones meets his neighbor John Johnson and sees him wearing a new pair of shoes. He says: "Hello John, where'd you git them shoes?" John says: "Down to Smith's; I bought a pair there about two weeks ago and wore

them out in two days cutting cord wood, so I made Smith take 'em back and give me these." Bill says: "Well, I got a pair of boots down there about a month ago and the derved things are almost gone now. I guess I'll make Smith give me a new pair."

Now, Bill had only been hog killing and burning brush and fox hunting and "kicking the back-log" and toasting his heels on the top of the stove in those boots and he thought they ought to stand a few little knocks added, such as trimming hedge or wading swamps spearing fish. This class of fellows make the most trouble for the dealer and he ought to do some wholesale educational work among them.

The traveling salesman is often to blame for guaranteeing shoes he has no business selling even. In his eagerness to beat the other drummer out of an order he guarantees a sixty-cent creole or a ninety-cent polish, with the same manner he would warrant a six-dollar hand-sewed bal for dress wear.

That's another evil to remedy. Hasty action will never help to mend anything. One salesman's experience will illustrate how a retailer may take action too quickly. This salesman says: "While waiting for a train in a little town I strolled over to see a shoe dealer who had never bought a dozen from me in his life. We were, however, good friends. He had just opened up a lot of my competitor's shoes, and when I went in he was mad clear through. 'Look here, Jim, at this derved lot of shoes. Why, they have sent me here in this carton one six and one seven. I've a notion to send the whole blamed bunch back and quit the house.'

"I told him I would like to have his trade but I wanted him to be fair to the house he was dealing with. I looked through that particular lot and found another carton containing the mismated shoes.

"He would have returned that first pair of mismated shoes and in a few days found their mates and returned them.

"A little careful inspection of stock, a little patience and fairness, will make the lot of both salesman and retailer more pleasant."

This particular salesman is one among a hundred. His example is worth following and jobbers could profitably use him as a model for their traveling men to pattern after. Is there no way to overcome this trade evil of "returned goods?" Can there not be ways devised to bring about a better understanding between the seller and the maker of shoes?—Shoe and Leather Gazette.

Needed a Little Blaze.

In a little town not far from one of the largest of American cities is a fire department in which the citizens take great pride. It is composed wholly of volunteers, and at the first alarm the force assembles so hurriedly that the equipment is not always complete.

Not long ago a fire broke out at midnight. When the department arrived only one lantern could be found. The smoke was pouring out of the building, but no flame appeared, and the night was very dark.

Finally a tongue of flame shot out of one corner of the building, and the crowd cheered as the man at the nozzle directed a stream of water toward it. At this crisis the excited captain, realizing the emergency, shouted:

"Be careful what you're doing, man! Keep the water off that blaze! Don't you see that's the only light we've got to put out the fire by?"

Comfortable in the Daytime and Miserable at Night.

The modern girl has grown fairly sensible about her shoes for most occasions. She takes her summer and autumn tramps in wide comfortable boots and she shops and goes about the city on many errands in the winter in such useful, stout soled shoes that rubbers have quite gone out of fashion.

She weakens, however, when she comes to select her dancing slippers, and her common sense in the daily wear makes her suffer more through her vanity of the night. She still tries to crowd the foot that has grown used to freedom into restricting shoes for dancing wear. You and I know how foolish she is and how she spoils her pretty face with the pinching slippers. Nothing more quickly gives a girl a weary, fagged out look before the evening is half over than that her feet should be in a cruel pressure from too tight shoes. The prettiest of toilets will not efface the haggard expression that comes from uncomfortable shoes, and every girl should remember this.—Harper's Bazar.

Brains in Business.

No man that really masters his business, studies it and has ideas about it is likely to be out of employment, provided that he does not make an idiot of himself with drink or tobacco, and provided also that he avoids the state of arrested development and mental dry rot. Ideas are the life of any business in the world. The man that has ideas is absolutely certain of employment. Use your brains. Study your business. Find out all its details. Find out exactly how it is conducted. Find out ways in which your end of it can be better conducted. There is nothing in

the world of the work of men's hands that is not susceptible of improvement if some one will think enough about it. Any one can think about the work he has to do every day, and usually it requires no genius to find a way to better the work. The other idea is that all young men should have a distinct line of work that they can master and grow proficient in. Young men that go drifting about from trade to trade and business to business, looking for something to turn up, and having nothing but a smattering of this or that, are not very likely to be in much demand, and they need not whine about conditions.

Arthur Brisbane.

A Crisis.

It happened in a little church where the motive power for the organ comes from the strong arms of an industrial Irishman.

At a recent service the choir got into trouble, and while confusion reigned the organ suddenly stopped.

The situation was not relieved when a hoarse whisper came from behind the organ and floated out into the auditorium. It said:

"Sing like t'under! De bellers is busted!"

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

**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



You Don't Have To==

in selling our own factory made shoes—stand there and tell your customer how good they are or how long they'll wear and all that. He sees it by their appearance. Their intrinsic value is reflected by their looks. And you know if the appearance of a shoe is right half the selling battle has been won.

Herold-Bertsch Shoe Co.,

Makers of Shoes, Grand Rapids, Mich.

CARELESS CUSTOMERS

Who Leave Purchases and Packages in the Store.

Written for the Tradesman.

It is a strange fact, but therefore none the less true, that many a man of apparently sound mind, and otherwise entirely capable of attending to the ordinary affairs of life, when sent after groceries invariably leaves his oil can at home. And in this respect he is only outnumbered by those who forget to take their kerosene away from the store. There are men who can successfully match the color of a piece of ribbon: who can remember thread, toilet soap and beeswax; who always buy hairpins or lemon essence or leaf sage when instructed to do so, but who invariably go home without their oil cans. Many and many a time have I called the attention of a departing customer to this neglect, and the instances are not rare when even my last reminder has failed of its purpose.

* * *

Once upon a time there was a farmer—for, after all, farmers are only human—who had the oil can habit. He had been afflicted so long and was of such a resourceful nature that he usually knew where to find an empty bottle, a cast off jug or an old tomato can that would serve his purpose. But this time he was unfortunate. It was the glorious summer time. Nature had donned her most gracious smile, and the livery stables, the blacksmith shops and the fences along the highways alike bloomed with the gorgeous posters of the traveling circus. Ringling was abroad in the land and not a salable thing had the small boy left in the alleys to assist the absent-minded farmer who had been so unfortunate as to leave his oil can at home. In his dilemma the tiller of the soil bought a new one, and after ordering it filled, he gathered together the most of his possessions and departed. The grocer, who, by the way, is something of a philanthropist, sent a swift runner after him with a message that he had left his oil behind. The farmer slapped his thigh, and then swore by the green fields about him and by the blue sky o'erhead that only for the goodness of the merchant he would have forgotten the cutting bar to his mowing machine as well. The exact connection between haying tools and kerosene I could never quite determine, although Neighbor Keppler came near discovering it last summer when he fired a hornet's nest in his hay field, and thereby destroyed his crop. But in the first instance the analogy turned out to be somewhat strained, for the farmer customer, after procuring the missing portion of his mower, drove calmly home without his oil can.

* * *

Next to oil cans come brooms. The man who never forgets his kerosene or his broom is a great deal smarter than you and I, or his mind is affected, and close observation inclines me to the latter view. There is no middle ground. Just watch a customer gather up his parcels and see him feel of each carefully, speculate as to what it contains, and satisfy himself that he has all that belongs to him and nothing that is the property of the other fellow. It is amusing to see him impatiently push aside the broom he has but now painstakingly selected in your presence and wonder who left it there and why in the world it is a broom at all. I have looked carefully over the field, and were I a woman I should hate to tie up for life to one who invariably remembers both

brooms and oil cans. The man who can so burden his mind with the small affairs of life is not designed to grasp large problems or to gauge momentous questions with unbiased judgment, and he lacks the mature wisdom and mental poise that mark the truly great.

* * *

But there is another feature connected with the leaving of things at the store. Packages are left on every conceivable pretext, and on no pretext at all. And sometimes they stay until covered with the hoar of many winters. There are now in our possession something like two dozen shoes, old, mouldy and horrid, every pair of which the owner expected to call for in "a day or so," and in our warehouse reposes a gallon jug we filled with machine oil three years ago last fall. Nor have we the faintest idea to whom it belongs. Once, during a busy time, a stranger left a coat in our store, and when, some days later, he asked for it, the garment was nowhere to be found. We hunted high and low, dug into every possible and impossible corner, but no coat was discovered. We tried to make the stranger think he had taken it away himself, but he asseverated with great vehemence that such was not the case. We were sorry, very sorry, but a certain party who had left some clothing with us and taken it away a few days before, had probably gotten the coat by mistake and would, of course, return it as soon as he discovered the error. The stranger could not wait. He had been out of work a long time, had been promised a job at Traverse City, and must take the next train out of town in order to meet the engagement. We told him we would express the garment to him just as soon as it came back. But that did not satisfy him. It was his only coat, he was "broke," and while he did not mean to insinuate, still he thought it very strange that we would not produce the property. We deplored the circumstance, but could not perform impossibilities. We would hustle the garment to him at the earliest moment. * * * Well, he was a poor man, he wept so copiously and seemed so heartbroken that we finally made a financial adjustment of the affair and he went away.

* * *

There is no particular point to the foregoing tale and no great moral deduction to be made therefrom. Still, had we been endowed with sufficient foresight to tell the stranger to check his coat at the hotel, we would now be slightly better off.

George Crandall Lee.

Hire Your Furs.

From the Philadelphia Record.

"There will be snow soon," said a bounder, "and when it comes I'll hire a sleigh and a set of furs and take my best girl out, dazzling her. You didn't know, I guess, that you can hire furs, did you? Well, you can and crack-a-jacks too. Big sealskin caps, with ear-tabs, fur gloves up to your armpits, fur collars up to your forehead—there are half a dozen pawnbrokers in this town that'll fit you out with all those things for an afternoon, and the price is only a bone. You put them on, and as you spin along the park drive you say to your girl: 'I got these gloves in Manitoba—a gift from my friend, the Mayor of Dog Gulch. I speared myself the seal my cap is made from, and Senator Pitcoe gave me the collar—Pitcoe, of Wyoming—perhaps you know him.' The girl looks at you. You resemble an Esquimaux. She counts the cost of the furs, and decides it is a young millionaire she's up against. After that she's yours."

Bement Peerless Plow



There are still a few localities in Michigan in which there is no reliable dealer handling our Peerless Plow, and to fill these few vacancies we are making a

SPECIAL OFFER

that is liberal and interesting. Write for it.

If you succeed in getting the exclusive sale of this plow you will have the foundation for a trade that will surely grow in volume and profits.



E. Bement's Sons
Lansing Michigan.

The Art of Eating.

A writer on matters of etiquette gives the following rules for the benefit of those who are uncertain of how to comport themselves properly at the table.

At Breakfast—Do you leave your spoon in your teacup?

Cut the top off your egg instead of peeling it.

If you have bacon or fish, have a separate plate for your bread or toast and butter, but not when having only boiled eggs, which require very careful eating, by the by, as nothing looks so nasty as yolk of egg spilled all over the plate and eggcup.

Do not dip your tea or coffee with a spoon.

Do not drain the cup.

At Luncheon and Dinner—Do not empty every drop of soup from your plate.

Do not drink your soup from the point of your spoon, but from the side.

Do not put salt or pepper on the side of your plate—in fact, in France it is bad form to ever take salt and pepper when dining out, as it is considered an insinuation that the cook has not flavored the food properly.

For fish do not use a dessert knife instead of the fish knife. If there be no fish knife, use a small crust of your bread, but leave that piece of crust on your plate. Do not eat it afterward, as so many people do.

Do not be dainty and fringe your plate with bits of meat. Eat what you can and put any skin or bone on the edge of your plate in one little heap, which move down from the edge when you have finished.

Do not crumple up your table napkin. If you are only a guest for the day, do not fold it up, but if you are staying on and in a quiet household fold it up. If you are staying in a big house where everything is done "en grand prince," do not fold it up; just place it on the table when you leave, as in rich establishments there are clean napkins every day.

After eating it is well before you drink to wipe your lips; otherwise you leave a smeary mark on the glass.

Do not gulp liquids and bolt food.

Do not masticate or swallow audibly.

Do not pile your plate with food or grasp your knife, fork or spoon as if it were a weapon of warfare.

Do not crumble the bread by your side or drain your glass to the last drop.

On the other hand, do not be affected and act as if an appetite were a crime, drink as if you were a dicky bird and hold your knife, fork and spoon as if they were redhot needles.

Should Not Let Catalogues Lie Around Loose.

Correspondence American Artisan.

You will pardon me for calling the attention of dealers to one important feature of the retail business, which causes an endless amount of trouble to the retail man. In the natural course of business every retailer gets an endless amount of circulars, catalogues, etc., from manufacturers and wholesalers. These he carelessly suffers to lie around on the counter, stool or elsewhere, often using portions of them to wrap up various articles. Now the farmer considers himself a sharp business fellow; and in hundreds of cases he tries to get alongside the manufacturer or wholesaler through means of letter writing. Sometimes he succeeds far better than Mr. Retailer imagines. These careless circulars put him in the possession of all the various addresses and the means of opening up a correspondence, which always, no matter how terminated, works an injury to the legitimate retailer.

Within a week past I have seen two men taking sundry names from such printed matter, one going through a large machinery catalogue taking several names and addresses. I called the dealer aside (a new man), cautioned him and advised putting these catalogues out of sight or burning if not wanted. And I would strongly urge every retail dealer to be most particular and careful with all such matter that may come to him. It would be well for

the several state conventions meeting soon to take this one little matter up and discuss it thoroughly.

A good many manufacturers and jobbers respond to these fellows, make small sales and then try to use it as a leverage for business with dealers. Some will sell such trade anyway for what there is in it. Mr. Retailer, consign to ashes all such matter and make your business strong and aggressive. Don't encourage the peddler by conspicuous use of his printing.

The Lawyer Collected His Bill.

This is not a story about cold weather, but it is a good one for cold weather reading. It happened one nice, warm night last summer.

A local young lawyer had a bill to collect from a man who had the money to pay it but refused, and whom it was useless to sue, because his property was all in his wife's name.

The young lawyer belongs to a mandolin club, and with a party of four of the other club members, all with their instruments, were returning from practice late one night and, it chanced, passed the house of the man that owed the bill.

"Boys," said the young lawyer, struck with an inspiration and explaining the situation to them, "let's sit on this old duffer's porch and play a couple of tunes. I'll make a bluff, and maybe I'll get that money."

The plan was agreed to, and in a moment the five were strung out along the porch of the man's house, twanging their mandolins and singing that well known serenade, "Oh, Promise Me," as follows: "Oh, promise me, some day you'll pay that debt. You've promised, but you haven't paid it yet."

It was less than three minutes before a window in the second story went up with a bang, and the man who owed the bill stuck his head out.

"W'at'ell?" he enquired in that nice, courteous tone ordinarily used by men placed in a similar situation about 1 a. m.

The situation was explained to him, and the young lawyer added: "We've got a few more songs left, and we're going through the whole list and come back again to-morrow night if you don't pay that bill. If you have us arrested you'll be the laughing stock of the whole town. You've got to pay, and that's all there is to it."

Like Davy Crockett's coon the man who owed the bill came down and paid the money.

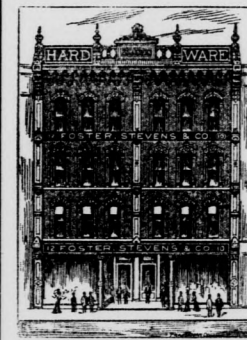
Connecticut Retailers Win a Blacklisting Suit.

The Bridgeport, Conn., Business Men's Association is jubilant over winning the first point in the suit against them instituted by D. S. Thorpe, of Fairfield. Mr. Thorpe was some time ago put on the blacklist of the Association, as one of the members could not collect, it is said, a certain amount from Mr. Thorpe. The latter thought by this action his good name and credit were seriously damaged, and promptly sued the Association for \$5,000 dam-

ages. Judge Wheeler, in a decision recently handed down, sustained the claim of the defense that by putting his name on the list it was not represented to readers that the plaintiff did not pay bills lawfully contracted, and says further that the mere fact of being on the list does not prevent the plaintiff from getting credit. Further, his name being on the list is not sufficient to blacken the plaintiff's good name. The suit was a very interesting one for business men, for should the plaintiff have won it would bar the official blacklists that are in existence in nearly every organization of business men throughout the State. However, if the Bridgeport Association wins the suit also on appeal the legality of an official blacklist will forever be settled. The fight is not over yet by any means, for Mr.

Thorpe has said he will fight to the last ditch to get damages.

There are some people who always travel in parlor cars as a kind of life insurance, considering the extra price paid worth the security to life and limb, as in case of accident the heavy and less crowded parlor car is more apt to escape serious damage. It is this same class of people who deal only with those retail stores which by their known policy assure exemption from disagreeable accidents of any kind. These are the people who prefer to pay a little higher price for everything they buy, as they unquestionably do pay in the higher grade stores, than purchase the same article at a lower rate in stores where there is a chance of a rough experience of any kind.



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

Foster, Stevens & Co.,

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

10 & 12 Monroe St.

Grand Rapids, Mich.

Grand Rapids Paper Box Company,

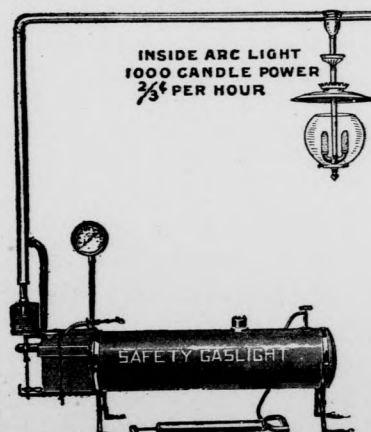
19, 21 and 23 E. Fulton St., corner Campau,

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 CHEAPEST AND BRIGHTEST LIGHT



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

SINGLE INSIDE LIGHT
500 CANDLE POWER
1/8¢ 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

REFUNDING MONEY.

Exchanges Important Factors in the Selling System.

"Money back if you want it" is a sentence now quite common in the advertisements of up-to-date merchants. They mean it all well and good, but many do not mean it in the right way. They mean to refund the money paid for the article after they fail to persuade the customer to take something else in its stead. They do not for a moment intend to let a customer have an absolute refusal to take back the goods and receive the price paid for them.

That is not the right spirit—not the winning method by any means. There is capital to be made by refunding money in the right way. It is a positive hardship to many retailers who are not conducting their business with thoroughly modern methods and it is to these merchants that the "causes and effects" of refunding money are here detailed.

There is a reason why a customer returns articles purchased. Some reasons are sufficient, some questionable, some are very inconsistent, but a merchant can not class them, he must accept all as reasonable and treat them accordingly.

In the first place, the person who brings back an article because he is not exactly suited has made up, before arriving at the store, what he considers to be a plausible excuse for bringing it back. He revolves this excuse over and over in his head until he arrives at the store in a dissatisfied frame of mind, with the blame all fixed on the clerk, the goods or on the proprietor. He can not see beyond the self-supposed fact that he has been worsted in the transaction. Questioning or any attempt at explanation on the part of the clerk or proprietor only intensifies this feeling and the rankling knowledge that the retailer has the money. To refund this customer's money after a heated argument can never heal the breach and the store loses that much trade.

Give the money back first; then find out the trouble.

The dissatisfied customer is instantly disarmed, his prearranged fitting arguments are useless and with the money in his hand he is ready to be civil and talkative. Now the merchant has him right. He can then find out just why the returned goods were not satisfactory and lead up to showing him what will suit him. The customer feels safe with the money in his possession and feels that he can not refuse to look. A small display of salesmanship will, in nine cases out of ten, get that money back with some added.

A prominent manager of a Chicago house told the writer that he usually got more money out of refund cases than there was in the original purchase. His rule, "Money back first and cheerfully," is ironclad and he permits of not the slightest deviation from it. Behind it, however, is the order to always find out why the goods did not satisfy the purchaser, and to tactfully show something that exactly fills the requirement. Salesmanship is then brought into play to do the rest. Goods never come back the second time.

Refunding money has another bearing on the case which should not be overlooked:

If the money is refunded without question, it at once impresses the customer that the retailer has the utmost confidence in his goods and that they are right. It is wholly contrary to human nature for a man to take a loss

without some show of resistance, and the quick refund, cheerfully made, proclaims to the customer that the retailer is not sustaining a loss, but that the goods are all right and the customer all wrong. It reverts to the merchant's good every time. It instills into the mind of the customer the idea that he runs no risk of buying what he finds he does not want after he gets home and thinks over the matter.

Many people buy on impulse of the moment, not being able to resist the temptation of buying something that catches their eye. Such people as these are good customers, even although sometimes dissatisfied after they get their purchases home. Their trade should be catered to instead of discouraged. A disinclination to refund money to them would make them avoid the store as much as possible, while it is desired that they come in frequently. The retained purchases of these people outnumber the returned ones ten to one.

The refunding of money on damaged goods is most important and should be accompanied with apology. Goods often get damaged in unaccountable ways and the proprietor must always take the loss.

Goods to be exchanged should be put through a regular routine to safeguard the store from the same errors that can occur where clerks wrap their own bundles. When an article is returned to be exchanged, no matter how simple the transaction seems, it should have the attention the first thing of the clerk and someone above him in authority. This person should sanction the exchange and release the clerk from responsibility, as seen further on. If the exchange be simply one of sizes, as in collars, shirts, gloves, etc., after the desired exchange is made, the one in authority over the clerk should examine the exchange and "O. K." the original purchase slip, marking across its face "Exchange." This releases the clerk from responsibility and authorizes the bundle wrapper to tie up the article. This transaction does not reach the book-keeper or cashier.

If the exchange made makes a difference in price and money is to be paid in, a cash slip should be made out for the difference. The cash slip, with the original cash slip, marked "Returned" across its face, should be sent, with the money and the goods, to the bundle wrapper, where the transaction is then handled as a cash purchase. The cashier gets the slips, credits the clerk's account with the difference and pays no attention to the "Returned." If the difference in the exchange is in favor of the customer and there is money due him, then a "refund slip" of the difference must accompany the original check to the bundle wrapper. The cashier only takes the refund slip into consideration, returning the amount called for and debiting the clerk's account with the difference.

Clerks' accounts should stand for all returned goods unless it be an unmistakable case of somebody else's fault.—Apparel Gazette.

Use For Him.

The aggressive business man looked at the India rubber man in the museum long and earnestly. Finally he was moved to speak.

"Say," he said, "if you ever get out of a job here, you come to me. I can use you in my business."

"What is your business?" asked the India rubber man.

"I'm a manufacturer of bicycle tires," was the reply.

**"To Those That Have MUCH,
MORE Shall Be Given."**

You give MORE
and the best QUALITY

Packed only in
2½ Pound Pockets



to
your
customers
by
selling
these
fancy
Rices.

Packed only in
3 Pound Pockets

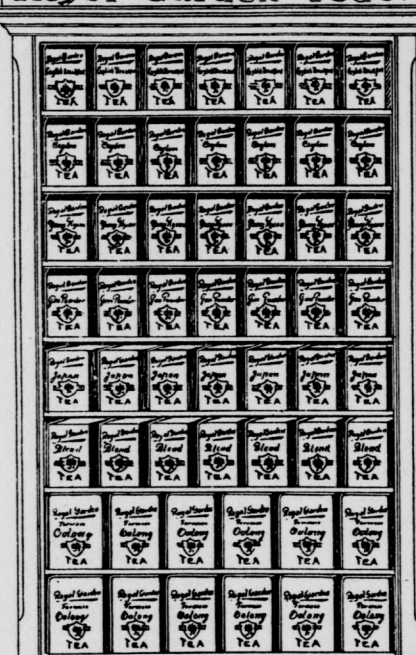


Order through your jobber.

We guarantee the quality.

ORME & SUTTON RICE CO., Chicago

Royal Garden Teas.



**BOUR'S
Celebrated Brands.**

TRADE MARK

**Bour's
Cabinet
of
Royal
Garden
Teas**

In pounds, halves and
quarters.

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

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

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

Write for particulars.

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

COSTLY COFFINS.

Purchased Mostly by Those Who Cannot Afford Them.

"Most persons, I suppose, have the idea that the rich are buried in expensive coffins," said a man who has spent twenty years in the undertaking supply business and whose firm had just been merged in the combination, "but, according to my experience, it is generally people who desire to be thought wealthy who invest much money in coffins. You see, most rich people have their secretaries, whose business it is to keep down expenses all the time, and the undertakers have found to their sorrow that they are just as strict when it comes to funeral expenses as in anything else. They want the best always, they won't order anything that is extravagant or unnecessary.

"It's the people who are not so rich that put money into coffins," he continued. "I remember the costliest one our firm ever turned out. It was for a man in Brooklyn, and was supposed to cost \$2,000, but it didn't. Nothing would do the family but that the plate and handles should be of solid gold. The undertaker who had the order told us to put on plated ones instead. He managed to spend about \$1,000 on the coffin. The rest, I suppose, went into his pocket. There is one thing certain—the family never knew the difference. There are some undertakers in New York who are willing to give people what they pay for, but the most of them are not. An undertaker seldom pays more than \$250 for a coffin, no matter how much money the family is willing to expend. Almost anyone in the business will tell you that when you get beyond \$250 you are throwing away money.

"Experience has taught me that the undertaking business is one line in which you can not judge a customer at all according to his appearance. Sometimes the very worst looking persons are the ones who spend the most money. Several years ago an old German woman came into our establishment. She was poorly clad and wore a shawl over her head. When she said that she wanted a coffin for her husband I made up my mind at once that something very ordinary would do, so I showed her one for \$50. 'Nein, nein,' she replied, shaking her head. Then I showed her another for \$60, one for \$75 and one for \$100. All the time she was shaking her head. I was beginning to think that our prices were too high for her, when she caught sight of something that took her eye at once. It was a patent coffin that I had been experimenting on for a year. It was elaborately trimmed in old gold plush and other fancy colors which I had used to attract attention to it at different exhibitions where less conspicuous coffins were shown. I suppose the bright colors caught the old woman's eye. She took such a great liking to it that I sold it to her for \$400 before she left the building. I had another experience with a ragged woman who bought a \$300 coffin for her husband. When I delivered it I found that she lived in a basement with water three inches deep in it.

"Such persons are singular," continued the undertaker, "but in my estimation they are not to be compared with persons who go to the expense of buying coffins for dogs and pet animals. You would be surprised to know the number we have made for dogs. The orders come mostly from women. Not long ago my men worked nearly all

night on a coffin for a dog that died in one of the towns up the Hudson River. It had to go out on an early train the next morning. It was made of rosewood, box and all, and the plate and handles were of silver. It cost \$80, which, I'll venture to say, was a great deal more than the dog was worth.

"There is one idea I have found prevalent in all of the big churches in New York: The people who belong to them seem to think that the funerals in their families are for the sexton and no one else. This is especially true of the rich people. Nearly everybody who belongs to the big churches employs the sexton to bury the dead. If they die in the country the local undertaker is called in to do the embalming and then the sexton of the church is sent for. He has the nice part of the work and draws the money. I know of one woman here in New York who was so firmly imbued with this idea that when she called in an outside undertaker, who happened to be a close friend of the family, to bury her husband she wrote to the sexton a letter of apology, as if she had done something to mortally offend him, and inclosed her check for \$200 to compensate him for his loss of profit on the funeral! This is what makes the job of sexton of a big church such a nice thing. It is worth anywhere from \$3,000 to \$10,000 a year, according to the size of the congregation or parish and the wealth of the people. Not infrequently the choice for sexton falls to men who have never earned large salaries and their sudden rise to prosperity undoes them. The list of church sextons who have gone to the bad in New York is a long one. Drinking seems to be their main failing, although a number have lost their places by speculating and playing the races. I knew of one church in Fifth avenue that had three sextons in as many years. They were sober and industrious men when they were appointed, but they couldn't stand prosperity."—N. Y. Tribune.

The Irony of Fate.

I wrote her letters daily,
With love in every line;
I wrote of all the glory
I'd win when she was mine;
I wrote to praise her beauty,
My every thought, indeed,
I tried to put on paper
For her alone to read.

She gathered up my letters,
All—all of them she took
And sought and found a printer,
Who put them in a book;
She published them and called them
"Love Letters of a Fool,"
And sold a million copies
Before the types were cool.

To-day she lives in splendor,
Her love is mine no more;
To-day she lets her servants
Repulse me at the door.
With lofty scorn she passes
The corner where I stand.
They say a duke is coming
To claim her heart and hand.

Up to the Limit.

Several years ago a Southern Kansas politician who had an excellent reputation for not paying his debts, found himself a defendant in a lawsuit. He employed Archie Williams, now general attorney for the Union Pacific, to defend him. Williams won the case. After the verdict for the defendant was returned, the politician asked Mr. Williams the amount of his fee.

"It is \$200," said Williams.
"Great Scott, Archie," said the politician, "that isn't enough. Why, you earned \$1,000, and you must make out your bill for that amount."
"No, I won't do it," replied Williams. "I am too poor a man. Two hundred is all I can afford to lose."

Sow good works and thou shalt reap gladness.

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.

WORLD'S BEST

S.C.W

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

Every Cake



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

Fleischmann & Co.,

Detroit Office, 111 W. Larned St.

Grand Rapids Office, 29 Crescent Ave.

The Bakery

Use of Machinery in Small Bakeries.

Probably the most perplexing problem that confronts the owner of the small bakery is whether it would pay him to adopt the use of machinery. By a small bakery is meant one that uses from fifteen to twenty-five barrels of flour per week, although perhaps many others of much greater capacity might come under that head when compared with the more extensive concerns throughout the country. With these small bakeries mechanical devices are always, to a large extent, experimental, and it is both natural and right that their owners should wish to avoid any expenditure not justified by probable results. It is to this class of bakers that this article is addressed, and the facts upon which it is founded can, we believe, be regarded as a reliable guide to any of them who may be "halting between two opinions."

Many of the large baking concerns of to-day were, not very long ago, confronted with the same important problem, and they owe their business progression to judicious investments in machinery. We have one case in mind where a Cincinnati baker, who had been working in one of the large bakeries, decided to invest his savings in a shop of his own. He had, of course, profited by the object lessons taught in his former places of employment, and realized the true worth of machinery; but it was a serious problem, nevertheless, whether it would pay him to put machinery in so small a bakery. He at last decided to try machinery, and equipped his shop with a small dough mixer and some other lesser devices. The results were all he had hoped for. The public soon discovered that he could turn out as good goods as his more pretentious competitors, and customers were won and held until his business had grown to such dimensions that larger machines and more of them had to be purchased. This baker is now doing an excellent business, is thrifty and happy, and he owes his success to the happy thought that prompted him to adopt the use of machinery.

This is by no means an exceptional case, but is a mere duplication of hundreds of others. Not long since a traveling salesman, who had occasion to call on a great number of bakers, was asked to make diligent enquiries among the owners of small bakeries, to determine, if possible, if any regrets existed from their use of machinery. In his report he said: "I called upon a number of bakers who have installed machinery in their shops during the past few years. Some have had more experience than others, but in all cases I found everyone well pleased, and not a man among them was willing to go back to the old way of working. One of the men I called on was a small baker, whose output was only fifteen barrels per week. He has a one-barrel dough mixer, a gas engine and a dough divider. To the questions, 'Do you find machinery a benefit? Do you think it a wise investment for a baker using the amount of flour you do?' he said, 'I would not sell my machinery for twice what it cost, if it could not be duplicated: I have had less trouble, have had it easier myself, and have had better stuff right along. I have only had the machinery six months, but it don't owe me a cent.' This outfit cost about \$550 installed. The next man to whom I put

the question, said: 'What do I think of machinery? Well, it has done this much for me: It has driven me out of this shop, and at present I am building a larger one, and it will have a patent oven and all the machinery I can stick in it. Working with machinery one summer has opened my eyes; watch my smoke for the next year.' Another baker, who has been using machinery only about three months, said that his business was worth \$1,000 more than it was before he had the machines. Yet all it cost him to have the machines installed was \$560."

This gentleman enumerated many other instances in his report which confirmed those referred to; and wherever information relating to this subject has been sought the result has invariably been in favor of machinery for the small bakery. There have been none found who would be willing to return to their former methods of hand work, and a large percentage of them concede that their success is due to the aid of machinery.

In a bakery using from fifteen to twenty barrels of flour per week, a small plant can be installed at a comparatively small outlay, and the reduction in the expense of labor alone would soon pay for the machinery; at the same time it is an admitted fact that better, whiter and more salable bread can be made in this manner than by the old methods. It will unquestionably pay the owners of small bakeries to adopt the use of machinery, provided, of course, that ordinary careful judgment is exercised in making purchases. Only good machinery should be employed, and no more should be purchased at first than the circumstances will warrant. "Little boats should keep near shore;" and the small baker should not buy more than the business justifies. As the necessities of trade increase, enlarged machines and more of them can be added until the baker has a complete, modern equipment, and in this manner the baker never gets beyond his financial limit. If ordinary care is observed, any owner of a small bakery will be benefited by the use of machinery; and the sooner he gets out of the ditch and secures a firm footing upon solid business ground the better it will be for him.—Bakers' Helper.

Pumpkin Pie Shortage.

There is trouble in the country,
There is trouble in the town,
And 'tis just the sort of trouble
That won't at our bidding down;
For the grangers sadly tell us
That the pumpkin crop is shy,
And that means there'll be a shortage
In the toothsome pumpkin pie.

Many autumns has this vland
Been a feature of each feast,
Tickling palates of all eaters,
From the highest to the least.
It has held a place of honor
Next the famed Thanksgiving bird,
And on all occasions festal
Everywhere its praise was heard.

We began to think about it
Very early in the spring;
Oft we talked about the pleasure
That the autumn days would bring.
Many times our mouths have watered
As we conjured up the scene
Of our teeth so slowly closing
On the pumpkin pie between.

But alas! for expectations
Of what autumn had in store,
And alas! for plans of feasting
Based on pumpkin pie galore,
For the crop has badly fooled us,
And our sorrow is profound
As we face this pumpkin shortage—
Not enough to go around.

Of the cause there's no use talking—
That is neither here nor there—
We're confronted by conditions,
And for theories don't care.
We are troubled by this shortage,
And we're thinking as we sigh,
Life is not so much worth living
When one can't get pumpkin pie.

The "R" and the Oyster

are with us
for three more months.

Are you reaping
the benefits of the big
demand for

Kennedy's Oysterettes

An Oyster Cracker with a Taste to It.

Send in your order to-day

NATIONAL BISCUIT COMPANY

Salted Peanuts

Fresh Every Day

Putnam Candy Co.

Grand Rapids, Mich.



YOU can sell it. You can MAKE MONEY ON IT.
That's the point. Write for prices and terms

OLNEY & JUDSON GROCER CO.

GRAND RAPIDS, MICH.

'Roasters

The New York Market

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

New York, Feb. 1.—After a few days' depression coffee is said to be firmer and prices have fractionally advanced. This is owing to stronger cables from Europe and estimates of lighter receipts at Rio and Santos during February. The speculative market was also a little more animated and there was quite a fair demand for coffee from the trade, so that taking all these agencies together perhaps the advance was justified. It was only a quarter of a cent, however, and at the close the situation seems fairly firm, with Rio No. 7 worth 5½¢@6½¢. Receipts at Rio and Santos were large on Thursday, amounting to some 42,000 bags. In store and afloat the amount reaches 2,408,979 bags, against 960,115 bags at the same time last year. The crop receipts at Rio and Santos from July 1 to Jan. 29 amount to 11,406,000 bags, against 7,679,000 bags during the same time last year. Mild sorts of coffee were slightly firmer and there has been rather more enquiry. Good Cucuta is worth 8½¢@8¾¢. East India coffees have this week met with rather better enquiry than usual and close at firm rates.

In sugar almost all attention is concentrated in the halls of Congress and the actual market is simply of an average character. Both buyers and sellers appear to be awaiting the decision for or against reciprocity and orders coming in are simply for enough to supply broken assortments. Deliveries are being made with promptness that leaves little room for complaint.

The tea market is steadily improving and values are hardening. It is probably as good a time to buy tea for wants slightly ahead as will occur for some little time. Sellers are said to be holding for an advance of ½¢ per pound if the duty be removed.

The rice situation is in sellers' favor. Demand is good, stocks not overabundant and improvement is making steady progress. There is to be more determined effort made by planters to "show folks" how to use rice. The planters have taken an example from the prune growers and will advertise. Prime to choice, 5¢@5½¢; Japan, 4¼¢@5¼¢.

In spices pepper is more sought for and shows a hardening tendency, although prices are practically without change. Everything else on the list is quiet and simply the usual amount of business is going forward.

No article in the line of staples is firmer than molasses. Demand is active, stocks not overabundant and in fact there is said to be no molasses left in planters' hands that does not show the effects of the freezing weather. The rise in the price of glucose is also a factor in causing an advance in molasses, as well as syrup, and altogether the situation is most decidedly in favor of the seller. Of course the rise in glucose means an advance in jams and jellies, a state of things already seen.

Syrups are firmer, owing also to the advance in glucose, and prices are firmer if not actually higher. Good to prime, 18¢@23¢.

There is a lull in canned goods. The week has been comparatively dull. There is quite a little enquiry for future tomatoes, more in fact than for any other article on the list. New Jerseys are selling at about 90¢ factory, and Maryland pack 80¢. The question of the cost of raw tomatoes this year is coming to the front with a good deal of force and farmers seem determined to have \$8, and will probably get it. New factories are springing up like magic, and 1902 promises to be a great year for the makers of canning machinery. Some of the factories have a balance sheet to the bad, but this is not generally the case, although few of them show as good a net result as does the Galesburg, Mich., factory, which reports a net profit of \$700 from a very brief season. In a jobbing way spot tomatoes are worth from \$1.25@1.35. Salmon is quiet. Offerings are light.

An average trade in dried fruits is being done. Prunes are quiet, however, and the chances are that a good buyer might obtain some concession. As a rule prices are firmly held on almost all sorts of dried fruits, although there does not seem to be a very large profit.

Oranges and lemons move rather slowly, and yet matters might be worse. Florida oranges range from \$2.25 through every fraction to \$4.50 for fancy large. Fancy California navels, \$3.25@4.50; fancy Jamaicas, bbls., \$4@4.50.

A good demand in butter and short supplies have acted together and we have an advance in best Western creamery to 25½¢. Seconds to firsts, 20¢@24½¢; imitation creamery, 16¢@19¢, latter for fancy stock; western factory, 15½¢@17½¢; rolls, 14¢@17¢; renovated, 18¢@19¢.

With light receipts, owing in some cases to deep snows and a very good mid-winter demand, the cheese market is firmer than for some time. Small size, full cream is worth 11½¢, with large size about 1¢ less. Small sizes weigh about 30 to 35 pounds. Exporters are doing very little, if anything.

The egg market remains firm with supplies very moderate. Fresh gathered Western, choice, 30¢. Refrigerator goods are almost all gone.

The bean market is rather dull. Supplies have been rather larger than needed and prices are not as well sustained as a month ago. Choice marrows, \$2.17½¢@2.20; choice medium, \$1.80; choice pea, \$1.75; choice red kidney, \$2@2.05.

Get an Adequate Profit on All Goods Sold.

One of our salesmen who has excellent opportunities for observation and who uses them to advantage, tells us that when he offers an article at \$5 per dozen, he finds difficulty in selling it. Retailers say "we must sell this at 50¢ each and there is not enough margin for profit at a cost of 42¢." The same is true of an article for which we ask 50¢

per dozen, which they want to sell at 5¢ each, or \$1 per dozen, which they want to sell at 10¢ each.

Now we recognize the convenience of the 5¢, 10¢, 25¢ and 50¢ price, but because it is convenient is not a good reason for sacrificing a profit which you can as well make as not. We base our prices on lowest factory cost and when we add a jobber's profit, can not always gauge prices so as to make the retailer his usual profit if the article is sold at round figures.

Would it not be better for the retailer to break away from these figures and ask odd prices? When you find 5¢ gives too small a profit on the cost of an article, ask 7¢ for it, or 12¢ when 10¢ does not pay what it ought. In this way you will add a few cents on each sale which will amount to quite a difference in your favor at the end of the year.

This is the modern plan of retailing in the large department stores, and people in cities have gotten used to these odd prices. You can introduce it just as well into your store.

We know of one concern in Western Pennsylvania whose policy it is to add a fixed percentage to cost in order to determine the selling price of each article and, although this results in many odd prices, they have found the plan very successful. While it may not always be best to do this, it is certainly worth while to try to get an adequate profit on all goods sold, even if it is necessary to break away from some tradition in so doing.—Hardware Hints.

Women's Two Faults.
Men have many faults;
Women have but two:
There's nothing good they say,
And nothing right they do.

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

Woman's World

Qualities Needed for the Right Kind of a Wife.

A young man who is contemplating matrimony writes asking me what qualities I consider most desirable in a wife.

To this I feel like making answer: "Everything that is good and noble and wise in human nature."

There is no other profession that requires such a wide diversity of gifts and talents and acquirements, and if some beneficent fairy should endow a woman with every grace and every virtue she would not have a bit more capital than she needs to do business on properly as a wife.

The perfect wife, however, being as much a myth as the perfect husband, no man is unreasonable enough to expect to get her. He knows his choice, at most, is a second best among faults and foibles and weaknesses. In a way all women look alike to a man, with more or less attractions, and ways that he does not understand, and so it is no wonder that when he stands upon the brink of matrimony and contemplates the somewhat disastrous experiments of his friends, he asks what qualities are most desirable in a wife and are most likely to conduce to connubial peace and happiness.

My first word to such a young man would be a word of warning. Beware the beauty. Of course, she is naturally a man's first choice, as we all prefer the luxuries to the necessities of life, but the man who gratifies his aesthetic sense by marrying a living picture generally pays the price in starvation of heart and soul. I have never known a single beautiful woman who wasn't abjectly selfish and vain and who didn't expect everybody to continually burn incense before her. A lifetime of being on one's knees is a trifle fatiguing and, when all is said, it is pleasanter to be admired than it is to have to admire another. Fortunately, there are so few beauties that most men are protected from marrying one, but in the matter of looks a fair degree of pulchritude in the woman will be found the safest risk. Not having to take up all her time contemplating her own charms will leave a wife leisure to admire yours.

The next quality I should look for in a wife is good, hard, common sense. There is hope for everybody in this world but a fool. A girl may have been ever so badly brought up; she may know none of the things she ought to know, but if she has good sense she will rise to the emergencies of life. If misfortune comes to you, she will brace you up instead of sitting down and wringing her hands and weeping. If poverty comes, she will roll up her sleeves and go to work and help you win another fortune. You need never be afraid of a sensible woman nagging you or being insanely jealous or wasting your substance in riotous extravagance. She will be rational. She will know that a business man can not always come home to the minute for dinner, that a professional man must have secrets he can not, in honor, tell his wife; that because a man is gracious and charming to other women is no sign he is in love with them, and that no man can get rich in the face of a wasteful wife.

I know that the frivolous little butterfly girl who doesn't know anything but frills and frivols, and the clinging little

creature who gazes up in your eyes and asks what you think she thinks, are very attractive, especially to strong men. We all have our hours when we like comic opera and relish bread and milk; but think of a steady diet of comic opera or pap, of a lifetime of silly chatter and inane gossip about the neighbors; of a wife who never can rise to your heights, and who fails you when you need her most just because it is not in her to be anything but the silly, brainless little doll she is.

Never, my brother, marry any woman who does not take a sane, calm, rational view of life and to whom you can not go with all your troubles, secure of getting wise advice and intelligent sympathy. A wife is either a life-buoy or a mill-stone about her husband's neck. She saves him or she drowns him.

Marry no girl who is not domestic. The most potent factor in domestic happiness is a well-kept home. Love never sat long at the side of an unswept hearth or lingered around an ill-kept table. Indigestion is death to romance and good temper, and no woman, although she were Venus and Minerva and Aspasia combined, possesses enough charms to make a man happy and satisfied in a home where the meals are never on time and waste and mismanagement run riot.

Besides this, to marry a woman who is avowedly ignorant of domestic affairs—and I have heard many girls boast of the fact that they could not sew up a seam or boil water—is deliberately to handicap your future. Every man worthy of being called a man has an ambition to do something in the world. If he is a clerk, he looks forward to being a merchant prince. If he is a struggling young professional man, he is

striving towards that goal when he shall be one of the authorities in his calling. To achieve his desires it is absolutely necessary that he should have a well-kept home—a home whose affairs are administered wisely and judiciously and economically.

A wife who spends every cent of her husband's salary will keep him on the clerk's stool to the longest day he lives. No professional man ever yet succeeded in being anything above mediocrity if he had to go home and worry with the servants and walk a teething baby and be harassed by all the other little domestic ills that fretted his nerves and exhausted him bodily and mentally until all the fine fire of enthusiasm burned itself out and he became nothing but a professional hack.

Good temper and cheerfulness are two other qualities that are indispensable in a wife. The girl who can say bright and cutting things about other people is very entertaining, but reflect that the time will assuredly come when she will sharpen her wit on your own peculiarities, and very few of us have a keen enough sense of humor to enjoy a joke on ourselves. On the other hand, the woman who is good-natured has a touchstone that turns away wrath and smooths over domestic difficulties. She is not always looking out for offense and her gentle words and soothing presence are like a healing ointment poured over the irritated nerves of the man who has been strained on the rack of business all day.

A cheerful woman is like sunshine in a house. Nothing ever discourages her. Nothing ever daunts her. If she has riches, she enjoys them to the fullest. If she is poor and has to work, she laughs over it, and nobody ever dreams she is having a hard time. When her

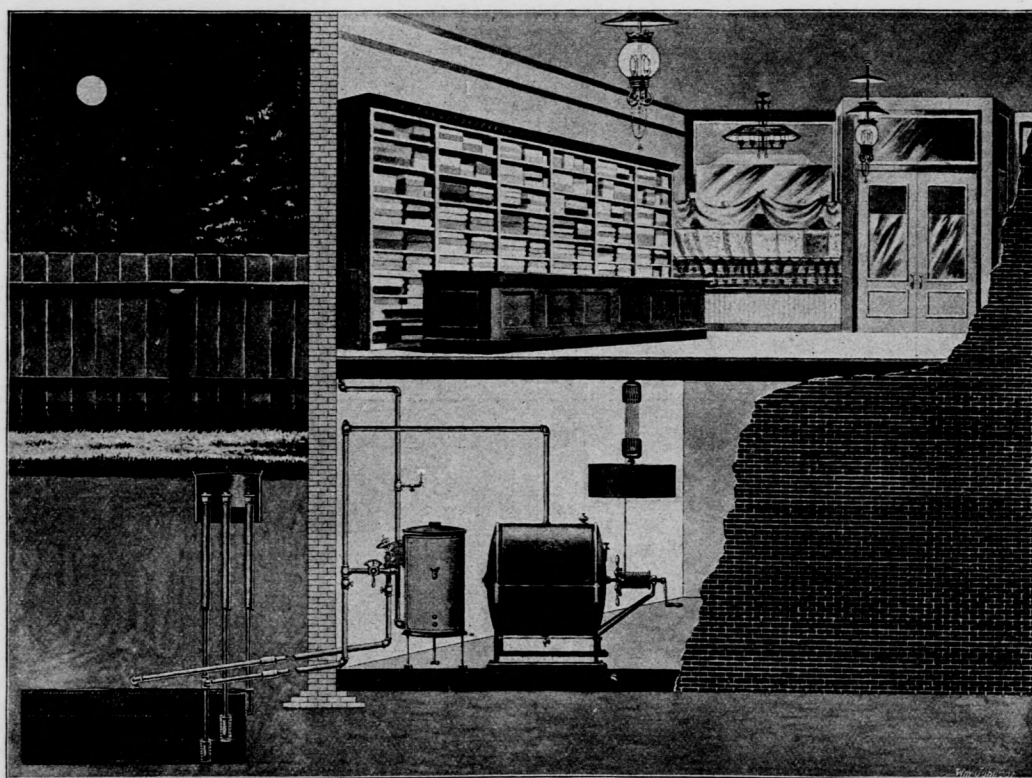
husband comes home weary and discouraged, she braces him up with her hope and sends him out to make the fight over again and again, until he wins the battle.

Women do not think much of cheerfulness. They think it is romantic and soulful to take morbid and gloomy views of life; but, my brother, in choosing a wife, pass up the lackadaisical maiden who tells you that she has moods in which she is sad and melancholy and has inarticulate yearnings after the whatness of the what. That kind of a girl develops into the wife who weeps because she thinks you have ceased to love her when you forget to bring her violets, and who imagines she is not understood, and her last estate is generally sulks and temper and hysteria.

Companionableness is another important quality to look out for, and, unfortunately, as courtships are now conducted, it is the one thing you are almost absolutely unable to discover in time to save yourself. Men and women before marriage only see each other for an hour or so at a time. Both are on their good behavior. He is anxious to entertain her. She is anxious to be entertained. Both pretend an interest in things they do not care a rap for, and only too often, after marriage, they find they have not a single thought or idea or taste in common.

You remember, the poet gives as a test of love that you must be able to dream in a crowd all day on an absent face that has fixed you. That is poetic idiocy. Anybody can think about an absent one. The real test is if you can talk all day to a present one without getting bored. That is love and congeniality, and if you have that, nothing

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else matters. Now and then—alas! that the sight should be so rare—I see a middle-aged couple out at the theater, or off on a trip, or having a bit of supper at a restaurant, the wife's face wreathed with smiles, her eyes bright with interest, her tongue nimbly skipping from topic to topic; while the husband bends upon her a look of appreciative interest and understanding, and I feel that that is a spectacle of domestic happiness strong enough to draw money on at the bank.

One more word, my brother, and I am done. Remember that when one is married he is generally married for a very long time, and try to use as much sense about it as you would about any of the other affairs of life. You would not buy a horse without ascertaining if it had a bad temper; you would not buy a house without looking into its title; you would not go into business with a man without finding out if he was industrious and capable; yet you will risk your whole life happiness by marrying a girl without taking the trouble to find out if she possesses one single qualification for making a good wife.

When men begin to apply some of the acumen they use in business to picking out a wife, there will be fewer complaints to the divorce court that marriage is a failure. Dorothy Dix.

Wherein Women Are Superior To Men As Shoppers.
Written for the Tradesman.

"The men are always poking fun at the women," said the dry goods clerk, "for buying things they don't want, simply because they are cheap; but more men buy things they don't want than women ever did. Men are poor shoppers. A man may have brain enough to run a bank but he'll nearly have a fit trying to buy a shirt—and he may not get a fit at that. When it comes to shopping, men and women go to two opposite extremes. A woman will make you pull down one side of a store when, if the truth were known, she had no intention of buying anything when she came in. Then she will sigh rather disappointedly, 'Well, maybe I can find it somewhere else,' and drift away.

"With a man it is just exactly the opposite, as a rule. Most men seem to feel that if they leave your counter without buying something they will probably be shot for it before they reach the door. Men who will bravely charge up to the bar of a buffet, with all its light and heavy liquid artillery and masked batteries trained upon them, approach a dry goods counter with fear and trembling.

"They price two or three articles and then they commence to get that I-guess-I'll-buy-something-and-git look on their faces and after that it is easy. When I first began clerking, on several occasions I saw this expression come over the shopper's face without knowing its meaning. In consequence I ducked under the counter or turned to the shelves to get something which I thought would better suit the customer. Almost always when I turned to speak to him again he had made good his escape. Now I never turn my back on them.

"At the men's furnishings counter the male buyer has a moderately easy time. He has an idea of what he wants and he does not need to see a large assortment in order to make a selection. If it is a shirt or collar or some such thing, he generally knows the size; if it is a necktie, he has a general taste that is not hard to satisfy.

"Tastes in neckties, by the way, are widely diverse. The ordinary man, who does not insist upon a dainty tie for evening wear or a De Joinville cravat for the matinee, and in fact does not keep a tie for every hour in the day, may run to puffs, ascots or imperials, but he has his own ideas of colors and patterns in fancy ties. If he is inclined to be a little flashy he buys one kind and if of a quiet temperament of course its opposite.

"Men's neckties, I have often thought, are divided into two classes—those that men buy and those that women buy. During the holiday season I was on the men's furnishings counter one day when a staid old business man came in to buy a black cravat. While I was doing it up for him he picked up a gorgeous lavender affair and asked with a laugh:

"For heaven's sake, who'd ever wear that thing?"

"I only laughed. It was all I could do to keep from saying, 'You will.' His wife had bought one for him for a Christmas present a half hour before and I know him to be a man who has

concluded it is wise to respect his wife's wishes.

"Get a man away from the men's furnishings counter, though, and he is in misery. I have often wondered why a man who applies for a divorce on the ground of extreme cruelty doesn't set up in his bill of complaint that his wife was guilty of repeated acts of cruelty in that she frequently sent him to the dry goods store to match taffeta silk or Valenciennes lace.

"The man who carries himself with ease in a crowded ball room will let one young \$7-a-week clerk make him blush like a milkmaid and stammer like a stuttering farmhand. He bumps into other customers, he shoves goods off onto the floor and cracks his head against signs until he is glad to grab anything in sight, whether it matches or not, and make a break for the street.

"I have often thought that if some store, instead of devoting itself to the m-a-i-l order business, would make a specialty of the m-a-l-e trade it would meet with a great success. It could have automatic alcoholic atomizers around all the counters to spray the

male customers while they were making their purchases, to keep them from fainting away, and hypnotists concealed behind curtains to influence these men's wives, when they come in to buy neckties, and force them, by hypnotic suggestion, to buy neckties that will not violate their poorer halves' eccentric and widely diverse tastes."

The book-keeper interrupted and successfully terminated the dry goods clerk's discourse by arising noisily and putting on his overcoat.

"That may be true of some men," he said, "but all men are not that way. I pride myself on being a good shopper. No one can say that I am ever timid or bashful about picking out neckties."

"No, you're not," replied the dry goods clerk, "but the cashier was telling me the other day that you are a little bit backward about paying for them."

Douglas Malloch.

His Parentage.

Johnny Henpeck—Pa, you an' ma's one 'cause ye're married, ain't yer?

Mr. Henpeck—Yes, son.

Johnny—Wall, which one are you?

Mr. Henpeck (cautiously)—I rather suspect we're your mother.

The President of the United States of America,

To

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

GREETING:

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

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

ENOCH MORGAN'S SONS COMPANY,

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

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

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

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

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

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

[SEAL]

ROWLAND COX,
Complainant's Solicitor.

[SIGNED]

S. D. OLIPHANT,
Clerk.

Poultry

Peculiarities Pertaining to the Handling of Poultry.

Several large purchases of turkeys have been reported in the West by Eastern dealers and prices paid have generally been higher than usual. One lot of 150,000 pounds stored in a Buffalo freezer is among the sales reported and price is reported to have been above a parity with rates ruling here. In fact most of the sales are said to have been above figures current in the East. One of our local merchants expressed the view of the trade when he said, "I think turkeys are pretty well cleaned up in the country and frozen stock looks to me like pretty good property. The consumptive demand, however, keeps light, which has prevented prices from going higher under the moderate supplies we have had of late."

"My nearby chickens are all coarse and staggy," said a receiver. "There might be a few soft meat and choice in the receipts, but they are mixed in with the stags so that all have to go at low prices. Some fine large soft meat selected are coming from the West and they bring high prices; so high that the demand is limited, but there are very few of them as most of the Western are about like the nearby—coarse and mixed with stags—and for such the demand is slow and irregular."

"The live ducks and geese coming from the South and Southwest are generally very poor," said a live poultry receiver. "They are thin and unattractive in appearance and hard to sell even at the low prices asked. I don't see why shippers send this very poor stock as it certainly does not pay them, whereas if it was fattened up some before marketing it might realize a decent price. Shippers of Western stock would also do better in many cases if the ducks and geese were fattened up more before shipment. I think this applies to all kinds of poultry too, as the market is always burdened with poor thin ordinary stock which is hardly fit for consumption. I don't think farmers eat their own poultry where it is as poor and thin as much which they send to market. Of course grain is high now and when such is the case there is a larger proportion of poor poultry. But even if grain is high a little extra would often put the fowls in so much better condition that they would bring more than enough more to pay for the increased cost of fattening."

"The lighter receipts of rabbits of late, and higher prices, have brought out the fact that a good many were put in cold storage when they were plenty and low," remarked a game handler. "Prices realized have not been high compared to rates obtained on fresh stock, but they have been high enough to allow a small profit in many cases on the short holding. Some holders, however, were glad to get out even on them as they were so plenty when put in storage that an outlet could not be found on any reasonable basis and they had to be put away to save from entire loss. Such stock was usually returned for day of arrival at market price and the unwilling holders were glad to unload as soon as they could without a loss and consequently did not try to realize much, if any, profit."

Another receiver spoke of the scarcity

of fancy poultry. He said: "It seems there is never a surplus of fancy stock. We could sell ever so much more than we receive and just now we are unable to pick out enough for the urgent needs of the few first-class buyers who depend on us to supply them with their stock. These buyers complain to us that we are keeping the consumption down by not giving them fancy poultry and I guess they are right, but we can not get it. Of the many people in the poultry shipping business I should think more of them would strive to let us have the finest stock, instead of shipping good, bad and indifferent. I think if a shipper would fatten up everything to perfection before marketing that he would soon build up a reputation for his poultry which would be very profitable. It certainly seems very probable that if a man goes into a first-class restaurant or hotel and gets a portion of poultry which is what it should be he would order it again, whereas if the poultry is tough and poor he is apt to order steak or meat of some kind next time. There is no doubt in my mind but that the consumption of poultry could be more than doubled if we could get better quality stock."

"We could sell a good many more large fowls than we are getting," said a receiver. "For fowls weighing five pounds and over, we are getting fully $\frac{1}{2}$ c per lb. more than for average fowls arriving which are not over four pounds and often less. I should think farmers would raise the large varieties of fowls, Plymouth Rocks, for instance. Of course the Leghorns and small fowls are admitted to be the best egg producing fowls, but if poultry is raised for market it is best, in my opinion, to raise a large variety. Don't believe it costs any more and there are ever so many more pounds to sell in a flock of large fowls than in the same number of small fowls."

"We are having a fine outlet for fancy capons," said a prominent receiver. "We do not have such good luck with the poorer grades," he continued, "and I wish they were all fancy, instead of only a small proportion. Most shippers have entirely too many slips in their capons and there is really no good excuse for it. Once in a while a slip can not be helped, but with care the proportion should be small after the operator has had one or two seasons' experience. I find some shippers have just as many slips year in and year out and it certainly shows that they do not use proper care in making the operation. One thing shippers should never do, and that is mix the slips and capons together. They should always be kept separate and this is one of the things hard to impress on shippers. Perhaps they think they can sandwich them in with the capons and they will not be discovered. They should be here and see how quickly a good buyer can pick them out. I have seen the sale of many a box of capons ruined by having two or three slips in. These two or three birds will bring down the price of the whole box every time, making a loss to the shipper which he should not get and which would have been averted had he packed the box honestly—with capons only."

"I wish we could get shippers to mark their poultry properly," complained a receiver. "The contents, gross, tare and net weight should always be marked plainly on the outside of

each package. Many shippers are careless, especially about the weight, and add, possibly intentionally, two or three pounds more than the package weighs. A buyer notices little things like this and if the weight is wrong he will look very closely to see if the stock is straight. In fact, good buyers prefer to handle marks which have the reputation of being all right in every particular. I receive a mark of poultry which I never can depend on. The shipper seems to have the faculty of getting one or two old cocks in a barrel of fowls or chick-

ens and if I don't look through every package I always expect the buyer to come back with a small claim. It is very annoying, especially as I get the complaint in after I have made returns and I have to keep track of it and even up on the next shipment. It is needless to say I take good interest, but I can not get the shipper to do any better. I have written him time and time again."—N. Y. Produce Review.

The key to happiness is not always found on a wedding ring.

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

and be sure of getting the Highest Market Price.

Butter and Eggs

Observations by a Gotham Egg Man.

The fluctuations in egg values lately noted are natural to the season. We have reached a point when practically all demands of consumption must be supplied from current collections of fresh eggs, and upon the extent of these will depend the range of prices in distributing markets. Fluctuating and unstable markets are always to be expected in the winter, but so long as dealers have old goods to fall back upon the possibility of very extreme prices is lessened and the expectations of dealers are naturally toward lower values, but when reserve goods are cleaned up early in the winter, the chances of a dearth of eggs arising from shortage in fresh production are greatly increased and the upward possibilities become almost unlimited.

Even when reserve eggs are gone, the productive capacity of the country in January and February is ample for all demands at very moderate prices if the weather in Southerly and Southwestern sections is favorable. Consequently, with refrigerator eggs mostly cleaned up, the possibilities of values in both upward and downward directions are so great that there is a natural tendency toward speculative operations, and current values are bound to fluctuate rapidly from day to day, according to the conditions of weather immediately prevailing.

An increase in fresh production was delayed this year by severe weather which visited the principal egg producing sections in December. Later more favorable conditions prevailed, but it was not until after the middle of January that collections, even in the more Southerly sections, began to show any material increase. In the meantime stocks of refrigerator eggs were being steadily depleted and the distributing markets were more and more being made dependent upon receipts of fresh gathered eggs.

Last week it looked as though the exhaustion of old eggs would be coincident with ample supplies of fresh. Production had begun to increase in many Western sections and from the South and Southwest some shippers were beginning to get straight carlots in shape for Eastern shipment. But later the recurrence of severe winter weather in the Southwest gave promise of a check to production there and made plain the possibility of a restriction in supply. At that time there were increased supplies of fresh eggs in transit to all important distributing markets, but it was evident that these would not last long if the principal sources of production were to be seriously affected and speculative holding and demand were at once added to the current requirements of the markets as important elements.

At this writing there are all sorts of possibilities for the future. In nearly all sections of the country old eggs have been so nearly exhausted as to afford little relief in case of scarcity of fresh. Dealers formerly using refrigerator goods are now obliged to depend upon fresh stock for nearly all of their requirements and to support the demand on the recent scale increased quantities of fresh eggs are essential. It is entirely possible that if the present cold in the Southwest should prove temporary sup-

plies of fresh may be found sufficient for all wants at present or even lower prices; but it is also quite possible that production might be so seriously interfered with as to cause great scarcity of eggs in all markets, resulting in more or less extreme prices.

Between these two possibilities operators will shape their course, according to judgment and the strength of speculative instinct. There are chances of profit for those who are lucky enough to hit the conditions aright, and chances of loss for those who try and fail. The safe course is to buy and sell daily, taking the first profit obtainable; this method foregoes extreme profits, but it also prevents extreme losses.—N. Y. Produce Review.

How He Got His Birthmark.

One day last summer a well-known rounder, somewhat the worse for a discolored eye, walked into the lobby of the Morton House, where he met a number of his friends.

"Hello, Jim," exclaimed one of the men at the bar, "what's the matter with your eye? Been getting into trouble?"

"Oh, no," replied the man, "that's a birthmark."

"A birthmark!" said the first speaker, in surprise; "you did not have it a few days ago. How do you account for a birthmark appearing at this time of life?"

"Well," answered Jim, by way of explanation, "it's like this: You see, I went over to Chicago on the boat the other night, and on the way back I got into the wrong berth."

To King Potato.

Potato, King Potato,
High seated on thy throne,
We bow to thee,
Kotow to thee,
And worship thee alone!
O'er all thou hast dominion—
O'er ocean, sky and land,
We cry to thee
And fly to thee,
An eager, hungry band!
Potato, King Potato,
Old Ireland's favorite fruit,
We jam to thee,
Salaam to thee,
And kiss thy feet, to boot!
O, greater than the Kaiser,
O, greater than the Czar!
We sing to thee
And cling to thee,
O, tyrant, what thou are!

Peanut Conquers London.

From the Pall Mall Gazette.

The "last cry" of American enterprise in this metropolis is the introduction of the baked peanut, which made its first appearance this Christmas, with marked success, in the East End. We do not know whether that excellent feature of British civilization, the hot potato, flourishes on winter nights at the street corners of New York. However, we welcome the peanut—more familiar to us as the monkeynut—as a highly desirable immigrant, and have no doubt that he has come to stay.

"It occurs to me," said the cow to the horse, in a sarcastic tone of voice, as she saw an automobile go by, "that you had better go off and die." "Oh, I don't know that I am the only one," said the horse, as he noticed a carload of oleomargarine; "there seem to be other back numbers as well as myself."

W. C. TOWNSEND,

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Eggs, Poultry, Veal, Etc.

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

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

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TRADESMAN COMPANY, Grand Rapids, Mich.

ON THE PENINSULA,

Large Fish Stories Told in Leelanau County.

Written for the Tradesman.

This took place in one of the little stores on the peninsula that rips up the waters of Lake Michigan and divides them from those of Grand Traverse Bay.

There were several men and a farmer's wife or two sitting around waiting for a belated mail, and the conversation, for some time quite spirited, had begun to lag. A large man called Anse, who had just made a heavy investment in cheap smoking tobacco, leaned lazily back in his chair, poked the cuspidor into a more convenient position with his foot and observed sagaciously:

"F it don't come up an' rain pooty soon, we're liable to get quite a spell o' weather."

"Corn's a sp'ilin' now," remarked one of his contemporaries.

"Fish won't bite nuther," said a fellow robed in a ragged Mackinaw shirt and a general appearance of uncleanness.

"Won't bite!" ejaculated Anse with some asperity. "Guess you didn't see the big string o' perch an' punkin seeds Billy Eames brung home last night from Glenn Lake."

"Perch an' punkin seeds!" repeated the other in disgust. "Mout as well say minners an' shiners. If a feller wanted to fish fer them air he could git all he wanted an' not half try. What's the good of perch anyhow? They're hard to scale an' so full o' bones they're dangerous t' eat. Gimme good ol' black bass an' muscalunges fer all yer perch an' goggles!"

"Perch is better'n nothin' when a feller's hungry," said Anse, defending his position as well as possible. "Guess if yo' was starvin' yo' wouldn't throw a plate o' fried perch over yer shoulder any quick'n the next one."

"O, anything's better'n nothin' when a feller's put to it. But youse hain't see fish an' fishin' like I have or ye wouldn't say nothin' about perch an' punkin seeds. When I first come to Leelanau county the' was fish. I don't mean bullheads an' pike an' rock bass, nuther. Great Mackerel! We used to wade right into the water an' throw fish out with a pitchfork. We—"

"With a pitchfork? Aw, Hank!"

"A-a-ah, come now. You mean a fish spear."

"Yes, or a fish net. You can't cram no pitchfork business down my neck."

"Now what's the matter with youse all to oncet?" asked Hank, with a note of injured vanity in his voice. "Hain't I allers been truthful? Never told a lie in my life. Why, it hain't nothin' to ketch suckers with a pitchfork when they're runnin' up the cricks in the spring, is it?"

"O, it was suckers, was it?"

"Ketched 'em in the cricks, eh?"

"O, sure. That's all right, Hank. I've see 'em plenty enough for that, lots an' lots of times."

"All right, then. If my word's goin' to be took fer what I claim, I don't mind tellin' ye the rest. The' used to be old lunkers o' fish when I first come to these parts what was wo'th gettin'. Fellers, ye know, that weighed twenty an' forty an' eighty an' up to three hundred pounds."

"Three hundred pounds!" ejaculated Anse, with a derisive grin.

"Aw, now; now, Hank."

"Come off, that's too much."

"Take off three pounds!"

"Say three hundred ounces and we'll think about it," were some of the exclamations that came from the lips of the listeners.

"What? You don't believe that? You don't think there were three hundred pounds?" asked Hank, looking hurt.

"O, we don't doubt your word, but then that's an awful big one."

"Yes, we believe it, but—three hundred pounds!"

"Three hundred is pretty big."

"Course, bein' it's Leelanau county, it's more'n likely correct. But if you'd said Antrim or Charlevoix or Traverse county, why—but then, you know three hundred is pretty considerable of a fish."

"Why now, that hain't so big a story," said Hank. "Youse are all too fast fer yer own goods. Ye see, them big ones was sturgeons. Ketched 'em in the bay."

"Sturgeons? Oh."

"Yes, that explains it."

"Why, to be sure."

"Yes, that's all right. Didn't think nothin' about sturgeons. Hain't see none late years."

And then the men nodded their heads and looked at each other in a way that showed that they were all thoroughly and completely convinced. So Hank, having so far established his veracity, took a fresh chew and continued:

"Mind that family of McCrackens that uster live over by Loop Crick? Well, them boys was pretty hard put to it the first years they was there, an' they lived all one winter on—what do ye think?"

"Pitaters an' salt?"

"No."

"Beans?"

"No."

"Pud'n?"

"Aw, g'wan."

"Bagy turnips?"

"No, nothin' at all like that. It was fish an' tea."

"Fish an' tea!"

"Not fish an' tea?"

"You don't mean it."

"Yes, that's just it. Ye don't believe nothin' I say. Ye see, it was this way: They worked all the fall loadin' boat till their pitater crap froze up, an' the cap'n o' one o' the boats paid 'em off in tea, cus he didn't have no money, an' what cash they got from the other boats they drunk up, so by the time they got back to the place they didn't have nothin' to eat but ten pound of tea an' a reel estate morgij. The' was no lumberin' an' nothin' else to do that winter, so they just went to work an' ketched fish an' eat 'em an' drunk tea till the linin's of their stummicks was copper plated from the coppers what's put into it to make it look green."

"I want to know!"

"Pretty thin diet, ses I."

"How'd they stand it?"

"O, all right. They was g'anted up quite a bit though, an' one funny thing was, take it of a dark night, them lads 'd shine like a rotten log in wet weather. They didn't need no light to see to read by. Pecooliar circumstance now, wa'n't it?"

"Yo' say they'd shine in the dark?"

"Yep."

"Honest?"

"Why, sure. Shined so ye could see 'em a mile off."

"Naw."

"O, go West!"

"Tell that to some kid."

"How the dooce d'ye p'tend to account fer it?"

"Why, I couldn't explain it at all, but I asked Doc. Foy about it oncet an' he said it was easy enough. Ye see, a fish is pooty nigh all phosphorus, an' them lads eatin' nothin' else fer a long time, it jest made 'em over into reg'lar lightnin' bugs. It was mighty queer."

"Wall, as I was sayin', they all come out of it pretty good, but it was nigh onto bein' the death of young Billy McCracken arter all. He was the kid, ye know, an' a reg'lar hog to eat. In the spring him an' the old man went to Traverse City together an' took dinner at a bakery restaurant. The' was some bread on the table, the first they'd see for a long time, an' it tasted so good to Bill that he went to crammmin' his face full of it like it'd a be'n pie. First they knowed, Billy commenced to choke an' strangle an' turn black. The old man jumps up an' commences a thumpin' of him on the back just like ye'd go at it to loosen up the bark on a tree ye wanted to peel. Next thing Billy's collar button popped off, flew across the room and dented a hole in the plaster. Then he swallered all right. McCracken watched him a minnit till he see he was hisself ag'in, an' then he says to Bill, he says:

"Ye dum Gilly!" he says, 'put more butter on yer bread nex' time, will ye?'"

Geo. L. Thurston.

Willie Remembered.

Willie had swallowed a penny, and his mother was in a state of much alarm.

"Helen," she cried to her sister in the next room, "send for a doctor. Willie has swallowed a penny." The terrified boy looked up imploringly.

"No, mamma," he interposed; "send for the minister."

"The minister!" exclaimed the mother.

"Yes, because papa says our minister can get money out of anybody."

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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.

Another Large Increase in Grand Rapids Council.

Grand Rapids, Feb. 3.—It is a fact that over 200,000 men are traveling up and down, over and across this beautiful broad country we call the best in the world selling goods by catalogue, samples or description, who have at different times been given the names of drummers, traveling men, commercial tourists, etc. There are in Grand Rapids a goodly number of men of that profession, and if you meet any of them, just look at the lapel of their coat and, in a very large percentage, you will see a button formed with a crescent and a sample case suspended below and engraved on the grip the letters "U. C. T." Those mystic letters signify United Commercial Travelers, which are founded on the three great principles—Unity, Charity and Temperance. Some of them you will find are not under the protection of our beloved order—the only secret order in the world in which traveling men only are eligible. Grand Rapids Council No. 131 holds its meetings the first Saturday evening in each month in A. O. U. W. Hall on Pearl street. There is never a meeting that there are not many in waiting when the Sentinel is sent out to enquire if any strangers are at the door. At the regular meeting Saturday evening, Feb. 1, the following men, good and true, were made members of Grand Rapids Council No. 131: W. B. Dudley, W. K. Wilson, W. I. Ephraim, J. S. Major, W. A. VanLeuven, J. C. Seving, O. J. Levy and Will Isham. D. W. Shepherd, formerly of Kalamazoo Council No. 156, was admitted by transfer card, making the total membership 155. L. H. Johnson, of Cincinnati Council No. 2, was a visitor and, by his presence and with many good remarks for the interest of the order, made himself a very welcome visitor. Come again, Brother Johnson. We welcome all visiting U. C. Ts. to our meetings whenever they are in the city.

Keep on hustling, boys, and when No. 131 attends the Grand Council meeting at Flint in May, it will go as the largest in Michigan.

Saturday evening, Feb. 15, the Council will give another complimentary dancing and card party to their members and friends. The Committee in charge, Franklin Pierce, John Keith and Henry Snitseler, assure all who attend a good time. JaDee.

Official Report of the Battle Creek Meeting.

Saginaw, Feb. 3.—At the regular meeting of the Board of Directors of the Michigan Knights of the Grip, held at Battle Creek Jan. 25, all members were present except Geo. H. Randall and L. J. Koster.

Secretary Stitt and Treasurer Schram presented their final reports for the year, which were accepted and adopted.

On motion of Mr. Howarn, death proofs were ordered sent to Mrs. Coon, to be presented to the Board at their next regular meeting.

The following death claims were approved: Chas. C. Way, Detroit; Jas. H. Rogers, Columbus; B. G. Eaton, Detroit.

Mr. Schram moved that the \$600 borrowed from the general fund be returned to the death fund, which was carried.

The following bills were allowed:
J. W. Schram, salary.....\$ 91 02
A. W. Stitt, salary..... 527 25
Hunt Printing Co..... 27 25
A. W. Stitt, stamps..... 42 00
Tradesman Company..... 7 25
Office supplies, telegrams, express 12 57

A. W. Stitt, Board meeting..... 4 84
Jas. Cook, Board meeting..... 4 84
M. Howarn, Board meeting..... 7 84
J. W. Schram, Board meeting..... 7 84
Chas. Hurd, Board meeting..... 7 26
Chas. Smith, Board meeting..... 7 82
Mark Brown, Board meeting..... 7 82
Jno. Weston, Board meeting..... 4 84
Geo. F. Owen, Board meeting..... 7 34
Manley Jones, Board meeting..... 5 38

Mr. Stitt moved that we extend to our brother, Geo. H. Randall, and his beloved wife our sincere sympathy in this time of great suffering and anxiety and that we earnestly hope for Mrs. Randall's speedy recovery to health. Also that our Secretary send a copy of this resolution, accompanied by flowers. Adopted.

The following resolution was offered by Mr. M. Howarn:

Resolved—That our thanks are due to C. S. Kelsey, C. H. Hinman and other members of the Battle Creek Post for having arranged such an elegant programme and for their untiring efforts in making our visit to Battle Creek such a grand ovation; also to the ladies of Battle Creek for their hospitality in entertaining the visiting ladies. 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 next December in this city; also to the management of the Post Tavern, for the many courtesies and kind treatment we have received at their hands. Carried.

Moved and supported that a vote of thanks be extended to our worthy President for the able manner in which he has conducted our affairs during the past year. Carried.

Moved and supported that a vote of thanks be extended to our worthy Secretary for his able work during the past two years. Carried.

Moved and supported that we extend our thanks and appreciation to our worthy brother, Chas. Smith, of Saginaw, for his able counsel and assistance. Carried.

A vote of thanks was extended to Mrs. Stitt and, by a rising vote, she was presented with an honorary membership for the year 1902.

A. W. Stitt, Sec'y.

Movements of Lake Superior Travelers.

W. F. Mitchell, who has covered this territory the last two years for Standish Bros., Detroit, has gone with the Marshall Wells Hardware Co., Duluth, and will call upon the mine and mill trade.

J. W. Richards, who has traveled the up lake territory for the Wm. Bingham Co., Cleveland, the last—well, I am too young to say exactly, but nearly since the year one—has severed his connection and associated with the Marshall Wells Hardware Co. Dick is long in several ways—in years of service on the road, physically and on the laugh particularly. He will have charge of the Upper Peninsular trade, visit it two or three times a year and look after the city trade as well. He will be missed.

George Walz has gone on the road for the Wm. Frankfurth Hardware Co., Milwaukee, in this territory.

H. Irving Telling, the old war horse—that is, old in experience on the road, but not in years—is still O. K. The nickel plated hairs he is growing indicate early piety. He is pious yet.

T. E. Burgan, who sold his Laurium hardware business three years ago to A. F. Wixson and has been in the men's furnishing business since, will devote most of his time representing a Duluth rubber house in this territory.

Jerry Sockless Simpson, well known in this territory, either day or night, has taken J. W. Richards' place with the Wm. Bingham Co. Alex covered this territory for Morley Bros. a number of years.

T. J. Gregory, an old timer, is doing the copper country this year for E. M. Liebleine, in Hancock, Mich. Ouix.

St. Johns—Davis & Adams and Jesse H. Granger, dealers in harnesses, carriages and implements, have sold out to Granger & Post.

House With a History



The wholesale dry goods house of Burnham, Stoepel & Co. was started in a very modest way at 228 Jefferson avenue, in 1875. The firm at once won a satisfactory trade among the retail dry goods merchants in this territory, and by honest and faithful efforts its business soon increased to such an extent that they outgrew the small quarters at first occupied, and removed to the handsome building erected for them at the southwest corner of Jefferson and Woodward avenues, in 1880.

They occupied this building for seventeen years, when increasing business again demanded more commodious quarters, and they were compelled to look about for a larger building. In 1896 they removed to their present large and exceedingly convenient building at the corner of Larned and Bates streets, a picture of which is shown herewith.

Their rapidly increasing business has again proven too great to be cared for in their present quarters, and they are now negotiating with the Bagley estate for the addition of two more floors to the building. When this addition is completed, it will give them eight floors, 120 by 120 feet in size, or nearly 120,000 square feet of floor space.

The firm of Burnham, Stoepel & Co. has always pursued a very liberal policy toward its customers as well as employees, and this policy has helped them to build up a most prosperous and thriving business with the retail trade of Michigan, Indiana and Ohio. A number of the most successful and substantial retail dry goods merchants in this territory owe their present success to timely assistance rendered them by this firm. The generous and broad-minded

policy followed out by the firm has resulted in building up a loyal patronage among the dry goods merchants, and in securing for the firm a staff of efficient and faithful employees.

The firm of Burnham, Stoepel & Co. has recently reorganized into a stock company, with a paid in capital of \$1,000,000, and they have demonstrated their liberality towards their employees by distributing a portion of this stock among their oldest and most faithful men, placing them upon precisely the same liberal basis as the original organizer of the house in 1875, and not charging them a penny for the good will of the business.

They expect and deserve the continued and hearty support of their friends in their generous efforts toward broadening out on this co-operative plan, which is dictated by calm business judgment as well as an earnest endeavor to promote the welfare and prosperity of their associates.

It might be said in this connection that the sales of the house for 1875 amounted to about a quarter of a million dollars. The total sales for 1901 were \$3,000,000. The month of January, 1902, has been the largest January in their history, and they are starting the year as if it were to be a record-breaker.

When the addition is made to the building occupied by Burnham, Stoepel & Co. it will undoubtedly be the largest and most convenient wholesale dry goods house in the Middle West. All retail dry goods merchants who visit Detroit are especially invited to call at Burnham, Stoepel & Co.'s and inspect the varied and well assorted stock now offered for spring and summer trade.

Gripsack Brigade.

Marshall Statesman: Burt R. Smith has resigned his position with Ward Bros. and accepted one as traveling salesman for the Marshall Furnace Co.

Greenville Daily News: W. M. Strong has returned from Detroit, where he secured a position as traveling salesman for the wholesale jewelry firm of Joseph Rosenberg.

A. E. Curtis, formerly representative for the Carpenter-Underwood branch of the National Biscuit Co., has been transferred to the Sears Bakery. He will continue to cover the same territory he has visited heretofore, comprising the towns in Western Michigan located on the east shore of Lake Michigan.

Post A (Lansing) was rejoiced to find that it had \$380 on hand after meeting all of the expenses connected with the entertainment of the annual convention of the Michigan Knights of the Grip. It

decided to set apart \$200 of this amount for a permanent entertainment fund for future use, devoting a portion of the remainder to a free dancing party at the armory in honor of the Ladies' Auxiliary on Friday evening of this week. Refreshments will be served and it is confidently expected that the event will prove a very enjoyable one.

Martin—The Martin Creamery Co. has paid a cash dividend of 15 per cent. The amount of butter made the past year was 93,000 pounds, an average of 4.6 pounds to the 100 pounds of milk.

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Strictly first class.
Rates \$2 per day. Central location.
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JOHN D. MUIR, Grand Rapids - Dec. 31, 1905
ARTHUR H. WEBBER, Cadillac - Dec. 31, 1906
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Examination Sessions.

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

Mich. State Pharmaceutical Association.

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

Methylated Tincture of Iodine Again.

In the discussion of the use of methyl or "wood" alcohol in the manufacture of pharmaceutical preparations, it has been sometimes said that although the use of this article should not be permitted in medicaments used internally, it is permissible with such external medicaments as are used in small quantities, particularly tincture of iodine. Frederick T. Gordon, however, thinks this should be positively prohibited in view of the well-known violently irritating nature of the preparation. "When used around the face or neck," he says, "its vapor causes great irritation of the eyes and nose—almost unbearable—and also makes the exposed skin smart and tingle. Even pure methyl alcohol tincture will cause irritation of the nose if its vapor is inhaled, an irritation quite different from that of iodine. During the winter I made a number of experiments on wood alcohol tincture of iodine, having a number of cases under my observation where the chest was painted with iodine for simple cough and cold, painting one side of the chest with wood alcohol tincture, the other with grain alcohol tincture. In every case the difference was marked; the wood-alcohol side appeared much redder the second day, there was sometimes faint blistering, and the patients declared that the side 'burnt' them the most. In applying this there was often caused very unpleasant symptoms from the irritating effect of the vapor on the eyes and nose, one case of mild conjunctivitis being noted. In a severe case a blistering effect was wanted; this was obtained easily by painting the wood-alcohol tincture on thickly and covering it with a piece of oiled muslin. The burning pain became so great in ten or fifteen minutes that the muslin had to be taken off and vaseline applied. From this experience I would say that the wood-alcohol tincture of iodine is only fitted for veterinary practice, or for cases in which strong irritating effects are called for, and I might add that in general the effects of this tincture were distinctively less satisfactory in my cases than the U. S. P. tincture."

Worked Up a Trade in Sick-Room Supplies.

A druggist in New York some time ago laid in a very complete stock of surgical dressings and "sick-room supplies," with which fact he wished the neighborhood to become acquainted. First, of course, he sent to all the doctors thereabouts a neat little booklet, giving a full list of his stock and quoting prices, with the comment and claim that these prices were just as low as could be had down town. The large bulk window in his store was fixed up to look like a sick room, matting on the floor, the walls made from frames covered with neat wall paper, a cot,

tables and chairs, and a dressing table being the furniture. In the cot was a big doll dressed in a nightgown; by the bedside, in a chair, another doll dressed as a nurse; while bending over the dressing table was a "man doll" (the doctor), engaged in selecting some of the instruments and dressings thereon. Along the front of the window; just above the "floor" of the sick room, was a shelf filled with samples of sick-room supplies and dressings, the name and price of each article being printed on an attached card. In a conspicuous place was a card calling attention to the fact that the druggist had all these articles for sale, and inviting calls from those having sickness in their home, special prices being offered in complete outfits of all necessary supplies. Inside a booklet containing lists of the articles likely to be needed in different kinds of sickness—childbirth, surgical operations, contagious diseases, chronic illnesses, and so on—was given to customers, and a copy was also mailed to a number of neighboring families. Some trouble and expense this? Yes, but it paid and paid well! That druggist now has the entire trade of his section in this line, and makes a very good thing out of it, too, and doctors send their patients there with the remark that Blank is sure to have the wanted article.

Keeping Qualities of Antidiphtheritic Serum.

In a letter recently addressed to all the physicians of France, the Minister of the Interior declared that "it frequently happens that when doctors have antidiphtheritic serum which is a few months or even a few weeks old, they will not use it, and prefer to wait for a fresh supply. In this way precious time is lost, and often the life of the patient is endangered by the delay. Medical men certainly may get new serum if they judge it necessary, but they should immediately use that which they have on hand. Repeated experiments have shown that the serum loses none of its curative qualities by being kept even for a year. In all serum having been prepared a certain length of time a slight sediment is found, which settles at the bottom of the bottle, leaving the liquid above perfectly clear. This deposit does not indicate any alteration of the serum, which still possesses all its therapeutic qualities. When the injection of serum is made the very day the false membrane appears the mortality is practically nil and does not exceed 2 per cent. When the injection is made the second day the proportion of mortality increases to 6 per cent. It mounts suddenly to 30 per cent. when the injection is made the third day, and 50 per cent. when made the fourth day or later." Hence the crying need of promptness in the administration of the serum.

Carbolated Petrolatum.

At the last meeting of the Connecticut Pharmaceutical Association John R. Williams called attention to the important fact that vaselin would hold only 2 per cent. of carbolic acid in suspension. If more than that be used it will separate and cause trouble. Doctors almost always prescribe an amount in excess of this, he declared, and the result is they make frequent complaint that the ointment produces sores, and think the trouble due, not to the uncombined acid, but to the base.

An ounce of patience is worth a pound of profanity.

Simple Remedy For Corns.

Take a lemon, cut off a small piece, then nick it so as to let in the toe with the corn; tie this on at night, so that it can not move, and in the morning you will find that, with a blunt knife, you can remove a considerable portion of the corn. Make two or three applications and great relief will be the result.

The pain occasioned by corns may be greatly alleviated by the following preparation:

Into an ounce phial put two drams of muriatic acid and six drams of rose-water. With this mixture wet the corns night and morning for three days. Soak the feet every evening in warm water without soap. Put one-third of the acid into the water, and the corn will soon be dissolved.

Soft corns may be cured by using the following:

Dip a piece of linen rag in turpentine and wrap around the toe on which the corn is situated night and morning, and in a few days the corn will disappear.

Nitric acid, caustic and strong tincture of iodine are also used for removing corns.

After a corn has been cut it should always be protected from the stocking (for an hour at least) by a piece of adhesive plaster or by applying some good cream and wrapping a small piece of cotton around the toe.

Take extra care in fitting shoes. Pay no attention to the toes, except to have them broad enough, but fit the heel and instep, thus bringing the pressure on the instep, where it should be, and not on the toes.

There is no permanent cure for an enlarged joint or corn. It can only be relieved, and all "magic cures" should be avoided, as they eventually do more harm than good.

The Drug Market.

Opium—Is dull and weak and prices are tending lower.

Morphine—Is unchanged.

Quinine—Is in good demand at unchanged prices.

Alcohol—Owing to competition among distillers, has declined. It is now believed that it is being sold for less than cost on the basis of the present high price for corn.

Cocaine—Is unsettled and has declined. Manufacturers are cutting prices and selling below cost.

Elm Bark—Is in very small supply and has again advanced.

Sassafras Bark—Is firm, on account of small stocks.

Juniper Berries—Are all sold out of the primary markets and have advanced here.

Oil Pennyroyal—Is very firm and advancing.

Oil Spearmint—Is in small supply and higher.

Linseed Oil—Has advanced twice within the last few days and much higher prices are predicted, on account of extreme prices for seed.

Administering Calomel as a Purgative.

Adrian Landre commonly gives calomel in tablet triturates of one-half grain each, beginning in the afternoon at about 4 o'clock and continuing them each half hour until four grains have been taken. This is followed by a Seidlitz powder the following morning. He believes that Wood's theory of the action of calomel is correct, namely, that it escapes into the intestines and is precipitated in the form of gray oxide. The alkaline juices of the intestines are capable of decomposing only

a small quantity; hence the advisability of giving the repeated small dose. Sodium bicarbonate assists in this change. He always follows the calomel by a cathartic. The advantage of a small dose is that it often quiets an irritable stomach when everything else is vomited. In giving calomel to children he uses freshly prepared powders, always giving it with sodium bicarbonate and sugar of milk. This is followed by one or two drachms of castor oil the following morning.

Belladonna and Scopola.

Prof. R. W. Wilcox has made a number of clinical experiments with the respective fluid extracts of these drugs to ascertain if fluid extract scopola could be substituted for that of belladonna in the manufacture of a belladonna liniment. He concludes that a fluid extract scopola incorporated into a liniment has no therapeutic action, and therefore should not be substituted for a fluid extract of belladonna.

Wood has shown that there is no perceptible difference in their physiological action. Both raise blood-pressure, paralyze the pneumogastric, stimulate the respiratory center, and kill by asphyxia. The scopola alkaloids are not, however, exactly identical with those of belladonna, as they are somewhat more depressant to the spinal cord and decidedly more toxic, which action is probably due to the presence of hyoscyne.

His Last Resort.

A certain member of the legal profession, whose name is omitted for reasons which will appear obvious, was asked some years ago by a young negro to defend him on the charge of murder.

"How much money have you got?" asked the lawyer.

"None, sah."

"Any friend or relative who'll raise some for you?"

"None," despairingly replied the negro. "I'se got nobody ter cum t' me aid."

"Humph," muttered the attorney: "say! you don't want a lawyer. You want a minister."

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.

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 equalled. 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—Linseed Oil, Elm Bark.
Declined—Cocaine.

Acidum	
Aceticum, \$	60¢ 8
Benzoleum, German.	70¢ 17
Boracic	75
Carbolicum	24¢ 31
Citricum	43¢ 45
Hydrochlor.	3¢ 5
Nitrosum	8¢ 10
Oxalicum	12¢ 14
Phosphoricum, dil.	1¢ 15
Salicylicum	50¢ 53
Sulphuricum	1 1/2¢ 5
Tannicum	1 10¢ 1 20
Tartaricum	38¢ 40
Ammonia	
Aqua, 16 deg.	4¢ 6
Aqua, 20 deg.	6¢ 8
Carbonas.	13¢ 15
Chloridum.	12¢ 14
Aniline	
Black	2 00¢ 2 25
Brown	80¢ 1 00
Red	45¢ 50
Yellow	2 50¢ 3 00
Baccae	
Cubebae, po. 25	22¢ 24
Juniperus	6¢ 8
Xanthoxylum	1 70¢ 1 75
Balsamum	
Copalba	50¢ 55
Peru	2 00¢ 2 00
Terabin, Canada	60¢ 65
Tolutan	45¢ 50
Cortex	
Abies, Canadian	18
Cassia	12
Cinchona Flava	18
Euonymus atropurp.	30
Myrica Cerifera, po.	18
Prunus Virgin.	15
Quillaja, gr'd.	12
Sassafras, po. 15	12
Ulmus, po. 18, gr'd	20
Extractum	
Glycyrrhiza Glabra	24¢ 25
Glycyrrhiza, po.	25¢ 30
Hematox, 15 lb. box	11¢ 12
Hematox, 15.	13¢ 14
Hematox, 1/4s.	14¢ 15
Hematox, 1/2s.	16¢ 17
Ferru	
Carbonate Precip.	15
Citrate and Quina	2 25
Citrate Soluble	75
Ferrocyanidum Sol.	40
Solut. Chloride	15
Sulphate, com'l.	2
Sulphate, com'l, by	80
bbl, per cwt.	7
Sulphate, pure	7
Flora	
Arnica	15¢ 18
Anthem.	22¢ 25
Matricaria	30¢ 35
Folia	
Barosma	36¢ 38
Cassia Acutifol, Tin-	20¢ 25
nevelly	25¢ 30
Cassia, Acutifol, Alx.	20¢ 25
Salvia officinalis, 1/4s	12¢ 20
and 1/2s	8¢ 10
Uva Ursi	8¢ 10
Gummi	
Acacia, 1st picked	65
Acacia, 2d picked	60
Acacia, 3d picked	55
Acacia, sifted sorts.	60
Acacia, po.	45¢ 65
Aloe, Barb. po. 18@20	12¢ 14
Aloe, Cape, po. 15.	12
Aloe, Socotri, po. 40	12
Ammoniac	55¢ 60
Assafetida, po. 40	25¢ 40
Benzoinum	50¢ 55
Catechu, 1s.	60
Catechu, 1/4s.	60
Catechu, 1/2s.	60
Camphora	64¢ 66
Euphorbium, po. 35	40
Galbanum	1 00
Gamboge, po.	65¢ 70
Gualacum, po. 35	70
Kino, po. 30.75	75
Mastic	60
Myrrh, po. 45	60
Opil, po. 4.50@4.70	30¢ 35
Shellac	35¢ 45
Shellac, bleached	40¢ 45
Tragacanth	70¢ 1 00
Herba	
Absinthium, oz. pkg	25
Eupatorium, oz. pkg	20
Lobelia, oz. pkg	20
Majoram, oz. pkg	23
Mentha Pip. oz. pkg	23
Mentha Vir. oz. pkg	25
Rue, oz. pkg	39
Tanacetum Voz. pkg	22
Thymus, V. oz. pkg	22
Magnesia	
Calcined, Pat.	55¢ 60
Carbonate, Pat.	18¢ 20
Carbonate, K. & M.	18¢ 20
Carbonate, Jennings	18¢ 20
Oleum	
Absinthium	7 00¢ 7 20
Amygdala, Dulc.	38¢ 65
Amygdala, Amarae	8 00¢ 8 25
Anisi	1 60¢ 1 65
Aurant Cortex	2 10¢ 2 20
Bergamit	2 60¢ 2 75
Cajiputi	80¢ 85
Caryophylli	75¢ 80
Cedar	80¢ 85
Chenopadii	80¢ 85
Cinnamoni	1 15¢ 1 25
Citronella	35¢ 40
Contum Mac.	65¢ 75
Copalba	1 15¢ 1 25
Cubebae	1 30¢ 1 35
Excelsitilos	1 00¢ 1 10
Erigeron	1 00¢ 1 10
Gaultheria	2 00¢ 2 10
Geranium, ounce.	75
Gossypil, Sem. gal.	50¢ 60
Hedeoma	1 65¢ 1 70
Junipera	1 50¢ 2 00
Lavendula	90¢ 2 00
Limonia	1 15¢ 1 25
Mentha Piper	2 10¢ 2 20
Mentha Verid	1 60¢ 1 70
Morruhae, gal.	1 10¢ 1 20
Myrica	4 00¢ 4 50
Ole	75¢ 3 00
Pleis Liquida	10¢ 12
Pleis Liquida, ga.	10¢ 12
Ricina	1 00¢ 1 05
Rosmarini	1 00¢ 1 00
Rose, ounce.	6 00¢ 6 50
Succini	40¢ 45
Sabina	90¢ 1 00
Santal	2 75¢ 7 00
Sassafras	55¢ 60
Sinapis, ess., ounce.	65
Tigil	1 50¢ 1 60
Thyme	45¢ 50
Thyme, opt.	1 60
Theobromas	15¢ 20
Potassium	
Bi-Carb	15¢ 18
Bichromate	15¢ 18
Bromide	52¢ 57
Carb	12¢ 15
Chlorate, po. 17@19	16¢ 18
Cyanide	34¢ 38
Iodide	2 30¢ 2 40
Potassa, Bitart, pure	28¢ 30
Potassa, Bitart, com.	15
Potass Nitras, opt.	7¢ 10
Potass Nitras	6¢ 8
Prussiate	23¢ 26
Sulphate po.	15¢ 18
Radix	
Aconitum	20¢ 25
Althae	30¢ 33
Anchusa	10¢ 12
Arum po.	25
Calamus	20¢ 40
Gentiana, po. 15	12¢ 15
Glycyrrhiza, pv. 15	16¢ 18
Hydrastis Canaden.	75
Hydrastis Can., po.	80
Hellebore, Alba, po.	12¢ 15
Inula, po.	18¢ 22
Ipecac, po.	3 60¢ 3 75
Iris plox., po. 35@38	35¢ 40
Jalapra, pr.	25¢ 30
Maranta, 1/4s.	25¢ 30
Podophyllum, po.	25¢ 30
Rhei	75¢ 100
Rhei, cut.	1 25
Rhei, pv.	75¢ 135
Spigella	35¢ 38
Sanguinaria, po. 15	18
Serpentaria	50¢ 55
Senega	60¢ 65
Smilax, officinalis H.	40
Smilax, M.	25
Sellae, po. 35	10¢ 12
Symplocarpus, Pesti-	25
cus, po.	25
Valeriana, Eng. po. 30	15¢ 20
Valeriana, German.	15¢ 20
Zingiber a.	14¢ 16
Zingiber j.	25¢ 27
Semen	
Anisum, po. 18	12
Apium (graveleons).	13¢ 15
Bird, is.	4¢ 6
Carul, po. 15	10¢ 11
Cardamon	1 25¢ 1 75
Coriandrum	8¢ 10
Cannabis Sativa	4 1/2¢ 5
Cydonium	75¢ 100
Chenopodium	15¢ 18
Dipterix Odorate.	1 00¢ 1 10
Foeniculum	7¢ 9
Foenugreek, po.	33¢ 35
Lini	33¢ 35
Lini, gr'd. bbl. 4	1 50¢ 1 55
Lobelia	4 1/2¢ 5
Pharlaris Canarian.	4 1/2¢ 5
Rapa	4 1/2¢ 5
Sinapis Alba.	9¢ 10
Sinapis Nigra	11¢ 12
Spiritus	
Fruentum, W. D. Co.	2 00¢ 2 25
Fruentum, D. F. R.	2 00¢ 2 25
Fruentum	1 25¢ 1 50
Juniperis Co. O. T.	1 65¢ 2 00
Juniperis Co.	1 75¢ 3 50
Saacharum N. E.	1 90¢ 2 10
Spt. Vini Gall.	1 75¢ 6 50
Vini Oporto	1 25¢ 2 00
Vini Alba	1 25¢ 2 00
Sponges	
Florida sheeps' wool	2 50¢ 2 75
Nassau sheeps' wool	2 50¢ 2 75
Velvet extra sheeps'	2 50¢ 2 75
wool, carriage	1 50
Extra yellow sheeps'	1 25
wool, carriage	1 00
Grass sheeps' wool,	75
carriage	1 00
Hard, for slate use.	1 40
Yellow Reef, for	1 40
slate use.	1 40
Syrups	
Acacia	50
Aurant Cortex	50
Zingiber	50
Ipecac	50
Ferri Iod.	50
Rhei Arom.	50
Smilax Officinalis	50
Senega	50
Sellae	50
Menthol	50
Morphia, S. P. & W.	2 25¢ 2 50
Morphia, S. N. Y. Q.	2 15¢ 2 40
Morphia, Mal.	2 15¢ 2 40
Moschus Canton.	40
Myristica, No. 1	65¢ 80
Nux Vomica, po. 15	10
Os Sepia	35¢ 37
Pepsin Saac, H. & P.	1 00
P Co.	1 00
Pleis Liq. N.N. 1/4 gal.	2 00
Pleis Liq., quarts.	2 00
Pleis Liq., pints.	1 00
Pil Hydrarg.	80
Piper Nigra, po. 22	18
Pil Alba, po. 35	30
Pil Burgun.	7
Plumbi Acet.	10¢ 12
Pulvis Ipecac et Opil	1 30¢ 1 60
Pyrethrum, boxes H.	50
S. P. D. Co., doz.	75
Pyrethrum, pv.	25¢ 30
Quassia	8¢ 10
Quinia, S. P. & W.	29¢ 39
Quinia, S. German.	29¢ 39
Quinia, N. Y.	29¢ 39
Rubia Tincturum	12¢ 14
Saccharum Lactis pv	20¢ 22
Salacin	4 50¢ 4 75
Sanguis Draconis	40¢ 50
Sapo, W.	12¢ 14
Sapo M.	10¢ 12
Sapo G.	15
Selditz Mixture	50¢ 22
Sinapis	18
Sinapis, opt.	30
Snuff, Maccaboy, De	41
Voes	41
Snuff, Scotch, De Vo's	41
Soda, Boras.	9¢ 11
Soda, Boras, po.	9¢ 11
Soda et Potass Tart.	23¢ 25
Soda, Carb.	1 1/2¢ 1 50
Soda, Bi-Carb.	3¢ 5
Soda, Ash.	3 1/2¢ 4
Soda, Sulphas.	2 60
Spts. Cologne.	50¢ 55
Spts. Ether Co.	2 00
Spts. Myrcia Dom.	2 00
Spts. Vini Rect. bbl.	2 00
Spts. Vini Rect. 1/4 bbl.	2 00
Spts. Vini Rect. 10gal	2 00
Spts. Vini Rect. 5 gal	2 00
Strychnia, Crystal.	80¢ 1 05
Sulphur, Subl.	24¢ 34
Sulphur, Roll.	24¢ 34
Tamarinds	8¢ 10
Terebinth Venice.	28¢ 30
Theobromae	60¢ 65
Vanilla	9 00¢ 16 00
Zinci Sulph.	7¢ 8
Oils	
Whale, winter.	BBL. GAL.
Lard, extra.	85 90
Lard, No. 1	50 55
Paints	
BBL.	LB.
Red Venetian	1 1/2 2 2 1/2
Ochre, yellow Mars.	1 1/2 2 2 1/2
Ochre, yellow Ber.	1 1/2 2 2 1/2
Putty, commercial	2 1/2 2 1/2 3/4
Putty, strictly pure	2 1/2 2 1/2 3/4
Vermilion, Prime	13¢ 15
American	13¢ 15
Vermilion, English	70¢ 75
Green, Paris	14¢ 18
Green, Peninsular	13¢ 16
Lead, red	5 2 6 1/4
Lead, white	6 2 6 1/4
Whiting, white Span	2 2 3/4
Whiting, gilders'	2 2 3/4
White, Paris, Amer.	2 2 3/4
Whiting, Paris, Eng.	2 2 3/4
cliff	1 10¢ 1 40
Universal Prepared	1 10¢ 1 20
Varnishes	
No. 1 Turp Coach.	1 10¢ 1 20
Extra Turp.	1 60¢ 1 70
Coach Body	2 75¢ 3 00
No. 1 Turp Furr.	1 00¢ 1 10
Extra Turk Damar	1 55¢ 1 60
Jap. Dryer, No. 1 Turp	70¢ 79

Menthol.....	50	50	Selditz Mixture.....	200	22	Linseed, pure raw.....	66	69
Morphia, S. P. & W. 2	250	2 50	Sinapis.....	18	30	Linseed, boiled.....	67	70
Morphia, N. Y. Q. 2	150	2 40	Sinapis, opt.....	30		Neatsfoot, winter, str	43	70
Morphia, Mal.....	2	150	2 40	Snuff, Maccaboy, De		Spirits Turpentine..	43	53
Moschus Canton.....	40			Voes.....	41			
Myristica, No. 1.....	65	80	Snuff, Scotch, De Vo's	41	41	Paints BBL. LB.		
Nux Vomica...po. 15	10		Soda, Boras.....	90	11	Red Venetian.....	1 1/2	2 2 1/2
Os Sepia.....	350	37	Soda, Boras, po.....	90	11	Ochre, yellow Mars.....	1 1/2	2 2 1/2
Pepsin Saac, H. & P.			Soda et Potass Tart.....	230	25	Ochre, yellow Ber.....	1 1/2	2 2 1/2
D Co.....	1	100	Soda, Carb.....	1 1/2	2	Putty, commercial.....	2 1/2	2 1/2 3/4
Pleis Liq. N.N. 1/4 gal.			Soda, Bi-Carb.....	3 1/2	5	Putty, strictly pure.....	2 1/2	2 1/2 3/4
doz.....	2	00	Soda, Ash.....	3 1/2	4	Vermilion, Prime		
Pleis Liq., quarts.....	1	00	Soda, Sulphas.....	2	60	American.....	130	15
Pleis Liq., pints.....	80		Spts. Cologne.....	500	55	Vermilion, English.....	70	75
Pil Hydrarg.....	60		Spts. Ether Co.....	2	00	Green, Paris.....	14	18
Piper Nigra...po. 22	18		Spts. Myrcia Dom.....			Green, Peninsular.....	130	16
Piper Alba...po. 35	30		Spts. Vini Rect. bbl.			Lead, red.....	5	2 6 1/4
Pilx Burgun.....	7		Spts. Vini Rect. 1/4 bbl			Lead, white.....	6	2 6 1/4
Plumbi Acet.....	100	12	Spts. Vini Rect. 10gal			Whiting, white Span		2 3 1/4
Pulvis Ipecac et Opil 1	300	1 50	Spts. Vini Rect. 5 gal			Whiting, gilders'.....		2 3 1/4
Pyrethrum, boxes H.			Strychnia, Crystal.....	800	1 05	White, Paris, Amer.		2 1 25
& P. D. Co., doz.....	75		Sulphur, Subl.....	24	4	Whiting, Paris, Eng.		
Pyrethrum, pv.....	250	30	Sulphur, Roll.....	24	3 1/2	cliff.....		1 40
Quassia.....	80	10	Tamarinds.....	28	10	Universal Prepared. 1	100	1 20
Quinia, S. P. & W.....	29	39	Terebinth Venice.....	28	30	Varnishes		
Quinia, S. German.....	29	39	Theobromae.....	600	65	No. 1 Turp Coach... 1	100	1 20
Quinia, N. Y.....	29	39	Vanilla.....	9 000	16 00	Extra Turp.....	1	60 1 70
Rubia Tincturum.....	12	14	Zinci Sulph.....	70	8	Coach Body.....	2	75 3 00
Saccharum Lactis pv	20	22				No. 1 Turp Furn.....	1	00 1 10
Salacin.....	4 500	4 75	Oils			Extra Turk Damar.....	1	50 1 60
Sanguis Draconis.....	40	50	Whale, winter.....	70	70	Jap. Dryer, No.1 Turp	70	75
Sapo, W.....	12	14	Lard, extra.....	85	90			
Sapo M.....	10	12	Lard, No. 1.....	50	55			
Sapo G.....	15							

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

Spring Wheat Flour
Whole Cloves
Raisins
Corn Syrup

DECLINED

Handpicked Beans.
Sal Soda

Index to Markets

By Columns

A	Col.
Akron Stoneware.....	15
Alabastine.....	1
Ammonia.....	1
Axle Grease.....	1
B	
Baking Powder.....	1
Bath Brick.....	1
Bluing.....	1
Brooms.....	1
Brushes.....	1
Butter Color.....	1
C	
Candles.....	14
Canned Goods.....	2
Catsup.....	2
Carbon Oils.....	3
Cheese.....	3
Chewing Gum.....	3
Chicory.....	3
Chocolate.....	3
Clothes Lines.....	3
Cocoa.....	3
Cocoa Shells.....	3
Coffee.....	3
Condensed Milk.....	4
Coupon Books.....	4
Crackers.....	4
Cream Tartar.....	5
D	
Dried Fruits.....	5
F	
Farinaceous Goods.....	5
Fish and Oysters.....	13
Flavoring Extracts.....	5
Fly Paper.....	6
Fresh Meats.....	6
Fruits.....	14
G	
Grains and Flour.....	6
H	
Herbs.....	6
Hides and Pelts.....	13
I	
Indigo.....	6
J	
Jelly.....	6
L	
Lamp Burners.....	15
Lamp Chimneys.....	15
Lanterns.....	15
Lantern Globes.....	15
Licorice.....	7
Lye.....	7
M	
Matches.....	7
Meat Extracts.....	7
Molasses.....	7
Mustard.....	7
N	
Nuts.....	14
O	
Oil Cans.....	15
Olive.....	7
Oyster Pails.....	7
P	
Paper Bags.....	7
Paper Green.....	7
Pickles.....	7
Pipes.....	7
Potash.....	7
Provisions.....	7
R	
Rice.....	8
S	
Saleratus.....	8
Sal Soda.....	8
Salt.....	8
Salt Fish.....	8
Sauerkraut.....	8
Seeds.....	8
Shoe Blacking.....	8
Snuff.....	8
Soap.....	8
Spices.....	8
Starch.....	10
Stove Polish.....	10
Sugar.....	10
Syrups.....	9
T	
Table Sauce.....	12
Tea.....	11
Tobacco.....	11
Twine.....	12
V	
Vinegar.....	12
W	
Washing Powder.....	12
Wicking.....	13
Woodenware.....	13
Wrapping Paper.....	13
Y	
Yeast Cake.....	13

1	2
AXLE GREASE	
Aurora.....	55 6 00
Castor Oil.....	60 7 00
Diamond.....	50 4 25
Frazer's.....	75 9 00
IXL Golden, tin boxes 75	9 00
BAKING POWDER	
Egg	
1 lb. cans, 4 doz. case.....	3 75
1/2 lb. cans, 2 doz. case.....	3 75
1 lb. cans, 1 doz. case.....	3 75
5 lb. cans, 1/2 doz. case.....	8 00
ROYAL	
10c size.....	90
1/2 lb. cans 1 35	
6 oz. cans 1 90	
1/2 lb. cans 2 50	
1 lb. cans 3 75	
1 lb. cans 4 80	
3 lb. cans 13 00	
5 lb. cans 21 50	
BATH BRICK	
American.....	70
English.....	80
BLUING	
Arctic, 4 oz. ovals, per gross 4 00	
Arctic, 8 oz. ovals, per gross 6 00	
Arctic 16 oz. round per gross 9 00	
JENNINGS' CONDENSED PEARL BLUING	
Small size, per doz.....	40
Large size, per doz.....	75
BROOMS	
No. 1 Carpet.....	2 85
No. 2 Carpet.....	2 25
No. 3 Carpet.....	2 15
No. 4 Carpet.....	1 75
Parlor Gem.....	2 40
Common Whisk.....	85
Fancy Whisk.....	1 10
Warehouse.....	3 50
BRUSHES	
Milwaukee Dustless	
Fiber.....	1 00 23 00
Russian Bristle.....	3 00 25 00
Discount, 33 1/3% in doz. lots.	
Scrub	
Solid Back, 8 in.....	45
Solid Back, 11 in.....	95
Pointed Ends.....	85
Shoe	
No. 8.....	1 00
No. 7.....	1 30
No. 4.....	70 14
No. 3.....	1 90
Stove	
No. 3.....	75
No. 2.....	1 10
No. 1.....	1 75
BUTTER COLOR	
W. R. & Co.'s, 15c size.....	1 25
W. R. & Co.'s, 25c size.....	2 00
CANDLES	
Electric Light, 8s.....	12
Electric Light, 16s.....	12 1/2
Paraffine, 6s.....	10 1/2
Paraffine, 12s.....	11 1/2
Wicking.....	29

3	4
CATSUP	
Columbia, pints.....	2 00
Columbia, 1/2 pints.....	1 25
CARBON OILS	
Barrels	
Eocene.....	@10 1/4
Perfection.....	@ 9 1/4
Diamond White.....	@ 8 1/4
D. S. Gasoline.....	@12 1/4
Deodorized Naphtha.....	@10 1/4
Cylinder.....	@34
Engine.....	@22
Black, winter.....	@ 9 @10 1/4
CHEESE	
Acme.....	@12
Amboy.....	@12 1/4
Elsie.....	@14
Emblem.....	@12 1/4
Gem.....	@13
Gold Medal.....	@12
Ideal.....	@12
Jersey.....	@12
Riverside.....	@12 1/4
Brick.....	@14 1/2
Edam.....	@20
Leiden.....	@17
Limburger.....	@13 1/4
Pineapple.....	@50 75
Sap Sago.....	@19 20
CHEWING GUM	
American Flag Spruce.....	55
Boonman's Pepsin.....	60
Black Jack.....	55
Largest Gum Made.....	60
Sen Sen.....	55
Sen Sen Breath Perfume.....	1 00
Sugar Loaf.....	55
Yucatan.....	55
CHICORY	
Bulk.....	5
Red.....	7
Eagle.....	4
Frank's.....	6 1/4
Schener's.....	6
CHOCOLATE	
Walter Baker & Co.'s.....	
German Sweet.....	23
Premium.....	31
Breakfast Cocoa.....	46
Runkel Bros.....	21
Vienna Sweet.....	21
Vanilla.....	28
Premium.....	31
CLOTHES LINES	
Cotton, 40 ft. per doz.....	1 00
Cotton, 50 ft. per doz.....	1 20
Cotton, 60 ft. per doz.....	1 40
Cotton, 70 ft. per doz.....	1 60
Cotton, 80 ft. per doz.....	1 80
Jute, 60 ft. per doz.....	80
Jute, 72 ft. per doz.....	95
COCOA	
Cleveland.....	41
Colonial, 1/2.....	35
Colonial, 1/4.....	33
Epps.....	42
Huyler.....	45
Van Houten, 1/2.....	12
Van Houten, 1/4.....	20
Van Houten, 1/8.....	40
Van Houten, 1s.....	70
Webb.....	30
Wilbur, 1/2.....	41
Wilbur, 1/4.....	42
COCOA BUTTER	
Dunham's 1/2.....	26
Dunham's 1/4 and 1/8.....	26 1/4
Dunham's 1/8.....	28
Dunham's 1/16.....	28
Bulk.....	13
COCOA SHELLS	
20 lb. bags.....	2 1/4
Less quantity.....	3
Pound packages.....	4
COFFEE	
Roasted	
A.T.C. HIGH GRADE COFFEES	
Special Combination.....	15
French Breakfast.....	17 1/4
Lenox, Mocha & Java.....	21
Old Gov't Java and Mocha.....	24
Private Estate, Java & Mocha.....	26
Supreme, Java and Mocha.....	27
Dwinnell-Wright Co.'s Brands.....	
White House, 60-1s.....	29
White House, 30-2s.....	28
Excelsior M. & J., 60-1s.....	21 1/4
Excelsior M. & J., 30-2s.....	20 1/4
Royal Java.....	26 1/4
Royal Java & Mocha.....	26 1/4
Arabian Mocha.....	28 1/4
Aden Mocha.....	22 1/4
Freeman Merc. Co. Brands.....	
Marexo.....	11
Porto Rican.....	14
Honolulu.....	16 1/4
Parker House & M.....	25
Monogram J & M.....	28
Mandehling.....	31 1/4
Rio	
Common.....	10 1/4
Fair.....	11
Choice.....	13
Fancy.....	15
Santos	
Common.....	11
Fair.....	14
Choice.....	15
Fancy.....	17
Peaberry.....	13
Maracaibo	
Fair.....	12
Choice.....	16
Mexican	
Choice.....	16
Fancy.....	17
Guatemala	
Choice.....	16
Java	
African.....	12 1/4
African African.....	17
O. G.....	25
P. G.....	29

5	6
Mocha	
Arabian.....	21
Package	
New York Basis.....	
Arbuckle.....	10 1/4
Dillworth.....	10 1/4
Jersey.....	10 1/4
Lion.....	10 1/4
McLaughlin's XXXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	
Extract	
Valley City 1/2 gross.....	75
Felix 1/2 gross.....	1 15
Hummel's full 1/2 gross.....	85
Hummel's tin 1/2 gross.....	1 43
CONDENSED MILK	
4 doz in case.....	
Gall Borden Eagle.....	6 40
Crown.....	6 25
Daisy.....	5 75
Champion.....	4 50
Magnolia.....	4 25
Challenge.....	4 10
Dime.....	3 35
Leader.....	4 00
CRACKERS	
National Biscuit Co.'s brands	
Butter	
Seymour.....	6 1/4
New York.....	6 1/4
Family.....	6 1/4
Salted.....	6 1/4
Wolverine.....	6 1/4
Soda	
Soda XXX.....	6 1/4
Soda, City.....	8
Long Island Waters.....	13
Zephyrette.....	13
Oyster	
Faust.....	7 1/4
Farina.....	6 1/4
Extra Farina.....	6 1/4
Saltine Oyster.....	6 1/4
Sweet Goods-Boxes	
Animals.....	10
Assorted Cake.....	10
Belle Rose.....	8
Bent's Water.....	16
Cinnamon Bar.....	9
Coffee Cake, Iced.....	10
Coffee Cake, Java.....	10
Cocoa Macaroons.....	18
Cocoa Nut Taffy.....	10
Crackles.....	16
Creams, Iced.....	8
Cream Crisp.....	10 1/4
Cubans.....	11 1/4
Current Fruit.....	12
Frosted Honey.....	12
Frosted Cream.....	9
Ginger Gems, 1/2 doz or sm'l.....	8
Ginger Snaps, N. B. C.....	6 1/4
Gladiator.....	10 1/4
Grandma Cakes.....	9
Graham Crackers.....	8
Graham Wafers.....	12
Grand Rapids Tea.....	16
Honey Fingers.....	16
Iced Honey Crumpets.....	10
Imperial.....	8
Jumbles, Honey.....	12
Lady Fingers.....	12
Lemon Snaps.....	12
Lemon Wafers.....	16
Marshmallow.....	16
Marshmallow Creams.....	16
Marshmallow Walnuts.....	16
Mary Ann.....	16
Mixed Picnic.....	11 1/4
Milk Biscuit.....	7 1/4
Molasses Cake.....	8
Molasses Bar.....	9
Moss Jelly Bar.....	12 1/4
Newton.....	12
Oatmeal Crackers.....	8
Oatmeal Wafers.....	12
Orange Crisp.....	9
Orange Gem.....	9
Penny Cake.....	8
Pilot Bread, XXX.....	7 1/4
Pretzettes, hand made.....	8 1/4
Pretzels, hand made.....	8 1/4
Scotch Cookies.....	9
Seas' Lunch.....	7 1/4
Sugar Cake.....	8
Sugar Cream, XXX.....	8
Sugar Squares.....	8
Sultanas.....	13
Tutti Frutti.....	16
Vanilla Wafers.....	16
Vienna Crisp.....	8
E. J. Krue & Co.'s baked goods	
Standard Crackers.....	
Blue Ribbon Squares.....	
Write for complete price list with interesting discounts.	
CREAM TARTAR	
5 and 10 lb. wooden boxes.....	30
Bulk in sacks.....	29
DRIED FRUITS	
Apples.....	@6 1/4
Evaporated, 50 lb. boxes.....	@ 10
California Fruits	
Apricots.....	11 @11 1/4
Blackberries.....	8 1/4
Nectarines.....	8 1/4
Peaches.....	8 @10
Pears.....	9 1/4
Pitted Cherries.....	9 1/4
Prunelles.....	11
Raspberries.....	11
California Prunes	
100-120 25 lb. boxes.....	@ 3 1/4
90-100 25 lb. boxes.....	@ 4 1/4
80-90 25 lb. boxes.....	@ 5 1/4
70-80 25 lb. boxes.....	@ 6 1/4
60-70 25 lb. boxes.....	@ 7 1/4
50-60 25 lb. boxes.....	@ 8 1/4
40-50 25 lb. boxes.....	@ 9 1/4
30-40 25 lb. boxes.....	@ 10 1/4
1/2 cent less in 50 lb. cases	

7	8
Citron	
Leghorn.....	11
Coriscan.....	12 1/2
Currents	
California, 1 lb. package.....	7
Imported, 1 lb. package.....	8
Imported, bulk.....	7 1/4
Peel	
Citron American 19 lb. bx.....	13
Lemon American 10 lb. bx.....	13
Orange American 10 lb. bx.....	13
Raisins	
London Layers 2 Crown.....	1 65
London Layers 4 Crown.....	1 70
Cluster 4 Crown.....	1 70
Loose Muscatels 2 Crown.....	7 1/4
Loose Muscatels 3 Crown.....	8 1/4
Loose Muscatels 4 Crown.....	8 1/4
L. M., Seeded, 1 lb.....	9 1/4 @10
L. M., Seeded, 1/2 lb.....	8
Sultanas, bulk.....	11
Sultanas, package.....	11 1/4
FARINACEOUS GOODS	
Beans	
Dried Lima.....	6
Medium Hand Picked.....	1 70
Brown Holland.....	

6

FRESH MEATS

Beef	
Carcass	5 @ 8 1/4
Forequarters	5 @ 6
Hindquarters	6 1/2 @ 9 1/4
Loins	9 @ 14
Ribs	8 @ 12
Rounds	6 @ 8
Chucks	5 @ 6
Plates	3 @ 4

Pork

Dressed	7 @
Loins	8 1/2 @ 9 1/4
Boston Butts	8 1/2 @ 8 3/4
Shoulders	8 @
Leaf Lard	10 @

Mutton

Carcass	5 1/2 @ 7
Lambs	7 @ 8

Veal

Carcass	6 @ 9
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GRAINS AND FLOUR

Wheat	83
Winter Wheat Flour	
Local Brands	
Patents	4 60
Second Patent	4 10
Straight	3 90
Second Straight	3 60
Clear	3 50
Graham	3 60
Buckwheat	3 60
Rye	3 20
Subject to usual cash discount.	

Flour in bbls., 25c per bbl. additional.	
Bail-Barnhart-Putman's Brand	
Diamond 1/2s.	4 00
Diamond 1/4s.	4 00
Diamond 1/8s.	4 00
Worden Grocer Co.'s Brand	
Quaker 1/2s.	4 20
Quaker 1/4s.	4 20
Quaker 1/8s.	4 20

Spring Wheat Flour	
Clark-Jewell-Wells Co.'s Brand	
Pillsbury's Best 1/2s.	4 50
Pillsbury's Best 1/4s.	4 40
Pillsbury's Best 1/8s.	4 30
Pillsbury's Best 1/4s paper.	4 30
Pillsbury's Best 1/8s paper.	4 30
Bail-Barnhart-Putman's Brand	
Duluth Imperial 1/2s.	4 50
Duluth Imperial 1/4s.	4 40
Duluth Imperial 1/8s.	4 30
Lemon & Wheeler Co.'s Brand	
Wingold 1/2s.	4 50
Wingold 1/4s.	4 40
Wingold 1/8s.	4 30

Oiley & Judson's Brand	
Ceresota 1/2s.	4 50
Ceresota 1/4s.	4 40
Ceresota 1/8s.	4 30
Worden Grocer Co.'s Brand	
Laurel 1/2s.	4 60
Laurel 1/4s.	4 50
Laurel 1/8s.	4 40
Laurel 1/2s and 1/4s paper.	4 40

Meal	
Bolton	2 60
Granulated	2 80
Feed and Millstuffs	
St. Car Feed, screened	23 50
No. 1 Corn and Oats	23 50
Unbolted Corn Meal	22 50
Winter Wheat Bran	20 00
Winter Wheat Middlings	21 00
Screenings	19 00

Oats	
Car lots	47
Car lots, clipped	50
Less than car lots	
Corn	
Corn, car lots	60
Hay	
No. 1 Timothy car lots	10 00
No. 1 Timothy ton lots	12 00

HERBS	
Sage	15
Hops	15
Laurel Leaves	15
Senna Leaf	25

INDIGO	
Madras, 5 lb. boxes	55
S. F., 2, 3 and 5 lb. boxes	50

JELLY	
5 lb. palls, per doz.	1 75
15 lb. palls	38
30 lb. palls	67

KRAUT	
Barrel	4 75
1/2 Barrel	3 25

LICORICE	
Pure	30
Calabria	23
Stilly	14
Root	10

LYE	
Condensed, 2 doz.	1 20
Condensed, 4 doz.	2 25

MATCHES	
Diamond Match Co.'s brands.	
No. 9 sulphur	1 65
Anchor Parlor	1 50
No. 2 Home	1 00
Export Parlor	1 30
Wolverine	1 50
Search Light	4 50
Yale Blue	3 50
Globe, 3 gross	2 85
Bell	1 35
Best and Cheapest	1 70

MEAT EXTRACTS	
Armour & Co.'s, 2 oz.	4 45
Leibig's, 2 oz.	2 75

NEW ORLEANS	
Fancy Open Kettle	40
Choice	35
Fair	26
Good	22

MUSTARD	
Horse Radish, 1 doz.	1 75
Horse Radish, 2 doz.	3 50
Bayle's Celery, 1 doz.	1 75

7

OLIVES

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

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 50

Sugar	
Red	4 1/2
Gray	4 1/2

PICKLES	
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

PIPES	
Clay, No. 216	1 70
Clay, T. D., full count	65
Cob, No. 3	85

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

PROVISIONS	
Barreled Pork	
Mess.	2 16 75
Back	2 18 25
Clear back	2 18 50
Short cut	2 17 25
Pig	2 10 00
Bean	2 16 00
Family Mess.	
Clear	2 17 50

Dry Salt Meats	
Bellies	9 1/2
Briskets	10
Extra shorts	9 1/2

Smoked Meats	
Hams, 12 lb. average	2 11 1/4
Hams, 14 lb. average	2 11 1/4
Hams, 16 lb. average	2 11 1/4
Hams, 20 lb. average	2 11 1/4
Ham dried beef	2 12
Shoulders (N. Y. cut)	2 8 1/2
Bacon, clear	10 1/2 @ 11 1/4
California hams	7 1/2 @ 8
Bolled Hams	16 @ 16 1/2
Picnic Bolled Hams	12 @ 12
Berlin Ham pr's'd.	9 1/2 @ 9 1/2
Mince Hams	9 1/2 @ 9 1/2

Lards-In Tins	
Compound	8 1/2
Pure	10

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. Pails, advance	1 1/2
10 lb. Pails, advance	1 1/2
5 lb. Pails, advance	1 1/2
8 lb. Pails, advance	1 1/2

Sausages	
Bologna	6
Liver	6
Frankfort	7 1/2 @ 8
Pork	8 1/2
Block	6
Tongue	6
Headcheese	9

Beef	
Extra Mess.	10 25
Boneless	10 75
Rump	10 75

Pigs' Feet	
1/4 bbls., 40 lbs.	1 65
1 bbls., lbs.	7 50

Tripe	
Kits, 15 lbs.	70
1/4 bbls., 40 lbs.	1 25
1/4 bbls., 80 lbs.	2 40

Casings	
Pork	23
Beef rounds	5
Beef middles	12
Sheep	65

Butterine	
Solid, dairy	2 14
Rolls, dairy	2 14 1/2
Rolls, creamery	17
Solid, creamery	18 1/2

Canned Meats	
Corned beef, 2 lb.	2 50
Corned beef, 14 lb.	17 50
Roast beef, 2 lb.	2 50
Potted ham, 1/2s.	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

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

8

RICE

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



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

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



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

SAL SODA	
Granulated, bbls.	90
Granulated, 100 lb. cases	1 00
Lump, bbls, kegs	80
Lump, 145 lb. kegs	85

SALT	
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	

Diamond Crystal	
Table, cases, 24 3 lb. boxes	1 40
Table, barrels, 100 3 lb. bags	3 00
Table, barrels, 40 7 lb. bags	2 75
Butter, barrels, 250 lb. bulk	2 55
Butter, barrels, 20 14 lb. bags	2 85
Butter, sacks, 28 lbs.	27
Butter, sacks, 56 lbs.	67

Common Grades	
100 3 lb. sacks	2 25
60 5 lb. sacks	2 15
28 10 lb. sacks	2 05
56 lb. sacks	40
28 lb. sacks	22

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

Ashton	
56 lb. dairy in linen sacks	60

Higgins	
56 lb. dairy in linen sacks	60

Solar Rock	
56 lb. sacks	25

Common	
Granulated Fine	85
Medium Fine	90

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

Halibut	
Strips	14
Chunks	15 1/2

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

Mackerel	
Mess 100 lbs.	11 00
Mess 40 lbs.	4 70
Mess 10 lbs.	1 25
Mess 8 lbs.	1 03
No. 1 100 lbs.	9 50
No. 1 40 lbs.	4 10
No. 1 10 lbs.	1 10
No. 1 8 lbs.	80
No. 2 100 lbs.	8 00
No. 2 40 lbs.	3 50
No. 2 10 lbs.	95
No. 2 8 lbs.	79

9

Herring

Holland white hoops, bbl.	10 60
Holland white hoops 1/4 bbl.	5 50
Holland white hoop, keg.	75
Holland white hoop mehs.	85
Norwegian	
Round 100 lbs.	3 35
Round 40 lbs.	1 65
Scaled	14
Bloaters	1 50

Whitefish	
No. 1	8 00
No. 2	3 50
Fam	1 70
10 lbs.	95
8 lbs.	79

SEEDS	
Anise	9
Canary, Smyrna	3 1/2
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

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

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

GRAND PAS	
WONDER SOAP	

Rape	4
Cuttle Bone.....	14
SHOE BLACKING	
Handy Boy, large	3 50

12

Palo.....	36
Kylo.....	36
Hiawatha.....	41
Battle Axe.....	37
American Eagle.....	34
Standard Navy.....	37
Spear Head, 16 oz.....	42
Spear Head, 8 oz.....	44
Nobby Twist.....	48
Jolly Tar.....	38
Old Honesty.....	44
Toddy.....	38
J. T.....	38
Piper Heldsick.....	63
Boot Jack.....	81
Jelly Cake.....	36
Plumb Bob.....	32
Honey Dip Twist.....	39

Smoking

Hand Pressed.....	40
Ibox.....	28
Sweet Core.....	36
Flat Car.....	36
Great Navy.....	37
Warpath.....	27
Bamboo, 8 oz.....	29
Bamboo, 16 oz.....	27
I X L, 8 lb.....	27
I X L, 16 oz, palls.....	31
Honey Dew.....	37
Gold Block.....	37
Flagman.....	41
Chips.....	34
Klin Dried.....	22
Duke's Mixture.....	38
Duke's Cameo.....	40
Myrtle Navy.....	40
Yum Yum, 1 1/2 oz.....	38
Yum Yum, 1 lb. palls.....	38
Cream.....	37
Corn Cake, 2 1/2 oz.....	24
Corn Cake, 1 lb.....	22
Plow Boy, 1 1/2 oz.....	40
Plow Boy, 3 1/2 oz.....	39
Peerless, 3 1/2 oz.....	34
Peerless, 1 1/2 oz.....	36
Indicator, 2 1/2 oz.....	28
Indicator, 1 lb. palls.....	31
Col. Choice, 2 1/2 oz.....	21
Col. Choice, 8 oz.....	21

TABLE SAUCES

LEA & PERRIN'S SAUCE

The Original and
Genuine
Worcestershire.

Lea & Perrin's, large.....	3 75
Lea & Perrin's, small.....	2 50
Halford, large.....	3 75
Halford, small.....	2 50
Salad Dressing, large.....	4 55
Salad Dressing, small.....	2 75

TWINE

Cotton, 3 ply.....	16
Cotton, 4 ply.....	16
Jute, 2 ply.....	12
Hemp, 6 ply.....	12
Flax, medium.....	20
Wool, 1 lb. balls.....	7 1/2

VINEGAR

Malt White Wine, 40 grain.....	8
Malt White Wine, 80 grain.....	11
Pure Cider, B. & B. brand.....	11
Pure Cider, Red Star.....	12
Pure Cider, Robinson.....	12
Pure Cider, Silver.....	12

WASHING POWDER

Gold Dust, regular.....	4 50
Gold Dust, 5c.....	4 00

Rub-No-More

Rub-No-More.....	3 50
Pearline.....	3 75
Scourine.....	3 50

WICKING

No. 0, per gross.....	20
No. 1, per gross.....	25
No. 2, per gross.....	25
No. 3, per gross.....	55

WOODENWARE

Bushels.....	85
Bushels, wide band.....	1 15
Market.....	30
Splint, large.....	6 00
Splint, medium.....	5 00
Splint, small.....	4 00
Willow Clothes, large.....	5 50
Willow Clothes, medium.....	5 00
Willow Clothes, small.....	4 75

Butter Plates

No. 1 Oval, 250 in crate.....	45
No. 2 Oval, 250 in crate.....	50
No. 3 Oval, 250 in crate.....	55
No. 5 Oval, 250 in crate.....	55

Egg Crates

Humpty Dumpty.....	2 25
No. 1, complete.....	30
No. 2, complete.....	25

Clothes Pins

Round head, 5 gross box.....	45
Round head, cartons.....	62

Mop Sticks

Trojan spring.....	90
Eclipse patent spring.....	35
No. 1 common.....	75
No. 2 patent brush holder.....	85
12 lb. cotton mop heads.....	1 25
Ideal No. 7.....	90

13

Pails	
2-hoop Standard.....	1 40
3-hoop Standard.....	1 60
2-wire, Cable.....	1 50
3-wire, Cable.....	1 70
Cedar, all red, brass bound.....	1 25
Paper, Eureka.....	2 25
Fibre.....	2 40

Toothpicks

Hardwood.....	2 50
Softwood.....	2 75
Banquet.....	1 50
Ideal.....	1 50

Tubs

20-inch, Standard, No. 1.....	6 00
18-inch, Standard, No. 2.....	5 00
16-inch, Standard, No. 3.....	4 00
20-inch, Cable, No. 1.....	6 50
18-inch, Cable, No. 2.....	6 00
16-inch, Cable, No. 3.....	5 00
No. 1 Fibre.....	9 45
No. 2 Fibre.....	7 95
No. 3 Fibre.....	7 20

Wash Boards

Bronze Globe.....	2 50
Dewey.....	1 75
Double Aome.....	2 75
Single Aome.....	2 25
Double Peerless.....	3 25
Single Peerless.....	2 60
Northern Queen.....	2 50
Double Duplex.....	3 00
Good Luck.....	2 75
Universal.....	2 25

Wood Bowls

11 in. Butter.....	75
13 in. Butter.....	1 00
15 in. Butter.....	1 25
17 in. Butter.....	2 50
19 in. Butter.....	3 00
Assorted 13-15-17.....	1 75
Assorted 15-17-19.....	2 50

WRAPPING PAPER

Common Straw.....	1 1/4
Fiber Manila, white.....	3 1/4
Fiber Manila, colored.....	4 1/4
No. 1 Manila.....	4
Cream Manila.....	3
Butcher's Manila.....	2 3/4
Wax Butter, short count.....	20
Wax Butter, full count.....	20
Wax Butter, rolls.....	15

YEAST CAKE

Magic, 3 doz.....	1 00
Sunlight, 3 doz.....	1 00
Sunlight, 1 1/2 doz.....	1 00
Yeast Cream, 3 doz.....	1 00
Yeast Foam, 3 doz.....	1 00
Yeast Foam, 1 1/2 doz.....	50

FRESH FISH

White fish.....	92 10
Trout.....	80 9
Black Bass.....	100 11
Halibut.....	10 15
Ciscoes or Herring.....	5
Bluefish.....	12
Live Lobster.....	20
Boiled Lobster.....	20
Cod.....	10
Haddock.....	7
No. 1 Pickerel.....	9
Pike.....	8
Perch.....	8
Smoked White.....	11
Red Snapper.....	11
Col River Salmon.....	13 1/2
Mackerel.....	15

Oysters

Can Oysters.....	40
F. H. Counts.....	30
F. S. D. Selects.....	43
Selects.....	27

Bulk Oysters

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

HIDES AND PELTS

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

Pelts

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

Furs

Beaver.....	1 00 26 00
Wild Cat.....	10 50
House Cat.....	10 25
Red Fox.....	25 50
Grey Fox.....	10 50
Cross Fox.....	50 24 00
Lynx.....	15 24 00
Muskrat, fall.....	20 12
Mink.....	25 22 25
Raccoon.....	10 80
Skunk.....	19 10 15

Tallow

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

Wool

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

CANDIES

Stick Candy	
Standard.....	7 1/4
Standard H. H.....	7 1/4
Standard Twist.....	8
Cut Loaf.....	9
Jumbo, 2 lb.....	10 1/2
Extra H. H.....	10 1/2
Boston Cream.....	10
Beet Root.....	8

14

Mixed Candy

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

Fancy-In Pails

Champ. Crys. Gums.....	8 1/2
Pony Hearts.....	15
Fairy Cream Squares.....	12
Fudge Squares.....	12
Peanut Squares.....	11
Salted Peanuts.....	9
Starlight Kisses.....	10
San Blas Goodies.....	12 1/2
Lozenges, plain.....	9 1/2
Lozenges, printed.....	10
Choc. Drops.....	11 1/2
Eclipse Chocolates.....	13 1/2
Choc. Monumentals.....	14
Victoria Chocolate.....	15
Moss Drops.....	5 1/2
Lemon Sours.....	9 1/2
Imperial.....	9 1/2
Ital. Cream Opera.....	12 1/2
Ital. Cream Bonbons.....	12 1/2
20 lb. palls.....	12 1/2
Molasses Chews, 15 lb. palls.....	13
Golden Waffles.....	12 1/2

Fancy-In 5 lb. Boxes

Lemon Sours.....	55
Peppermint Drops.....	60
Chocolate Drops.....	65
H. M. Choc. Drops.....	65
H. M. Choc. Lt. and Dk. No. 12.....	21 00
Gum Drops.....	65
Licorice Drops.....	75
Lozenges, plain.....	55
Lozenges, printed.....	60
Imperial.....	60
Mottos.....	60
Cream Bar.....	55
Molasses Bar.....	55
Hand Made Creams.....	80 90
Cream Butters, Pep. and Wint.....	65
String Rock.....	65
Wintergreen Berries.....	60

Caramels

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

FRUITS

Oranges	3 25
Florida Russett.....	2
Florida Bright.....	2
Fancy Navels.....	3 00 23 25
Extra Choice.....	2 50 23 00
Late Valencia.....	2
Seedlings.....	2
Med. Sweet.....	2
Jamaicas.....	2
Rodi.....	2

Lemons

Verdell, ex fcy 300.....	2
Verdell, fcy 300.....	3 50 24 00
Verdell, ex chco 300.....	2
Verdell, fcy 360.....	2
Malori Lemons, 300.....	3 50 24 00
Messinas 300s.....	3 50 23 75
Messinas 360s.....	3 50 23 75

Bananas

Medium bunches.....	1 50 26 00
Large bunches.....	1 50 26 00

Foreign Dried Fruits

Figs	
California, Fancy.....	2
Cal. pkg, 10 lb. boxes.....	2
Extra Choice, Turk.....	12
10 lb. boxes.....	12
Fancy, Trkr., 12 lb. boxes.....	14
Pulled, 6 lb. boxes.....	2
Naturals, in bags.....	2

Dates

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

NUTS

Almonds, Tarragona.....	16
Almonds, Ivica.....	16
Almonds, California, soft shelled.....	15 1/2 16
Pecans.....	13
Fiberite.....	13
Walnuts, Grenoble.....	13
Walnut, soft shelled.....	13
California No. 1.....	13 1/2
Table Nuts, fancy.....	13 1/2
Pecans, Med.....	10
Pecans, Ex. Large.....	13
Pecans, Jumbos.....	14
Hickory Nuts per bu. Ohio, new.....	2
Cocoanuts, full sacks.....	2
Chestnuts, per bu.....	2
Peanuts.....	5 @
Fancy, H. P., Suns.....	6 @ 6 1/2
Roasted.....	6 @ 6 1/2
Choice, H. P., Extras.....	6 @
Choice, H. P., Extras.....	6 @
Roasted.....	6 @
Span. Shld No. 1 in w.....	5 1/2 @ 6 1/2

15

STONEWARE

Butters

1/2 gal., per doz.....	48
1 to 6 gal., per gal.....	5 1/2
8 gal. each.....	48
10 gal. each.....	60
12 gal. each.....	72
15 gal. meat-tubs, each.....	1 12
20 gal. meat-tubs, each.....	1 50
25 gal. meat-tubs, each.....	2 12
30 gal. meat-tubs, each.....	2 55

Churns

2 to 6 gal., per gal.....	6
Churn Dashers, per doz.....	84

Milkpans

1/2 gal. flat or rd. bot., per doz.....	48
1 gal. nat or rd. bot., each.....	5 1/2

Fine Glazed Milkpans

1/2 gal. flat or rd. bot., per doz.....	60
1 gal. flat or rd. bot., each.....	6

Stewpans

1/2 gal. fireproof, ball, per doz.....	85
1 gal. fireproof, ball, per doz.....	1 10

Jugs

1/2 gal. per doz.....	56
1/4 gal. per doz.....	42
1 to 5 gal., per gal.....	7

Sealing Wax

5 lbs. in package, per lb.....	2
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LAMP BURNERS

No. 0 Sun.....	35
No. 1 Sun.....	36
No. 2 Sun.....	48
No. 3 Sun.....	55
Tubular.....	80
Nutmeg.....	50

LAMP CHIMNEYS—Seconds

No.

IDEAL IN BUSINESS.

Must Rest on the Basis of Human Brotherhood.

The ideal in business is not impossible and is something not to be regarded as impossible or visionary, but is something for which we must look with the expectation of getting it. The man who has not an ideal in him, I do not care who he is, is still living in the age of savages.

Every man who is a man has an ideal of some kind, and the best man is he who goes after his ideal and pursues it with all his might; and one reason why we have so much trouble in this world is because people do not have ideals. I take it that the Golden Rule and Sermon on the Mount were spoken by One who understands the human life better than we do. They were spoken with the express purpose of putting them into practice. The two great things in our lives are: to love God and your neighbor with all your strength and with all your might, and it does not mean to do these things in every place except in the grocery business. He made no exceptions. It does not mean that you are to love with all your might in the home and the Sunday school and not in business; it means everywhere. Religion is not only for Sunday school and prayer meetings, but it will work in daily life. Men deny that the rule will work in business life but it is not true.

I have a friend who is part manager in one of the large passenger steamers. This has a saloon in it with eighteen, twenty or twenty-five different kinds of liquors. He would not run a saloon on land, but he says that on a steamer he has to, that he would have no passengers if he did not. I told him he could, that if he would fit up a steamer in first-class style, omitting the saloon, he would have all the passengers he could carry, as there were enough temperance people who wanted to cross the ocean in just such a way. And it is true. While in London two years ago I stopped at one of the prettiest hotels in the city, kept by two women. Now think of it: a hotel in the heart of London without a bar and filled with guests all the time.

While I was in the University it was the custom for the boys to go up into the White Mountains during the summer as waiters in the hotels. I served there in one for four months. The first night I had eight people to wait on. The bill of fare showed there kinds of tea, English, Black and Japan. I had orders for three kinds of tea from three ladies. I went out in the other room to see where the tea was kept and saw only two urns. I was green. Three kinds of tea and only two urns to draw it from! I asked the head waiter about it, and he wanted to know what the matter was, and I told him that there were only two urns and three kinds of tea ordered, and asked what I should do. He said, "You blockhead, draw it all out of those two urns." And that time I did it. My ideals then were not as high as they are now.

I had a young clerk in a London grocery tell me how things were being run in the store he worked in, and he asked me what I would do. He said: "We have a tub of butter in our store and a lady will come in and ask for butter. The manager will ask her what kind, and she will tell him, 'Shilling butter.' Soon afterward another lady will come and ask for butter, and he will ask her what kind she wants and she

will say, 'Nine pence.' It is all taken out of the same tub on the supposition that those two ladies will never meet in a city like London and compare prices on butter." This clerk told me that this was a common practice in most London shops. It is such practices as these that break down character both in the proprietor and clerk.

One of the first stories I remember of hearing, and every man in this house as old as I will remember of having heard, was this old slander: An old deacon, who kept a grocery store, employed a clerk and boarded him. Every morning this young man would hear the old gentleman, sing out from the house behind the store, "Sam, have you watered the molasses?" "Yes." "Have you sanded the sugar?" "Yes." "Have you diluted the vinegar?" "Yes." "Well, then, come in to prayers."

The ideal in business anywhere must rest on human brotherhood. The men who work with their heads and their hands must work together. Now I am going to make two points. Preachers generally have three, but I am going to make only two: I think that the ideal in business should be carried out in your business, in the railroad man's business, and in any business in any station in life, it must rest on the basis of human brotherhood. If we obeyed Jesus in the precepts which He delivered in His Sermon on the Mount, we should have much more power than we have now. Obey these principles literally and all things shall be yours. I beg of you, my brother, to obey the teachings of the Sermon on the Mount. More people would be better off, in this city, if they obeyed the teachings of the Sermon on the Mount and the Golden Rule. Unselfishness will be better in the long run than selfishness; it always is. Love pays better than money. How much better would all things be if men loved each other instead of hating each other. Something must be done to better the condition of the working man. I have communications from one of the finest railroad men in the world. He said it was not necessary to turn a single wheel on Sunday. It could be arranged to have the whole thing stopped and we would be better off without it. But it goes on because we keep up our selfish habits. Do not be selfish. Unselfishness always pays better than hate. Be just in your work. On these two principles rests the ideal in business. The Sermon on the Mount is the finest economic lesson that the world has ever had. Not for teachers, for poets and dreamers alone, but for men of every stamp and class. If Christ were here to-day, He would say, "Love one another." Shall we not? Do this in your business life, daily.

Charles M. Sheldon.

Wu Ting Fang, the Chinese Minister at Washington, figures in many stories emanating from the national capital. Ex-Postmaster General Smith tells this one: "We were at the late Vice-President Hobart's home and a goodly number of us made up our minds to drink the Chinese minister's health quite frequently. We had insidious designs. Wu discovered it, and time after time he stood firm, serene, undisturbed. Later, when the men who had tried to get the better of Minister Wu were groping blindly toward the balusters, and shakily trying to preserve their equilibrium Wu, smiling, sedate, calm, philosophical, and in that keen appreciation of our English language, of which he is so apt, said, nodding his head to the unseeing parting guests, 'They—they tried to saturate me, didn't they?'"

Hardware Price Current

Ammunition		Levels	
Caps		Stanley Rule and Level Co.'s.....dis	70
G. D., full count, per m.....	40	Mattocks	
Hicks' Waterproof, per m.....	50	Adze Eye.....\$17 00..dis	65
Musket, per m.....	75	Metals—Zinc	
Ely's Waterproof, per m.....	60	600 pound casks.....	7 1/2
Cartridges		Per pound.....	8
No. 22 short, per m.....	2 50	Miscellaneous	
No. 22 long, per m.....	3 00	Bird Cages.....	40
No. 32 short, per m.....	5 00	Pumps, Cistern.....	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 Shotguns		Patent Planished Iron	
No. 120.....	\$2 90	"A" Wood's patent planished, Nos. 24 to 27.....	10 80
No. 129.....	2 90	"B" Wood's patent planished, Nos. 25 to 27.....	9 80
No. 128.....	2 90	Broken packages 1/4¢ per pound extra.	
No. 126.....	2 90	Planes	
No. 135.....	2 95	Ohio Tool Co.'s, fancy.....	40
No. 154.....	3 00	Scotia Bench.....	50
No. 200.....	2 50	Sandusky Tool Co.'s, fancy.....	40
No. 208.....	2 50	Bench, first quality.....	45
No. 236.....	2 65	Nails	
No. 265.....	2 70	Advance over base, on both Steel and Wire.	
No. 284.....	2 70	Steel nails, base.....	2 35
Discount 40 per cent.		Wire nails, base.....	2 35
Paper Shells—Not Loaded		20 to 60 advance.....	Base
No. 10, pasteboard boxes 100, per 100.....	72	10 to 16 advance.....	5
No. 12, pasteboard boxes 100, per 100.....	64	8 advance.....	10
Gunpowder		6 advance.....	20
Kegs, 25 lbs., per keg.....	4 00	4 advance.....	30
1/2 kegs, 12 1/2 lbs., per 1/2 keg.....	2 25	3 advance.....	45
1/4 kegs, 6 1/4 lbs., per 1/4 keg.....	1 25	2 advance.....	60
Shot		Fine 3 advance.....	50
In sacks containing 25 lbs.		Casing 10 advance.....	15
Drop, all sizes smaller than B.....	1 65	Casing 8 advance.....	25
Augurs and Bits		Casing 6 advance.....	35
Snell's.....	60	Finish 10 advance.....	25
Jennings genuine.....	25	Finish 8 advance.....	35
Jennings' imitation.....	50	Finish 6 advance.....	45
Axes		Barrel 1/2 advance.....	85
First Quality, S. B. Bronze.....	6 00	Rivets	
First Quality, D. B. Bronze.....	9 00	Iron and Tinned.....	50
First Quality, S. B. S. Steel.....	6 50	Copper Rivets and Burs.....	45
First Quality, D. B. Steel.....	10 50	Roofing Plates	
Barrows		14x20 IC, Charcoal, Deah.....	7 50
Railroad.....	12 00	14x20 IX, Charcoal, Deah.....	9 00
Garden.....	29 00	20x28 IC, Charcoal, Deah.....	15 00
Bolts		14x20 IC, Charcoal, Alloway Grade.....	7 50
Stove.....	70	14x20 IX, Charcoal, Alloway Grade.....	9 00
Carriage, new list.....	60	20x28 IC, Charcoal, Alloway Grade.....	15 00
Plow.....	50	20x28 IX, Charcoal, Alloway Grade.....	18 00
Buckets		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.....dis	50
1/4 in. 5-16 in. 3/8 in. 1/2 in.		Sash Weights	
Com.....	7 c. 6 c. 5 c. 4 1/2 c.	Solid Eyes, per ton.....	25 00
BB.....	8 1/2 7 1/2 6 1/2 5 1/2	Sheet Iron	
BBB.....	8 3/4 7 3/4 6 3/4 5 3/4	com. smooth.....	com.
Crowbars		Nos. 10 to 14.....	\$3 60
Cast Steel, per lb.....	6	Nos. 15 to 17.....	3 72
Chisels		Nos. 18 to 21.....	3 70
Socket Firmer.....	65	Nos. 22 to 24.....	4 10
Socket Framing.....	65	Nos. 25 to 28.....	4 20
Socket Corner.....	65	No. 27.....	4 30
Socket Sinks.....	65	All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	4 10
Elbows		Shovels and Spades	
Com. 4 piece, 6 in., per doz.....net	75	First Grade, Doz.....	8 00
Corrugated, per doz.....	1 25	Second Grade, Doz.....	7 50
Adjustable.....dis	40&10	Solder	
Expansive Bits		1/2 @ 1/4.....	19
Clark's small, 1 1/8; large, 2 1/8.....	40	The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Ives' 1, 1 1/8; 2, 2 1/4; 3, 3 1/8.....	25	Squares	
Files—New List		Steel and Iron.....	60—10—5
New American.....	70&10	Tin—Melyn Grade	
Nicholson's.....	70	10x14 IC, Charcoal.....	\$10 50
Heller's Horse Rasps.....	70	14x20 IC, Charcoal.....	10 50
Galvanized Iron		20x14 IX, Charcoal.....	12 00
Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16.....	28 17	Each additional X on this grade, \$1.25.	
Discount, 65.....		Tin—Alloway Grade	
Gauges		10x14 IC, Charcoal.....	9 00
Stanley Rule and Level Co.'s.....	60&10	14x20 IC, Charcoal.....	9 00
Glass		10x14 IX, Charcoal.....	10 50
Single Strength, by box.....dis	85&20	14x20 IX, Charcoal.....	10 50
Double Strength, by box.....dis	85&20	Each additional X on this grade, \$1.50	
By the Light.....dis	85&20	Boiler Size Tin Plate	
Hammers		14x56 IX, for No. 8 Boilers, } per pound..	13
Maydole & Co.'s, new list.....dis	33 1/2	14x56 IX, for No. 9 Boilers, }	
Yerkes & Plumb's.....dis	40&10	Traps	
Mason's Solid Cast Steel.....300 list	70	Steel, Game.....	75
Hinges		Onelda Community, Newhouse's.....	40&10
Gate, Clark's 1, 2, 3.....dis	60&10	Onelda Community, Hawley & Norton's.....	65
Hollow Ware		Mouse, choker per doz.....	15
Pots.....	50&10	Mouse, delusion, per doz.....	1 25
Kettles.....	50&10	Wire	
Spiders.....	50&10	Bright Market.....	60
Horse Nails		Annealed Market.....	60
Au Sable.....dis	40&10	Coppered Market.....	50&10
House Furnishing Goods		Tinned Market.....	50&10
Stamped Tinware, new list.....	70	Coppered Spring Steel.....	40
Japanned Tinware.....	20&10	Barbed Fence, Galvanized.....	3 25
Iron		Barbed Fence, Painted.....	2 95
Bar Iron.....	2 25 c rates	Wire Goods	
Light Band.....	3 c rates	Bright.....	80
Knobs—New List		Screw Eyes.....	80
Door, mineral, jap. trimmings.....	75	Hooks.....	80
Door, porcelain, jap. trimmings.....	85	Gate Hooks and Eyes.....	80
Lanterns		Wrenches	
Regular 0 Tubular, Doz.....	5 00	Baxter's Adjustable, Nickeled.....	30
Warren, Galvanized Found.....	6 00	Coe's Genuine.....	30
		Coe's Patent Agricultural, Wrought.....	70

The Grain Market.

Wheat has been very quiet during the week. There were a few spurts, but they were spasmodic and rather tame. The conditions in the Northwest were of a bullish nature. The receipts were below last week and barely as much as one year ago, but the tenor was for very little strength in prices for spring wheat. The visible also made a decrease of 1,440,000 bushels. However, it did not enthruse the longs to take hold, because they appear to be in a waiting mood.

Exports were about as usual. The amount on passage was reported about 8,000,000 bushels, of which the United States furnished a trifle over 50 per cent. In wheat centers, winter wheat is selling at 7@8c premium over May options and scarce at that. The question arises, Where is the wheat to come from to keep the mills going? The Grand Rapids mills are using up quite an amount—when running full they turn out 2,000 barrels per day. The great complaint among the large millers of the Northwest is that the flour trade is dull and that wheat is exported, instead of flour, which is all wrong. Congress should work for reciprocity and see that no barrier is laid in the way of exporting flour. Here is an industry where \$2,200,000,000 capital is invested, but it is hardly able to keep going. Looking from our standpoint, Congress should find ways or make laws so that flour would not be discriminated against or that the railroads and steamship lines should carry flour at the same rate they do wheat, and not discriminate against flour as has been done for so long. The wheat raisers should make the same efforts that the beet sugar men do to get protection. It is claimed that the infant beet sugar industry should be protected, when everyone knows that the beet sugar factories pay a handsome dividend. If that infant industry pays a good dividend now, what will it pay when it reaches its majority?

Corn has done better than wheat. Prices are strong and looking up. Receipts are small, while the exports, owing to the high price, are rather of a diminutive character. That does not matter, as all of our corn will be needed for consumption at home at better prices than at present. May options are 64c; last week they were a trifle below 60c. Oats are steady again after a very heavy onslaught by the bears. They tried very hard to break the market, but as there seemed to be buyers for all that was offered, the sellers changed to buyers, which advanced the options again to 44½c.

Beans are weak and about 5c off from last week's prices. There is still room for a 10c lower range.

Flour remains steady, as cash wheat is strong, so the trade think flour prices are about low enough; in fact, flour is the cheapest article in the market. Mill feed holds up, with no change in price—\$22 for bran, \$23 for middlings.

Receipts have been the smallest in a number of years, being for the month of January: wheat, 278 cars; corn, 13 cars; oats, 8 cars; rye, 4 cars; flour, 27 cars; beans, 6 cars; malt, 2 cars; hay, 5 cars; potatoes, 25 cars.

Receipts for the week were as follows: wheat, 27 cars; corn, 3 cars; oats, 1 car; rye, 6 cars; beans, 1 car; potatoes, 4 cars.

Millers are paying 83c for wheat.
C. G. A. Voigt.

The Boys Behind the Counter.

Alpena—Miss Amy Wittelschofer has resigned as book-keeper for Greenbaum

Bros.' department store. Miss Alice Hennan has taken the position.

Traverse City—Jacob Kampenga, a window trimmer of the Boston Store, and P. J. Fisher, who has been for some time employed in the clothing department of the same store, have resigned to enter the employ of E. Wilhelm.

Alpena—John Strulke has taken a position in Thos. Stacey's new meat market.

Palo—Charles Wilder is now head clerk in the drug and grocery store of H. D. Pew.

Alpena—Mr. Harb, formerly of Arkansas, now has charge of the linen department at Hawley & Fitzgerald's dry goods store.

THEY ARE SOLID.

Unfounded Report Regarding the Western Travelers' Accident Association.

The Associated Press report recently sent from St. Louis regarding the embezzlement and suicide of H. C. Tatum, Secretary and Treasurer of the Western Commercial Travelers' Association of St. Louis, has led many to associate the same with the Western Travelers' Accident Association of Omaha, who have an Eastern department in this city, Geo. F. Owen, Secretary. To set the matter right before the public, Mr. Geo. J. Heinzelman, one of the Board of Directors, Saturday wired Secretary A. L. Sheetz and received the following reply from President E. S. Streeter:

Omaha, Neb., Jan. 31, 1902.
Geo. J. Heinzelman,
Grand Rapids, Mich.

Your message to Secretary Sheetz referred to me. Any reports about Treasurer Western Travelers' Accident Association being short absolutely false. Report due probably to embezzlement and suicide of Tatum, Secretary Western Commercial Travelers' Association, St. Louis, Mo., which has no connection with Western Travelers' Accident Association of Omaha, Neb. Accounts of Secretary and Treasurer Sheetz are audited annually by expert employed by me. On recent examination accounts found correct to a cent. Deny emphatically all reports to contrary and advise us of their source.

E. S. Streeter, Prest.

Western Travelers' Accident Ass'n.
The Western Travelers' Accident Association is one of the most thrifty in the United States and is rapidly growing, as the January statement shows that 330 new members joined during the month. They make this statement and publish the names of the members that joined.

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.

LOCATE IN NORTHERN MICHIGAN. Complete list and description of thriving towns with little or no competition sent for \$1. Openings for all kinds of business. Address Box 583, Alpena, Mich. 281

FOR SALE—A CLEAN STOCK OF DRY goods and notions, invoicing \$7,000, in good town in Southern Michigan. Fine opening for a department store. Address D. J. G., care Michigan Tradesman. 280

SHOE STORE FOR SALE IN A GOOD MICHIGAN town of 10,000 inhabitants, thirty miles from Detroit. Good location; twenty-five years' established business; cheap rent; an excellent chance. Good reason for selling. Address No. 277, care Michigan Tradesman. 277

FOR SALE—A STOCK OF DRY GOODS, shoes and clothing, or will sell dry goods. Fine established business in one of the best towns in Michigan. Best of reasons for selling. If you want a business, it is a rare opportunity. Address S., care Michigan Tradesman. 276

500 ACRE STOCK FARM, WITH OR WITHOUT stock and tools, for sale cheap. For part will take stock merchandise, hotel, smaller farm, lumber yard stock, or what have you? J. A. Hawley, Leslie, Mich. 271

FOR SALE—STOCK OF DRY GOODS, groceries, shoes, rubbers and hardware. Will invoice about \$3,500. Located in best farming country in Central Michigan. Cash sales last year, \$15,000. 270

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; 8x12. 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

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 616, 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

WANTED—A LOCATION FOR UP-TO-date shoe store. Would buy small stock. Address Shoes, Carrier 2, Big Rapids, Mich. 250

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

FOR SALE—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

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 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—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. 233

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 lumber, 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—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 24x52 feet; office, 8x12 feet; engine room, brick, 22x24 feet; storage capacity, 18,000 bushels; equipped with 25 horse power engine and boiler, scales, corn sheller, etc. Business for past year shows a profit of \$2,500. Address L. E. Torrey, Agent, Grand Rapids, Mich. 161

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

FOR SALE—A NEW AND THE ONLY BAZAAR stock in the city or county; population, 7,000; population of county, 23,000; the county seat; stock invoices \$2,500; sales, \$40 per day; expenses low. Address J. Clark, care Michigan Tradesman. 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. Herrick, 116 Monroe street, Grand Rapids. Enjoys best trade in the city. Mr. Herrick wishes to retire from business. Address L. E. Torrey, Agt., Grand Rapids. 102

I WILL SELL WHOLE OR ONE-HALF 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

SITUATION WANTED; SALARY TEN DOLLARS per week, as clerk, drug or grocery. Pharmacist, care Michigan Tradesman. 272

WANTED—EXPERIENCED SHOE AND dry goods salesman and stockkeeper in up-to-date country store. State experience had and salary expected. Address No. 278, care Michigan Tradesman. 278

WILL BE OPEN FOR ENGAGEMENT March 1 with firm handling beans and general produce. Can manage branch house; twelve years' experience with beans and seeds. Address Box 222, Petoskey, Mich. 275

WANTED—SITUATION IN GENERAL store; six years' experience; best of references. Address Box 268, Lake Odessa, Mich. 274

WANTED—BY EXPERIENCED MAN AND wife position in dry goods or general store. Best of references. Address No. 273, care Michigan Tradesman. 273

WANTED—SALESMAN, TRAVELING FOR wholesale grocery, cracker or candy house, to sell fruit and produce; side line; liberal commission. Address L. S. Lang, 120 S. Water St., Chicago, Ill. 272

SALESMAN WANTED—TO SELL OUR specialty line of ladies', misses' and children's medium priced, all solid shoes; also a full line of rubber goods in Michigan, Indiana, Illinois, Iowa, Wisconsin, Minnesota and the Dakotas. We want men with an established trade; no others need apply. Straight commission of 6 per cent on leather goods. Walden Shoe Co., Grand Haven, Mich. 269

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

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

WANTED—REGISTERED PHARMACIST to work in country store; state wages and references. Address X. Y., care Michigan Tradesman. 154

Canvas Leggings and Leather Coats

at special prices to close them out.

Horse and Wagon Covers,
Cotton Duck,
Wrapping Twines,
Lath Yarn, Hay Rope, etc.,
At lowest market prices.

Chas. A. Coye,
11 and 9 Pearl Street,
Grand Rapids, Mich.

Dissolution Notice

Notice is hereby given that the co-partnership heretofore existing between W. R. McMurray and F. B. McKay, under the style of McMurray & McKay, has been this day dissolved. F. B. McKay retiring. I agree to pay all the indebtedness of the former firm and all accounts due to the former firm are payable to me.
Dated at Ada, Mich., Jan. 1, 1902.
W. R. McMURRAY.